



# Saint Joseph Parenting Center 2019 Year-End Report



Prepared by  
*SJPC Staff*

# Summary

2019 was an exciting yet challenging year. Many changes enabled SJPC to reposition itself for the next wave of missions. Measi O'Rourke, Founder and former Executive Director, stepped down after leading and serving families throughout Fairfield County for over 11 years. Her obedience and commitment to God's calling inspired all who came in contact with her. The transition of Rhonda Neal as the new Executive Director along with Barbara Russell, Development Director, Mark Hahn, Finance Director, Luis Fernandez, Manager of Volunteers and Evelyn Morales, Case Manager were all new additions to SJPC.

SJPC educational programs saw incremental growth and we added 5 new board members. A few new initiatives that launched in 2019 included the creation of our first annual report, a partnership with Stamford Public Schools and the Steak Dinner Fundraising event. The holiday events and annual dinner performed well thanks to committed staff and board contributions.

While a lot of good came out of this transitional year, financially it proved to be a challenge. Cutting to the chase, we missed our revenue target of \$547,349 by 12.5% or \$69,000. Major gifts took the biggest hit however there is room to grow all revenue engines. Some traction was made in grants as we applied to 7 before the year closed.

We have a lot to be grateful for but we have a lot of work to sustain and innovate our way to the next level. Changes will be implemented in FY20 to streamline operations enabling us to "mine our own business", access more and larger grants, form solid board committees, strengthen relationships with DCF and other like-minded partnerships. Under the leadership of our new chair, Gerry Sweeney focus will be unequivocally placed on driving revenue engines to achieve maximum family impact.

# Highlights

- ▶ Increased number of families served by 27% and achieved a client satisfactory rating of 93%
- ▶ Acquired New Executive Director, Rhonda Neal and staff; Development Director, Barbara Russell, Finance Director, Mark Hahn, Manager of Volunteers, Luis Hernandez and replaced 1 Case Manager, Evelyn Morales
- ▶ Netted approximately \$140K from the Benefit Dinner thanks to Lucille Paolantonio and Barbara Russell
- ▶ Transitioned board chair Barbara Reilly to Gerard Sweeney and secretary Annmarie Briones to Heather Fusco
- ▶ Added 5 new board members; Tom McKiernan, Mary Rather, Jim Green, Laurel Carey, and Heather Fusco
- ▶ Added 107 new donors
- ▶ Thanks to the men on the board and generous donations by Jim Green our first Men's Steak Dinner fundraiser generated \$27K
- ▶ Identified 2 new revenue sources; Stamford Public Schools and domestic violence and co-parenting education with DCF
- ▶ Secured grant to do a 3-5 year strategic plan through the Harvard Business School Club of CT Community Partners
- ▶ Staff received leadership, sexual harassment and supervisor training
- ▶ Community churches, partners and board members Laurel Carey, Tom McKiernan, Lucille Paolantonio, Mark Bronzo, and Barbara Reilly enabled us to serve over 100 families during the holidays with gifts and food
- ▶ Mary Rather created our inaugural Annual Report
- ▶ Kate Jacullo hosted a beautiful reception for Measi O'Rourke and initiated transcribing client testimonials
- ▶ Met and hosted Commissioner Vanessa Dorantes due to the work of Judith Kallen
- ▶ Tom McKiernan sponsored SJPC a year membership to the Stamford Chamber of Commerce
- ▶ Launched the Imagine Award that was presented to George and Carol Bauer



# Parent Education Classes

## Total Classes

- ▶ 193 intakes vs 190 in FY18
- ▶ 321 parents attended 1 class vs 232 in FY18
- ▶ 2736 parenting sessions vs 2467 in FY 18

## GPP

- ▶ 279 parents served vs 208 in FY18

## 24/7 Dads

- ▶ 88 dads served vs 67 in FY18

## Women's Circle

- ▶ 31 women served vs 26 in FY18

## SJPC Cares

- ▶ 70 parents with 105 children served vs 45 parents with 66 in FY 18



# Volunteer Hours and Donations in Kind

	<b>2019</b>	<b>2018</b>	
<b>Professional Hours</b>	<b>2017</b>	<b>2235</b>	<b>-10%</b>
<b>Non-Professional Hours</b>	<b>2561</b>	<b>1981</b>	<b>29%</b>
	<b>4578</b>	<b>4216</b>	<b>9%</b>

