## way to gr©w™

2022 Annual Report



## **OUR MISSION**

Working closely with parents and communities, we ensure that children are born healthy, stay healthy, and are prepared for school.

## OUR VISION

Together, we will ensure that every child has an equal opportunity to succeed in school and life.

## way to grow



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We are each other's harvest: we are each other's business: we are each other's magnitude and bond.



Gwendolyn Brooks from Paul Robeson

## Dear Friends,

It has been two tremendous years since the major pandemic strike of 2020! Despite all of the adversities, Way to Grow has managed to thrive and come out on the other side prepared to serve more families and children. The time was right for Way to Grow to spread its wings to reach more communities, develop more strategic partnerships, and promote stronger solutions for social, economic, and education gaps.

As reports of children falling behind filled the news in 2022, Way to Grow's impact provided a spectacular contrast. Minnesota faces one of the largest opportunity gaps in the nation, yet Way to Grow inspired change and our families continued to break through systemic barriers with their unwavering determination to succeed. Last year, an incredible 98% of our pre-k students started kindergarten ready to succeed in school and beyond!

For the past 18 years, Way to Grow families have inspired me, and this year was no different. Our team of highly trained Family Educators completed 11,368 home visits, reaching over 1,800 individuals. Our Family Educators increased in-person home visits, strengthened new and familiar connections with community partners, and deepened our impact in Minneapolis and the surrounding suburbs—all with our eyes lifted to the future.

As we continue to adapt, thrive, and remain resilient, I would like to thank the dedicated Way to Grow staff and board of directors, along with the generosity of our donors, government agencies, corporations, and community partners. Thank you for making an incredible impact on the lives of Way to Grow families.

Together, we are a resilient community of individuals who are working towards a better future for our youngest generation.

Sincerely,

~////88

Carolyn Smallwood Chief Executive Officer

## Who We Are



# 66

Mr. Tony has been the most supportive as far as getting Destiny comfortable in her transition to kindergarten. He's always warm – it's comfortable, genuine support.

99

Sharla Way to Grow Parent

## About Way to Grow Our Story

For over three decades, Way to Grow has been addressing Minnesota's gap in early education head-on and without hesitation. We envision a state where every child has an equal opportunity to succeed in school and life, and we're working to build this future *today*.

Our goal is for every child in our community to feel valued and supported from the moment they are born. Way to Grow's Great by Eight programming supports children and caregivers from before birth through third grade, providing a year-round education curriculum and wraparound support for the entire family.

Through our innovative home visiting model and expansive programming, we are proud to work with more than 1,800 individuals in Minneapolis and the surrounding suburbs our neighbors who work hard to provide for their children, are active in their community, and care deeply about their child's education.

Closing the opportunity gap is a community-wide effort, and Way to Grow is proud to be surrounded by a strong network of supporters, families, staff, and education advocates in our community.

In 2022, Way to Grow partnered with over 100 community agencies to provide critical basic needs and additional enrichment opportunities for our families. Our work was further supported by more than 450 individuals, foundations, and corporations who have chosen to invest in the future of our children and in turn, in the vitality of this community.

Way to Grow continues to reach families, build networks of services, and ensure that every child in our community is prepared to start school on track, but there is still work to be done. As we look ahead, we're embarking on an expansion journey to deepen our ties in Minneapolis and expand our reach even further into the suburbs. Will you join us?

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## Filling in the Gaps

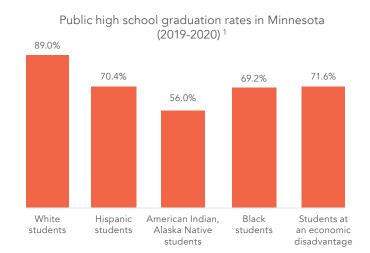
Building a vibrant future for Minnesota's youngest generation.

