

## DEAR FRIENDS

This fiscal year has been nothing short of groundbreaking. I am in awe of what we have been able to accomplish in such a short time.

Because of you, Girls Inc. of Santa Fe:

- Served 515 Girls with impact
- Reached 60 more girls over the summer
- Hired 2 full time program staff
- Expanded into new administrative offices (creating additional space for programs)
- Provided the Girls Inc. experience at 8 off-site locations
- Took huge steps toward achieving our **Bold Goal** for the future

Santa Fe's girls struggle every day and the need for our programs has never been greater. Summer and afterschool registration is always waitlisted and it is heartbreaking to be forced to turn away hundreds of families who want nothing more than to help their daughters become the best versions of themselves. It's just not acceptable.

Our mission is "inspiring ALL girls to be strong, smart and bold," not just SOME girls. That is why, together, we are rising to the occasion for the benefit of each and every girl living in our

community. All girls deserve to have a safe place to be themselves while learning the skills she needs to succeed in life.

How are we stepping up? By being **BOLD**.

Our **Bold Goal** is to triple the number of girls served with impact by 2021. That's 1500 girls who will receive 100 or more hours of the Girls Inc. Experience on an annual basis.

You are already in her corner and I ask that you continue to walk with us as we work to inspire more girls than ever before. Together, we can make Santa Fe the best place "to grow up girl."

Sincerely,



Kim Brown

P.S. Our Board of Directors and staff have worked together to thoughtfully plan each phase of our growth and I am happy to provide you copies of our strategic direction upon request.



## Fiscal Year Shift

The Girls Inc. of Santa Fe Board of Directors approved a proposal to shift the fiscal year to September - August. The reason for the shift is that most of our funds (78%) are raised in October - December. In addition, our programs are primarily offered in two cycles, School-year

and Summer, therefore the new fiscal year will be in alignment with annual program schedules. Please note that giving levels will now be based on total giving from September - August instead of the calendar year.

# The Year in Review

## Expanded Off-site Programs

Because of your support, we continue to expand our off-site programs to additional locations within the public schools. This spring, 125 girls were served with impact at Ortiz Middle School, Capital High School, Devargas Middle School, Salazar Elementary, El Camino Real Academy, Santa Fe Indian School, and Youth Development Program.

## New Staff Additions

### **Carolyn Chambers, Chief Operating Officer**

Carolyn relocated from New York City to join the staff at Girls Inc. of Santa Fe as our Chief Operating Officer in May 2017. Carolyn was previously the Associate Executive Director of the Center for Constitutional Rights, where she supervised the Administrative Department, overseeing the human resources, finances, IT, and facilities management needs of the organization.



### **Gabrielle Chapman, Development Assistant**

Prior to joining the Girls Inc. team Gabrielle spent 3 years working as a Service Coordinator with Youth Shelters helping homeless youth. She received her undergraduate education at Bowling Green State University.



### **Sandra Chavez, Off-site Coordinator**

Sandra was born and raised in Santa Fe. She first joined Girls Inc. in 2009 as a summer camp facilitator and continued as a part time facilitator for five years working with the younger girls. Sandra then took a break from work to become a mom to "the best son anyone could ask for." Sandra has returned to Girls Inc. of Santa Fe as a full time Off-site Coordinator working with girls ages 9-13.



## New Partnership with City of Santa Fe

The City of Santa Fe operates a summer recreational day camp and this summer, Girls Inc. was invited to serve girls ages 6-14 years old at the Monica Roybal Youth Center. Because your support provided the critical funds needed to hire additional off-site staff, we were able to answer the call. Our Community Outreach Coordinator, Rebecca Calhoun, facilitated activities specifically designed to build self esteem, team building, and communication skills. By the end of the summer, 54 girls had received the Girls Inc. Experience with impact (100 hours or more of programming)!



## New Marcy Street Offices

Thanks to the generosity of an anonymous donor, we were able to move our administrative offices out of the cramped spaces at Hillside and into a much roomier space located only one block away on Marcy Street. Our executive, development, and operational staff are thrilled to have a more functional physical work environment that will allow us to hone in on our goal of tripling the number of girls served by 2021. The space is funded for two years.

To celebrate our new Marcy Street location, we held an open house that was generously funded by an anonymous donor. The open house hosted over 75 guests who all had a fabulous time toasting to the future of girls in Santa Fe. A huge thanks to all who attended.