\$106,878 vs \$94,955 Donations-in-Kind up 12%

# Community Volunteers

## ▶ Top Community Support Groups

- ▶ Anonymous hedge fund provided 90% of the meals
- ▶ Saint Bridget of Ireland
- ▶ Our Lady Star of the Sea
- ▶ Toys for Tots
- ▶ Talmadge Hill Community Church
- ▶ The Rowan Center-Women's Circle
- ▶ Boys and Girls Club-Childcare

## ▶ Top Facilitators

- ▶ Barbara Hecht -Eng. GPP
- ▶ Ximenna Barrera- Spa. GPP
- ▶ Ed Linekin-27/7 Dads
- ▶ Diana Pollemque kitchen and pantry support
- ▶ Pat Mignogna-Admin. support
- ▶ Lucy Evans-case manager intern
- ▶ Sheila Parker -case manager intern
- ▶ Meredith Santoro-professional volunteer
- ▶ Kayla Thompson-professional volunteer

# Grants

- ▶ 26 grants were submitted
- ▶ 10 grants were accepted
- ▶ 9 grants were not accepted partly due to lack of fit
- ▶ 7 grants are pending for 2020



# FY 20 Major Donors

- ▶ 372 Donors
- ▶ 166 New Donors



# Fundraising Revenue (gross)

Events	2019	2020	Delta	
<b>Giving Day</b>	\$ 500	\$ 6,750	+\$6,250	
<b>Breakfast (Ttl of 3 Legs of FR '20)</b>	\$ 91,670	\$ 98,605	+\$6,935	
<b>3 on 3 Basketball</b>	\$ 42,837	\$ 27,440	-\$15,397	
<b>Steak Dinner</b>	\$ 26,879	N/A	-\$26,879	
<b>Measi's Reception</b>	\$ 9,700	N/A	-\$9,700	
<b>Benefit Dinner</b>	\$ 176,835	\$ 110,332	-\$66,503	
<b>Annual Appeal</b>	\$ 23,000	\$ 43,875	+\$20,875	
	<b>\$ 371,421</b>	<b>\$ 287,002</b>	<b>-\$84,419</b>	

# Service Fees

- ▶ Forecast \$19,198
- ▶ Actual \$18,414
- ▶ Under by .04% or flat



\*DCF referrals went down by 54%

\*SJPC has a huge opportunity to increase referrals by creating a plan to address domestic violence, co-parenting needs and enroll more dads to classes

# FY 20 Goals

- ▶ Achieve revenue target of \$724,000
  - ▶ \$150K in grants
  - ▶ \$45K in service revenue
  - ▶ \$136K in major gifts
  - ▶ \$390K in fundraising
- ▶ Create a 3-5 year strategic plan working with Harvard Business School Club of CT Community Partners
- ▶ Implement reporting board sub-committees to drive mission goals
- ▶ Develop impact data
- ▶ Streamline non-core operations
- ▶ Support and increase DCF referrals through domestic violence and co-parenting classes and engage CT Judicial System
- ▶ Implement Stamford Public School initiative supporting new arrivals, chronic absenteeism and teen parents and assess for scale
- ▶ Increase outreach visits to 2 per month, identifying opportunities to secure volunteers, facilitators, donations, donations in kind and grants

# Testimonials

“SJPC create a community where parents feel safe to share their struggles and victories. They have the opportunity to bond with each other and create a trusting and supportive group. One mother shared that she is no longer in need of baby supplies and asked another parent if she could use any extra baby things. She is a first time single mother and was incredibly grateful for the extra support from a fellow SJPC mother. The next week, the generous mother gave the other mother bags filled with clothing, a diaper changing pad, a seat, and a rocker.”  
Mom

“ I learned in the class that you don't have to spend money every time your with child. Before the class, I would have never thought to bring my daughter to the library. We spent like 4 hours there. She loved it and didn't want to leave.” Dad