Message from the President

It is always a great pleasure and privilege to share another year’s accomplishments through this Annual Report. We kicked off FY17 with an Annual Meeting celebrating collaborations, punctuated by an energizing Keynote by guest speaker John Abele, Founder of Boston Scientific. An important message of this presentation was that collaborations don’t just happen – they need to be designed and curated so that joint work, reflecting mutualism and reciprocity, results. We are proud that this was the year we were able to share exciting outcome data from our collaborative project with the Orange North Supervisory Union (ONSU) that exemplified these goals. Since the Stern Center was founded, we have demonstrated our commitment to elevating teacher expertise on behalf of learner success. Core services in evaluations, instruction, and communication services have built a foundation integrating language, literacy, and social emotional development. Celebrating our 34th year at this Annual Meeting speaks to the parallel journey we have been on with brain science.

This year, the publication of texts such as “Language at the Speed of Sight” by Mark Seidenberg inspired us to consider how we might transform organizationally to address the call to action following over 30 years of scientific research. I subsequently developed a concept paper describing this innovative collaboration opportunity, which was presented to the Board of Directors in April 2017. A draft Transformation budget was approved in July of this year. Next year at this time we will be reporting the results of our foundation year.

FY17 continued to strengthen our core services. One of the most anticipated expansions was the inauguration of eLearning so that our customized Stern Center instruction can be available to any student, anywhere. We were most grateful to receive a private family foundation grant to reduce eLearning costs for new students and anticipate growing in this area. We have also extended remote access to Stern Center Professional Learning opportunities.

We made the hard decision to close our Upper Valley office since we could not offer a complete array of Stern Center services to our students given staffing limitations. We strategically elected to focus on one site especially now that we will be embarking on a transformative initiative. We will continue our services to the area in Professional Learning and through eLearning. We also remain actively engaged in our National Science Foundation partnership with Dartmouth College.

Another FY17 collaboration, which we are proud to have played a leadership role, is the Early Childhood Summer Institute held at Castleton University. Fourteen different Vermont institutions partnered to present 11 different courses at significantly reduced cost to early care and education professionals. Both our BUILDING BLOCKS FOR LITERACY® (BUILDING BLOCKS) and Trauma of Poverty courses were offered.

BUILDING BLOCKS soared this year with a generous gift to Champlain College from donors supportive of our collaboration to develop a three-credit online course. We hope to launch in the Spring of 2018. In addition, we were pleased to receive another family foundation’s continued support of our bringing BUILDING BLOCKS training to state Head Start Association professionals.

Another innovative collaboration was the result of a gift from philanthropic partners to develop a handbook on social learning for teachers and parents. This guide will be a valuable resource in schools and homes.

We continue to enjoy our collaboration with the Larner College of Medicine at the University of Vermont. Students may elect a month-long elective rotation at the Stern Center during their senior year of medical school. Pediatric psychiatry fellows also spend three months here on a school rotation, once again underscoring how language and literacy intersect with social emotional development.

Organizations are all about people and we take great pride in ours. Sincere thanks to our dedicated staff and Board as well as our generous donors and friends. Most of all, we thank the students and teachers from whom we learn as we teach. We look forward to continuing to support collaborations that will yield change for the future of organizations and the success of all learners.

Blanche Podhajski, Ph.D.
President
Board of Directors

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Eve Pratt Hoar
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Orange North Supervisory Union

Orange North’s 4-year collaboration with the Stern Center is an excellent example of quantifiable improvements in student performance made possible by applying the science of teaching. A longitudinal study conducted by the Orange North Supervisory Union showed impressive gains in K-5 student outcome data following our district-wide Professional Learning program for teachers. District leaders and teachers using TRACK MY PROGRESS assessments report notable improvements across school achievement literacy measures.

One striking indicator of this success is that there were no referrals for reading-based special education at Williamstown Elementary School for the 2015-16 school year, a first for the school.

“It has been a privilege to work with strong leaders and teachers to create a culture for student success.”

Janna Osman, M.Ed.
Stem Center VP for Advanced Learning and Director of the Cynthia K. Hoehl Institute for Excellence

Collaborations don’t just happen. They need to be designed and curated.

(John Abele, Founding Chair, Boston Scientific; in a keynote address at the Stern Center Board of Directors Annual Meeting; October, 2016)
Impact

“...research suggests that, among school-related factors, teachers matter most. When it comes to student performance on reading and math tests, a teacher is estimated to have two to three times the impact of any other school factor, including services, facilities, and even leadership.”

