Financial Statement for 2018 - 2019

Revenues

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Service Fees</td>
<td>3,376,440</td>
<td>64%</td>
</tr>
<tr>
<td>Department of Education</td>
<td>792,973</td>
<td>15%</td>
</tr>
<tr>
<td>Div. of Health &amp; Human Services</td>
<td>385,833</td>
<td>7%</td>
</tr>
<tr>
<td>Nashua Schools</td>
<td>295,093</td>
<td>6%</td>
</tr>
<tr>
<td>Fundraising and Interest</td>
<td>287,376</td>
<td>6%</td>
</tr>
<tr>
<td>Community Education</td>
<td>35,330</td>
<td>1%</td>
</tr>
<tr>
<td>USDA</td>
<td>26,099</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$5,199,144</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and Benefits</td>
<td>3,711,253</td>
<td>73%</td>
</tr>
<tr>
<td>Maintenance and Depreciation</td>
<td>528,703</td>
<td>10%</td>
</tr>
<tr>
<td>Supplies, Equipment and Food</td>
<td>458,113</td>
<td>9%</td>
</tr>
<tr>
<td>Contract Fees &amp; Dues</td>
<td>164,937</td>
<td>3%</td>
</tr>
<tr>
<td>Liability Insurance</td>
<td>34,027</td>
<td>1%</td>
</tr>
<tr>
<td>Communications</td>
<td>65,111</td>
<td>1%</td>
</tr>
<tr>
<td>Travel and Staff Training</td>
<td>30,807</td>
<td>1%</td>
</tr>
<tr>
<td>Rent of Schools - School Age Program</td>
<td>26,172</td>
<td>1%</td>
</tr>
<tr>
<td>Other Expenses</td>
<td>35,283</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$5,054,406</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
2019: A YEAR OF RECOGNITION FOR ADVANCING A “COMMUNITY OF LEARNERS”

We’ve been hard at work at the ALC to further our mission of helping people LEARN - GROW - THRIVE -- welcoming students from within our neighborhoods and from across the globe to our “community of learners.” We are thrilled and humbled to report that the work of the ALC, made possible by our talented and dedicated staff, was recognized in 2019 by two prestigious awards.

Business NH Magazine named the ALC as the winner of its 2019 Business of the Year in the Education sector. This annual award is made in recognition of outstanding civic contributions and exceptional performance and represents a partnership between Business NH Magazine and the NH Association of Chamber of Commerce executives. All businesses and nonprofits are nominated by a Chamber of Commerce executive. Executives then winnow the field of candidates to three semi-finalists in each category. From there, a Panel of Excellence, consisting of leaders from the 2018 Businesses of the Year award, selected this year’s recipients.

The ALC also won Non-Profit of the Year from the Greater Nashua Chamber of Commerce. In accepting the award, I thanked the staff who help touch and transform the lives of so many: “I have been in the workforce for a long time, and I have never served with a more dedicated group of people. Many could easily find more lucrative work outside the nonprofit sector, but they are here because they want to be.” They are completely engaged and truly love their work.

An article that ran in the Nashua Telegraph in March 2019 entitled “A Model of Community” cited the ALC as “a model for all of us. It’s a model for education that prioritizes the needs of students. It’s also a model for community that grows with its residents so that everyone gets the resources they need, not just the ones they’ve always received. And it’s even a model for the individual – if we help each other out, we are all the better for it.”

What an inspiring thought as we enter a New Year and New Decade!

Mary DeRoche
President, Board of Directors

Carol Baldwin
Executive Director

Board of Directors 2018-2019
General Donors

Up to $99
Rev. Jami D. Boyle
Kevin J. Coyle
Mr. and Mrs. Edward Dalton
Mary A. Damian
Mr. and Mrs. John D. Finnern
Carol M. Gargasz
Carol Gookin
Mr. and Mrs. Steven Greenwood
Jane B. Harrington
Mr. and Mrs. Charles L. Howe
Madeleine LaRose
Erika MacDonald
Mr. and Mrs. Kenneth F. Reilly
Margaret Reynolds
Janeth Orozco Sanchez
Chad Theroux
Jonathan Ulery

