MESSAGE FROM THE CEO

2015 found us thinking ahead to our 50th anniversary in 2021! What a great time to take stock of all SAY San Diego has accomplished and plan our future. SAY's evolving mission has been top of mind, as hundreds of people provided input into our strategic planning process—including partners, funders, staff, youth and adult program participants and public officials. We have come far from a small grassroots agency to who we are today—a comprehensive multi-service agency serving infants through adults, and connected and responsive to our program participants and communities.

Despite this breadth and capacity, we wish to do more to create life-changing outcomes by building on strengths and innovating to meet urgent needs in our three big areas of impact:

Child & Youth Development: To support learning and positive development for children in preschools, before and after school programs through grade 8, and vacation break programs.

Youth, Adult & Family Wellness: To strengthen the ability of vulnerable youth, adults and families, in diverse communities, to build and lead safe, healthy and thriving lives.

Community Engagement: To engage youth, adults, families and community members to advocate for social and equitable change, through an array of community-based centers and programs.

Gaps and urgent needs in our community remain. One of every seven people in San Diego County experiences poverty every day, and family/domestic violence and substance abuse needs continue to increase. As more transitioning military families and refugees find a home in San Diego County, these too are areas where SAY has an important role to provide support, connection and advocacy.

The SAY Board of Directors and I wholeheartedly appreciate the generosity of you—our funders and volunteers—who join with us to create opportunity, equity and well-being in the lives of youth, adults, families and communities. This past year we have doubled our circle of support from individual donors and increased by three-fold the amount going into our Bridge Fund designed to meet emergency and critical needs of our program participants.

Together, we are giving San Diegans opportunities and resources to reach their true potential and see their hopes and dreams come fully to life.

In gratitude,

Nancy Gannon Hornberger
Chief Executive Officer

2014-2015 Board of Directors

Lesley McClelland | President
Deputy Chief Probation Officer, Retired

LaDreda Lewis | First Vice President
Sylvan Learning of La Mesa and Bonita

Martin Buchanan, Esq. | Second Vice President
Law Offices of Martin N. Buchanan

Don Curristan | Treasurer
Executive Benefit Solutions

Amy Pan | Secretary
Institute for Public Health, SDSU

Nancy Gannon Hornberger | CEO
SAY San Diego

Melanie Delgado
Children's Advocacy Institute

Sara Hyzer
PricewaterhouseCoopers LLP

Donna Ewing Marto
Family & Youth Roundtable of San Diego County

Trisha Monteleon
PricewaterhouseCoopers LLP

Jeffrey S. McCulloch
Gupta Wealth Management

Linda Newell, LCSW
Soroptimist International of La Mesa

George L. (Jody) Root, Jr., Esq.
Procopio, Cory, Hargreaves & Savitch, LLP

Barbara Ryan
Rady Children's Hospital of San Diego

Thomas J. Ryan
Attorney

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Barbara Ryan
Rady Children's Hospital of San Diego

Thomas J. Ryan
Attorney
Opportunity, Equity and Well-Being for All San Diegans

SAY partners with youth, adults, families and communities to reach their full potential.

Senior Management Team

Nancy Gannon Hornberger  
Chief Executive Officer

Laurie Rennie  
Chief Operating Officer

Jane Drover  
Chief Financial Officer

Suzie Colby  
Director of Resource Development

Sandy Johnson  
Director of Extended Day Programs

Allie Lindsley  
Executive Assistant to the CEO

Kevin O’Neill  
Director of Integrated Neighborhood Services

Kelly Vales  
Director of Youth, Family & Community Services

SAY Core Services

• Access to health care, employment, and self-sufficiency
• Alcohol, tobacco, and substance abuse prevention
• Before and after school programs, preschools and school readiness
• Child abuse prevention and family support
• Collaborative partnerships for military families, refugee/immigrant families, students, parents, and more
• Juvenile delinquency prevention and diversion
• Mental health counseling, case management, adult services, and youth development

2015 Meeting Needs

Total Served 75,500
Direct Services 19,000
Prevention Advocacy Engagement 56,500
"The most rewarding part of my job is seeing children reach milestones. They learn that they can be something."

Tenee Burton | SAY After School Site Supervisor and SAY After School Alumnus
In 2015, SAY provided San Diego children and youth with an enriching environment and academic support at 44 preschool and before and after school sites.

**SAY Highlight - Family Support and School Success**

- SAY is not only a provider but also regional lead for First 5 First Steps, a home visiting program funded by First 5 San Diego. In 2015, SAY conducted 2,893 home visits to promote positive parenting and enhance child health and development for families who may face hardships and stressors that place them at increased risk for poor health and developmental outcomes. SAY served military, refugee/immigrant, and low-income families as well as pregnant or parenting teens. Services are offered over the long term to prepare children to enter school as active learners, and ensure that all children are healthy, loved and nurtured.