## The Situation:

When measuring by race and socioeconomic status, we're faced with a difficult reality:

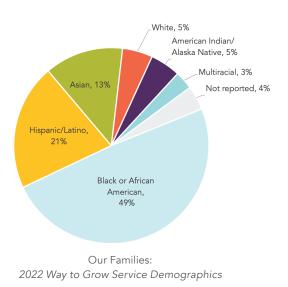
## Minnesota has the third largest opportunity gap in the nation.

In Minnesota, students of color and students at an economic disadvantage are less likely to graduate high school than their peers in 47 other states.<sup>2</sup>



## Research and experience has shown us the path forward.

High-quality education beginning at birth is a proven indicator for an entire lifetime of academic achievement.<sup>3</sup> In fact, students reading at grade level by third grade are almost four times as likely to graduate high school with a diploma.<sup>4</sup>



## We're closing the opportunity gap.

Way to Grow works across race and socioeconomic barriers to provide the resources and support that families need to thrive.

## In 2022, 98% of our pre-k learners entered kindergarten on track!

Our culturally responsive, evidence-based programming begins in the most formative years of a child's life. By starting early, we can build the foundation for a lifetime of academic success.

Equitable access to high-quality early education is the solution Minnesota needs. Together, we're building a brighter future for our next generation.

 "Public high school 4-year adjusted cohort graduation rate (ACGR), by race/ethnicity and selected demographic characteristics for the United States, the 50 states, the District of Columbia, and Puerto Rico: School year 2019–20." National Center for Education Statistics.
www.nces.ed.gov/ccd 2 "Figure 3. Adjusted cohort graduation rate (ACGR) for White and Black public high school students, by state: 2019– 20" National Center for Education Statistics. nces.ed.gov/programs/coe/indicator/coi/ 3 Grunewald, R. & Nath, A. (2019) "A Statewide Crisis: Minnesota's Education Achievement Gaps." Federal reserve bank of Minneapolis. www.minneapolisfed.org 4 Hernandez, Donald J. (2012) "Double Jeopardy: How Third Grade Reading Skills and Poverty Influence Highschool Graduation." The Annie E. Casey Foundation.

## What We Do

# <u> 2020000000000</u>



## Great by Eight: Our Programs and Services

## FAMILY SUPPORT

Working language-to-language whenever possible, Way to Grow Family Educators build trusted relationships with families to support and stabilize life at home.

Way to Grow helps families thrive by providing connections to employment, housing, health, education, and more.

### HEALTH AND WELLNESS $\bigotimes$

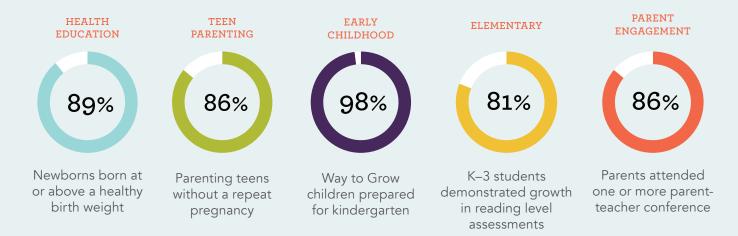
From prenatal care to well-child checkups, our Growing Strong program ensures that children are born healthy and stay healthy.

Family Educators support the physical and social-emotional needs of the entire family, providing health education, parent-child groups, community events, and resources.

### EARLY LEARNING

Through regular home visits, Family Educators guide parents through an understanding of child development, emergent literacy, and social-emotional learning.

Parents learn to use books, hands-on learning games, puzzles, songs, and parent education materials to be their child's first and foremost educator.



## Our Impact in 2022:

#### PARENT EDUCATION GROUPS 🐣

#### Way to Grow hosts a variety of interactive parent-child education and advocacy groups for families.

Through learning and playing together, family bonds are strengthened, and caregivers are introduced to a supportive community of other Way to Grow families and Family Educators.

#### DREAM TRACKS 💥

# Our Dream Tracks youth parenting program prepares young parents (ages 15-21) for success.

Dream Tracks provides motivation and emotional empowerment, academic and career goal setting, and information on parenting skills and reproductive health.

#### ELEMENTARY EDUCATION 😌

# Way to Grow's elementary programming teaches the foundational literacy components necessary to building essential reading skills.

