

"I like that the teachers do what they can to stop kids from doing something mean and that, when a kid does something mean again, they have to sit out." -Keegan "I like that our friends are here and the teachers are here. I like that we play games and have teachers and lunch boxes." -Lorelai "I like that the other kids play with me and that the teachers do fun activities with us." -Nathan

"I like the art cart because I really like art and I'm a good artist." -Ash



Kids Co.'s mission is to provide and advocate for quality childcare that enriches and nurtures all children, supporting their success in school and in life.

"A hundred years from now it will not matter what my bank account was, the sort of house I lived in, or the kind of car I drove. But the world may be different, because I was important in the life of a child."

~ Dr. Forest E. Witcraft, scholar, teacher, and Boy Scout administrator

FISCAL YEAR 2016

Kids Co. Board of Directors

EXECUTIVE COMMITTEE

John Hoverson, Chair Erin Overbey, Vice-Chair Jonathan Siegel, Treasurer Lauren Offenbecher, Secretary Susan R. Brown, Ex-Officio

Henry Chou Tinamarie Feil Joe Jornadal Shawn Larsen-Bright Ray Luiggi

FISCAL YEAR 2017

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DEAR FRIENDS.

Love—a word that comes to mind when we think about Kids Co. and the services we've provided to our extended community—our family—since 1989. Love is the underlying factor that motivates us to build our community to encompass more friends, more families, and more kids. Love is what we present when we open our child care doors every morning to greet excited young faces and help them navigate their day. Love is about communication, compassion, and sharing. That's the Kids Co. way.

 $oldsymbol{\mathsf{B}}$

Our families, volunteers, donors, staff, and friends are passionate individuals whose combined purpose is to make each day special for the kids in our care.

Here are some of the ways you helped spread the love in Fiscal Year 2016:

- In January, families were rallied to share their voices with Seattle Public Schools about their plan to eliminate designated child care centers onsite at 19 elementary schools. In the end, SPS only repurposed seven.
- Our donor list grew to 396 individuals, businesses, and foundations to help strengthen our programs and keep our doors open to all families.
- Most dear to our heart, due to the generosity of our community, we continued our promise that we made the very day we opened. Kids Co. never turns a child away from child care due to their family's inability to pay. In FY'16 we helped 249 kids with the support of the Kids Co. Scholarship Fund!

We are continually hopeful and constantly energized by the wonderful work and love in our community, but circumstance tells us there's still a ways to go. There are more families than ever moving here and our schools are bursting at the seams. All kids need a safe space for care. Kids Co. is determined to make sure there is room!

We are thankful for your love and are inspired by your commitment to improving outcomes for every child, every step of the way, from cradle to career.

With a heart full of love,



Susan R. Brown

Susan R. Brown
President and CEO
1989-present



John Hoverson Board Chair 2016-2017

Challenges of the working poor

Hurray for our community. The job outlook indicates that the Seattlemetropolitan area is a hot, HOT, market. So hot that people are moving here by the thousands (GeekWire estimated 86,320 became locals in 2016). We can largely attribute this to our continued tech boom. But the boom of tech only benefits a select few. What about the working poor?

It's hard to make ends meet—especially when kids are in the picture.

Many local working families fall far below the federal poverty level. At the end of 2016 the poverty income level for a family of four was \$20,420—note, this is a household with at least one full-time or part-time worker. Now, imagine, for one second, the struggles of housing and feeding the kids in Seattle on those wages. Now, go one step further and consider what to do if this family:

- has a sick kid (but doesn't have paid sick leave to care for the child);
- incurs a late fee for a past due payment (and that \$30 is dinner for a week);
- has a car that breaks down or not enough money for gas (and they can't go to work);
- 💙 wants to get a higher education or vocational training in order to secure a better paying job (but it's unattainable because many of our institutional systems don't give financial support to students—this often includes child care).

This is where Kids Co. shares the love.

Since opening our doors in June of 1989 we set-out to run a quality child care center that catered to working families, yet the heart and soul of our organization desired never to turn a child away from Kids Co. due to a family's inability to pay. Our answer, since day-one, is the Kids Co. Scholarship Fund.