(RAND® Education; www.rand.org, September 2012)

Brewster-Pierce Memorial School

Private anonymous donors contributed $50,688 to support our Brewster-Pierce Memorial School partnership. The first two years of this three-year Professional Learning initiative focused on advancing teacher knowledge in mathematics. We are currently working with school leadership to transition the focus of the Professional Learning training from mathematics to literacy.

The teachers and principal noted impressive improvement in the numbers of students meeting or exceeding grade level expectations in math. They have adapted new school-wide practices as a result of this collaboration with Stern Center experts.

Boys and Girls Club of Burlington

Teachers reported increased knowledge, skills, and confidence using new assessments to target student needs in the after school program.

Rich Tarrant Jr. and Tracy Appleton Tarrant contributed $13,160 to fund the collaboration with the Boys and Girls Club of Burlington. The project is designed in partnership with the Club’s educational team. The objective of the project is to strengthen the foundational literacy skills of their core teachers and in turn increase elementary and middle school student success.

We are now better able to match our instruction specifically to each student.

Woodside Juvenile Rehabilitation Center

Stern Center staff provided 1,134 hours of instruction to students enrolled through the Woodside school. While it is challenging to quantify, preliminary results indicate notable progress in both math and literacy skills for students whose stays exceeded 90 days. Professional Learning workshops were offered to the staff and faculty at Woodside as well as ongoing professional coaching and mentoring.

Gains made by Woodside students in reading and math significantly surpassed comparative national data for similar students. Woodside students showed from 5 to 12 month gains based on only 5 months of instruction delivered and coached by Stern Center experts.
“Our goal was exceeded; this professional development helped us to become more sustainable in our educational components.”

MARY ALICE MCKENZIE
Past Executive Director of the Boys and Girls Club of Burlington

“Because most of what goes on in reading is subconscious: we are aware of the result of having read something—that we understood it, that we found it funny, that it conveyed a fact, idea, or feeling—not the mental and neural operations that produced that outcome. That is why there is a science of reading: to understand this complex skill at levels that intuition cannot easily penetrate.”

(Seidenberg, Mark; “Language at the Speed of Sight”; p. 304; 2016)
Cynthia K. Hoehl Institute for Excellence
offers extensive Professional Learning opportunities for educators, including structured literacy, social cognition, and executive function.

$101,177
Professional Learning Grant Awards

$ 9,823
Instructional Underwriting

$111,000
Total Awards

Through donor designated endowment funds, the Cynthia K. Hoehl Institute for Excellence awards grants to educators for Professional Learning services and partially underwrites the cost of multi-hour direct instruction.

Examples of Professional Learning Impact on Teacher Knowledge:

- **Orton-Gillingham Institute Associate Level Course**
  Swanton Elementary School teachers showed a pre/post gain of 49% to 83% on content knowledge.

- **T·I·M·E for Teachers™ Comprehensive Course**
  Bennington-Rutland Supervisory Union teachers showed a pre/post gain of 54% to 88% on content knowledge.

Organizations that Received Cynthia K. Hoehl Grants in FY17

- Barre Supervisory Union
- Burlington High School
- Chittenden East Supervisory Union
- Early Childhood Summer Institute at Castleton University
- Malletts Bay School
- Orchard Valley Waldorf School
- Orleans Northwest Supervisory Union
- Rutland Central Supervisory Union
- Shelburne Community School
- Vergennes Union High School
- White River Valley Supervisory Union

67 Cynthia K. Hoehl Awards were granted for multi-hour instruction and Professional Learning opportunities.
In FY17, recipients of Stern Center Direct Services and Professional Learning resided in the following states and/or Vermont towns.  □ = Stern Center Reach

Service Impact & Innovation

33 out of 50 states

252 Evaluation Clients

411 Instruction Students

786 Professional Learning Participants

136 Communication Services Students

171 Vermont Towns

Learning from a Distance, Anywhere

The dedication, time, and experience of our instructors have yielded a successful start to our new method of deliverability!

Thanks to a generous donation, we were able to reduce the cost of eLearning instruction to new clients by 45%. The reduced rate of $49/hour for families allowed us to schedule new students, including some from the Upper Valley.