Parents learn to navigate the education system, build strong parent-teacher connections, and establish academic expectations at home. Way to Grow offers year-round virtual tutoring to help students reach grade level literacy.

#### CENTER-BASED LEARNING 🖽

#### Way to Grow operates a highly accredited preschool available to enrolled Way to Grow families with children ages 3-5.

Way to Grow's preschool builds positive relationships between families and schools, and prepares children to start kindergarten on track. Programming is centered around the unique interests of each class.

## way to gr@w™



# **Shining Memories**': from a bright 2022



#### LANGUAGE-TO-LANGUAGE SUPPORT

## **Meet Ricardo!**

Since moving to Minnesota from his home country of El Salvador, Ricardo has dedicated his life to being a role model for his two sons, Ezequiel (6) and Alexis (10). "He's a very good dad," says their Family Educator, Maria. Ricardo remembers meeting Maria for the first time: "Necesitaba mucho apoyo," shares Ricardo. *"I needed a lot of support."* 

AA

Seeking new ways to increase the family's access to Spanish language resources, Maria introduced Ricardo, Ezequiel, and Alexis to their local public library last fall. Ricardo remembers watching Ezequiel and Alexis run through the library shelves for the first time, laughing together amidst a seemingly endless collection of books, computers, and games.

#### "Eso no tiene precio," says Ricardo. "That's priceless."

Maria's language-to-language connection has allowed her to build a strong foundation of trust with Ricardo and his boys. When water began creeping into the basement of their family home, Ricardo called Maria for support during a Brooklyn Center city inspection: "She advocated for us and practically demanded that the problem be resolved."

Through resource connections and engagement with community services, Way to Grow Family Educators create a unique network of support that reflects the needs of each individual family. As Ricardo dedicates each day to building a bright future for Alexis and Ezequiel, Maria will be there to offer support, resources, and trusted advice along every step of their journey.

### STEM Kits with HDR

In May, Way to Grow welcomed a donation of 144 customized STEM kits from a team of young professionals at HDR, inc.

Each kit was made with Way to Grow families in mind, filled with three hands-on activities to build confidence, creativity, and a sense of curiosity about the great big world around us.

## Fundraising events



From cocktails at Quincy Hall to an elegant evening at The Depot, both of Way to Grow's signature fundraising events were hosted in-person this year for the first time since 2019!

With more than 360

guests, and with the help of our generous sponsors and supporters, the Shine Celebration raised over \$400,000 for Great by Eight programming.

## On the air

In 2022, Way to Grow was featured on KSTP's "Minnesota Live" with Megan Newquist and Chris Egert, MPR News with Angela Davis, and 89.9 KMOJ's "Power to the Parents" segments.



66 I am so immensely grateful for the Way to Grow program and what it has done for us. ??

Sarah, Way to Grow Parent



## Osseo ECFE Partnership

Alongside the Community Education department at Osseo Area Schools, Way to Grow facilitated parent-child classes at Willow Lane Early Childhood Center.

Complete with sensory play and guided activities, these groups will continue into 2023!

## **Graduation Celebrations**

In 2022, we cheered on Way to Grow preschool graduates as they began their next big adventure: kindergarten!

We also celebrated with third graders graduating from Way to Grow's Great by Eight program with a picnic, karaoke, and giant board games in the park.

# **Thank You!**

## **Individual Donors**

#### INNOVATERS (\$20,000+)

Anonymous Mary Jo and David Eide Gullickson Family Fund of the Minneapolis Foundation Victoria and Gerald Mattys Paul and Jeanne Ravich Family Fund of the Minneapolis Foundation

#### CHAMPIONS (\$10,000 - 19,999)

Christenson Family Charitable Fund, a Donor Advised Fund of U.S. Charitable Gift Trust Ted and Karen Contag Family Fund Davies-Sommer Family Fund of the Minneapolis Foundation Lauren Davis Julia Halberg and Mark Chatterton Helsing/Eichenwald Foundation in Memory of Bryan S. Eichenwald Dave and Barb Henderson Charitable Fund of InFaith Community Foundation Al and Kathy Lenzmeier Lynne M. Mills Fund of the Saint Paul & Minnesota Foundation Kevin and Judy Nilan Sally Scheefe Charitable Fund Warren and MaryLynn Staley

