

Annual Report

2019-2020



encompass
Children. Families. Community.



Dear Friends of Encompass,

Each year we are overcome with gratitude to all of you who wholeheartedly support young children and their families through Encompass. In the pages that follow, you will get a glimpse of the powerful impact that Encompass makes in our community... one family at a time.

For over half a century, Encompass has offered a wide variety of programs and services to all families, regardless of ability to pay. These programs are of the highest quality, based on the latest research, and use the most proven methods to positively impact children's health and development.

Our programs include free toddler play groups, family support such as our Kinship Care and Connected Caregivers programs and many more. We are the only organization in the area that is a Nationally Accredited Preschool and the only to offer behavioral health programs for very young children.

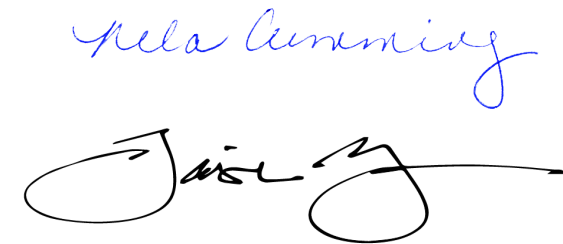
At Encompass, we serve children of all abilities and backgrounds, and we are often the only option for children in foster care or for families in crisis. In this report you will get to read about one such family whom we were able to help.

The world changed drastically for all of us this year, and it really impacted our children. True to our mission, Encompass continued to provide services, virtually and in person when necessary. You will get to learn more in this report about how our remarkable team of professionals adapted to meet the needs of families despite the challenges of the pandemic.

The needs of our community are growing, and so are we. Four years ago, we embarked on a capital campaign to build a new state of the art facility that will serve children and the community. Encompass Snoqualmie is under construction and projected to open in the Summer of 2021. The facility is designed to serve more children than ever before and will deepen our impact in the community for many years to come. What does all of this add up to? Steadfast progress towards our vision... a community where ALL children thrive.

On behalf of the 1,351 children served by Encompass last year, thank you for your continued support. Encompass would not be Encompass without you!

In gratitude,




Nela Cumming, MSW
Executive Director



Tavish MacLean
President of the Board

FINANCIAL RESULT SUMMARY

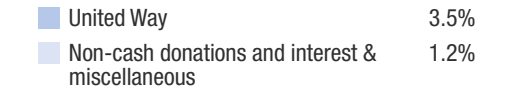
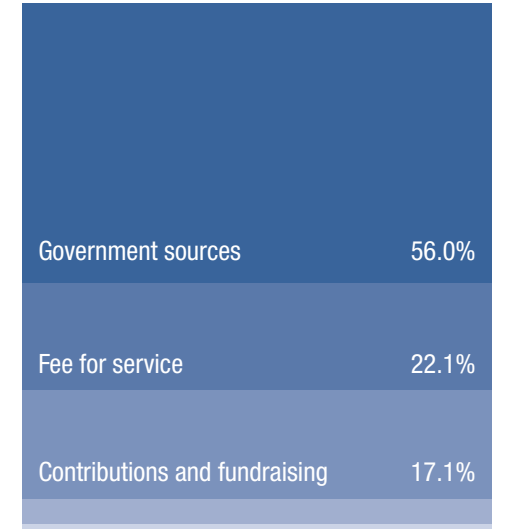
Fiscal Year 2019-2020*

| SUPPORT & REVENUE | | % of Revenue |
|---|--------------------|---------------|
| Government sources | \$3,373,039 | 56.0% |
| Fee for service | \$1,331,293 | 22.1% |
| Contributions & fundraising (net of event expenses) | \$1,027,631 | 17.1% |
| United Way | \$213,319 | 3.5% |
| Non-cash donations | \$50,958 | 0.8% |
| Interest & miscellaneous | \$24,399 | 0.4% |
| Total support & revenue | \$6,020,639 | 100.0% |

