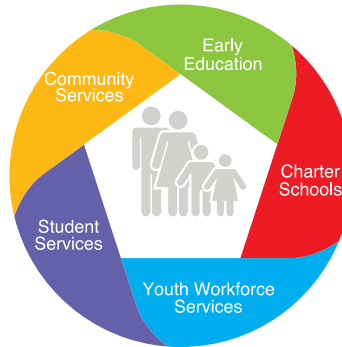


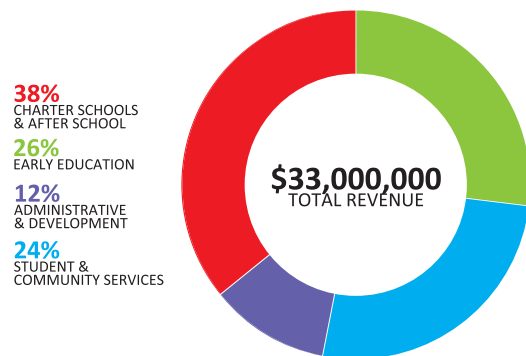
PARA LOS NIÑOS ANNUAL REPORT 2016

PARA LOS NIÑOS AT A GLANCE

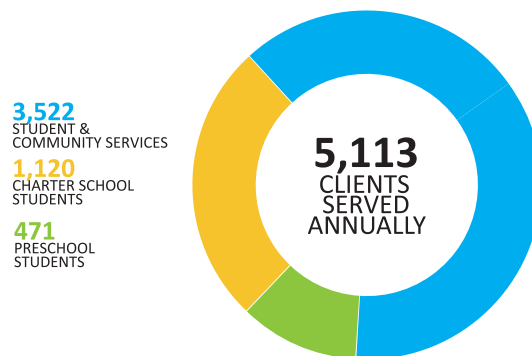
OUR THEORY OF ACTION



REVENUE

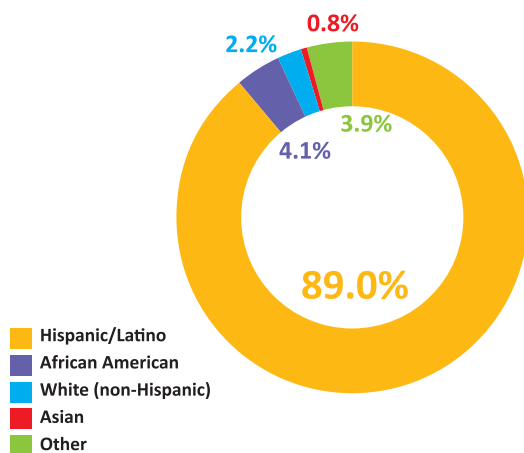


CLIENTS SERVED

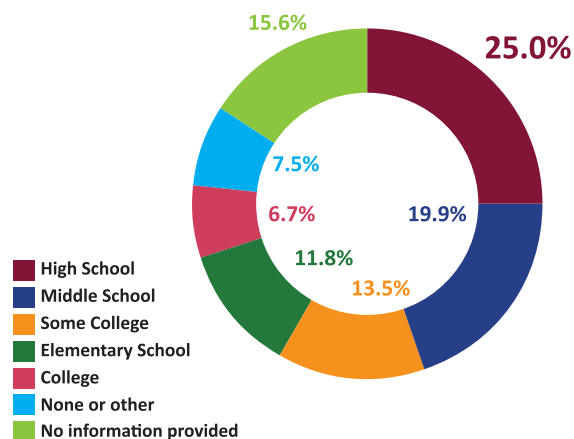


WHO WE SERVE

Race/Ethnicity



Parent Education (highest level)



COVER: Students at the Charter Elementary School use exercise balls provided by our Mental Health department to promote sensory regulation. Sensory integration activities allow students to equalize their internal rhythms to increase their capacities to focus and retain instruction.



Dear Members of the Para Los Niños Community,

I am pleased to report this past year has been a time of great strength and resilience at Para Los Niños. Achievement was up at our 3 charter schools and 6 preschools, new leadership was brought in across our charter schools, and we expanded the academic and socio-emotional resources focused on the children in our schools. Our Youth Workforce Services and Best Start Metro LA programs continued to be models of success, our Mental Health program received significant increases in funding, we undertook major facilities upgrades to one of our preschools and our mental health building, and we completed the sale of our headquarters building, creating a solid cash reserve.