#### TRAILBLAZERS (\$5,000-9,999)

Robert Barnett and Marlena Bromschwig Doug and Lisa Bechtold Family Fund of InFaith Community Foundation Jim Boyle Brierton Family Fund of the Minneapolis Foundation Ronald and Janet Christenson Michael and Ann Ciresi Janis Clay and Elam Baer Mariacristina De Nardi and Marco Bassetto Kristin and Brandon Dennewill Dickstein Foreman Family Fund, a fund of American Endowment Foundation Jennifer and Scott Gill Charitable Fund

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#### PARTNERS (\$1,000-2,499)

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#### SUPPORTERS (\$250-499)

Arthur Alexander and Kathryn Mackey Indred Alexander Dana Anderson Vibhor Bageshwar Carole M. Baker Judith and John Blomquist Elizabeth and Joe Brama Hank and Machelle Bryson Dameon Campbell Reva Chamblis Randy and Patti Clark Audrey Clay Jay and Page Cowles Mark Delebo Jim and Sue DeLong Eivind and Gwenn Djupedal Johathan and Jill Eisenberg Family Fund Craig and Susan Flom Barbara Forster and Larry Hendrickson Carol and Ian Friendly Donor Advised Fund at Schwab Charitable Martha Gabbert Jim and Katie Gerhardinger Jim and Celeste Gibson Tracey and Daryl Gibson Tina J. Grant and Ricardo E. Grant Sarah Hauge Victor and Sherry Holderby Carol Hovey Bryan and Nadine Huisman Austin and Mary Indritz Ann Jaede in memory of Ernest D. Gray Carol Kast and Steve Adler Martha Kunau in honor of Kim Bowman David Malver Cheri Marti Cheryl Mayberry Jill McAdams Melissa and John Meyer Mary Beth and Jewell Mohn Julia Miglets-Nelson and Dan Nelson Mojo Gives Fund Mark Nelson Michael O'Connell and Sue Hayes Kara Peters Taylor Phelps and Laura Pfeiffer Hugh Pruitt and Fariba Sanikhatam Amy and Mark Rehbine Kerry Robertson Clive Rugara and Traci Norum Paramita Sarkar Patrick E. Schneider Molly Skoog James Southwick and Joan Sundquist Fund Marcia Townley in honor of Jane Helsing Rashad Turner Charles and Debra Van De Weghe Jason Van Hunnick and Shannon O'Brien Gina Vang

Marco Walker Prince and Sandra Wallace Aileen Wu and Jim Barmann Ann Yates Douglas and Tamara Zimmerman

### Memorials

**In Memory of John and Christine Bevill** Victor and Sherry Holderby

**In Memory of Estelle Bradshaw** Hans and Richard Sandahl

In Memory of Kathleen Farley Woods M. Renee and Timothy Farley Julia Buege Freeman Douglas and Theresa Olson Gary S. Olson Angela and Dennis Thompson Charles and Debra VanDeWeghe



# Thank You!

## Foundation & Corporate Partners

#### PIONEERS (\$200,000+)

Constellation Fund WEM 2000 Foundation WEM Foundation

#### CHANGEMAKERS (\$100,000-199,999)

Douglass Brandenborg Family Foundation Ciresi Walburn Foundation General Mills Foundation Greater Twin Cities United Way LRE Foundation Richard M. Schulze Family Foundation

#### LUMINARIES (\$50,000-99,999)

Julie and Doug Baker, Jr. Foundation Best Buy Curtis L. Carlson Family Foundation Mortenson Family Foundation Otto Bremer Trust

#### VISIONARIES (\$25,000-49,999)

Eugene U. and Mary F. Frey Family Fund Great MN Schools Alfred A. Iversen and Family Foundation James B. Linsmayer Foundation K.A.H.R. Foundation McVay Foundation Rose Francis Foundation Seidl Foundation, Inc. UCare W. G. Christianson Foundation Women United

