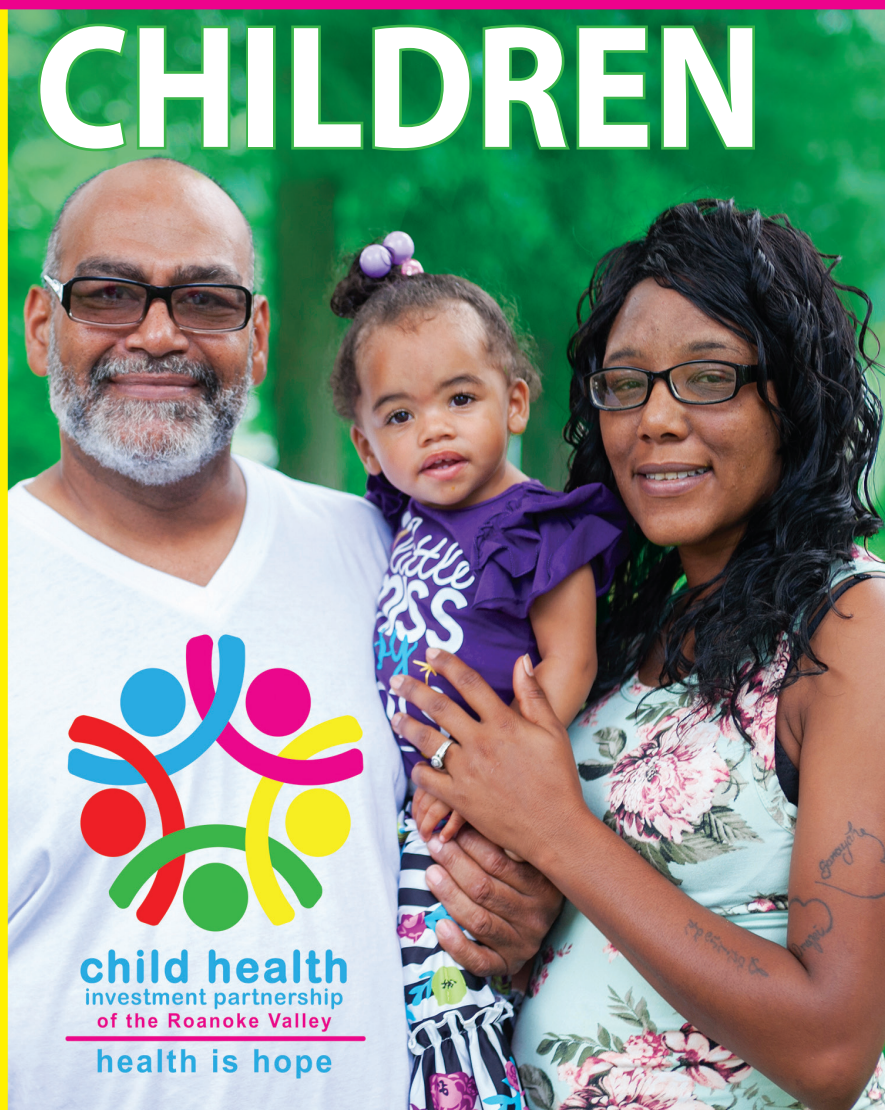
partnering

FOR HEALTHY CHILDREN



child health
investment partnership
of the Roanoke Valley

health is hope

Partnering with Great Leadership

Robin Haldiman, CEO

This past year has been quite inspirational as we watched new partnerships enhance the health and school readiness outcomes of CHIP children, and set our CHIP families on a path to pull out of poverty. After one year of leading an early learners collaborative funded through United Way, CHIP has been able to provide additional services such as childcare, afterschool programs, food security, and needed medical and dental care for adults. These supplement the already comprehensive array of services we offer through our home visiting model. We have achieved an additional 40+ collaborative successes this past year!

It's all about the families.

There are so many heart-lifting stories that are becoming game changers for the families CHIP serves. Coming together as a community of non-profits to wrap our children and families in services that create new ideas, new relationships, and improved outcomes not only make our families stronger, but also our entire community.

We are immensely appreciative of your support and promise to continue to innovate to create the best possible outcomes for the valley families we are entrusted to serve.

