

**AYS, INC.**

IMPACT REPORT

FY21



# A NOTE FROM CHRYSTAL



## Blessings in the Midst of Challenge

This letter is inspired by and includes excerpts from "To Bless the Space Between Us", by John O'Donohue.

'As the year draws to its end,  
We give thanks for the gifts it brought,  
And how they became inlaid within,  
Where neither time nor tide can touch them.'

This has been a year like no other. I offer gratitude to the AYS team and board of directors for your unwavering passion, commitment and tenacity to the AYS mission. Thank you.

To all of our donors, school and enrichment partners, and friends and allies in the field of out-of-school time programming and human services work - I appreciate your support, your honesty, your time, talent, voice, and your dedication to lifting up families and helping youth be their best selves.

COVID-19 has brought many challenges to every aspect of our lives. From isolation from family members and friends, to masking in public, to risking our health to ensure kids had access to high-quality enrichment and programming - we have each been through it all. Despite the immense weight of a pandemic, in collaboration, we have worked together to be here in every way for the youth, families, and communities we serve.

While the pandemic certainly impacted the look and feel of our programs, our team continued to provide our kids with the best experiences possible. From learning about metamorphosis by raising butterflies during our afterschool programs, to staying active with virtual gym activities and making TikTok videos at our e-learning programs, to experimenting with chemical reactions and making apple volcanoes at our Summer Enrichment programs, our dedicated staff was there for the kids every step of the way.

'We bless this year for all we learned,  
For all we loved and lost,  
And for the quiet way it brought us,  
Nearer to our invisible destination.'

Thank you for being here for AYS and for our community. Onward and upward we go! Stay Honest, Responsible, Adventurous, Respectful, and Kind - It is the AYS Way.

With gratitude,

**President and CEO**

# BY THE NUMBERS

Enrollment in 2020-2021

**1,309**  
Students

Before &  
After School

**434**  
Students

Liftoff  
E-Learning

**254**  
Students

Summer  
Enrichment

# BEFORE & AFTER SCHOOL



Our traditional out-of-school time programs that provide a balance of academic and social development



## Locations

- 39 Sites
- 7 Districts
- 3 Charter Schools
- 5 Parochial Schools



# LIFTOFF E-LEARNING

E-learning programs that were created to support virtual learning while schools closed down due to COVID-19

## Decatur Township

Blue Academy

## Indianapolis Public Schools

Clarence Farrington School 61

Robert Lee Frost School 106

## Washington Township

John Strange Elementary

## All Essential Workers

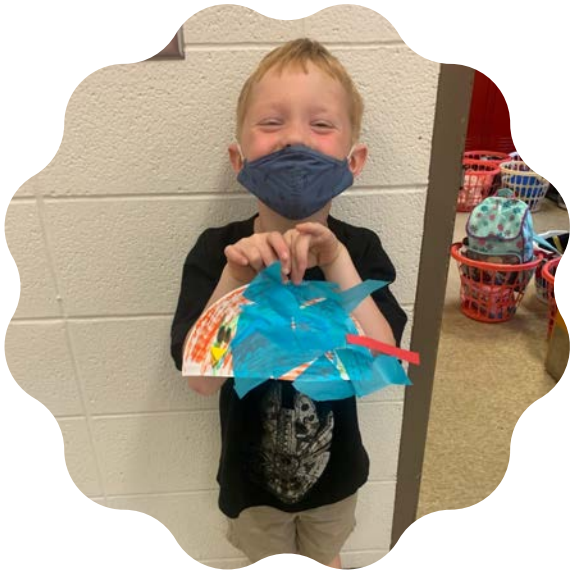
Broad Ripple High School



# SUMMER ENRICHMENT



Summer programs that focused on minimizing learning loss and offering social and emotional support