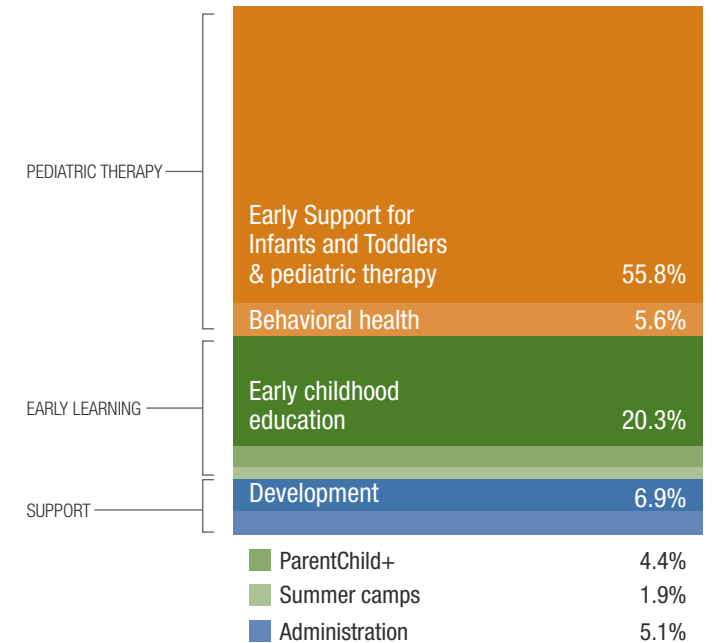
| EXPENSES | | % of Expenses |
|---|--------------------|---------------|
| Program services | | |
| Early Support for Infants and Toddlers (ESIT) & pediatric therapy | \$3,168,602 | 55.8% |
| Early childhood education | \$1,151,220 | 20.3% |
| Behavioral health | \$315,186 | 5.6% |
| ParentChild+ | \$248,464 | 4.4% |
| Summer camp programs | \$110,582 | 1.9% |
| Total program services | \$4,994,045 | 88.0% |
| Supporting services | | |
| Development | \$297,643 | 6.9% |
| Administration | \$289,837 | 5.1% |
| Total supporting services | \$682,102 | 12% |
| Total expenses | \$5,676,156 | 100.0% |
| Excess of support & revenue over expenses | \$344,483 | 5.7% |

*Figures agree with the audited financial reports for the fiscal year ending 6/30/2020

SUPPORT & REVENUE BY SOURCE



PERCENTAGE OF DOLLARS SPENT



ENCOMPASS PROGRAMS*

Early Learning

- Offered onsite at Encompass
- Toddler groups
 - Preschool and ECEAP Preschool
 - Summer camps
- Offered in the home
- ParentChild+

Pediatric Therapy

- Offered onsite at Encompass
- Behavioral health**
 - Feeding therapy
 - Motor therapy
 - Speech and language therapy**
- Offered in the home
- Early Support for Infants and Toddlers

Family Enrichment

- For parents and caregivers
- Parenting groups
 - Free parenting workshops
 - Parents' Night Out
- For siblings and older children
- Sibshops

*service offerings July 1, 2019 - March 19, 2020. Most services were provided virtually March 20 - June 30, 2020

**service also offered at community locations in our Mobile Therapy Unit

SHIFTING TO REMOTE SERVICES

When COVID-19 hit and lockdowns began in mid-March of 2020, Encompass, like much of the world, was faced with a new challenge. How can we continue providing services while all staff and families are safe at home? Staff quickly began preparing for remote services. Laptops were purchased and distributed to staff and telehealth training began. In order to serve our most vulnerable families throughout the pandemic, therapists, specialists and teachers began learning and creating the skills needed for providing best-in-class services completely online. By early April, families who had been enrolled in our programs were seeing their therapists and specialists via Zoom.