We also saw a change in leadership within the last few months. After nearly five years at the helm, CEO Martine Singer has moved on. We thank Martine for her service and wish her the very best. Fortunately, Martine assembled an extraordinary executive team and the Board quickly realized it was in the best interest of Para Los Niños to elevate an internal candidate from the team to the role of CEO so as to assure the continued smooth implementation of the strategic plan adopted last year. As a result, we were delighted to be able to have Drew Furedi, EdD, our Superintendent of Schools, step into the role of CEO as of November 1, 2016. Drew brings more than two decades of experience as a leader of schools and innovator in education. We are thrilled to have him as CEO.

We also marked our 35th anniversary this past year. We celebrated with a gala tribute to all the children Para Los Niños has helped over the decades. In the process, we were again reminded of the power of what our organization does and has done for more than three and a half decades to help the neediest children of our city. You will find a few stories of those children throughout this annual report.

Finally, and on behalf of the Board of Directors, thank you all for your continued support and passion for what we do.

Sincerely,

Margie Lewis
Chairman of the Board

Dear Para Los Niños Family,

I am honored and humbled to take on this role at an exciting time for Para Los Niños. To lead an organization like PLN is a tremendous privilege and responsibility and I thank you for the opportunity.

As you know, Para Los Niños is one of L.A.'s oldest and most successful education and social service agencies. It is a symbol of hope and community for families often in desperate need of both.

As you can see through the stories in this annual report, Para Los Niños has been changing the lives of children living in poverty for 35 years, and today we are providing a deeper array of services and resources for those children and their families than ever before.

Our vision is to increasingly integrate the unmatched experience we have in mental health and social services with the educational offerings we have in our schools. Our model blends the knowledge and structure provided through school with the socio-emotional and material support our families need. This allows us to create a powerful engine to help our families and their communities break the cycle of poverty. That is the path we embarked upon with our strategic plan last year and it is the path we will continue to follow.

Last, but not least, I want to thank everyone at Para Los Niños—the Board, our staff, the Executive team—as well as our supporters, both philanthropic and otherwise, for the tremendous support I have received in my new role. Leading an organization such as Para Los Niños is a collective effort and working shoulder to shoulder we will build on 35 years of extraordinary service. Thank you all.

Sincerely,

Drew Furedi
President & Chief Executive Officer

Trusted By The **Families**
We Serve

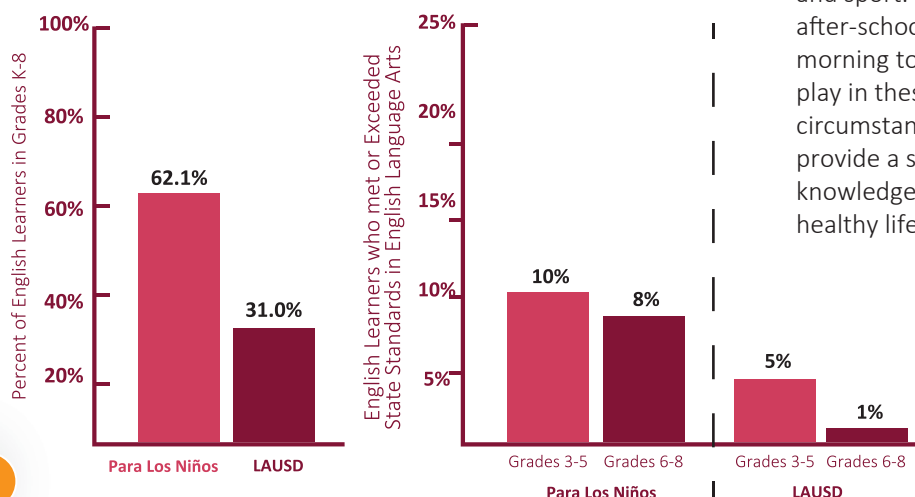


**Univision Media Center at the
Charter Middle School**



**Children enjoying recess at
Gratts Primary Education Center**

English Language Arts Proficiency, 2015-2016
Para Los Niños Charter School & LAUSD English Learner Students



EDUCATION: K-8

It was a year of change and growth for Para Los Niños' three charter schools. A new Superintendent of Schools was appointed as were new Principals at each school, and several other positions were added to strengthen our campuses. Moreover, we invested significantly in leadership training for both administrators and teachers.

The results have been immediate if measured. We saw moderate growth on statewide English, math and science assessments, implemented a new student data system, and began a pilot program to more effectively blend technology into our curriculum. We continue to pursue a student inquiry based approach, and we infuse group visual art projects into the learning process for all grades, as is seen on the walls throughout our schools.