Upper Valley

Our West Lebanon office closed in August 2017 and we bade farewell and gratitude to our wonderful instructors. As an indication of how valued our instruction is, some of the students who were seen in the Upper Valley are registering for online services for the upcoming school year.

Webinars Live & Prerecorded

The Stern Center provides online offerings to suit Professional Learning needs, including webinars, workshops, and full-day courses. Participants can choose from a variety of topics and watch from the comfort of home. Current topics include: Red Flags for Preschool Language Development, Promoting Social Skills, and BUILDING BLOCKS modules. Some webinars and courses are available as recordings available any time, while others can be attended live via GoToMeeting on designated dates.

“This was one of the best professional learning courses I’ve ever had.”

PARTICIPANT AT BUILDING BLOCKS WORKSHOP
The Morris and Bessie Altman Foundation

We are indebted to Peter and Margie Stern for their enduring support. In FY17, they made $395,750 in philanthropic commitments to our organization. This includes a three-year $300,000 landmark investment expressing their confidence in the organization’s Bold Transformation initiative; an important goal of the Transformation will be to extend teacher expertise to increase student success.

Bernice and Milton Stern Foundation

The Bernice and Milton Stern Foundation Board generously approved an unrestricted $150,000 grant. We are grateful to the Foundation for their unwavering commitment to our organization and its mission to enrich the lives of learners by helping them reach their full potential.

Ann A. Mergens Foundation

We received a generous $35,000 endowment gift from the Foundation in memory of Neil Shapiro. Neil was an inspiration to students, parents, and colleagues during his six years as an instructor at the Stern Center.

The Jack and Dorothy Byrne Foundation

The Foundation contributed $25,000 in unrestricted funds in support of our mission to help all kinds of learners succeed.

Deborah Schapiro & Lou Polish

Deborah and Lou recognize the vital importance of social learning in the lives of students of all ages. Their generous gift towards development of a Social Learning Lesson Plan Manual will allow us to share a key resource with teachers everywhere.

Kelsey Family Foundation

We secured a $5,000 grant from the Kelsey Family Foundation in support of the Trauma of Poverty Community Collaboration. Partners include, the Vermont Family Network, Vermont Federation of Families for Children’s Mental Health, Committee on Temporary Shelter (COTS), Spectrum Youth and Family Services, Prevent Child Abuse Vermont, and the Sara Holbrook Community Center. The goal of this initiative is to identify training needs related to trauma and poverty in high risk populations and to explore the impact of high poverty on Vermont children.
The Turrell Fund supports organizations that help disadvantaged and financially challenged youth. We received a $51,000 grant to present workshops for early education professionals in Vermont and New Jersey.

The grant also supports our partnership with Building Bright Futures to help identify regions where we can improve student literacy by delivering Professional Learning seminars to early care and education professionals.

We are privileged to be the recipient of a $100,000 gift from the estate of Dr. and Mrs. Charles M. Poser. Dr. Poser (1923-2010) was an internationally renowned neurologist, expert in multiple sclerosis, and champion of medical-educational partnerships. He was a mentor and extraordinary friend to Stern Center President Blanche Podhajski.

Dr. Podhajski described Dr. Poser as a charismatic leader, gifted neurologist, and passionate teacher. We are grateful to the Poser family and honored by Dr. Poser’s enduring commitment and support of our mission and the learners we serve.

Tribute to Dr. Charles Poser’s Legacy

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Through collaboration with New Jersey Performing Arts Center (NJPAC), participating artists improved their literacy instruction knowledge by almost 45% and reported an increase in their professional expertise due to the BUILDING BLOCKS FOR LITERACY® curriculum.
We thank Boon Philanthropy for their advocacy on our behalf and relationship with various donors to support the growth of BUILDING BLOCKS.

Boon Philanthropy founder, Henry Sinclair Sherrill, Director of the Orton-Gillingham Institute at the Stern Center, Peggy Price, and Stern Center President, Blanche Podhajski were guests on Don Winn’s podcast “Cardboard Box Adventures.” Their focus was on the importance of explicit language instruction.

A $125,000 grant from an anonymous family foundation was secured to continue expansion of our Head Start BUILDING BLOCKS FOR LITERACY® (BUILDING BLOCKS) training program. Boon Philanthropy founder, Sinclair Sherrill, has been instrumental in brokering these funds. This is the third round of support (totaling nearly $750,000) from this philanthropic partner. Thanks to this renewed funding, the states of Vermont, Maine, and Washington Head Start Associations have already begun training, and funds are available to deliver this specialized training program to additional states.