$100 – $249
Sharad Agarwal
Kathleen Allen-Yetsko
Rev. and Mrs. Andrew Armstrong
Mr. and Mrs. Raymond L. Baldwin
Mr. and Mrs. John Ballentine
Mr. and Mrs. Carl Belmonte
Robert E. Bloomfield
Heather Booth
ControlAir
Sharon Cowen
Mary DeRoche
Mr. and Mrs. Peter Dolloff
Dr. and Mrs. Gary Dunetz
Dr. and Mrs. John F. Egan
Mr. and Mrs. Stephen Genest
Dr. and Mrs. David Gilmour
David Helferich
Charles D. Jean
Dr. Elliot and Senator Bette Lasky
Jeannine T. Levesque
Doreen Manetta
Constance McMurray
Attorney Francis Murphy
Mr. and Mrs. Anthony V. O’Malley
Alvin Oasan
Mr. and Mrs. Givin M. Owen
Mrs. Debora B. Pignatelli
Melissa Roberts
Mr. Walter and Dr. Tracy Schier
Sherryl R. Scott
Lisa Shadrou

$250 – $499
Michael J. Sheahan
Rev. David Smith
Dr. James Squires
Mr. and Mrs. Jack Sullivan
Mr. and Mrs. George Todgham
United Way of Massachusetts Bay & Merrimack Valley
Mr. and Mrs. Peter Waligora

$500 – $999
Jared Anderson
Mr. and Mrs. Leon Brassard
Bronze Craft Corporation
Mr. Gary Cole and Ms. Susan Flanagan
Hollis Woman’s Club
Dorothy Oliver
Planet Aid, Inc.
Katherine Snell
Patricia Turman
We Share a Common Thread Foundation

$1000 – $4999
Jack A. Atkinson
Jacqueline G. Baker
Crossway Christian Church
Eastern Bank Wealth Management
First Church of Nashua, NH UCC
Rachel Guil
The Honorable Patricia J. Kerrigan
Mr. and Mrs. Curtis King
Carol Kreick
Mr. and Mrs. Jack R. Law
New Hampshire Charitable Foundation

Thank you to everyone who helped to keep the ALC strong through their generous contributions.
Pennichuck Water Works, Inc.
Fred Roedel
Rotary Club of Nashua Charitable Fund

$5000 plus
Anonymous
BAE Systems
Citizens Bank Wealth Management
Dorothy Gould Cook Memorial Fund of New Hampshire Charitable Foundation
Katherine Kiratsos Trust

Board of Directors 2018 – 2019

Mary DeRoche, President
Pennichuck Corporation

Carol Kreick, Vice President
Retired Educator

Kathleen Allen, Treasurer
S. Gordon Corp.

Chad Theroux, Secretary
BAE Systems

Sharad Agarwal
Sirius Computer Solutions

Heather Booth
BerryDunn

Sharon Cowen
Retired Community Development Specialist

Sharon Dalton
Retired ALC

Steven Greenwood
Pennichuck Corporation

Rachel Guill
BAE Systems

Doreen Manetta
Enterprise Bank

Kathie Nannicelli
Retired Special Education Coordinator

Alvin Oasan
Enterprise Bank

Janeth Orozco Sanchez
Boys and Girls Club Greater Nashua

Michael Sheahan
Lowell Five Cent Savings Bank

Pastor Dave Smith
Crossway Christian Church

Brenda Van Hirtum
Riverstone Resources LLC
At the Adult Learning Center, we share a common goal of independence, self-sufficiency and self-worth with our clients. By becoming employed and independent of social services, our clients discover their own dignity and make their own special contributions to a healthy, prosperous community. Most of all, this was a year of accomplishing some very important long-time goals!