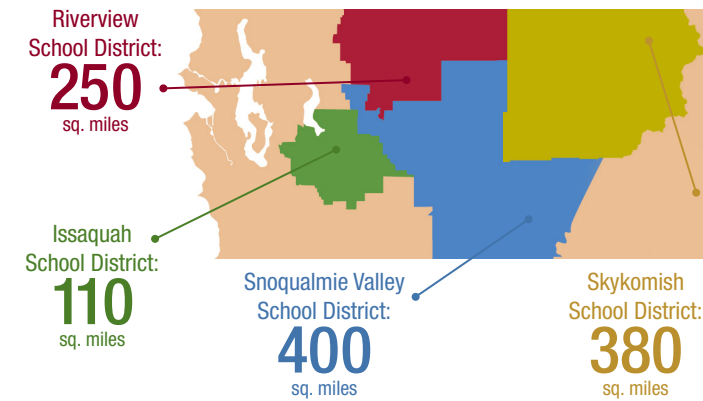
For families who did not have access to the technology needed for remote services, Encompass helped arrange the distribution of tablets and hotspots to families in need. Later in this report you will read about one Encompass child, Mia, and how Encompass helped provide support to her and her family as they dealt with a wave of set-backs due to the pandemic.

Through the creativity and resilience of staff and families Encompass has been able to provide services throughout the COVID-19 pandemic and continue our vision of a community (whether remote or in-person) where ALL children thrive.



Service Area

Our in-home programs serve a **1,140** square mile radius



Service Numbers*



* July 1, 2019 - June 30, 2020

Online Service Numbers*



3,687
Telehealth sessions



312
Virtual circle and story times



452
Staff training hours



23
Online Parenting Workshops

“Doing online therapy seemed daunting but it’s worked out really well. The therapists are always prepared and it’s something my child can look forward to each week. I am so thankful Encompass made this available to our family during this challenging time.”

- S., Encompass Parent

* March 20 - June 30, 2020

A FAMILY IN CRISIS

At Encompass, the wellbeing of our families is top of mind. We are witnessing those enrolled in our income eligible programs are some of the hardest hit economically by the pandemic. Many families are working multiple low wage jobs, have no safety net and have lost work due to business closures.

Mia's Family

Two-year old Mia is part of our ParentChild+ early literacy program. She, her parents, and three siblings are living in a two-bedroom apartment in the Issaquah area. Mia's dad had two jobs. He was laid off from one job and his hours were reduced at his second job. He was then relocated to work in Bremerton resulting in toll charges and increased gas expenses. The family was in desperate need of April rent, food, and diapers. Despite accessing the food bank and the older children going to their school for food, it still was not enough for the whole family.

To make matters worse, the property manager in their complex terminated their leasing contract because they have a newborn and the apartment was rented for five persons instead of six. They had to move out of their apartment on April 30.

Encompass was able to secure funds for April rent, food and diapers. We were also able to connect the family with a tenant's rights lawyer who advocated for them, and secured an extension until mid-June, pro bono. The attorney also agreed to review the lease agreement.

While this family came to us to receive early literacy services for their daughter, Encompass was able to support them in other ways when a crisis hit. It's part of what partnering with families to build healthy foundations for children is all about.

Thank you for being there for families like Mia's.



Mia playing and learning from home with a ParentChild+ Early Learning Specialist. Encompass was able to provide tablets and hotspots to families like Mia's to provide access to remote services.