## Decatur Township

Blue Academy

Summer School Wraparound

## Indianapolis Public Schools

Sidener Academy

## Washington Township

Clearwater Elementary

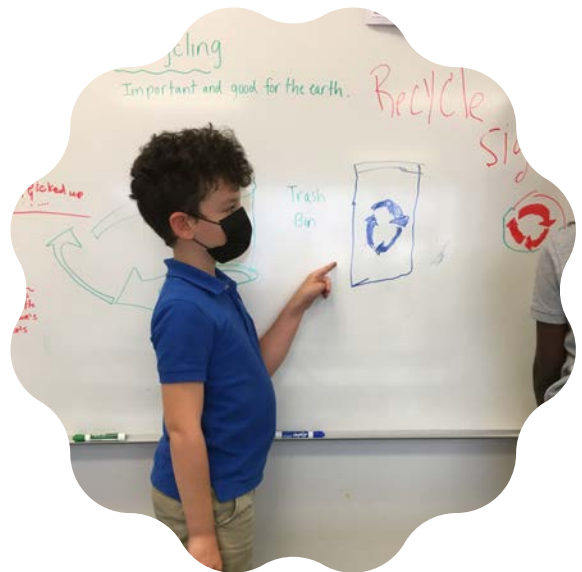


# "STEM STRONG AT AYS" CORTEVA AGRISCIENCE



Thanks to a generous donation from Corteva Agriscience, AYS developed and implemented a 7-week curriculum unit focused on environmental science. AYS students at ACE Prep Academy participated in hands-on activities three days per week, which focused on sustainability, growing food, composting, recycling, and reusing. At the conclusion of the program, students completed their own sustainability project and were able to present their work to the other program participants.

Each week, students reflected on their prior knowledge and shared what they learned about the week's topic. Students were encouraged to share their new knowledge with their families and continue with the sustainable practices at home by using backpacks and activities provided by Corteva. Thanks to Corteva, this program will be able to be implemented in future AYS programs.





Over the summer, AYS was fortunate to partner with Arts for Learning to bring fun and educational art activities into our Summer Enrichment programs. Each week of our summer program focused on a specific theme. Arts for Learning recruited artists to develop lessons ranging from various visual arts to dance and movement and music.

During the “Safari Expeditions” week, students created clay elephants and learned about sculpting as an artform. Artists combined lessons on movement with much needed water play on extremely hot days. Students even learned a bit of history as they experienced a lesson on dramatic arts provided by Thomas Edison himself. Arts for Learning is a valued AYS partner and has helped to enhance our summer programming offerings each year.



# SUMMER SCHOOL WRAPAROUND

To help support students and address the effects of the pandemic and associated learning loss, AYS was able to partner with Decatur Township schools to provide before- and after-care services and enrichment to students who were selected to participate in their full day Summer School program. Students were given the opportunity to have a safe place to prepare for their learning as well as an opportunity to play and interact with other kids at the end of the day.

The 2020-2021 school year was certainly an unusual year for schools and AYS programs. With strong partners and the ability to adjust priorities, AYS and MSD Decatur Township were able to provide valuable experiences for students despite the impact of the COVID-19 crisis.



# 500 FESTIVAL KIDS' DAY



AYS kids raced to the finish of the school year in May with a special delivery from the 500 Festival! As with everything that happened during the year, the Indianapolis 500 had to adjust and change the way they handled their events in May. Fortunately for AYS, one of their changes benefitted our kids! In a typical year, 500 Festival hosts a “Kids’ Day” and invites kids to Monument Circle to participate in activities.



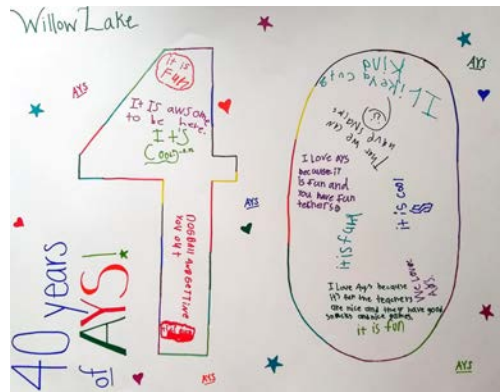
The in-person event did not occur in 2021; however, 500 Festival offered a portal of online experiences for kids to enjoy. 500 Festival staff and volunteers also delivered over 3,000 Kids’ Day-themed backpacks filled with essentials, educational items, toys, and games! AYS kids followed up by making and sending cards to the 500 Festival thanking them for this amazing surprise.



# 40 YEARS OF AYS



2020 marked AYS' 40th anniversary. For 40 years, AYS has empowered working families to go further in life by providing parents with the freedom to focus on their careers while their kids receive the academic and social-emotional support they need outside of school hours. On October 22, 2020, we launched a year-long campaign to celebrate this accomplishment. This campaign was launched concurrently with the observation of National Lights On Afterschool Day, a day designated to shine a light on the importance of afterschool programs in communities across the United States. To celebrate our 40 years of existence, we created a special "40 years" logo, highlighted past team members, shared AYS stories from stakeholders, and had students participate in treasure-themed activities at our programs. The main goal of the campaign was to raise funds for our Ellen Clippinger Fund, which provides financial assistance for low-income, working families enrolling in AYS. Donors who gave \$1,980 joined The 1980 Club and received limited-edition 40th anniversary items, along with a special keepsake from an AYS student. The campaign was successful, as we were able to raise over \$10,000!