The grant also provides funds to enhance the BUILDING BLOCKS program’s accessibility through digital and interactive technological applications.

The Washington State Head Start Association’s three-day Professional Learning conference included BUILDING BLOCKS, which received enthusiastic reviews.

Vermont Head Start Association (VHSA) Four of seven regions completed training in FY17; the President of VHSA and all seven regional directors are very enthusiastic partners in bringing BUILDING BLOCKS to early educators in their programs.
Larner College of Medicine at The University of Vermont

Department of Neurosciences
Fourth Year Rotation

Colette Oesterle, a fourth-year medical student, spent a four-week rotation through the Department of Neurosciences learning about the differential diagnosis of learning disorders.

Colette found her rotation helpful not only in terms of her future practice but also with respect to her own children who are learning to read.

Adolescent and Pediatric Psychiatry Fellowships

Dr. Sara Pawlowski, was one of two pediatric psychiatry fellows who worked with us this year. Under the supervision of Dr. Julia Molson, Dr. Pawlowski participated in multidisciplinary evaluations with our a team approach, addressing a wide range of concerns from language to literacy to emotional and behavioral functioning.

We also welcomed Dr. Winston Chung, a second year child and adolescent psychiatry fellow, who ended his rotation with a presentation on state-of-the-art medications for the treatment of anxiety and Attention Deficit Hyperactivity Disorders (ADHD).

National Science Foundation Grant

A Collaboration with Dartmouth College

A research collaboration between Dartmouth College’s Reading Brains Laboratory and the Stern Center has been extended for the upcoming school year. We are seeking 10 more students and 16 control group participants to complete the study. The focus of the grant is to measure positive brain wave changes resulting from the Stern Center’s explicit reading interventions.

The Immediate Assistance Program for Health Professionals, provided by the Stern Center in collaboration with the Larner College of Medicine, assists medical students and other health professionals as they learn to manage the increased demands of advanced level reading, writing, math, studying, and test taking.
Scholarship Program

The following scholarships were awarded to learners, who without the generosity of others, would not have the financial means to receive needed educational services from our expert educators.

In Memory of Leslie Watson Botjer

This year, we bid farewell to a dear member of the Stern Center family, Leslie Watson Botjer. To honor Leslie’s legacy and pay tribute to her remarkable service on the Stern Center Board of Directors, Peter and Margie Stern established the Leslie Watson Botjer Memorial Scholarship. During her Board tenure (2010-2017), Leslie chaired and/or served on Development, Human Resources, Special Events, and Scholarship Committees of the Board. She was a dedicated educator and had worked internationally with students from preschool to college. Leslie’s passion for learning and advocacy for early childhood education was exemplary. We honor Leslie’s memory in perpetuity by annually awarding the “gift of learning” to a deserving student through this special scholarship.

Scholarship Highlights

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<table>
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<tr>
<td><strong>Adult</strong></td>
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<tr>
<td>Communication Services</td>
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<tr>
<td>Evaluation</td>
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<td>Academic Instruction</td>
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<td>18</td>
<td>$13,622.88</td>
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<tr>
<td>Evaluation</td>
<td>52</td>
<td>$44,920.17</td>
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<tr>
<td>Academic Instruction</td>
<td>71</td>
<td>$63,373.28</td>
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<td><strong>Child Total</strong></td>
<td><strong>141</strong></td>
<td><strong>$121,916.33</strong></td>
</tr>
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</table>

**Grand Total** | **203** | **$179,146.84**

Endowments Funds

- Charles Bartlett Scholarship
- Eileen Bonner Botjer Memorial Scholarship
- Leslie Watson Botjer Memorial Scholarship
- John Connell Scholarship
- Ursula Crews Memorial Scholarship
- T. Peter Doremus Jr. Memorial Scholarship
- William Cameron Hagedorn Memorial Scholarship
- Katie Doremus Halsey Scholarship
- Herbert L. Martin, M.D. Memorial Scholarship
- The Podhajski Family Scholarship
- Humbert L. Riva, M.D. Memorial Scholarship
- Neil Shapiro Memorial Scholarship
- Smallwood Family Scholarship