The following success stories for July 2018 through June 2019 clearly demonstrate the many ways the ALC helps people learn the skills they need for life:

- **99** adults completed their high school education by passing the HiSET.
- **381** adults improved their basic skills in reading, math, social studies, science and literature.
- **959** immigrants from **75** countries were able to do their jobs better by improving their English language skills.
- **91** teenagers continued their education at Clearway Alternative High School; **24** earned a high school diploma or HiSET.
- **107** workers became employed or upgraded their employment through Computer Technology skills training.
- **95** children received a jump start on their education through our Early Childhood Adventures program, a “community of quality and joy.”
- **865** school age children’s parents were given peace of mind at work knowing their children were happy and safe in Adventure Club programs.

The ALC’s “community of learners” includes over 1,000 adults from over 70 countries.
In 2019, the ALC partnered with the Nashua Public Health Department to host a series of workshops to provide training in more effectively dealing with childhood trauma (ACE’s – Adverse Childhood Experiences) by working cooperatively towards a “Trauma Informed Community.” The overarching goal of this ongoing initiative has been to adopt “best practices” by sharing information and by collaboratively hosting meetings with national experts in the field.

The ALC, with close to 50 years of experience in providing high quality, affordable community childcare, has been a logical facilitator of this work, helping convene other non-profits and area agencies in order to strengthen early intervention practices that help prevent or ameliorate childhood trauma. The ALC provided a 3-month training series entitled The Regulated Classroom, in collaboration with the childcare staff of Marguerite’s Place and the 21st Century After School Nashua District staff. Emily Read Daniels, Founder of www.HERETHISNOW.org, created and presented the sessions, consisting of a total of 6 hours of training with 30+ staff in attendance.

We know that responding effectively to the impact and results of childhood trauma within the context of larger systems - families, caregivers, child-serving agencies and the community - can result in better outcomes for children. The workshops explored approaches that are inclusive of children and their parents, caregivers, and the organizations that support them.

According to Jane Marquis, ALC Childcare Director, the sessions were invaluable in improving capacity for trauma-informed care in all early child-serving environments. Participants ranged from school personnel to law enforcement, all with a common goal of providing an effective response to children who experience abuse, neglect, and violence: “We all share an interest in providing a ‘Regulated Classroom’ where children feel safe, and we all want to be able to do that by sharing the latest research and resources: How does childhood trauma impact the larger community? What are the best, most effective tools we have to respond appropriately? How can we ensure that children will consistently benefit from a coordinated and productive response?“

These workshops for the benefit of the community, bringing together local partners – from school personnel to law enforcement – can further the goal of ensuring an informed and consistent response to children who experience abuse, neglect, and trauma.

**DID YOU KNOW?**

**Child trauma is more common than you might think:**

- More than 25% of American youth experience a serious traumatic event by their 16th birthday, and many children suffer multiple and repeated traumas.

- Childhood trauma can be the result of intentional violence such as physical or sexual abuse, neglect and domestic violence, or the result of natural disaster, accidents, or sudden loss of a parent/caregiver.

- After a crisis or traumatic event, a child is at risk of developing traumatic stress. About 25% of victims and witnesses of violence develop PTSD, depression or anxiety disorders.

- Children are more vulnerable to trauma because of their size, age, and dependence.

- Childhood trauma can affect every aspect of a child’s development and functioning including cognitive, emotional, behavioral, social, physical and moral development. The negative impacts of trauma seen during childhood and into adulthood can include reduced school readiness and performance, behavioral and mental health problems, increased rates of substance abuse, serious health problems, decreased educational attainment and reduced employment status.

**A significant body of evidence points to safe, stable, nurturing relationships between children and their parents and caregivers as a critical protective factor for prevention of child abuse and maltreatment that leads to childhood trauma.**
“The ALC is an active participant in the fabric of every aspect and demographic segment of the Greater Nashua educational ecosystem...The organization’s tag line (Learn - Grow – Thrive) epitomizes the organization’s mission to serve learners of all ages - from infants to seniors. Put simply, the ALC changes the lives of thousands of people each and every year - for the better.”

Bradley Kreick
Chief Executive Officer
BRK Ventures, LLC

Please visit our web site for detailed information about our services, programs and success stories

4 Lake Street, Nashua, NH 03060
603-882-9080 • fax 603-882-0069
www.nashuaalc.org