#### CHAMPIONS (\$10,000-24,999)

**3M** Foundation Allina Health Associated Bank N.A. Fund, a fund of the Greater Green Bay Community Foundation Edward R. Bazinet Charitable Foundation Boston Scientific Foundation CenterPoint Energy Comcast Donaldson Foundation GHR Foundation Justin and Susan Kelly Foundation March Family Foundation Medica Foundation Nordson Corporation Foundation **PNC** Foundation Sauer Family Foundation Sheltering Arms Foundation

Walser Foundation, funded by the Walser Automotive Group Wellington Management, Inc. WMI Community Fund Two

#### TRAILBLAZERS (\$5,000-9,999)

Andersen Corporation Elmer L. & Eleanor J. Andersen Foundation Benevity Community Impact Fund BMO Harris Bank HealthPartners Rotary Club of Edina Saint Paul & Minnesota Foundation Scheefe/Schmitt Family Charitable Fund Liz and Tim Welsh Fund of the Saint Paul & Minnesota Foundation

#### BUILDERS (\$2,500-4,999)

Capella University HDR Foundation Laird Youth Leadership Foundation Parable Wealth Advisors Piper Sandler Companies Tradition Capital Bank U.S. Bank Wooddale Church

#### PARTNERS (\$1,000-2,499)

Blackbaud Giving Fund City of Lakes Rotary Club Code42 Foundation Dorsey and Whitney Foundation Erikson Institute in honor of Art Rolnick Excelsior Rotary Foundation Hayden Family Fund of the Minneapolis Foundation Head Family Foundation Optima Advisory, LLC RBC Foundation - USA U.S. Bank Foundation

#### FRIENDS (\$250-999)

Ameriprise Financial Blue Cross and Blue Shield of Minnesota Foundation Carpenter, Evert and Associates, Ltd. David and Shari Boehnen Foundation Delta Dental of Minnesota Hewlett Packard Enterprise Foundation Hiway Credit Union Foundation, Inc. Korsman Branyon Fund at Schwab Charitable KPMG, LLP NorthPoint Health and Wellness Center Northside Achievement Zone Joan Patterson Foundation Rasmussen-Northeast Bank Foundation The Research Shop United Health Group United Way of Greater Atlanta

### **Government & Public Support**

The City of Minneapolis Hennepin County Minnesota Department of Education Minnesota Department of Health

Thank you to our donors and community partners! Should you have any corrections, updates, feedback, or wish to learn more about how your gift is changing the lives of our families, please contact Way to Grow at 612.874.4740.

## The Ciresi Walburn Foundation

In the decades preceding Minnesota's groundbreaking Tobacco Litigation, a multitude of lawsuits on behalf of injured smokers had tried—and failed—to hold cigarette manufacturers accountable.

From 1994 to 1998, a team of Minnesota litigators led by Mike Ciresi and Roberta Walburn representing the State of Minnesota and Blue Cross and Blue Shield of Minnesota finally unearthed their industry's "smoking guns" amidst a document dump of over 30 million pages from Big Tobacco's defense. A damning series of reports revealed clear patterns of unethical marketing, deceptive research, and strategic messaging aimed to capture both the attention of, and the future nicotine dependency of, American teenagers.

The Foundation was founded after the case concluded in 1998 through fees earned from the litigation.

Today, the Ciresi Walburn Foundation has invested over \$33 million in schools and nonprofit organizations across Minnesota. The Foundation has granted college scholarships with wraparound support for students, and has invested in K-12 schools in a variety of ways, including through reading tutors, curriculum, and instruction supporting the science of reading.

"Since the tobacco industry targeted youth, the Foundation's focus on youth seemed like a natural extension," explains Roberta.





As early and emergent literacy needs surfaced, the Foundation deepened its 15year partnership with Way to Grow. Grants supporting home visits, K-3rd grade tutoring, and book fairs have resulted in more Minnesota children receiving the tools they need to succeed.