Board of Directors

We are grateful for the time and thoughtful governance of our EXECUTIVE COMMITTEE:

Clark Worthy, President
Sally Southard, Vice President
Molly O'Dell, Secretary
Pat Shaffner, Treasurer
Robin Haldiman, CEO

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In 2018-2019 we benefited from the talent and dedication of these BOARD MEMBERS:

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Partnering with Local Families

A Tale of Two Friends

At our Annual Family Picnic, two children met who had been bullied and ostracized at their schools due to speech delays. Neither child had a true friend to play with. After the picnic, the children and their parents met for a playdate. Several months later the boys still stay in touch and meet for regular play dates.

More Skills, Less Struggle

A mom of an active toddler passed a twelve-week *Bank-On* financial literacy class and is on her way out of debt.

Peace of Mind at Work

Nine mothers were able to return to work thanks to child care slots made available through the Greenvale School.

Proud Daisy Girl and Dad

A 4-year-old began attending her Daisy Girl Scout troop at the CHIP office, and her father now assists with the troop.

Care for the Caregiver

Through **Kids Soar,** a grandmother raising her grandchildren has found respite and a support system that includes afterschool homework help, activities, and a warm meal to share as a family.

Thank you to the Community Foundation Serving Western Virginia! Its Foundation and donors graciously awarded gifts and grants through the following funds:

Phyllis and Jim Olin Fund Martha and Nelson Teague Fund The Spetzler Fund
Henry and Ethel Bazak Children's Book Fund Al & Olivia Graham Fund
The McClung Family Fund Stavola Fund The Earl D. and Carrie Leigh Doran Fund
The Pruner Fund The Marty and Sherry Robison Family Fund
Doris and Roy R. Pollard, Jr. Fund

Partnering with Financial Sustainability

Our financial health for the fiscal year ending June 30, 2019

Where does the money go? Home visits by CHIP nurses to help manage medical issues. Dental Day. Transportation to doctor appointments. Books, coats, and developmental toys. Training for school readiness, financial skills, and parenting success. In short, it stays in our community and goes where it is most needed. **The more we receive, the more we can do!**

CURRENT ASSETS	**Fiscal year: 2018-19**	**2017-18**
Cash	$101,618	$162,167
Current Pledges & Grants Receivable	197,040	226,332
Third Party Receivables & Other AR	129,627	140,693
Other Current Assets	10,189	13,333
TOTAL CURRENT ASSETS	**438,474**	**542,525**
Investments in Marketable Securities	2,047,157	1,952,343
Non-Current Pledges Receivable	15,000	74,500
Fixed Assets (less Accumulated Depreciation)	1,655,682	1,651,188
Total Non-Current Assets	**3,717,839**	**3,678,031**
TOTAL ASSETS	**$4,156,313**	**$4,220,556**
CURRENT LIABILITIES		
Accounts Payable & Payroll Liabilities	$110,084	$111,208
Short-term Notes Payable	86,496	83,944
Other Current Liabilities	47,258	67,936
Total Current Liabilities	**243,838**	**263,088**
Long-term Notes Payable	36,882	123,287
TOTAL LIABILITIES	**$280,720**	**$386,375**
NET ASSETS		
Without Donor Restrictions		
Undesignated	1,645,176	1,717,325
Board Designated Endowment	2,047,157	1,952,343
Total Net Assets w/out Donor Restrictions	**3,692,333**	**3,669,668**
With Donor Restrictions	183,260	164,513
TOTAL NET ASSETS	**3,875,593**	**3,834,181**
TOTAL LIABILITIES AND NET ASSETS	**$4,156,313**	**$4,220,556**