FY19 PROGRAM NUMBERS*

Early Learning

Toddler Groups, Preschool, Summer Camps, ParentChild+



286

Individuals enrolled in early learning programs



45,396

Total educational hours for all early learning programs



Pediatric Therapy

Early Support for Infants & Toddlers, Clinic-Based Therapy, Behavioral Health



3,600

In-home sessions provided through Early Support for Infants & Toddlers



68

Mobile Therapy Unit visits

Family Enrichment

Parenting Groups, Workshops, Parents' Night Out, Sibshops



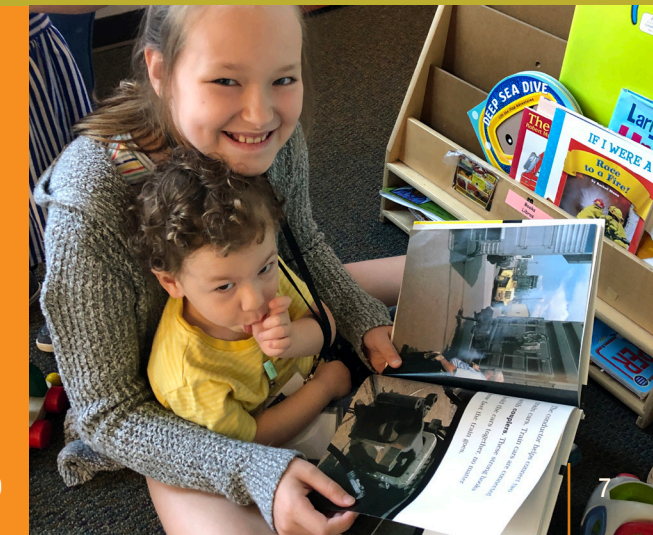
509

Participants in family enrichment programs



937

Family Talks podcast listeners**



* July 1, 2019 - March 19, 2020

** July 1, 2019 - June 30, 2020

CAPITAL CAMPAIGN



The *It Starts Here* campaign received tremendous support from the community this year and met significant milestones toward our goal of building a new state-of-the-art early learning and pediatric therapy center in Snoqualmie.

With funding from private donors, foundations and government grants, we surpassed the \$6 million mark in contributions, putting us within reach of our \$7 million fundraising goal. Throughout the spring, we prepared for building permits and finalized building plans. In June, we broke ground on the property and began earthwork and preparing for the laying of the foundation.

It's been an incredible year of progress and collaboration on this project. We look forward to opening our doors in 2021 to serve more children and families as we work toward our vision of a community where ALL children thrive.

Encompass Snoqualmie Highlights

- Child-centered space designed to promote growth and development
- A designated outdoor garden space where children can go to find calm, fresh air, and healing during their therapy
- LEED certified building design to foster sustainability
- Meeting space available for the community to gather and collaborate



Ground breaking June 29, 2020. Left to right: Charlotte Rempfer, Capital Campaign Co-Chair, Nela Cumming, Executive Director and Joan Vaughn, Capital Campaign Co-Chair.



Earthwork begins at the Encompass Snoqualmie site.



8 Encompass Snoqualmie site Feb. 2020

“Encompass provides wonderful, vital and life changing services to our families and children in our community. Helping support the capital campaign helps ensure Encompass will continue these all important services into the future.”

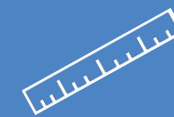
- Katherine & Victor Ross, Capital Campaign Donors

A New One-Of-A-Kind Center



30%

More children served



36

Additional half-day preschool students



x2

Behavioral Health programs, including Parent-Child Interaction Therapy



9 Rendering of Encompass Snoqualmie

CAMPAIGN DONOR HONOR ROLL

We extend our sincere gratitude to the following individuals and foundations for their generous gifts and commitment to helping Encompass realize their dream of a new, joyful space for children and families in our communities.