FY17 Annual Scholarships

- Michael Allen Annual Scholarship
- Friends of the Stern Center Scholarship
- Pat Greene Memorial Scholarship
- Kusiak Family Scholarship
- Dr. John LeConche Memorial Scholarship
- Lucy’s Scholarship
- Blanche M. Podhajski Memorial Scholarship
- Paul Post Memorial Scholarship
- Paul Toomey Memorial Scholarship
- Lester Wallman, M.D. and Elizabeth Wallman Memorial Scholarship
- Stevenson H. Wattlen Jr. Memorial Scholarship
- Patricia M. Zyber Memorial Scholarship
Laughter for Learning

The Laughter for Learning Benefit Event raised $10,742 in support of the Cynthia K. Hoehl Institute for Excellence. This was the third consecutive year for this special collaboration between the Stern Center, Vermont Comedy Club, and professional comedians Kate James, Andrew Knox, Ben Rameaka, and Steve Waltien. The effort is rooted in a deep relationship between Steve Waltien and the Stern Center. His late father was committed to the Stern Center’s mission and served as Board Chair. The quartet of improv comedians, including Steve’s wife Kate, has remained dedicated to offering their talents pro bono to help raise funds for teachers and learners through the Cynthia K. Hoehl Institute for Excellence. We are delighted that this annual event will continue in FY18.

Leaders Signature Event

Over 100 guests joined us for our inaugural Signature Benefit Event. This special event was hosted by the Stern Center’s founding supporters, Peter and Margie Stern. Many thanks to the Corley and Post families for their generous challenge grant, our corporate sponsors Northfield Savings Bank, Michael Jager, Creative Principal of Solidarity of Unbridled Labour, and our extended Stern Center family, we exceeded the goal of $100,000, raising $106,575 for our need-based Scholarship Program.
Thank You For Your Support

Visionary Circle
$100,000 & up

Anonymous
The Morris & Bessie Altman Foundation
The Estate of Charles & Joan Poser
Peter & Margie Stern
Bernice and Milton Stern Foundation

Founders Circle
$25,000 - $49,999

Anonymous
The Jack and Dorothy Byrne Foundation
The Cortely Family
Ann A. Mergens Foundation
Bill & Maureen Post
Rich Tarrant Jr. & Tracy Appleton Tarrant

Ambassador Circle
$1,000 - $2,499

Anonymous
Leslie & Bob Boltier
Tim Burke & Laurie Caswell Burke
Megan & Greg Cluver
Graeme & Allie Connell
Suzanne & Thomas Cronkite
Barr & Laura Dagan
Ann DeMarle & Jim Rea
Chris & Jan Gannon
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Sam Hoar & Eve Pratt Hoar
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Todd Lockwood
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M. Kraus & Company
Stephen & Emily Magowan
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Michael Metz & Denise Shekerjian
H. Bud Meyers & Ruth Farrell
Eric & Jane Molson
Hilary & Pete Mooney
Steve Mundell
Tim Neiley & Ellen O’Brien
Janna & Donny Osman
Jon & Jenn Pizzagalli
Reno & Donna Pizzagalli
Don & Sandy Rendall
Rene Bloch Foundation
Shebblune Charlotte Hinesburg
Interfaith Projects
Michael Shapiro & Kim McManus
Debra Stenner & Keith Mintz
Robert Stern
George & Carol Terviliger
Patrick Thornton
Ed & Jill Wilkens
Thomas & Ellen Wilkins
Elizabeth Woods
Kenneth Zyber

President’s Circle
$10,000 - $24,999

Hoehl Family Foundation
Mount Phol Fund of the VT Community Foundation
Paul Post Fund of the VT Community Foundation
Blanche Podhajski & Ken Kreiling
Deborah Schapiro & Louis Polash
Peter Swift & Diana McCammon

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The Carmel Hill Fund
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The Gottesman Fund
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Gottesman
Sarah Gray Gund
Nathan Hartwick & Natalie Miller
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People’s United Community Foundation
Dolores Podhajski LeConche
Lili Ruane
Ann Logie Smallwood
Ann and Frank Smallwood Fund of the VT Community Foundation
Lisa Steele
Vermont Comedy Club