Ratios of Financial Efficiency

Revenue to Expenses Ratio: .55

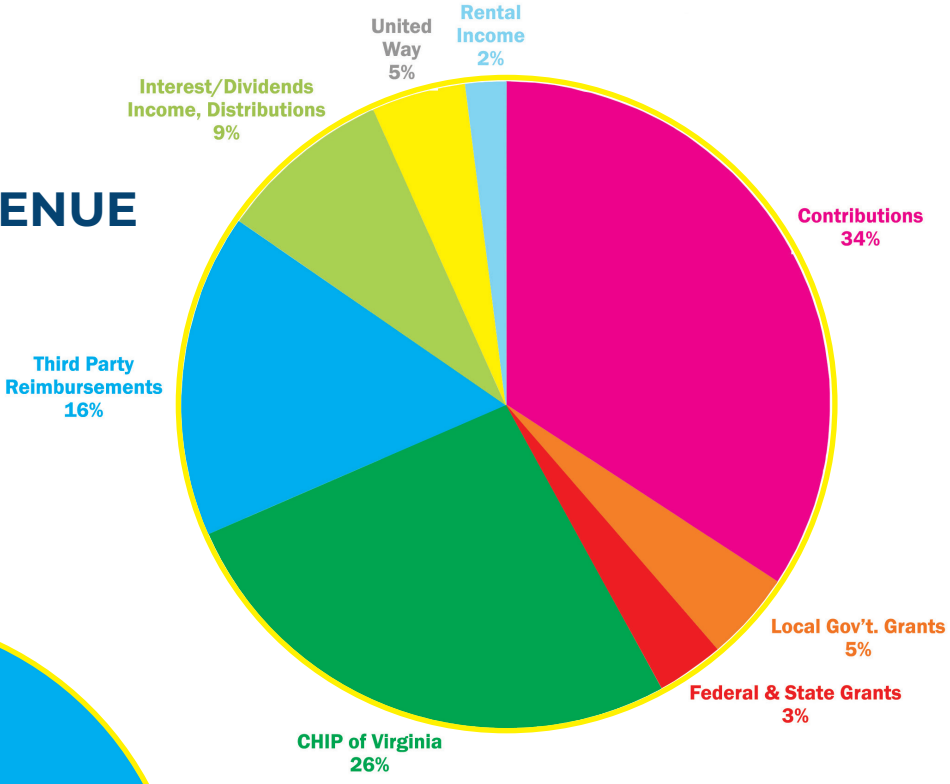
Unrestricted Contributions 978,814
Total Revenue 1,776,917

Program to Total Expenses Ratio: .84

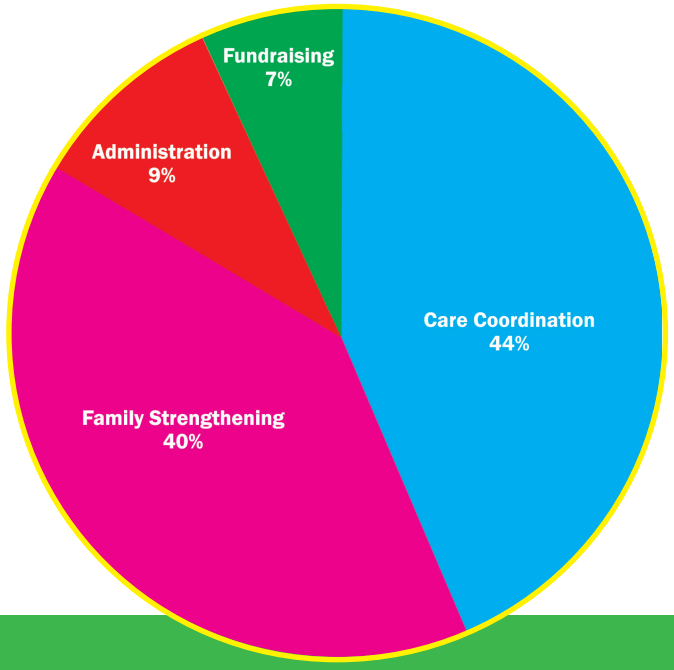
Program Expenses..... 1,465,968
Total Expenses..... 1,754,752

CHIP fulfills donor expectations when we allocate most of our budget toward our charitable mission. Charities that consistently underspend on their programs do not have as strong an impact on their charitable mission. A properly managed organization will have a Program to Total Expense ratio of no less than 70%. The higher the number, the better! CHIP excels in this area as we spend 84% of our total functional expenses directly toward our programs.

REVENUE



EXPENSES



CHARITY NAVIGATOR
Four Star Charity

Expenditures

Care Coordination	764,413
Family Strengthening	701,555
Total Progam Expenses	**1,465,968**
Administration	167,047
Fundraising	121,737
TOTAL EXPENSES	**1,754,752**

Revenue

Contributions	607,996
Local Government Grants	79,200
Federal & State Grants	60,000
CHIP of Virginia	469,376
Third Party Reimbursements	286,865
United Way	83,953
Interest/Dividend Income, Distributions	154,210
Rental Income	35,318
TOTAL REVENUES	**1,776,917**

Over half of our overall year-to-date revenue is in unrestricted contributions (general contributions, United Way, and third party reimbursement). This means we are funded by a diverse mix of revenue sources.