# STRATEGIC PLAN UPDATE

In the midst of a global pandemic, the AYS Board of Directors and Executive Team made the decision to focus their attention around an Operational Plan, guided by a vision to lead AYS through June 2023. By June 30, 2023, AYS seeks to:

- Provide high-impact programming to 3,500 youth of all backgrounds and abilities annually at schools in central Indiana
- Have a total annual operating revenue of \$7 million with a margin of +/- 1%
- Reflect our communities through the ethnicity, gender, and abilities of our staff and board
- Actively foster meaningful relationships with all stakeholders to create a sense of joy and belonging resulting in enhanced SEL and academic outcomes among youth
- Have a front-line staff retention rate above industry average

To achieve these goals, we plan to carry out the following strategies in a financially sustainable way, while staying mission-focused, people-oriented, and process-driven:

- Maximize student utilization rate through targeted marketing and strong partner relationships
- Secure organization funding through public (20%), private (10%), and earned (70%) revenue
- Ensure equity with unified pricing and financial aid for families under 250% poverty
- Design programs based on marketing assessment and alignment with school objectives
- Make data-driven decisions through integrated technology and stakeholder feedback
- Maintain strong employee engagement through effective hiring and retention strategies
- Differentiate AYS by improving school operations, SEL/Academic outcomes, and parent support
- Advocate to integrate public funding for OST to improve Indiana student outcomes
- Create a diverse, equitable, and inclusive environment for AYS staff, youth, and stakeholders

# FINANCIAL DATA

## Income

### Earned Revenue

Parent and Registration Fees	\$1,572,192.00
Child Care Development Fund*	\$127,889.00
Professional Development	\$1,365.00
Other Earned Revenue	\$11,324.00
<b>TOTAL</b>	<b>\$1,712,770.00</b>

### Contributions

Grants & Contracts	\$859,933.00
Contributions	\$80,360.00
United Way	\$67,564.00
<b>TOTAL</b>	<b>\$1,007,857.00</b>

### Other Revenue/Investments

SBA Payroll Protection Grant	\$727,350.00
CARES Act - Employee Retention	\$663,948.00
Investments	\$1,892,824.00
<b>TOTAL</b>	<b>\$3,284,122.00</b>

**TOTAL INCOME** **\$6,004,749.00**



## Expenses

Programming	\$2,585,075.00
Fundraising	\$337,835.00
General & Administration	\$846,843.00
<b>TOTAL EXPENSES</b>	<b>\$3,769,753.00</b>



## Change in Net Assets

Current Year - Unrestricted	\$510,976.00
Current Year - Restricted	\$1,724,020.00



# CORPORATE DONORS

Advancement Center  
AmazonSmile Foundation  
Arts Council of Indianapolis  
Broad Ripple Kiwanis Club  
and Foundation  
Central Indiana Community Foundation  
Childcare Answers  
Conrad Hotel  
Corteva Agriscience  
Fidelity Charitable  
Indianapolis Indians  
JP Morgan Chase Bank  
Knapheide MFG. Co Canteen Fund  
Kroger  
LHD Benefit Advisors  
Lilly Endowment Inc.  
Metropolitan Indianapolis Public Media  
Midwest Language Services, LLC  
J. D. Resley Associates, Inc.  
National Philanthropic Trust

Nicholas H. Noyes, Jr. Foundation  
North Montgomery Community School Corp  
Office 360  
Regions  
Richard M. Fairbanks Foundation  
Sablosky Family Foundation  
School Kidz LLC  
Schultz & Pogue, LLP  
Second Helpings  
State Employees' Community Campaign  
State of Indiana  
Sun King Brewing Co., LLC  
Target Corporation  
The Benevity Community Impact Fund  
The Mind Trust  
United Way of Central Indiana  
United Way of Greater Milwaukee  
United Way of Metro Chicago  
Well Done Marketing  
WFYI

# INDIVIDUAL DONORS

Pam Aitken  
Mark Antreasian  
Ana Catalina Arce-  
Clachar  
Justin Armstrong  
Jeffrey Aronoff  
Jervae Ayers-Beene  
Robyn Baker  
Peggy Jo Bane  
Andrew Barnes  
Phillip Bayt  
Derek Benson  
Missy Berg  
Teresa Berghoff  
Lisa Blankman  
Amanda Borshoff  
Yanthi Boutwell  
Shelby Boyer  
Simone Brewer  
Ned Broemmel  
Yalonda Brown

