



## Read to a Child

Read to a Child is a national nonprofit that increases children's success in reading and in life by inspiring caring adults to read aloud to a child regularly. The organization envisions a future in which all children are read to, improving their chances of becoming healthy, productive members of society.

# Dear Friend of Read to a Child

Thank you for your support in making the prior fiscal year the most successful year yet for Read to a Child!

In FY 2017, we again enrolled more under-served students in the Lunchtime Reading Program than ever before! A record high 1,328 students (up from 1,192) were mentored by 1,701 volunteer readers (up from 1,501).

2017 was also a year in which our program evaluation results were the best in Read to a Child's history. 98% of participating students (up from 90%) showed improvement in one of ten of the following areas: vocabulary, listening comprehension, ability to articulate thoughts, critical thinking, self-confidence, exposure to new ideas, knowledge and places, enthusiasm for books and reading, reading by choice, interest in reading instruction, and overall reading ability! **Even more incredibly, 72% of students showed improvement in ALL 10 of these categories!**

In FY 2017, a record 64 board members volunteered their time and energy on our national and regional boards. Further, we received support from more than 125 corporations and 1,000 individual/foundation donors, our highest totals yet. We continue to be grateful and humbled by the investment of time, money, and expertise from all of our stakeholders!

In this annual report, we are pleased to highlight our most generous donors. The **Seuss Circle** recognizes individual donors who contributed \$1,000 or more during the fiscal year. The **Caldecott Circle** celebrates individual donors who contributed \$10,000 or more. Major corporate and foundation donors are also highlighted at various **Giving Levels**. Please see the donor pages in this report for more information, recognition and our heartfelt thanks!

We are grateful that your generosity helps us to address the fact that **80% of low-income children in the United States do not read proficiently by 4th grade and, of these struggling young readers, more than 1/4 will not graduate from high school\*!**

We thank you for your continued support as we strive to reverse these alarming statistics and provide more opportunities for success in school and in life to under-served students across the country.

In gratitude,



Mark Tarini (Board Chair)



Paul Lamoureux (CEO)

\*Annie E. Casey Foundation, 2013 Report 'Early Warning Confirmed.'



# Athletes and Politicians support Read to a Child's efforts at boosting children's literacy skills and self-confidence.



Boston Mayor Marty Walsh reads to Lunchtime Reading Program students in Boston.



New England Patriot and children's book author Malcolm Mitchell Reads to Students in Framingham, MA.



Super Bowl champ and children's book author Martellus Bennett reads to Lunchtime Reading Program students in Roxbury, MA.



Los Angeles Dodgers Pitcher, Rich Hill, reads to Lunchtime Reading Program students in Los Angeles.



Boston Public Schools Superintendent Tommy Chang with Lunchtime Reading Program students in Boston.



Hartford Mayor Luke Bronin reads to Lunchtime Reading Program students in Hartford.



Massachusetts First Lady Lauren Baker perfecting the art of the "selfie" after reading to Lunchtime Reading Program students.



Martellus Bennett and longtime Read to a Child supporter Dan Revers at the Annual Gala.



# PROGRAM NUMBERS

(2016–2017 SCHOOL YEAR)

## 1,328 students

## More than 39,000

one-on-one reading sessions

## 1,701 volunteer

reading mentors



## VOLUNTEER SATISFACTION

# 99%

of volunteers

would recommend  
the program to  
friends/coworkers

# 96%

of volunteers

feel good about  
working for a  
company that  
offers opportunities  
such as lunchtime  
reading.