Mike Ciresi and Roberta Walburn also make personal gifts to Way to Grow. But according to Mike, giving alone isn't enough.

### "You have to make sure that the good intentions are resulting in action," says Mike. "In our judgment, Way to Grow is at the top."

Despite the stark reality of Minnesota's wide opportunity gap, Mike shares that his hope remains rooted in a steadfast commitment to serving the common good. "We have a saying: all children are our children. My hope is that we can work in communion with each other so that every child can achieve the full measure of their potential—every single child."

As for the future, Roberta believes the Ciresi Walburn Foundation will remain committed to fighting education inequity alongside datadriven organizations like Way to Grow. "The more we build knowledge, the more impact we can have," she explains. "We'll continue to focus on what we know: going big, going bold, and making a difference."

## **Family Story**



#### LEARNING TOGETHER

## **Meet Maurice!**

On a chilly Saturday in March, Maurice's laughter fills Way to Grow's playroom. Wearing a dragon onesie, Maurice (7) is eager to show off his reading skills to his sister, Lizzy (10), and his mom, Mary. When asked about Maurice's progress, Mary smiles and says:

## "It's a complete 180. Way to Grow gave him confidence."

Last year, Maurice was struggling to stay focused in kindergarten. Big emotions led to classroom outbursts and frustrating suspensions, and Mary found herself often leaving work to pick Maurice up from school early. With the right tools and support, Mary knew Maurice had the potential to succeed.

Mary reached out to Way to Grow and met Roxy, who became her family's Way to Grow Family Educator. Roxy quickly got to work, researching ways to customize the Way to Grow curriculum to capture Maurice's trust and attention.

According to Mary, working with Roxy has been transformative. Through listening games like "Roxy says" and plenty of space to focus, Maurice became familiar with Roxy and quickly began having more positive reactions during home visits.

Mary has learned a lot this year, too. Her most important lesson? "Patience," she says. "How to be more patient as a parent and knowing when to get help."

### Mary is a vocal parent advocate for Lizzy and Maurice, and her hard work has paid off. In just one year, Maurice's reading speed has *tripled!*

Now, Maurice is proud to be a leader and a helper in his first grade classroom. When he learns something new in school, he's eager to tell Roxy. Mary laughs: "He's always asking when Roxy will visit so he can show off."

It's no doubt that Maurice has a bright future ahead. We can't wait to see how far he goes!

## **Community Connections**

AchieveMpls Allina Health Aurora Charter School Anishinabe Academy **BDH** Birth Equity Committee Blue Cross Blue Shield of Minnesota Broadway Family Medicine Clinic Bundles of Love Center for Asian Pacific Islanders Centro Cultural Chicano Child and Teen Check-Up Children's Defense Fund Children's Dental Services Children's Hospitals & Clinics of Minnesota City of Lakes Rotary Club Comunidades Latinas Unidas en Servicio (CLUES) Community Emergency Assistance Programs (CEAP) CommonBond Communities Cradle of Hope Cultural Wellness Center Division of Indian Work Dresses from Ella Early Childhood Family Education, Minneapolis and Osseo Districts Early Childhood Intervention Services of Hennepin County Early Head Start East Side Neighborhood Services Emerge Family Supportive Housing Program Excelsior Rotary Club Fairview Health Services & Clinics The Family Partnership The FATHER Project Fellowship Missionary Baptist Church Center for Families First Care Centers Four Directions Early Learning Center Friendship Academy School Gale Woods Farm Generation Next Give Kids a Smile Great MN Schools Harvest Best Academy HDR, Inc. Head Start, Parents In Community Action (PICA)