Thomas Brunt  
David Bullington  
Jenny Burch  
Karstin Carmany-George  
Kathy Clark  
Marcia M. Clay  
Michelle Clegg  
Adam Clevenger  
Ellen Clippinger  
Jonathan Clippinger  
Wilbeur Clippinger  
Michele Coffey  
Aaron Coleman  
Thomas Cook  
Nancy Cooley  
Lily Cox and  
Howard Stacey  
Mary Cross  
Shannon Cross  
Dawn Crossman  
Erica Crowell

Sandy Dale  
Rickie Daniel  
Graham Danielson  
Sherry Davidson  
Victoria Davis  
Paula Day  
Neil and Lynn Deardorff  
Ramona DeCamp  
Dianne Dicks  
Rebecca W. Dolan, Ph.D.  
Kim Donahue  
Josh Doty  
Beth Eiler  
David Eli  
Dwayne Engram  
Joel Farrand  
Elizabeth Fernandez  
Clara Finger  
Mark Fisherkeller  
Peggy Fisherkeller  
JD Ford

# INDIVIDUAL DONORS

Alicia L. Fraseur  
James Fraseur  
Chris and Catherine Gahl  
Brittany Gehlhausen  
Dorothea A. Genetos  
Scott Gilchrist  
Gawain Gilkey  
Betty Glenn  
Anyea Gooch  
Donovan Green  
Matthew M. Green  
Maureen Grey  
C. Perry Griffith III  
Mary Lou Hadley  
Garrett Hall  
Susan Hall  
Kitty Woo Ham  
Christina Harris  
Sarah Haynes  
Andrew Hedegard

Margaret Higgs  
Margaret Hittle  
June Hobson  
Tanya Hoover  
Jim and Judy Houghton  
Sara J. Ivey Lucas  
Naomi Jackson  
Ruth Jackson  
Michele Johns  
Faren Jones  
Laurel Judkins  
Dave and Ginny Kater  
Jim and Diana Kemper  
Elizabeth Koenen-Seelbach  
Angela Krahulik  
Alice Larkins-Simmons  
Mike Lecklider  
Amanda Lee  
Amanda Lenz  
Kathy Levine

Ed and Mary Liechty  
Sarah Little  
Mark Manning  
Gwendolyn Martin  
Jim McClelland  
Lindsay McCormick  
Chad McCullough  
Brenna McDonald  
Mary McDonald  
Pat McFadden  
Angela McGinley  
Fran Miller  
Ja'Da Miller  
Sarah Million  
Christina Montgomery  
Catherine Muehling  
Geri Mundy-Patterson  
Brian Nevitt  
Deneane Nichols  
Jennifer Niemeyer



# INDIVIDUAL DONORS

Kathalyn O'Brian  
Dale Ogden  
Richard Overholser  
Sedara Owens  
Ptricia Parker  
Kelci Pasch  
Jeffrey Patchen  
Kelly Pawlanta  
Becky Pfaffenberger  
Diane Pfeiffer  
Kim Piper  
Kelly Pitcher  
Marianne Price  
Joanne Puckett  
Katrina Reinhardt  
Susan Reinhardt  
John D. Resley IV  
Kathryn Richards  
Tom & Jill Ristine  
Penelope Roberson  
Nicholas Robertson

Chris Robinson  
Iris Robinson  
Eric Rockhold  
Roberto Rodarte  
Susan Roller  
Mariah Rosales  
Susan Ross  
Caroline Rowland  
Lisa Sablosky  
Theresa Schultz  
Ruby Schuster  
Jim and Jodi Schwartz  
Peg Sharples  
David Sneden  
Samuel Snyder  
Marques Spencer  
Le'Lani Spicer  
Bart Sprunger  
Rose Stark  
Amy Stovall  
Mary Strebing

Chrystal Struben  
Scott Syverson  
Laura Tagliani  
Stephanie Thompson  
Elizabeth Tuller  
Colleen Turner  
Estella Turner  
Al & Gunda Vaughan  
Lisa Vielee  
Norma Villafranco  
Lori Walker  
Alan Whaley  
Phillip Whistler  
Megan Wiles  
Mica Wilson  
William and  
Kimberly Witcher  
Amanda Wood  
Peg Zimmerman  
Michelle Zipparo  
Sally Zweig

# BOARD OF DIRECTORS

## Officers

Victoria Davis - Outgoing Chair  
Andrew Hedegard - Incoming Chair  
Beth Eiler - Vice Chair  
Lisa Blankman - Treasurer  
Laura Tagliani - Secretary

## Members

Derek Benson	Margaret Higgs
Yalonda Brown	Faren Jones
Aaron Coleman	Kelly Pawlanta
Sandy Dale	Aja Pirtle
Josh Doty	Scott Syverson