

# Annual Report 2008



## *Our Mission*

*Supporting families of infants and toddlers with special needs by enhancing their development and relationships both at home and in the community.*

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## A Message from our Board President

A Step Ahead in Pierce County is a positive example of community engagement. In July, ASAP moved to a shared facility with Children's Therapy Center. Staff and Board members, along with their friends, worked together to bring the move to fruition. It is a wonderful facility for our children with special needs and their families, as well as the teachers who provide their services.

The annual fundraising luncheon was a superb indicator of recognition by our community. Parents of our children with special needs, staff, board members, friends, other non-profits, and community guests facilitated this successful endeavor. Together we make a difference.

There have been a few changes in the Board of Directors. Rick Bily, one of the founding board members, retired from this year. Candy Watkins, ASAP founder and Executive director, and Rick were instrumental in bringing ASAP along to being the successful organization that it is today. Rick will be missed. I am sure, though, that they will remain as friends within our community.

In addition, Karen Vindivich and Walter Stanford stepped down to pursue family obligations and support other non-profits. Again, they remain our friends and their work with ASAP is much appreciated.

## From our Executive Director



The numbers of children identified with developmental delays increased 60% nationwide during the seven-year period from 1999 to 2006. Pierce County has experienced a similar level of growth. Some of the reasons for this include an increase in population, improved neonatal medical care that has allowed

many more children to survive than in the past, a dramatic increase in the numbers of children identified with autism, and an increase in public awareness about early intervention services. On an agency level, we have experienced a 270% increase in enrollment from 140 children in 2003 to 380 children in our fiscal year 2007-08.

Because of this growth, we have been busy building our capacity in order to most effectively meet the needs of these special children and their families. Our recent move into more suitable facilities for both staff and children is one way we have improved our ability to serve greater numbers of children. Our staff continues to refine their skills through training and education. Our Board of Directors has worked hard on recruitment, strategic planning, and increasing our fundraising capabilities.

We do this for several reasons. Children who have been enrolled in early intervention services experience

Those remaining on the Board are Dan and Karissa Weeks, Karen Silverthorn, Rachel Aest, and Greg Remien. New members include Clyde Lulham, Godwin Asemota, and David Pruett. The past experiences of the older members of the Board, our Executive Director, Candy Watkins, the staff, and the input of our new members, together with an engaged community, will insure that ASAP will continue to thrive and make our community a better place.

I have had the pleasure of working with ASAP and the Board for this past year, and am honored to have been elected President for the new 2008-09 term. The commitment and strategic leadership of the entire Board to the governance of ASAP is exemplary. Candy's vision from over seven years ago is evident in the success of the organization.

The economy is certainly a concern to all of us. During these difficult times it will be important for all of us within our community to strengthen relationships with each other and continue to work towards a fulfilled society. By enhancing the development and relationships of our children with special needs, both at home and in the community, we will succeed.



*Clyde Lulham*



a reduced need for special education services in school and a decreased likelihood of being institutionalized. Parents report an increased capacity to meet their child's special needs. In fact, according to a 2003 report (Beckstrom, M. 2003), for every \$1 invested in early childhood development programs, there is a \$7 to \$8 return! However, despite these positive outcomes, funding for early intervention services under Part C of IDEA has decreased by over 20% during that same seven year period. As we sink deeper into the current economic crisis, we can anticipate that trend continuing.

We recently received an email from a parent whose child attends our language preschool class with her grandparents. She wrote "In the grand scope of things, (my daughter's) issues aren't that bad, but she is our special angel and it is hard to watch her struggle and lag behind others. My mother literally teared up when she talked about how much everything everyone has done has mattered to her..." "Back a generation ago, kids like her did not have anyone to help them along and to help their families learn and feel supported."

As our country tightens its financial belts in the coming months, I hope that we will be able to prioritize our children's future, with special attention given to those with special needs.

*Candy Watkins*

## Fiscal Year Ending June 30, 2008

The accounting firm of McDaniel & Hallstrom, Certified Public Accountants, conducted an independent audit of the finances of A Step Ahead for the fiscal year ended June 30, 2008. The following statement is taken from our auditor's report, which is available at our office.

The two graphs below show the sources and uses of A Step Ahead's funds as a percentage of total income and expenses. We are pleased that the combined total of administrative and fundraising expenses is only 16% of our total costs.

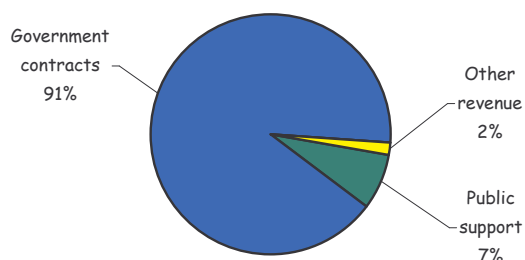
### Support and Revenue

	FY 2008	FY 2007
<b>Support</b>		
Donations	7,838	6,458
Foundations	45,000	-
Fundraising	<u>1,234</u>	<u>755</u>
<b>Total public support</b>	<b>54,072</b>	<b>7,213</b>
<b>Government grants &amp; contracts</b>	<b>661,528</b>	<b>642,500</b>
<b>Revenue</b>		
Training reimbursmt	1,120	2,473
Interest income	5,475	3,240
Other income	<u>5,442</u>	<u>49,879</u>
<b>Total other revenue</b>	<b>12,037</b>	<b>55,592</b>
<b>Total Support &amp; Revenue</b>	<b>727,637</b>	<b>705,305</b>