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$2,500 - $4,999

Alma Gibbs Donchian Foundation
Robert Barrie & Melissa Farrall

Bob & Susie Crews
Irene DeVivo
Forever Endeavor Software
Katie & David Halsey
Paul & Ellie Kenworthy
Kifa Club
Joan Martin
Hilary Maslow
Oakland Foundation
Gerry & Peggy Shapiro
Susan Scheu Woodworth
Christopher & Susanne Davis
Staige Davis & Sarah Spink
Frank & Ducky Donath
Peter Thomas Doremus
Bronwyn Dunne
Argie & Peggy Econonomou
Richard & Barbara Fygi
Google Matching Gifts Program
David & Anne Hauke
High Five Foundation
Huron Consulting Group
Gerald & Jaclyn Kaminsky
Stephen Kieman
Cheryl & Nelson LaFrance
Main Street Landing
Arthur Margolin & Kenneth Kahn
PEDS ONE
Matt & Pat Pellegrino
Tim & Faith Rushford
Todd Sarandos & Dana Valentine
William Schubart & Kate Robinson
Schubart
Michael & Mary Scollins
Michael & Marjie Stern
David & Laura Stiller
Barry & Carol Stone
Julie Thayer
Brett Walker
Lynda S. Wallen

$250 - $499

David & Carol Angus
Christina Gay Atkin
Randy & Robin Bertrand
Scott & Lori Brown
Jay & Leslie Capaccia
Cedar Wood Natural Health Ctr.
Geno & Tammy Cenci
John & Kathryn Connell
Rack & Marion Crews
C. Russell de Burto
Christopher Economou
Mary & Tom Esvlin
Nick & Marilyn Faasan
Mitch & Kim Fleischer
Tim & Melissa Frost
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Clinton & Marilyn Price
Paul & Joanne Reiss
William & Gail Savage
Stephen Scheu

$500 - $999

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The Big Wood Foundation
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Gene & Ann Cenci
Citizen Cider
John & Barbara Coates

Haviland & Dolores Smith
Paul & Brenda Stephens
David Stiller & Mary Allen Stiller
George & Ann Till
Katherine Toomey
Michael & Val Toomey
David Usher
Lee & Ann Van Voris
John Vogel & Judy Music
Richard & Susan Werman

$100 - $249

Anonymous (5)
Chris & Margaret Abajian
Robert & Heather Bailey
Chris & Stephanie Bastek
William & Marilyn Bastek
Clare & Jerry Beecher
Margie Berger
Joseph & Andrea Bergstein
Ellen Bessette
Richard & JoAnn Bianco
Tina & Joseph Bissone
Gery & Sam Bloomberg
Linda C. Boardman
Scott & Carol Boardman
Julie Bonanno
Brickliners
Nicole Cagnignan & David Raphael
Adelbert & Nancy Carpenter
Michael & June Carrera
Eldon & Ann Carvey
Nancy & Ralph Casazzone
Pam Clark
Greg & Lynn Cluff
David & Cathleen Cohen
Richard & Rose Coletti
Helen Lynne Collins
Kathleen L. Colman
Edwin & Nancy Codoy
Sally Conant
Ann Cortely
Paul & Paula Costello
Paul & Nancy Cotton
Phylis Crews
Robert & Niva Donahue
Joel & Priscilla Dube
Peter Erly & Heather Briggs
Patricia R. Farnham
Lewis & Sandy First
Paula Flaherty
Fusun Floyd
Flying Pig Bookstore
Donald & Suzanne Foss
Jim & Liz Foster
Seth & Megan Frenzen
Milton & Carolyn Frye
David & Peggy Gelinas
Richard & Jennifer Gibbs
Thomas & Marianne Gracie
Barbara Greenwald
Steve & Ruthann Hackett
Charles Hall
Chip & Mary Hart
Stacia Heath & Family
James & Mary Ellen Hebert
Philip & Joan Hoff
Tom & Maggie Holmes
Richard & Nancy Kall
Andrea Kelly & Laura Ramirez
Joanie Kemsley
Peter Kreisel
Harlan & Linnea Lachman

We thank all those who made gifts supporting all kinds of learners. If we have inadvertently omitted any names, we apologize and ask you to contact us with the correction. This listing includes donations received during FY17: September 1, 2016-August 31, 2017.
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We thank all those who made gifts supporting all kinds of learners. If we have inadvertently omitted any names, we apologize and ask you to contact us with the correction.