Over the past 27 years we have allocated millions of dollars in tuition assistance to lowincome families—giving all our kids safe spaces that inspire wonder, curiosity, and play!





Special thanks to our sponsors. It's because of these great companies that each individual donation was matched!



ELLIOTT BAY MARINA

A cool thing about Kids Co. is our doors are open from 7 a.m.—6 p.m. weekdays. This is paramount to the working parent. Still, there's a sad truth—tuition is a challenge for many families, even if they work two or more jobs!

We've never hesitated, not for a second, to keep our doors open to all families, no matter what their financial status.

Kids Co., Where Kids Grow was designed for exactly that purpose. The 5-day online giving event raised \$30,316.69 from foundations, businesses, and individuals! That meant 130 kids got a week of summer camp.

And that's something to smile about.



And special mention to all GiveBIG donors! Gifts were pooled & added to our matching-gift sponsor pool!



DAILY INCENTIVE PRIZE DONORS

Ivar's

McMenamins

Pacific Office Automation

Museum of Flight

Seattle Storm

Jazz Alley

Jet City Improv

Silverwood Theme Parks

Tinamarie Feil



Lucca the waiter loves to go on field trips over the summer. The world is his buffet and he'd like all children to eat at his table. That's why he brought in coins every day for our Get on the Bus fundraiser. He used his character and charm to inspire others to give as well.





WE LOVE FIELD TRIPS

We love field trips—excursions to museums, zoos, ball parks, or fancy playgrounds. Unfortunately, the cost of getting there is tough on child care—\$500 a bus! Get On The Bus, our summer-time online giving event, had one single goal: Get kids on chartered buses.

That we did! In 5-days we raised \$21,365.04 (the equivalent of 43 bus rentals) so Kids Co. kids could explore sought-after destinations, experience hands-on learning, and most important, have fun.

Special thanks to our sponsors:



















Jonathan Siegel

And a special mention to the Kids Co. Staff whose combined gifts helped match all our field trip-loving individual donors

DAILY INCENTIVE PRIZE DONORS

ACT Theatre EMP Museum Anthony's Seafood Grill Ivar's Chihuly Garden and Glass Janet Graham

KuKuRuZa Gourmet Popcorn **Pacific Office Automation** Seattle Bouldering Project

Seattle Shakespeare Company Woodland Park Zoo

Kids Co. scholarships really do change lives



The Bryant Family—What are they up to now?

In Kids Co.'s 2010 annual report we featured a story about the Bryant Family-Lyra and her two daughters, KyLécia and NaDia.

Lyra is a mom, a veteran, and at the time we shared her story, a student earning her undergraduate degree in psychology. Because she was pursuing an undergraduate degree rather than a vocational certificate, Lyra was ineligible to receive child care subsidies from DSHS. A college degree was Lyra's path to securing a brighter financial future for her and her girls. Without child care subsidies, Lyra would not be able to go to college because she didn't have care for her daughters.

Lyra asked and received!

Lyra got in touch with Kids Co. regarding our scholarship program. The heart of our organization is to care for our families, ensuring that all have access to quality child care. Therefore she was given the tuition support she needed to keep her girls safe and sound attending Kids Co. at South Shore while she went to college.

We are thrilled to share the happy next chapter to Lyra's story: Lyra completed her degree; she has a good job at the Seattle VA as an advanced medical support assistant; KyLécia is a junior in high school; NaDia is in the 7th grade; both girls are in the Seattle Jazz Education program; AND recently, Lyra purchased her first home!

It was our hearts desire to help Lyra get her degree and give her girls the gift of safe, fun, and nurturing care.

Congratulations to Lyra, KyLécia, and NaDia! We are so proud of you.

The Fields Family

The Fields are a family of seven—two working parents and five growing boys! At the end of the 2014-15 schoolyear, one of the youngest nearly drowned, and the family spent the rest of that year at the hospital. Now all of the Fields boys-all five of them-are doing well.