Moreover, we are seeing the successful integration of mental health, medical, and social services into the learning on our campuses. We have a fully functioning wellness center on our middle school campus, complete with active therapy rooms and a visiting dentist, and we have introduced sensory integration techniques and practice across all 3 schools. Our school, mental health and social services staff have monthly integrated services meetings and work hand-in-hand with on campus staff and teachers to ensure students and their families get the services they need.

Our after-school program continued to be a bulwark of our approach, serving nearly 700 of our nearly 1,200 charter school students daily with academic enrichment and opportunities to explore music, art and sport. The vast majority of children in our after-school program are with us from early in the morning to 6 pm. We recognize the unique role we play in these children's lives and the often difficult circumstances they endure. As a result, we strive to provide a safe place where they can gain the knowledge, confidence and skills needed to build a healthy life.

A FAMILY THAT FOUND A HOME IN OUR SCHOOLS...



JOSEFINA & JENNIFER

Every day on her way to her job, Josefina would pass the Para Los Niños Elementary School and wonder if she should stop in—it could be the right place for her little girl. A couple of co-workers had said good things about it. “I barely spoke English, I was working long shifts sewing in a garment factory, but I knew I wanted a better life for my little girl,” says Josefina Ruiz. “So one day I simply dropped in and they couldn’t have been more welcoming, I was treated like family.”

Josefina enrolled Jennifer into a Para Los Niños’ preschool that very day and Jennifer flourished, becoming a fluent English speaker by 3rd grade at the Charter Elementary School. “My time with Para Los Niños was like being with family,” Jennifer now says. “My teachers, my friends, and the way we all worked together—it made learning safe and supportive.” Jennifer continued with Para Los Niños for another decade and was the valedictorian of Para Los Niños’ first-ever eighth grade culminating class.

“Para Los Niños has become the center of our lives. All three of my daughters have been in the PLN schools. They gave my kids the education and confidence they will need to go on to college and build successful lives. Jennifer’s already on her way,” says Josefina.

ONE OF PARA LOS NIÑOS’ ORIGINAL YOUTH FROM 1981...



RAFAEL FLORES

Rafael Flores grew up on L.A.’s Skid Row, living in a single room with his Mom, Dad, Uncle, three brothers and two sisters. “There were addicts in the stairwells and hallways. Almost every day I’d see people shooting heroin, selling marijuana, uppers, downers, just about every drug you could think of. As a kid I had access to all of this,” said Ralph. But one day, when Ralph was seven years old, his world changed.

Ralph was playing in the parking lot of a fish factory one day when a woman named Tanya Tull approached and asked what he thought about having a youth center with a gym across the street. “I told her it sounded great!” said Ralph. And two weeks later, Para Los Niños opened the first youth center on Skid Row in an old firehouse at Sixth Street and Gladys. “Pretty soon, nearly three-quarters of the kids living in the hotels on Skid Row were going to the Para Los Niños center every day, after school. It was a real lifesaver for many of us.”

Ralph ended up staying with Para Los Niños through elementary, middle and high school. “As a teenager, it became a lifestyle.” Ralph’s experience with PLN eventually led to his first job as a counselor at the youth center during and after college. In fact, Ralph was a part of PLN from age seven until age 24 when he had an “opportunity to take things I learned at PLN and bring them to another part of the city,” he said. Ralph joined the Watts Labor Community Action Committee where today, 17 years later, he serves as the Project Director, continuing his work with disadvantaged youth and families. “Without PLN, some of my Skid Row friends joined gangs, some of them went to prison, a couple of them are dead. PLN changed and saved lives, including my own,” according to Ralph.