Up to $50

Anonymous (2)
Natalie Albers
AmazonSmile Foundation
American Online Giving Foundation
Gian Piero & Victoria Anelli
Edward & Janet Austin
Joan Balfe
Irís Berezin
Laura Bonazinga-Bouyeva
James & Carol Bouyeva
Sandy Boyer
Jamie & Michelle Brandon
Theodore & Joan Braun
Genevieve Bronk
Sally Caswell
Nini Crane
Alice Critchlow
Nancy Daniels
Emily Dawson
Heidi & James DeCarvalho
Patty Durham
Jay & Dorothy Federman
Barbara L. Fisher
Marylin Fletcher
Martha R. Fraser
Amy & Matt Post
Reid & Jane Grayson
Luther & Sally Hackett

Gifts in Honor of:
The names of those being honored appear in BOLD CAPITAL letters and are followed by the names of those who made the gifts.

MICHAEL ALLEN
Ed & Brynn Kustak

JOHN B. COATES IV
John & Barbara Coates

SARAH GRAY GUND
Daniel & Susan Hudson

KATIE DOREMUS HALSEY
Will & Pam Billings
Peter & Peggy Briggs
Tim Burke & Laurie Caswell Burke
Peter Thomas Doremus
Christopher & Sara Dubie
Moneer & Joseph Greenbaum

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EDWARD R. WILKENS, Ed.D.
Jackson & Marissa Strayer-Benton
Thomas & Ellen Wilkins

WOODWORTH FAMILY
Stephen Scheu

Gifts in Memory of:
The names of those being remembered appear in BOLD CAPITAL letters and are followed by the names of those who made the gifts.

LESLIE WATSON BOTJER
The Morris & Bessie Altman Foundation
Robin & Randy Bertrand
Tim Burke & Laurie Caswell Burke
Moneer & Joseph Greenbaum
Glance Podhajski & Ken Kreiling
Peter & Margie Stern
Bary & Carol Stone
Ed & Jill Wilkins

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Steve Wallien
Ed & Jill Wilkins

We thank all those who made gifts supporting all kinds of learners. If we have inadvertently omitted any names, we apologize and ask you to contact us with the correction. This listing includes donations received during FY17: September 1, 2016-August 31, 2017.
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Professional Learning Provider  
Professional Learning Provider  
Speech Language Pathologist  
Development Coordinator  
Special Educator  
Evaluator  
Speech Language Pathologist  
Instructor  
Instructor  
Professional Learning Coordinator  
Major Gifts Specialist  
SLP Instructor  
Instructor  
Instructor  
Instructor  
HR Manager  
AP/AR Assistant  
Evaluator  
SES Instructor  
Intake Coordinator for Instruction & Evaluations  
Evaluator  
Program Manager for Communication Services  
Professional Learning Provider  
Program Manager for Evaluations  
Professional Learning Provider  
Director of Development  
Instructor  
Instructor  
Evaluator  
Instructor  
Professional Learning Provider  
Speech Language Pathologist  
SES Instructor  
Instructor  
Speech Language Pathologist  
SES Instructor  
Outreach Coordinator  
Evaluator  
Neuropsychologist  
Instructor  
Instructor  
Accounts Manager  
Instructor  
Evaluator  
Instructor  

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OG Fellow  
Grant Writer  
Evaluator  
Research Associate & Administrative Assistant for Instruction and Evaluation  
Instructor  
Professional Learning Provider  
Research Director  
Intake Coordinator for Communication Services and Professional Learning  
Administrative Assistant  
Vice President for Programs  
Instructor  
Instructor  
Marketing Coordinator  
Professional Learning Provider  
Communications Coordinator  
Evaluator  
Communications Director  
OG Fellow  
Speech Language Pathologist  
Instructor  
Evaluator  
Instructor  
Chief Operating Officer  
Instructor  
Professional Learning Provider  
Evaluator  
Speech Language Pathologist  
Professional Learning Provider  
Executive Assistant to the President  
Instructor  
Program Manager for Instruction  
SES Instructor  
Instructor  
Professional Learning Provider  
Evaluator  
Evaluator  
Instructor  
Special Projects Advisor  
Professional Learning Provider  
Professional Learning Provider
Financials
September 1, 2016 - August 31, 2017

FY17 - Revenue by Type

- Evaluations: 16%
- Instruction: 25%
- Professional Learning: 15%
- Communication Services: 6%
- Other Income: 3%
- Other Services: 2%
- Grants: 13%
- Donations: 18%
- Special Events: <1%

FY17 - Expenses by Type

- Salaries & Benefits: 80%
- Marketing: 1%
- Supplies/Postage/Copying: 4%
- Facilities: 9%
- Other: 6%
# Financials