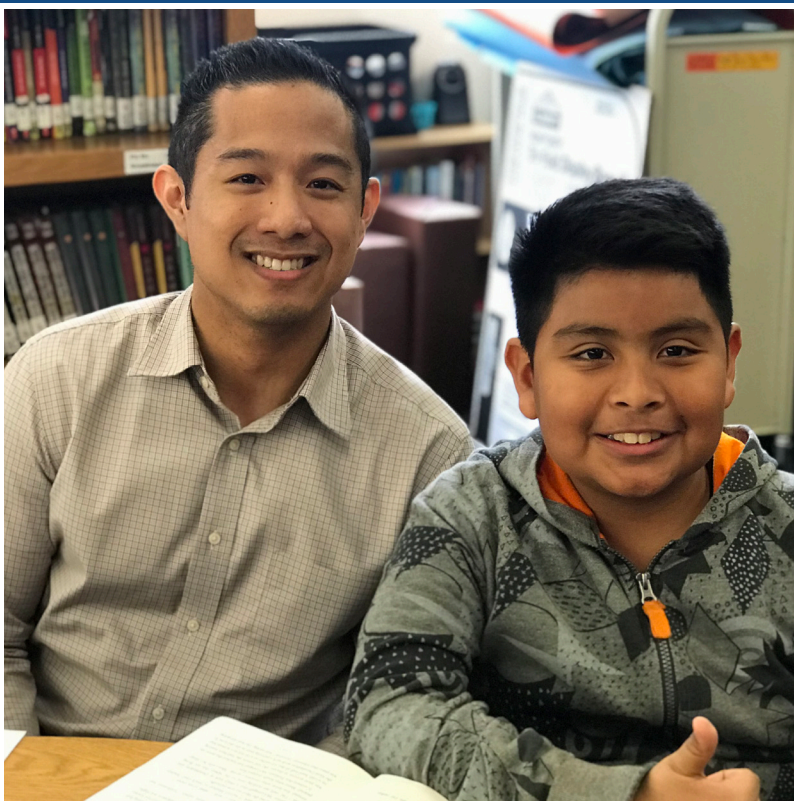


# 98%

of participating students improved in one or  
more of the following areas:

- Vocabulary
- Listening comprehension
- Ability to articulate thoughts
- Overall reading ability
- Enthusiasm for books/reading
- Reading by choice
- Interest in classroom reading
- Critical Thinking
- Self-Confidence
- Exposure to new ideas, knowledge, people and places

## 72% improved in ALL Ten



# Regional Highlights



## Greater Boston

Read to a Child in Greater Boston continues to expand its program by adding corporate partners and serving even more students in our sixteen schools. We are focusing on all the benefits of a 1-1 relationship between the mentor and the student, which includes getting to know the student over time, choosing books of interest to the student, discussing the book and making connections to the student's life experiences, and setting goals for the read aloud sessions.

We are happy to share a great inspirational story that highlights the importance of the Lunchtime Reading Program from one of our Program Managers, Heidi Sampson:

"I was visiting the Lunchtime Reading Program one day, and filled in for a mentor by reading to a 3rd grade girl. I chose a couple of book options, including Patricia Polacco's *Junkyard Wonders*. To my surprise, her reaction to seeing this new Polacco book was one of pure excitement, as she recognized the author as well as the main character. In class, she had recently read another Polacco book, *Thank You, Mr. Falker*, and told me how she loved it. She devoured this new book as I read as much as we could get through that session. At the end, she asked me to write down the title for her on a piece of paper so that she could share it with her teacher! It was a thrill to see her so engaged due to making this connection based on a book and author she was excited about."

## Greater Hartford

Greater Hartford celebrated a banner year in 2016–2017! We grew our Lunchtime Reading Program and offered it to 32% more students with the help of 27% more volunteers than in the previous year. These efforts positively impacted the development of literacy skills, love of reading, and self-confidence in young students in our community who need it the most.

We were proud to expand our footprint in the Hartford Public Schools, introducing the Lunchtime Reading Program at a second Hartford site, the Dr. Michael D. Fox School in February 2017. We also welcomed several very special guest readers to the Lunchtime Reading Program including Hartford Mayor Luke Bronin, New Britain Mayor Erin Stewart, Fox61 news anchor Erika Arias, local children's author Janet Lawler and Hartford Board of Education member Kim Oliver.