Early Education Center students enjoying play time



EDUCATION: 0-5

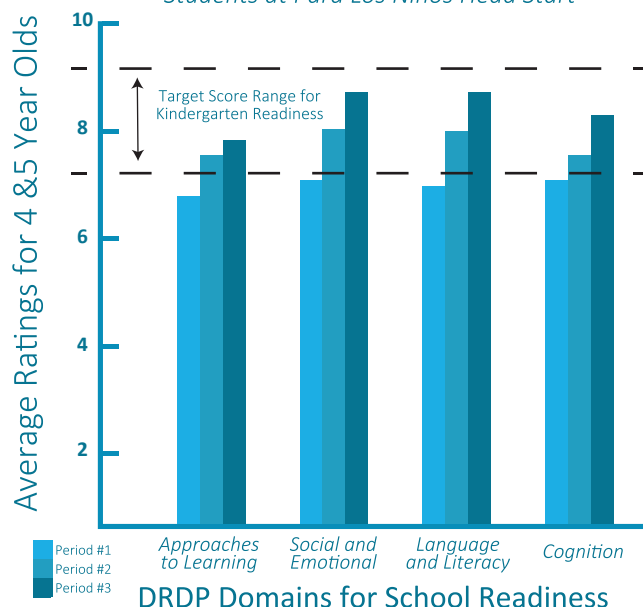
Our decades-long emphasis on reaching our children at the youngest age possible continued this past year as we refocused our early education programs. We built on our partnership with Head Start, allowing us to provide more comprehensive services for our children and families. We consolidated the number of preschool sites we operate from eight to six as part of an agency-wide effort to improve operating efficiency, a central part of the strategic plan.

We raised Early Education teacher salaries to better recruit and retain teaching talent. We continued to provide our teachers with a range of supports to be able to be responsive to the socio-emotional aspects of learning for our children and families.

We also used the support of a HUD grant to complete a much needed expansion of The Tina and Rick J. Caruso Early Education Center, and we implemented new technology to manage our child assessments this past year allowing us to more efficiently and accurately complete observations and begin any intervention needed. Our Head Start program participated in a Federal Review that focused on the Safe Environments, Fiscal, and ERSEA (Eligibility, Recruitment, Selection, Enrollment, Attendance) components of our program. Our team effort resulted in an outstanding review with no findings.

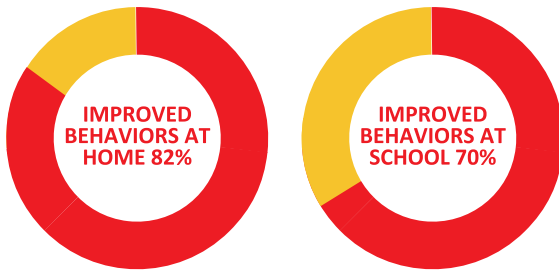
Today, we serve nearly 500 children from infancy through age five at our preschools and we are pleased to report our efforts were rewarded over the last year. We saw solid progress across all developmental domains with 75-80% of all our preschool children meeting or exceeding their developmental expectations.

Kindergarten Readiness, 2015-2016 Students at Para Los Niños Head Start



STUDENT AND COMMUNITY SERVICES

Behavior Improvement, 2015-2016 *Para Los Niños Students* *Receiving Mental Health Services*



***Youth Workforce Services students with
Los Angeles Mayor Eric Garcetti***



Student at Gratts Primary Education Center

Student and Community Services (SCS) are the programs that provide mental health, family support and strengthening services, community leadership development, and Youth Workforce Services to our children and families. Much of this work focuses on Para Los Niños' students, their families and their communities. SCS impacts our schools and surrounding communities such as Skid Row, Watts, Lincoln Heights, Pico-Union, Koreatown, USC North, and South Park in Downtown. Last year, SCS worked with more than 3,500 children and their family members, accounting for 68% of all of those served by Para Los Niños.

This past year, integration efforts deepened into our campuses with weekly meetings that consist of representatives from charter schools, mental health, family services, afterschool and special education. Through contract expansion, we brought new services to our on-campus presence, including an occupational therapist, a family engagement advocate, sensory integration therapists, and therapists who specialize in adult treatment of perinatal mood and anxiety disorders.

Beyond our school campuses and in-home work, SCS made strong progress last year in its work through Best Start Metro LA (BSMLA), a community and resident transformation program that covers a 100-block area southwest of downtown, where we launched resident led leadership trainings and a campaign to cultivate a "Culture of Respect". In addition, Youth Workforce Services (YWS), serving more than 1,000 students annually, had 100% of its graduating high school seniors go to college.

Finally, last year also saw an additional \$2.7 million in programmatic funding for Mental Health, Family Services, Best Start and YWS—a strong vote of confidence from our funders. We also were fortunate to receive a capital grant from The Ahmanson Foundation which allowed us to expand and rehab our mental health facility on Skid Row.



‘Scandal’ star, Darby Stanchfield, helps pack and deliver Thanksgiving meals with our Student and Community Services team



Enjoying a day of Holiday food and fun at SCS’ annual Felices Fiestas celebration for our children and their families

A FAMILY IN CRISIS...



