

**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

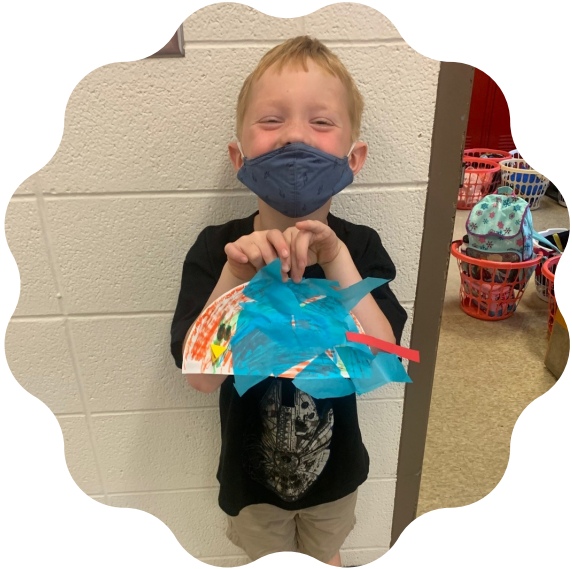
Broad Ripple High School



# 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



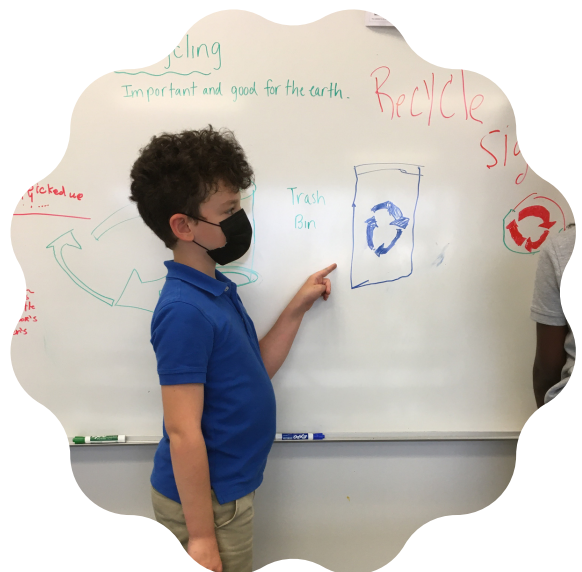
# "STEM STRONG AT AYS" CORTEVA AGRISCIENCE

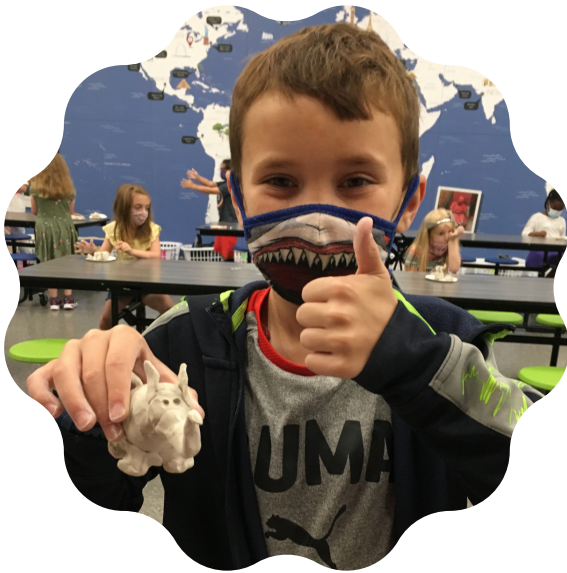
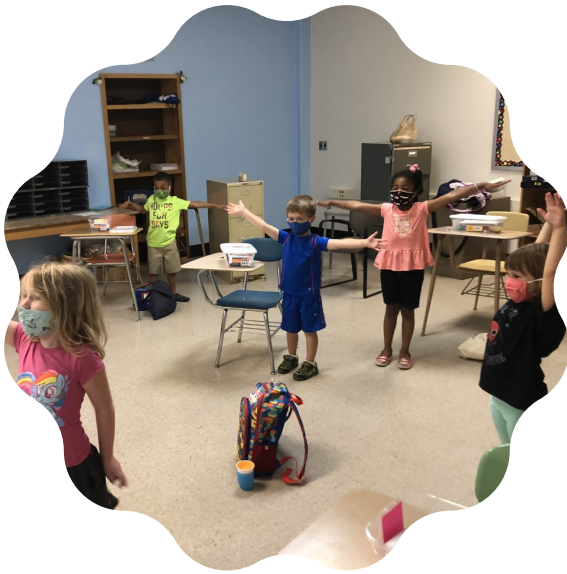


**CORTEVA**<sup>™</sup>  
agriscience

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.

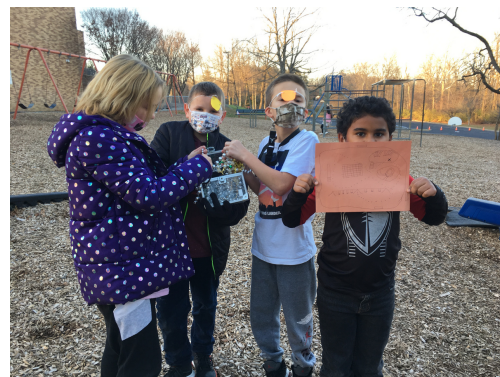
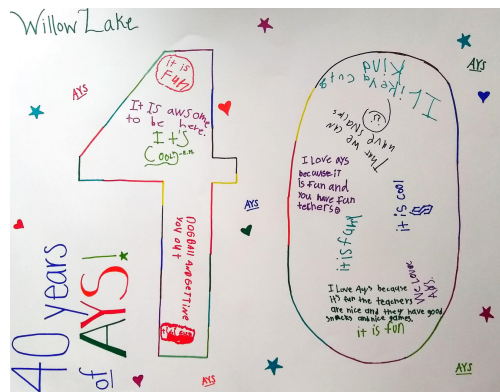
The in-person event did not occur in 2021; however, 500 Festival offered a portal of online experiences for kids to enjoy. 500 Festival staff and volunteers also delivered over 3,000 Kids’ Day-themed backpacks filled with essentials, educational items, toys, and games! AYS kids followed up by making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