**69%** of Girls Inc. teens reported, "When I have a lot to do, I make a plan to get it all done."

# 2017 Financial Highlights Jan 1-Aug 31

## Statement of Activities

### REVENUE

Contribution & Grant Income	\$390,792
Program & Earned Income	\$153,616
Event Income	\$76,382

**Total Revenue** **\$620,790**

### EXPENSES

Program Services	\$558,613
Fundraising	\$90,455
Management & General	\$41,430

**Total Expense** **\$690,498**

**TOTAL NET OPERATING INCOME**

**\$(69,708)\***

## Statement of Position

### ASSETS

Total Cash Operating Accounts	\$295,598
Total Cash Reserves	\$100,036
Other Assets	\$197,713

**Total Assets** **\$593,347**

### LIABILITIES & EQUITY

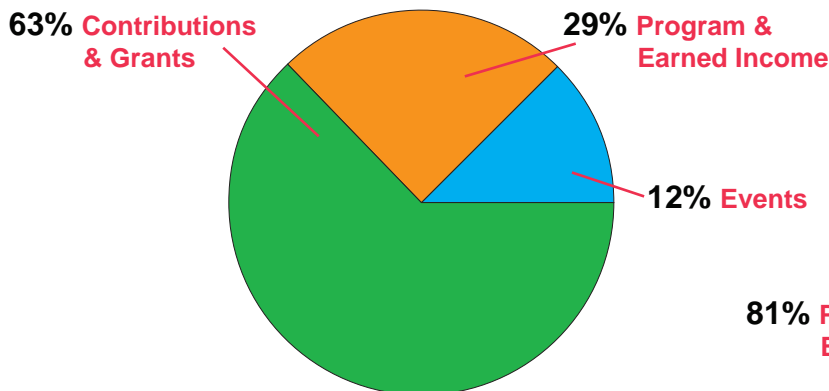
Total Liabilities	\$165,351
Total Equity	\$427,996

### TOTAL LIABILITIES & EQUITY

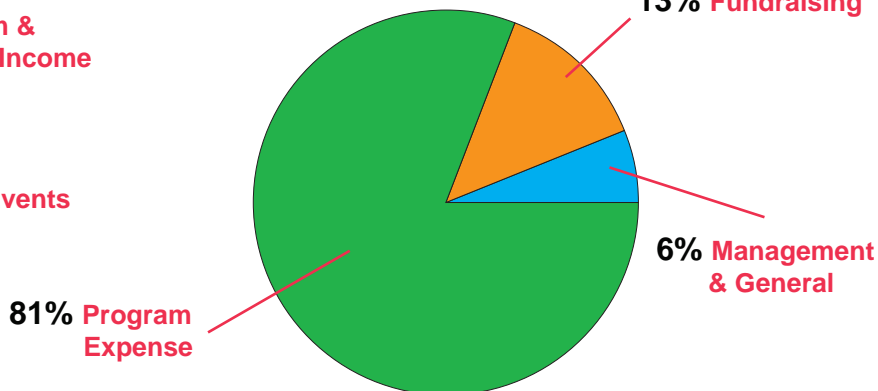
**\$593,347**

\*Girls Inc. of Santa Fe shifted to a fiscal year end in 2017. FY17 is an 8 month period, which does not include some of our prime fundraising months, so a deficit for this 8 month period was expected.

### REVENUE



### EXPENSES



## Thank You to our Donors\*\*

### VANGUARD \$50,000+

Anonymous Donor  
Girls Inc. National

### LUMINARY \$25,000+

City of Santa Fe Children & Youth Commission  
Karen Rogers Still  
State of New Mexico Children, Youth and Families Department

### ADVOCATE \$10,000+

Hestia Fund Santa Fe  
Jenna Ritter  
Kathryn Jordan

Liberty Ranch Infinite Possibilities Fund  
Santa Fe County Community Services  
Department Youth Education and Recreation Program  
Sarah and Alan Losinger

### ALLY \$5,000+

Caren Shiozaki  
Elaine and Michael Brown  
Kay Krochman Marks and Tony Marks  
Margarita and Thomas Kintz  
Nance and Ramon Lopez  
Tony and Jo Paap  
Valerie and Bud Hamilton

### PARTNER \$1,000+

Annette Kelley and Jeff Scattergood  
Ardith Eicher  
Babette and Russ Rosabal  
Carla Freeman  
Carmen Paradis  
Caroline B. Burnett  
Carolyn and Tom Minton  
Cindy Onore and Stash Karczewski  
Claire Gantos  
Constance Burke and Bill Leeman  
Demi Malnar and JD Frye  
Elizabeth Kelly  
Ellen Marshall

\*\*Total giving Jan-Aug 31. Many of our donors give at the end of the calendar year and will be included in the next Annual Report.