Going forward, our goal is to maintain our momentum by increasing our volunteer base and our funding support! There are so many more students in Greater Hartford who are waiting, needing, and wanting to join our Program. One young student simply summed up what the Program meant to him. We asked, "What do you like about the Lunchtime Reading Program?" He replied, "Everything!"

## Greater Miami

2017 was a year of change in Greater Miami, bringing the Lunchtime Reading Program from Coral Way K-8 to the Downtown Miami Charter School, a school with greater need and proximity to a larger concentration of potential volunteers. The transition went remarkably smoothly and, by the end of the year, we were serving more students in Miami than we had at the end of 2016. This growth was gratifying given the need to rebuild at a new school and that kickoff was delayed as a result of Hurricane Maria. This is all testament to the strength and dedication of our mighty team of volunteers and staff in Miami!



# Regional Highlights

## Metro Detroit

Thanks to the generosity of our corporate community and a committed pool of volunteers, Read to a Child's Metro Detroit Region was able to expand its Regional Advisory Board, increase the number of students served and launch a "March is Reading Month" initiative to further spread the joy of reading amongst elementary aged youth.

During 2016–2017, we participated in the Quicken Loans Charity Challenge which allowed us to exceed our individual giving goals by 205%. In addition, we welcomed Comerica Bank, Lawrence Technological University and Oakland University as new organizational partners.

During March, we launched the Annual Motor City Read-a-thon and welcomed readers from WDIV, WXYZ, FCA Automobiles, Oakland Community College, Fontinalis Partners, Detroit Housing Commission, General Motors, Teach for America, Comerica Bank and a host of other community minded organizations. As part of the initiative, we featured volunteers each week who read in classrooms at five partner school locations throughout March. At the end of the month, thanks to book donations from the Kiwanis Club, Wayne State University and Quicken Loans, we were able to send every student in grades K–5 at each of the participating school home with a new book.

By the end of the school year, we welcomed four new Regional Advisory Board Members and provided more than 700 one-on-one Lunchtime Reading Sessions to students in Detroit and Pontiac.



## Greater Los Angeles

Greater Los Angeles celebrated another successful year of reading and mentoring! The Lunchtime Reading Program operated in seven Title 1 schools in the Greater Los Angeles Area during the 2016–2017 school year and we were able to serve 170 students. We are excited to highlight an exceptional volunteer pair from Brockton Elementary.

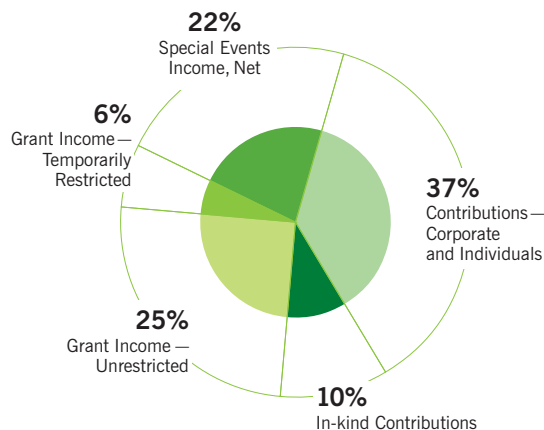
Kathy Liao, volunteer from true[X], and her student, Daniela, are a great example of how literacy is a building block to exploring other subjects. They ask questions as they discover more about science and outer space. For 3rd grader Daniela, reading is a way to fall deeper into science. Every Wednesday at Brockton Elementary, Daniela and Kathy learn more about each other and find books that fascinate Daniela's growing love of knowledge and explanations about the universe. Over their time reading together, Kathy has seen Daniela's reading comprehension increase. Kathy has also reaped many benefits from Daniela and the Lunchtime Reading Program. Going to read has been a nice, refreshing break from work that also brightens her day and gives her more energy.