CONCEPCIÓN & CARLOS

In 2011, Concepción was pregnant with her third child when she was hospitalized due to difficulties with her pregnancy. Concepción’s five-year-old daughter, Brianna, then a kindergarten student at the Para Los Niños Primary Education Center, suddenly became afraid she wouldn’t be able to continue going to school because her mother was in the hospital—who would take Brianna to school every day?

Brianna shared her story with the family advocate at the Primary Center who stepped in to assist, providing bus tokens that enabled Brianna’s grandmother to take her to school. “Families don’t know where to go for help. That is why Para Los Niños is so important,” says Concepción. “And this was just our first encounter with Para Los Niños.”

Soon thereafter, the recession hit the family hard and Concepción’s husband Carlos lost his construction job. When the family was denied food vouchers, the family advocate helped them reapply and their case was approved. PLN also provided counseling for Carlos as he struggled with what felt to him like an overwhelming situation. “Without Para Los Niños, I don’t know that we would still be a family. When I lost my job and wasn’t sure I’d ever be able support my family... well, there were times when I wanted to run away and leave it all behind,” says Carlos. “Para Los Niños helped keep my family together.”

“Para Los Niños has been there for us in a big way for many years now. We are so grateful for everything they have done for us and we see their kindness playing out in how our children are viewing the world,” says Concepción. “My eldest son, Jarod, came home from school recently and said, ‘I want to be a better person. I want to go into medicine to help others just like Para Los Niños has helped us,’” says Concepción. “He learned that from being a part of PLN.”

OPERATIONS

Last year saw Operations at Para Los Niños undertake a range of changes and new initiatives in order to adhere to the strategic plan. Foremost, a new Chief Financial Officer was hired and a streamlined HR information system was put in place, greatly increasing efficiencies surrounding recruitment, benefit administration, and other human resources functions.

We also sold our former headquarters building, increasing our cash reserves by 1200% and lowered operating costs by nearly \$200K. Moreover, Operations oversaw the renovation of 3 preschool playgrounds, 1 entire preschool, 1 school parking lot and expanded capacity of the Mental Health building.

Further, a program to reduce Workers Compensation claims resulted in a 20% reduction in premium. Our computing bandwidth was increased throughout the entire organization to support increased use of technology at schools by installing a high-speed fiber network.

***The Tina
and Rick J.
Caruso
Early
Education
Center***



***Renovated
Mental
Health
Center***



INCOME STATEMENT OPERATIONS

REVENUE

Government Contracts	\$	28,271,474
Contributions & Special Events		2,613,263
Other Income		2,375,196
TOTAL REVENUE		33,259,933

EXPENSES

Salaries & Benefits	\$	19,856,671
Occupancy		2,691,638
Subcontractors		1,142,356
Outside Services		1,381,595
Supplies & Meals		2,537,272
Family/Participant Support		684,431
Information Technology		320,742
In Kind Expenses		1,363,406
Other Operating Expenses		3,187,989
TOTAL EXPENSES	\$	33,166,100
NET INCOME	\$	93,833

BALANCE SHEETS

ASSETS

Cash	\$	907,181
Receivables		4,689,118
Property & Equipment		13,605,079
Other Assets		632,064
TOTAL ASSETS	\$	19,833,442

LIABILITIES

Accounts Payable	\$	1,113,019
Accrued Liabilities		1,714,795
Lines of Credit		1,016,414
Notes Payable		5,139,071
TOTAL LIABILITIES	\$	8,983,299
NET ASSETS		10,850,143
TOTAL LIABILITIES & NET ASSETS	\$	19,833,442



In Gratitude to our Donors

250,000 AND ABOVE

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The Ahmanson Foundation
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 Suzanne and Marc Stein
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 Stucki
 Sunset Women's Club
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 Jonathan and Gina Tice
 Charles Weinstock
 Nancy Wilhite
 Daniel P. Wingerling

*Children engaged in
classwork at our schools*



A photograph of three young boys lying on their stomachs on a large, colorful rug in a library. The rug has large squares of blue, green, and yellow. The boy in the foreground is wearing a grey shirt and is reading a book titled 'THE HALLOWEEN KID'. The boy in the middle is wearing a blue shirt and is also reading. The boy in the background is wearing a blue shirt and is reading a book titled 'GENIE GENIE'. In the background, there are bookshelves filled with books and a wooden rocking chair.

Trusted By The Families We Serve

Children reading at the Library at
Gratts Primary Education Center



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