HealthPartners Help Me Connect Help Me Grow Hennepin Healthcare Indian Health Board Jewish Family & Children's Services of Minneapolis - Parent Child Home Program Joyce Preschool Kente Circle Kids in Need La Crèche Early Childhood Centers Legacy Family Center Legal Aid Society Little Moments Count Lucy C. Laney at Cleveland Park Community School Lutheran Social Services – Life Tracks MacPhail Center for Music Magers & Quinn Booksellers Mall of America Medica Foundation Minneapolis Crisis Nursery Minneapolis Public Schools Minneapolis Public School Early Childhood Screening Minneapolis Public Schools Early Childhood Special Education Minneapolis Public Schools New Families Center Minneapolis Public Schools Teen Parent Services Minnesota Association for the Education of Young Children Minnesota Children's Museum Minnesota Indian Women's Resource Center (MIWRC) Minnesota Twins Minnesota Workforce Center My Very Own Bed Native American Community Clinic Noble Academy Northside Achievement Zone NorthPoint Health & Wellness Center NorthPoint Human Services Northwest Family Service Collaborative Osseo School District PACER Center Pajama Program – Minnesota Chapter

Park Nicollet Health Services

People Serving People Phyllis Wheatley Community Center Pillsbury United Communities Portico Health Net Prodeo Academy Ready Set Smile Dental Services Richfield Public School Early Childhood Program Rise Early Learning Sabathani Community Center Saint Paul – Ramsey County Public Health Salvation Army St. David's Center St. Stephen's Human Services Scott County Public Health Shiloh International Ministries Siempre Padres Simpson Housing Services Southside Community Clinic Tandem Family Resource Center Think Small UCare United Health Group University Life Care Center University of Minnesota Center for Early Education & Development University of Minnesota Urban Research and Outreach/Engagement Center Urban Ventures VocalEssence Wellshare International Women, Infants and Children (WIC) Wooddale Church YMCA Mankato YouthI ink Zanewood Recreation Center



#### PARTNER SPOTLIGHT

### **Great MN Schools**

From Minneapolis School Finder booklets to comprehensive MN Standards Family Guides, our community partners at Great MN Schools publish an array of high-quality resources that Way to Grow Family Educators use during home visits.

These carefully crafted resources support parents in making informed enrollment decisions and advocating for their children. This work is a part of transforming education equity for students of all races, means, and origins.

"The Way to Grow team constantly impresses me with their thoughtful questions and feedback on our resources," says Rosie Lais, the Director of Community Resources at Great MN Schools. She adds:

### "It is clear that their Family Educators deeply understand the K-12 education system and how to help families navigate it."

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Alongside Great MN Schools, Way to Grow is here to ensure that all families feel informed and supported throughout their child's entire academic journey.

#### CHANGING LIVES THROUGH EDUCATION

## Dr. Barbara Butts Williams

Barbara has provided visionary leadership at Capella University for over 20 years, currently as Executive Dean, External Relations and Partnerships, living out her passion for education.

"I am truly grateful and blessed to be called to serve the community through education," says Barbara. "Capella's mission to educate the community and transform people's lives aligns perfectly with my personal values." Barbara also sees alignment in partnership with Way to Grow:

### "Early childhood education is so necessary. Way to Grow consistently provides tools and resources and offers kids an opportunity to be prepared for school."

That's why Barbara and Capella University are faithful donors. "People truly need support and we are pleased to help where we can."



# **Financials**

## **Operating Revenue & Expenses**

REVENUE	2021	2022
Contributions	\$450,818	\$569,461
Government	\$932,050	\$832,486
Foundations	\$1,489,700	\$2,196,527
United Way	\$100,741	\$130,015
Program Service	\$164,488	\$291,958
Annual Celebration	\$345,944	\$320,278
Interest & Other Income	\$43,137	(\$71,403)
Total Operating Revenue	\$3,526,878	\$4,269,322
EXPENSES		
Program Services	\$2,153,430	\$2,175,179
Administrative Services	\$362,686	\$434,728
Fundraising Services	\$647,277	\$694,314
Total Operating Expenses	\$3,163,393	\$3,304,221