Partnering with Local Heroes

Gifts in Kind

Dr. Alice Ackerman and Dr. Sandy Fogel
Ms. Amanda Adams
Ms. Linda Albert
Alpha Eta Chapter, Delta Kappa Gamma Society
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Hotel Roanoke and Conference Center
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Ms. Mariellen Hubbard
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Mr. Demaris Jordan
Journey Church
Ms. Diane Kelly
Ms. Michele Kernan
Kevin Hurley Photography
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Mr. and Mrs. Mark S. Lawrence
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Mr. Ryan Lusk
Mr. and Mrs. Edward J. Machado
Magnolia
Mr. and Mrs. Thomas W. Mahoney
Ms. Christine Markowski
Dr. Elizabeth R. Martin and/ Mr. Edward C. Martin
Mr. Steve Martin
Mr. and Mrs. Leroy Mathena
Ms. Alison Matthiessen
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Mondelez Global LLC
Ms. Cynthia M. Morrow
Moss Arts Center
Mountain Lake Lodge
Ms. Tin tin Mya
Mr. John Nicklo
North Cross School
Ms. Kathleen D. O'Malley
Ms. Betty Otey
Pajama Program
Dr. Hirenkumar Patel
Ms. Enn Peck
Ms. Ashley Peters
Dr. and Mrs. Douglas E. Pierce
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Ms. Annah Sullivan
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The Greenbrier
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The Sir Romeo Beau Project, Inc.
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VFW Post 1264
VIP Club
Virginia Varsity Transfer
Ms. Pam White
Mr. Steve Whorley
Ms. Julie Wilson
Ms. Laura Wray
Ms. Marissa Yi/Bella Muse Photography

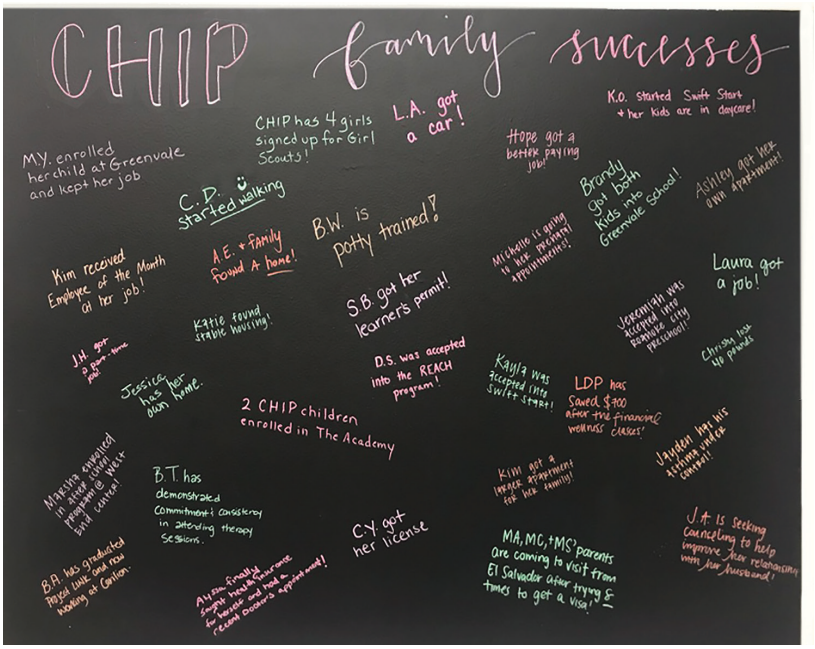
A mom enrolled her child at Greenvale and was able to keep her job.

A mom lost 40 pounds.

CHIP has four girls signed up for Girl Scouts.

One mom got a learner's permit, another got her driver's license.

CHIP's staff celebrates family milestones one step and one week at a time. We are truly grateful for the support of local heroes who volunteered a total of 1,000+ hours of service to "help the helpers."