Visionary Gifts \$500,000+

Norcliffe Foundation
 Carol Ann O'Mack and John Deininger
 Julie Razwick
 Washington State Building Communities Fund

Leadership Gifts \$100,000-\$249,000

Boeing Employees Community Fund
 Vaughn Himes and Martie Bohn
 Brad and Dana Hutt
 Lily Pointe Foundation
 M.J. Murdock Charitable Trust
 Beth McCaw and Yahn Bernier

Pillar Gifts \$10,000-\$99,000

| | | | | | |
|--|--|---|---|--|--|
| Anonymous Aven Foundation Keri and Vince Bailey Sharon and Larry Brown Colleen and Josh Burin, in honor of Charles and Otto Burin Tim and Alyssa Carlson Claudia and David Castle, in memory of John R. Castle | Nela Cumming and Brian Lacewell Leslie Decker and Stephen Rimmer Rhonda Ender and Gracie Hopkins Marty and Mike Flood Melody and Terry Graniilo Kevin and Molly Haggerty Lynn and Ken Heikkila | Janice Evans Joshua Green Foundation Rick and Kat Kaiser Kim and Justin Kanzler Jane Danforth Koser, in honor of her family Mar Lydon and PJ Hough Tavish and Rebecca MacLean | McEachern Charitable Trust Medina Foundation PACCAR Robin and Lee Pasquarella Pat L Bohan, CPA LLC Jerry and Charlotte Rempfer Erika and Paul Ribary Robinson Family Foundation Katherine and Victor Ross | Rotary Club of Snoqualmie Valley Kristina and Brian Schwartz Anne and Darren Shakib Tom and Liz Sroufe The Whitaker Foundation Ken and Joan Vaughn Laura and Henry Weaks Monty and Amy Wright | Lisa and Mike Yamasaki, in honor of Lucas and Miles Yamasaki |
|--|--|---|---|--|--|

Community Gifts \$1,000-\$9,999

| | | | | | |
|---|---|--|---|---|---|
| Dana and Dan Ahner Anonymous Gayle and Rich Bennett Victoria and Ward Bettes Roger Boyce Jeanette and Patrick Busby Diane and Stuart Campbell, in memory of Alice Wiese Goshorn Sarai and Matthew Childs | Rochelle Clayton Strunk and David Strunk Jason and Lisa Cole Megan and Michael Consolati Jodi and Dan Defenbaugh Alyssa DiRienzo and Caley George Donald Davidson Trust Patricia and Henry Durand Jeanne and David Elliott | Laurie and Neil Gutenberg, in memory of David Aliseo Andrea and Eric Heuston Victoria and Dalene Heydon Carol and Jim Hoch Becky and Dick Kitz, in honor of Jessica Kitz Fred Lawrence Rebekah Lyle and Chad Haynie Linda and Uwe Mayer | McFarland and Associates Real Estate Stina and Craig McGlinchey Norman Archibald Charitable Foundation Sharon and David Piper Terry Pottmeyer and Geoff Trowbridge Sandra Ramsey Tim and Mary Talevich, in memory of Dane Rempfer | Julie and Matt Seto Joan Sharp and Dave Siemiaski Roy W. Simperman, Jr. Denise and Brad Stern, in memory of John M. Stern, Jr. Lorna Stern Aggie and Chick Sweeney Peter Talevich The Brown Family | The Elmquist Family The Salish Lodge & Spa Jill and Steve Weaver Kristin and Patrick Webb, in memory of Shirlee Garratt Nancy Whitaker Art and Ronda Zylstra |
|---|---|--|---|---|---|