## **Financial Position**

ASSETS	2021	2022
Current Assets		
Cash	\$1,948,601	\$1,914,863
Cash Restricted	\$1,133,378	\$1,715,165
Receivables	\$228,286	\$837,688
Prepaids	\$4,487	\$45,213
Total Current Assets	\$3,314,752	\$4,512,929
Property & Equipment		
Furniture & Equipment		
(net of depreciation)	\$304,611	\$225,724
Other Assets		
Long-Term Receivables	\$25,000	\$25,000
Right to Use Lease	\$900,391	\$788,427
Investment - Endowment	\$678,024	\$589,133
Deposits	\$22,854	\$22,854
Total Other Assets	\$1,626,269	\$1,425,414
Total Assets	\$5,245,632	\$6,164,067

LIABILITIES & NET ASSETS	2021	2022
Current Liabilities		
Accounts Payable	\$34,396	\$60,336
Accrued Expenses	\$118,180	\$157,457
Operating Lease Liabilities - Current	\$112,302	\$123,040
Unearned Revenue	\$0	\$0
Total Current Liabilities	\$264,878	\$340,833
Long Term Liabilities		
Operating Lease Liabilities - Noncurrent	\$876,881	\$754,260
Total Long Term Liabilities	\$1,141,759	\$1,095,093
Net Assets		
Unrestricted	\$0	\$0
Undesignated	\$794,025	\$1,015,959
Board Designated	\$1,581,697	\$1,652,111
With Donor Restrictions	\$1,728,152	\$2,400,904
Total Net Assets	\$4,103,874	\$5,068,974
Total Liabilities & Net Assets	\$5,245,633	\$6,164,067

# **Board of Directors**

Sophie Kelley, Chair Retired, Market Director, Associated Bank

#### Michael Garrett, Vice Chair & Secretary

Retired, Senior Vice President, Human Resources and Inclusion, Federal Reserve Bank of Minneapolis

Laurie Lafontaine, Treasurer Retired, Vice President of Finance and Treasury, Allina Health Minneapolis

Gaye Adams Massey, Past Chair (Emeritus) Chief Executive Officer, YWCA of St. Paul

Julie Baker (Emeritus) Community Volunteer

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Laura Bohlander President, LRE Foundation

Jim Boyle President, James R. Boyle & Associates

Janis Clay Executive Director, Board Chair, Civic Caucus

Karen Contag Community Volunteer

Brian Crosby Vice President, Community Accountability Officer, Associated Bank

Dani Deering Director, Associate General Counsel, nVent

Mel Dickstein Retired, Hennepin County District Court Judge

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Vanessa Laird (Emeritus) Executive Director, Center for Integrative Leadership, University of Minnesota

Vickie Mattys Community Volunteer

Chris Mongeon (Emeritus) Wealth Advisor, Parable Wealth Partners

Luis Moreno Co-Founder, The TCBPN

Dave Nassif Retired

Kevin Nilan Retired, Global Asset Manager, 3M

Jeanne Ravich Community Volunteer, Founder, Books to Grow

#### Art Rolnick

Senior Fellow, Humphrey School of Public Affairs, University of Minnesota

#### Nasibu Sareva (Emeritus)

Executive Director, African Development Center

Randy Sauter Senior Manager, Information Security, U.S. Bank

Frank Schweigert

Professor, Department of Philosophy, College of Liberal Arts, Metropolitan State University

Angela Slaughter VP, Associate General Counsel, Capital Rx

Jaime Stilson Partner, Dorsey & Whitney

Yohuru Williams

Distinguished University Chair, Professor of History and Founding Director of the Racial Justice Initiative, University of St. Thomas

Ann Yates Director, Pharma Vertical, Evoqua Water Technologies



#### Remembering Malcolm McDonald

Malcolm McDonald was a board member of Way to Grow for ten years, a friend, mentor, and a devoted supporter of early childhood education in the Twin Cities.

Malcolm's greatest hope was for every young person to have a fulfilling life, and we are profoundly grateful for his lifetime of service to others.

## way to gr@w™

As one of the Twin Cities' leading advocates for early learning, Way to Grow empowers parents to be their children's first and foremost teachers. Our goal is to ensure every child has an equal opportunity to succeed in school and life. Learn how you can help us do even more at **waytogrow.org.** 



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