Volunteers

Alice D. Ackerman
Felicity Adams
Kristin Adkins
Tina Austin
Doris Bailey
Donna Batzel
Ben Bazak
Luthur A. Beazley
Karen Beckett
Barbara Bibley
Densua Bloom
Sophie Ericsson
Ashley Frankie
Robert Gard M.D.
Girl Scouts
Heather Glenn
Grayson Hollingsworth
Steven Goodman
Steve Griffih
Habitat for Humanity
Mary Lee Haldiman
Doug Paul Henson
Steve Martin
Alison Matthiessen
Linda McCloud
Vivien McMahan
Elizabeth Mcneil
MCV/VCU School of Dentistry
Cynthia Morrow
Helga Morrow
Clara J. Nash
Becky Navarro
Betty Smith
Mike Smith
Oana Smith
Sally Southard
Southwest VA Ballet
Kathy Graves Stockburger
Rita Tassone
Amina Terry
Bridget Thompson
Chelsie Tomlain
Loretta Tondola

A CHIP child started walking.

Two CHIP children were enrolled in The Academy.

A mom got into a larger apartment for her family.

A mom saved $700 after taking financial wellness classes.

John Breen
Brad R. Buie
Kim Butterfield
Stacy Campbell
Christine Camper
Molly Cardenas
Ellen Carroll
Central Church of the Brethren
Vicky Chapman
Gayle Cleary
Louise Coats
Emily Connelly
Brooke Crouch
Susan Cushman
Daphne E. Damen
Donna W. Deadrick
Delta Dental
Shannon Dominguez
Alissa Dongilli
Melissa Hildebrand
Amanda Holcomb
Kevin Hurley
It's About Time
Nolan Jackson
Johnson&Johnson
Camron Johnson
Lori Johnson
Greg Johnston
Jr. National Honor Society
Diane Kelly
Sarah Kress
Farahaba Lakhdir
Leadership Roanoke Valley
Samana Lott
Diane Machado
Edward J. Machado
Tiffany Magee
Bethany Martin
North Cross Students
Molly O'Dell
Lori Olinger
Patrick Henry
Mark Patterson
Dierdre Pearson
Betty C. Perdue
Rhonda Perdue
Rick Phillips
Douglas E. Pierce
Jamae Powell
Liz Quintana
Elizabeth Randolph
Roanoke Valley Christian Schools
Chuck Rose
Laura Markowski Sams
Kristen Schorpp
Patrick N. Shaffner
Missy Sipe
Mackenzie Topolski
Frank P. Turk
Lisa Uherick
United Healhcare
Callie VanHatten
Abby Verdillo
Connie Vermillion
Virginia Varsity Transfer
Jennie L. M. Waering
Lynn West
Connie White
Dewey White
Robin Wiley
Lynn Wilkes
Clark H. Worthy
Catelyn Wright
Marissa Yi
Mim Young

Partnering with Local Heroes

In Memory Of We thank the donors who made special gifts in memory of the following individuals. Their memory lives on in our hearts and through our service to others.

Sue Altizer
Andrew
Stewart Baucom
Liz Bodkin
Mervin Brower
Hilda Buchanan
Julie Ann Fuss
Lynn Fuss
Jean Glontz
Francis Graham
Julia Hall
Charlotte Holcomb
John Jeremiah
Lee Lineberry
Linda Liniry
Mike
James Murtaugh
Dorothea Myers
Barbara Rakes
Jack Shaver
Belva Stevens
James Utt
Evelyn Walke
Ed & Jean Williams
Tom Winn
Chip Woodrum

In Honor Of We are truly grateful for the donors who have made special gifts in honor of the following individuals and groups. They brighten our days, lift our spirits, and bring us hope.

Brenda Anderson
Peter Apel
Frank Avery
Nancy Ayling
Stephen & Linda Bailey
Brigitte Basile
Ben & Suzanne Bazak
Steve Blanks, Sr.
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Alan Spencer & Kelsey Largen Rhodes
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Pat & Trish Shaffner
Dan Shaw
Linda Shiner
Gregory Skinner
Bruce Stockburger
Diane & Art Strickland
Amelia Tames
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Ed & Sandy Via
Rebecca Vilelle
Jennie Waering
Benjamin Wang
Frances Ward
Janet Whitaker
Darrell & Carolyn Whitt
Thomas Wilcox
John Wood
Madelyn Woods
Sarah Zink

Over time, quality nurse home visiting programs like CHIP's yield returns of up to $5.70 per taxpayer dollar spent by virtue of reduced mental health and criminal justice costs, decreased dependence on welfare, and increased employment. The total benefit to society generated is more than $41,000 per family served.

Source: The Pew Center on the States Home Visiting Issue Brief, October 2011

Wow! Nearly 700 More Local Heroes

* Signifies Pierce Circle Donors

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