Supporting Gifts Under \$1,000

| | | | | | |
|---|--|---|---|---|---|
| Kristin and Paul Affolter Steve Ailiff Rob Angel Katie Arnold Mary Ann Arnold Joyce Downey Arpasi Sammy Bartow Marie Bell Maria Benjamin Carrie Blanton Nancy Bouchard Linda Bowers Ralph Boys Monira Buntha Caadxi Oaxaca Carnation Cafe Joselyn Cespedes Mary Ann Chowning Pauline Christison Lauren Collette Mark Collins Julie Conner Copperstone Restaurant Suzette Cooper Charlotte Cottier Juan Cotto Cathy Craft Barb and Chuck Danek Carolyn Day Pete Deboer Ann-Marie Desiderio | Judy Devaul John Devore Gayle Dickenson Mildred Donoghue Brian Douglas Ryon Downs Jason Dunn Krista Eberle and Marty Stitsel, in memory of Dane Rempfer Alenda Edin Don Erikson Joanne Farmer Anson Fatland Finaghty's Pub Bonnie and Bryan Fletcher Therese Foley Pat Ford Mary Ann Fowler Francesco Ristorante Italiano Andrew Glandon Nathan Gloier Craig Godwin Sandy Gregory Josh Gutenberg Rebecca Haas Karl Hammerberg Stacy Hecht Heirloom Cookshop Sue Hewitt Eddy Hahn and Creighton Hilstad Sherry Hinds | Cyndy Hokana Rachel Hopkins Neth Scheuer Hopkins Joann Horn Linda Huseby Ralph Ibarra Il Paesano Infusion Bar and Grill Kelly Jeffers Candy Johns Tamra Kaufman John Keilty Jodi Kelly Susan Kingsbury-Comeau Cindy Koepfel Amy Scheuer Kosche Ephraim Kurszewski Leslie Landry Denis Law Eileen Lee Martha Lehnen Colleen Lenahansen Garret Lievens Stacy Lill AnnMarz Liso Barry Long David Lopez Lorenzo's Pizza and More Joe Lyle, in honor of Rebekah Lyle Onix Margarita | Shari and Dick Mariotti Trish Markey Richard Martinez Dana Matsumoto Marcie Maxwell Lisa McConnell Susan McCrary Amanda Elswick McDonald Jean Medina Ginger Metcalf Gloria San Miguel Deanna Miller, in honor of Rebekah Lyle Joan Mills MOD Pizza Alicia and Chris Moore Penny Morris Georgo Munro Miriam Murdoch Craig Muzeroll Kellie Nail Angela Nicosia Surnish Nirula Rourke OBrien Richard O'Brien Anna Peterson Jackie Pfeiffer Joan Phillips Robert Pitino James Plourde Al Plourde | Anne Plummer Brianna Portscheller Dan Pronovost Sarah and Rik Radecki Paulette Ramstad Cindi Rausch Red Pepper Pizzeria and Pasta Marilyn Reid Paul Remington Sue Richards Lela and Robert Ridgley Rio Bravo Gina Roberts Elise Robinson Roger and Marlene Winter Fund Maria Romero Mike Schindler Carrie Schmidt Elaine Schraner Brandan Schulze Karen Seitz Sigillo Cellars Snoqualmie Falls Brewery Catie and John Spellman Laurie Staples Aimee Stratton The Hudson Bay Foundation The Petermans, in honor of Mary Talevich The Swirl | Andrew Talevich Meredith Tall Nik Taynton Katie Teplicky Leanne Torgerson Michael Treuting Unphogettable Giasone Viglianco David Visnecki Volition Brewing Syl Ward Wallace Watts John Wedin Jeanine Weeks Lily Wei Maggie Wendt Helene Wentink and Mike Truitt Liz Whitaker Rogena and Alan White Brandon Willhight Victoria Woodarski |
|---|--|---|---|---|---|



Families attending the Dine Out for Encompass event benefiting the Capital Campaign

2019 PARTNERS IN GIVING

Encompass Partners in Giving lead the way in providing sustaining support for our programs throughout the year. Thank you for your generous support.

Champion \$25,000+

Carol-Ann O'Mack and John Deininger
Anne and Darren Shakib

Idealist \$10,000-\$24,999

Keri and Vince Bailey
Martie Bohn and Vaughn Himes
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Dana and Brad Hutt
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Believer \$5,000-\$9,999

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2019 Autumn Gala "All that Glitters" Left to right: Katherine Ross, Tavish MacLean, Rebecca MacLean, Jason Cole

2019 family speakers, Lyone and Sara York. Paisley, center, began in the Early Support for Infants & Toddlers program in 2013 and continues to participate in Encompass Summer Camps.

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