# Thank You to our Donors Jan 1-Aug 31

Gay Block & Billie Parker  
Gene and Kathi Schofield  
Helen B. Cahn  
Ivy Stern and Jeff Zilka  
Joan Affleck  
Jordan Black Trust  
Joseph Casadone  
Judith Sherman and Stephan Orr  
Kimberly Corbitt  
Kris Michaelis and Kenny Goldstein  
Linda Arkin  
Liz Rees  
Los Alamos National Laboratory Foundation  
Mark Johnson  
Martha Beechler  
Mary Mitchell  
Melody Taft  
Nancy Scheer  
Pam Parfitt and Brian Morgan  
Paul O'Brien  
Roxanne Decyk  
Sheryl and Michael DeGenring  
Suzanne Bartolucci  
Tiia Kari-McLaughlin and George McLaughlin

**\$500+**  
Charmay B. Allred  
Christopher Fortson  
Deborah Beck  
Debra Helper and Harry Wright  
Dia LeAnnais  
Diana MacArthur  
Diane Heath  
Dolores Overton  
Elspeeth Bobbs and Mariel Johnson  
Georgia Maryol  
Gerald Hein and Anne Severine  
Jane B. Alexander  
Jane Terry  
John and Barbara Cochran Joyce  
and Sherman Scott  
Kathi Collins  
Margaret and Jim Janis  
Mark Mulholland  
Mary Robison  
Phillip and Judi Huston  
Ralph and Esther Milnes  
Tania Vasallo

**\$250+**  
Barbara Chamberlin  
Benita Vassallo  
Cheri and Mark Schumann  
Diego and Vianey Sanchez  
Esme Vaandrager  
Frank and Suzanne Mulholland  
Jan and Jim Patterson  
Jane Brickner  
Janet and Steven Schwarz Judy  
and Lynn Deason  
Julia and Cameron Gay  
Kim and Michael Krupnick  
Lynda Atwood  
Michael and Patricia Sullivan  
Mike Delello  
Patricia Bailey  
Renee Martinez  
Robin N. Smith  
Shelly Koffler  
Sondra Byrnes  
Stephan and Claire Dobyms  
Susan Bowden

## Funds held at the Santa Fe Community Foundation:

Elaine and Michael Brown Family Fund  
Liberty Ranch Infinite Possibilities Fund  
Margarita and Thomas J. Kintz Fund  
Sanford and Jane Brickner Advised Fund  
Santa Fe Hestia Fund

## Business Donors Jan 1-Aug 31

### **BOLD \$7,500+**

REI  
Oasis Radio  
Comcast  
El Platero

### **SMART \$3,000+**

La Fonda on the Plaza  
Merck Pharmaceuticals Foundation  
Christus St. Vincent  
Descartes Labs  
Century Bank  
Women for Udall  
Los Alamos National Bank

### **STRONG \$1,500+**

Gruet Winery  
Church of the Holy Faith, Women's Guild  
Manitou Gallery  
Falling Colors  
New Mexico Bank & Trust  
Prescott Galleries

AJF Enterprises  
Bittersweet Designs

### **EDUCATED \$500+**

Plaza Café Southside  
Avalon Trust  
Santa Fe Indian School  
Sotheby's  
Washington Federal  
Berardinelli Family Funeral Services  
Schumann Photography  
Four Seasons  
Oralia Creative  
Tomasita's Restaurant  
Inn of the Governors  
Alliance AV  
Laura Sheppherd Bridal Boutique  
Peas n Pod  
Positive Energy Solar International  
Folk Art Alliance Toyota of Santa Fe



### **HEALTHY \$250+**

Thomas Tenorio Kewa Pottery  
Santa Fe Opera  
Casa Espana  
Eldorado Hotel  
OMG Bookkeeping  
Malibu Cowboy  
Melody Saucedo Jewelry  
Spirit Clothing  
American Legion Post #1  
Tumbleweeds  
Aegis Capital Management, LLC.  
Goler Shoes  
Kakawa  
Roberto Marquez Copper Fountains  
Back at the Ranch  
CMRN Visual Arts  
Healing Through Horses  
Mediterrania  
Santa Fe Honey Salon  
Silver Mountain Designs