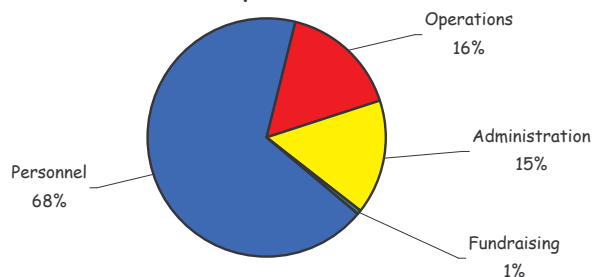
### Expenses

	FY 2008	FY 2007
<b>Program expenses</b>		
Salaries and wages	375,539	408,652
Employee benefits	56,692	48,908
Payroll taxes	<u>34,293</u>	<u>35,125</u>
<b>Personnel expenses</b>	<b>466,524</b>	<b>492,685</b>
Professional fees & services	9,226	13,565
Supplies	10,926	14,283
Telephone	8,733	8,108
Postage	1,169	1,027
Occupancy	22,199	21,544
Equipment repair, maintenance & purchase	3,470	14,472
Local travel	36,935	36,764
Conferences/training	4,217	3,286
Dues/publications	395	385
Insurance	4,523	4,840
Depreciation	3,417	5,017
Other	<u>5,874</u>	<u>5,962</u>
<b>Operating expenses</b>	<b>111,084</b>	<b>129,253</b>
<b>Support Services</b>		
Administration	108,025	84,732
Fundraising	3,491	7,042
<b>Total Expenses</b>	<b>689,124</b>	<b>713,712</b>

**Support & Revenue**



**Expenses**



## ♪ HIGH NOTES ♪

- ✧ Over 380 developmentally delayed children were served in homes, childcares, and playgroups throughout Pierce County  
*"We have seen a huge improvement (in our daughter's) speech and behavior"*
- ✧ 50 at-risk foster children served in our Fostering Care Program  
*"Our son now has a smile and a sign or word, instead of a cry and a grunt"*
- ✧ Over 72,000 miles traveled by our teachers throughout the county  
*"The suggestions have really helped! She now scores HIGHER than normal for her age!"*
- ✧ 87% of survey respondents reported our program exceeded their expectations  
*"He surpassed the goals we set, even though I was skeptical he'd reach them in the first place."*
- ✧ 2 sessions of P.E.E.K.—"Parenting Effectively Exceptional Kids" classes offered

2007-08	
BOARD OF DIRECTORS	
Dan Weeks	President
Rick Bily	Vice President
Karissa Weeks	Secretary
Greg Remien	Financial Officer
Rachel Aest	Board Member
Godwin Asemota	Board Member
Clyde Lulham	Board Member
David Pruet	Board Member
Karen Silverthorn	Board Member
Candace Watkins	Director

## THANKS TO ALL OUR 2007-08 DONORS

\* \* \* \* \*

### Foundations

Ben B. Cheney Foundation  
The Boeing Company  
Puyallup Tribe of Indians  
Pierce County Community  
Development Block Grant  
Windermere Foundation

### Civic & Service Organizations

Foster Care Resource Network  
Kiwanis Club of Parkland-Spanaway

### Corporate/Business

Albertsons, Inc.  
Cashmere Repair  
Columbia State Bank  
DaVita, Inc.  
Four Star Farms  
Rainier Imprints  
Tom Taylor Insurance  
Walsh Construction

### Individuals

Godwin Asemota  
Rachel Aest & Kurt Uebel  
Eugene & Kathleen Armstrong  
Andrew & Kathryn Ball  
Alisha Beaver & Erick Green  
Rick & Chris Bily  
Baron & Kimberly Burke  
Corey & Lisa Campbell  
Lee Carlisle  
Pat & Christina Cavanaugh  
Terry & Vicky Dargon  
Victoria Elijah  
Anna Hamlin  
Dr. & Mrs. Nason Hamlin  
Mark & Dawn Hamman  
Chris & Tracy Heiberg  
Najeea Leslie  
Clifford & Kimberly McCann  
Debbie Oliver  
Diana Owens  
Donald & Donna Perry

David & Alonna Pruet

Greg Remien  
Bill & Heather Robison  
Dale & Nancy Scott  
Ana Sierra-Jonsson  
John & Jaime Statler  
Doug & Kathy Stewart  
L. A. & Carol Stocking  
Michael & Yira Todd  
L. Steve Tuley, DDS  
John & Karen Vindivich  
Monika Warner  
Tom & Candy Watkins  
Dan & Karissa Weeks  
Paul & Andrea Weymiller  
Todd & Terri Wilkinson

### In-Kind Donors

C-Star Concrete & Construction  
Early Head Start  
Lisa Schreib  
Sumner United Methodist Church  
United Way of Pierce County