# Financials for the fiscal years ending 9/30/17 and 9/30/16

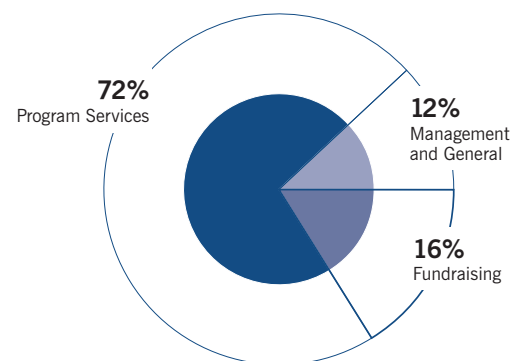
<b>Support and Revenue</b>	<b>FY17</b>	<b>FY16</b>
Contributions	<b>\$468,911</b>	\$396,268
Grant Income - Unrestricted	<b>326,287</b>	340,331
Grant Income - Temporarily Restricted	<b>80,558</b>	120,750
Special Events Income, Net	<b>283,294</b>	250,667
In-kind Contributions	<b>127,519</b>	153,090
Other Revenue	<b>648</b>	1,740
<b>Total Support and Revenue</b>	<b>\$1,287,217</b>	<b>\$1,262,846</b>
<b>Expenses</b>		
Program Services	<b>\$955,835</b>	\$904,135
Management and General	<b>152,598</b>	157,665
Fundraising	<b>217,201</b>	168,788
<b>Total Expenses</b>	<b>\$1,325,634</b>	<b>\$1,230,588</b>
<b>Increase in Net Assets</b>	<b>(\$38,417)*</b>	<b>\$32,258</b>
<b>Assets</b>	<b>9/30/17</b>	<b>9/30/16</b>
Cash and Cash Equivalents	<b>\$578,553</b>	\$568,749
Other Current Assets	<b>58,703</b>	97,924
Property and Equipment, Net	<b>3,930</b>	17,673
<b>Total Assets</b>	<b>\$641,186</b>	<b>\$684,346</b>
<b>Liabilities and Net Assets</b>		
Deferred Income	<b>\$73,250</b>	\$74,000
Other Current Liabilities	<b>49,816</b>	53,809
Unrestricted Net Assets	<b>435,099</b>	430,249
Temporarily Restricted Net Assets	<b>83,021</b>	126,288
<b>Total Liabilities and Net Assets</b>	<b>\$641,186</b>	<b>\$684,346</b>

## FY17 Support and Revenue



## FY17 Expenses

(excluding in-kind of \$128K or 10% of total expenses)



\* Read to a Child invested in a Development Consultant in FY17 to fuel future and long-term growth—it was planned & budgeted. Excluding this investment, FY17 total change in net assets would have been positive & the Program % of Total Expenses would have been 75%.

# Board of Directors

10/1/16–9/30/17

## Mark Tarini\*

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*Partner and Head, Portfolio Management*  
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Read to a Child

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### HR Coach and Consultant

## Tracy Pearce

### CSR & Marketing Consultant

# Leadership

## Staff Leadership

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## Ky Lindberg\*

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10/1/16–9/30/17

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\*Also Volunteer Reader

One student's favorite part of lunchtime reading:

“My favorite part was when we get to travel into the book and laugh and ask questions.”

3RD GRADE STUDENT





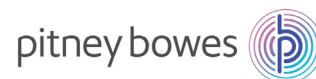
# Donors FY17

for the fiscal year ending 9/30/17

## CORPORATE DONORS

### \$50,000 +

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### \$49,999 – \$25,000

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\*Provides Volunteer Readers

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**\$50,000+**  
 Dan Revers

### Caldecott Circle

**\$49,999 – \$25,000**  
 Jeri and Mark Tarini\*†

### Caldecott Circle

**\$24,999 – \$10,000**  
 David and Kristina Daglio

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\*Provides Volunteer Readers

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\*Provides Volunteer Readers

†Also Volunteer Board Member