## Statement of Revenue and Expenditures

All Funds for the 12 months ended August 31, 2017

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted &amp; Scholarship Funds</th>
<th>Temporarily Restricted Funds</th>
<th>Permanently Restricted Funds</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Evaluations</td>
<td>$565,465</td>
<td>$0</td>
<td>$0</td>
<td>$565,465</td>
</tr>
<tr>
<td>Instructional Services</td>
<td>$901,137</td>
<td>$0</td>
<td>$0</td>
<td>$901,137</td>
</tr>
<tr>
<td>Communication Services</td>
<td>$209,262</td>
<td>$0</td>
<td>$0</td>
<td>$209,262</td>
</tr>
<tr>
<td>Professional Learning</td>
<td>$537,433</td>
<td>$0</td>
<td>$0</td>
<td>$537,433</td>
</tr>
<tr>
<td>Other Services</td>
<td>$59,989</td>
<td>$0</td>
<td>$0</td>
<td>$59,989</td>
</tr>
<tr>
<td><strong>Subtotal Services</strong></td>
<td><strong>$2,273,286</strong></td>
<td><strong>$0</strong></td>
<td><strong>$0</strong></td>
<td><strong>$2,273,286</strong></td>
</tr>
<tr>
<td>Scholarships</td>
<td>($179,147)</td>
<td>$0</td>
<td>$0</td>
<td>($179,147)</td>
</tr>
<tr>
<td>Contributions &amp; Grants</td>
<td>$368,323</td>
<td>$782,730</td>
<td>$59,235</td>
<td>$1,210,289</td>
</tr>
<tr>
<td>Other income</td>
<td>$41,526</td>
<td>$395,000</td>
<td>$0</td>
<td>$436,526</td>
</tr>
<tr>
<td>Discounts &amp; N/C</td>
<td>($22,556)</td>
<td>$0</td>
<td>$0</td>
<td>($22,556)</td>
</tr>
<tr>
<td>Reallocations for Program</td>
<td>$200,000</td>
<td>($200,000)</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Services Funded by Grants</td>
<td>$198,952</td>
<td>($307,207)</td>
<td>$0</td>
<td>($108,255)</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$2,880,384</strong></td>
<td><strong>$670,523</strong></td>
<td><strong>$59,235</strong></td>
<td><strong>$3,610,142</strong></td>
</tr>
</tbody>
</table>

|                   |                                  |                              |                             |           |
| **Expenses**      |                                  |                              |                             |           |
| Salaries/Wages    | $2,077,121                       | $0                           | $0                          | $2,077,121 |
| Benefits          | $422,678                         | $0                           | $0                          | $422,678  |
| Supplies/Postage/Copying | $116,998                     | $18,788                     | $75                         | $135,861  |
| Facilities        | $267,519                         | $0                           | $0                          | $267,519  |
| Marketing         | $30,151                          | $3,000                       | $0                          | $33,151   |
| Spcl Events/Prsntns/Mtgs | $7,225                     | $1,378                       | $0                          | $8,603    |
| Staff Development/Training | $18,763                     | $15,037                     | $0                          | $33,800   |
| Travel            | $35,998                          | $6,648                       | $0                          | $42,647   |
| Financial/Legal/Audit | $32,082                     | $0                           | $0                          | $32,082   |
| Miscellaneous     | $8,678                           | $0                           | $0                          | $8,678    |
| Transfers T/F End TRNA | ($62,000)                    | ($145,000)                  | $207,000                    | $0        |
| Misc - Program Related | $53,447                     | $0                           | $0                          | $53,447   |
| Overhead Recovered/Charged | $0                        | $0                           | $0                          | $0        |
| **Total Expenses** | **$3,008,660**                 | **($100,150)**               | **$207,075**                | **$3,115,586** |

| Increase/(Decrease) in Net Assets before Reallocations for Capital | ($128,277) | $770,673 | ($147,840) | $494,556 |
| Reallocations for Capital | - | - | - | - |
| Increase/(Decrease) in Net Assets | ($128,277) | $770,673 | ($147,840) | $494,556 |

---

1 | All figures represent unaudited financial results
Leadership and learning are indispensable to each other.

John F. Kennedy
The Stern Center for Language and Learning is a nonprofit learning center dedicated to helping children and adults reach their full potential. We are committed to enriching the lives of all learners through

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