During that trying time, the parents received a much needed raise. Unfortunately, at their greatest time of financial need, the pay increase disqualified them for a DSHS child care subsidy. Kids Co. was able to help! Their Kids Co. scholarship ensured the boys were receiving care while mom and dad went to work.

As educators (both parents work at South Shore K-8), the family appreciated the fact that Kids Co. gave their sons a safe place to spend their time before and after school, with staff that they trust. In fact, here's what mom has to say:

"Kids Co. is an extended family for my boys. Kids Co. is a place that allows my boys to be themselves and to strive to be even better. Our family has been challenged with many medical issues these past recent years, and having a place for our boys to be stress-free has been valuable. We are so appreciative of all the support we have received from Kids Co. My family has been a part of the Kids Co. family for almost 10 years collectively between my four boys." (The Fields' oldest son never attended Kids Co.)

Malik, Mekhi, and Malcolm

(The Fields' three youngest boys who still attend Kids Co.)











We certainly felt your love throughout FY'16 (September 1, 2015-August 31, 2016). Just short of 400 people, businesses, foundations, and organizations joined us helping Kids Co. create safe spaces that inspire wonder, curiosity, and play for kids.



When DONATING = LOVING, we feel pretty blessed!

BUSINESSES

AlphaGraphics

Bader Martin PS **Ballard Market**

Betty Oatmeal

BlackRock

BMC Group

The Boeing Company Gift Match/BPAC

Dorsey & Whitney LLP

Elliott Bay Marina

Google

Johnson Law Group

Karp Business Law

Levin Advertising Group

Macy's, Inc. Matching Gifts Program

MCM Financial

Microsoft Corporation

Monkey Fist Marine

PavPal Giving

Slater & Associates Insurance, Inc.

Starbucks Matching Gifts Program

Sticks LLC

Urban Steelworks

Washington Liftruck

ZippyDogs

FOUNDATIONS & ORGANIZATIONS

AmazonSmile Foundation

Benevity

Bill and Melinda Gates Foundation

The Carey Family Foundation

The Dorsey & Whitney Foundation

Fidelity Charitable

Jewish Federation of Greater Seattle

League of Education Voters Foundation

Local Independent Charities

School's Out Washington The Seattle Foundation

Tableau Foundation Employee Engagement

Fund

Tulalip Tribes Charitable Fund United Way of King County **US Charitable Gift Trust** Windermere Foundation

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Chetana Acharya and Lawrence Spurgeon

Naveen Ahmed

Carol Akello

Margaret and John Ales

Mariah Aliaksandraya

Sean Allen

Virginia Anderson

Anonymous (11) Dana Aoyama

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Karen Aoyama

Mari Ashina

Amy Baernstein and Melanie Tratnik Michelle Bagshaw and Guy Freeman

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Leah Bossart

Timme Brewer Bobbe and Jon Bridge

Janis Bridge

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IN KIND GIFTS

ACT Theatre

Anthony's Seafood Grill - Lynnwood

Amanda Bakke

Cash & Carry - Corporate Office

Chihuly Studio

Costco Wholesale - Lynnwood Costco Wholesale - Aurora

Costco Wholesale - Kirkland

Dimitriou's Jazz Alley FMP Museum Janet Graham

Home Depot - West Seattle

Home Depot - Kent

Jet City Improv

Kukuruza Gourmet Popcorn

Lowe's Hardware - Bellevue

McMenamins

Museum of Flight Pacific Office Automation

PCC Natural Markets OFC - North Seattle

QFC - University Village Seattle Bouldering Project

Seattle Shakespeare Company Seattle Storm

Silverwood Theme Park Target - Northgate Target - West Seattle **Touch Worldwide**

Whole Foods Market Woodland Park Zoo

ASSETS

STATEMENT OF FINANCIAL POSITION

August 31, 2016

Current Assets:

Cash and Cash Equivalents	1,003,524
Accounts Receivable, Net	124,623
Prepaid Expenses	41,062
Total Current Assets	1,169,209
Property and Equipment, Net	108,299
Contributions Receivable LT	10,000
Total Current Assets	1,287,508

LIABILITIES AND NET ASSETS

Current Liabilities:	
Accounts Payable	\$256,077
Refundable Deposits	59,250
Unearned Program Fees	52,543
Total Current Liabilities	367,870
Capital Lease Obligations	9,826
Total Liabilities	377,696
Unrestricted Net Assets	909,812
Total Liability & Net Assets	1,287,508

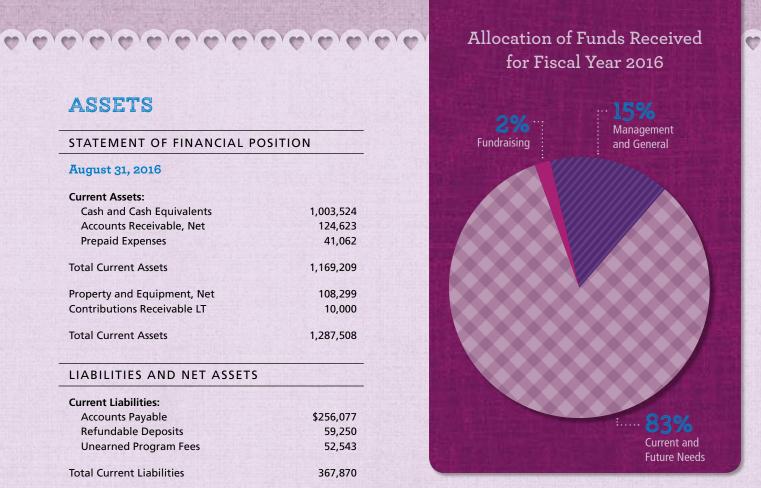
STATEMENTS OF ACTIVITIES

August 31, 2016

Revenue and	Support:
Program Se	rvice Fees

Program Service Fees	3,718,007
Grants and Contributions	278,260
Miscellaneous Revenue	10,164
Investment Income	1,503
Total Revenue and Support	4,007,934

Total Revenue and Support	4,007,934
Expenses:	
Program Services	3,333,073
Management and General	590,340
Fundraising	68,383
Total Expenses	3,991,796
Increase in Unrestricted Net Assets	16,138
Unrestricted Net Assets, Beginning of Year	893,674
Unrestricted Net Assets, End of Year	909,812





COME PLAY WITH US!

KIDS CO. CENTER LOCATIONS

Kids Co. at Adams, Ballard (incorporated 1989)

Kids Co. at Cascadia, Wallingford (incorporated 2012)

Kids Co. at Graham Hill, Seward Park (incorporated 1991)

Kids Co. at Island Park, Mercer Island (incorporated 1995)

Kids Co. at John Hay, Queen Anne (incorporated 1990)

Kids Co. at John Muir, Mount Baker (incorporated 2011)

Kids Co. at Lakeridge, Mercer Island (incorporated 1995)

Kids Co. at McDonald, Greenlake (incorporated 2010)

Kids Co. at Queen Anne, Queen Anne (incorporated 2011)

Kids Co. at South Shore, Rainier Beach (incorporated 2002)

Kids Co. at TOPS, Capitol Hill/Eastlake (incorporated 1991)

Kids Co. at West Mercer, Mercer Island (incorporated 2014)

KIDS CO.

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www.kidscompany.org

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The Independent Charities Seal of Excellence is awarded to the members of Independent Charities of America and Local Independent Charities of America that have, upon rigorous independent review, been able to certify, document, and demonstrate on an annual basis that they meet the highest standards of public accountability, program effectiveness, and cost effectiveness. These standards include those required by the US Government for inclusion in the Combined Federal Campaign, probably the most exclusive fund drive in the world. Of the 1,000,000 charities operating in the United States today, it is estimated that fewer than 50,000, or 5 percent, meet or exceed these standards, and, of those, fewer than 2,000 have been awarded this Seal. Kids Co. is one.

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