- SAY’s Military Family Resource Center is located in Murphy Canyon, which has the largest off-base US military population in the world. Services include parenting support, child development and school supportive services, home visits, case management and links to a comprehensive array of community partners and services. In 2015, SAY had a 57% increase in parent participation in more than 40 parent/child interaction activities and workshops.
“We don’t just hear about the teen’s offense. We ask the teen and his or her parent questions. There have been times when I held back tears because some of the teens deal with adversity such as the divorce of their parents, financial hardship, school issues and abuse.”

Alexis | SAY Teen Court Volunteer Juror

In 2015, SAY’s Teen Court provided 101 San Diego teens with an alternative to the traditional court system, and 94% of them completed the program successfully. Based on the model of restorative justice, teens facing the SAY Teen Court jury must accept their sentences and give back. The 96 teen volunteer jurors also received a unique opportunity to understand both the challenges faced by their peers and real-life consequences. Teens throughout San Diego County gather twice a month to hear one to three cases.

SAY provides seven programs to support youth who are already involved or at risk for involvement in the justice system. SAY offers more than a single solution for youth. We offer wrap-around services such as case management, therapy, family engagement and support, alternatives to detention and adjudication, and financial literacy and career coaching.

2015 Program Highlight | SAY Community Assessment Team

• Out of 521 youth participants, 97% remained arrest-free three months after completing the program
• 86% improved their resiliency scores and reduced their risk scores

SAY Partner Highlight | Family Wellness and Success

SAY became a formal Live Well San Diego partner in 2015, adding to an already robust partnership with San Diego County leaders.

Torrey Pines Bank invested again in San Diego family wellness with a 2015 grant for SAY’s Family Self-Sufficiency program. Renee Osuna, Relationship Manager VP, and other TPB staff also volunteer in SAY activities to support families and youth year-round.
“I want to give my grandkids a chance to be all they want to be. Project KEEP has helped me do that. The parenting I grew up with is not the same as what kids need now. I have learned a lot and know that I am not alone.

Penni | SAY Grandparent

Project KEEP supports relatives and non-biological caregivers who choose to step into parenting roles for children who would otherwise enter the foster care system. This innovative SAY program is part of a spectrum of support for families with varying needs. Project KEEP helps grandparents and other extended family like Penni navigate resources, deal with stress, and learn parenting skills—all in a group setting with other caregivers.

In 2015, Project KEEP kept 106 families connected, and 89% of caregivers reported positive changes in their foster children’s behavior.

$1.25M
Tax Refunds for SAY families

948 SAY clients completed tax returns through our Earned Income Tax Credit program in 2015 and received critical refunds that went back into family budgets for essential needs. Budgeting and financial literacy are just a few of the wraparound services SAY provides to San Diego households.

991 men in San Diego became better parents and providers thanks to SAY’s Dads Corps, one of many SAY programs addressing parenting skills and support, and much more.
COMMUNITY ENGAGEMENT

SAY recognizes that each community is distinctive, with its own culture, norms, strengths, and needs. SAY is uniquely positioned to understand the communities we serve because we have multiple sites throughout San Diego and intentionally work to engage communities to ensure that their voice is included in our mission. Key to this engagement is the convening of seven community collaboratives specifically designed to include the community in its own future.

SAY’s Parent, Student, Resident Organization (PSRO) at Crawford Community Connection in City Heights engages parents, community members, school and district personnel across the Crawford Cluster, to support student success. In 2015, SAY’s recruiting efforts for the PSRO increased both parent engagement and advocacy. Parents, primarily refugees from a variety of countries and speaking many different languages, were mobilized to participate in decision-making processes as leaders through the Local Control Accountability Program (LCAP) as well as English Learners Advisory Committees (ELACs) at their children’s schools. Historically, these committee meetings have been poorly attended, but by offering trainings to parents on advocacy and leadership, SAY’s PSRO parents were empowered to turn out in large numbers and participate with very positive impact. The PSRO parents were formally recognized in the school district’s LCAP recommendations for 2015-2016.

“My son was failing at the time I started getting involved with the PSRO. He got better grades in 8th grade and he graduated with a high GPA.”

Mariam | SAY Parent and PSRO Volunteer

In 2015, teens in SAY’s ELEVATED - Young Leaders of Today based at Serra High School led outreach efforts impacting 2,000 peers.

Youth-led awareness events and activities focused on alcohol, tobacco and drug prevention, cyber bullying, teen safe driving, anti-hate programs, and more. ELEVATED is one of only four San Diego County chapters in the California Friday Night Live partnership, which promotes positive behaviors and youth success. In 2015, ELEVATED students organized a Teen Safe Driving Assembly for their peers, which drew 500 students. More than 35 regular members met several times a week to plan activities that impacted approximately 2,000 of their peers, parents and community members. Their projects have earned accolades at the grassroots level and nationally!
“Thank you to the SAY team. Just a few months ago our family was homeless and living out of our car downtown. We now have housing, I got connected with a job and timely parenting support for our daughter.”

— SAY parent recently separated from the military

SAY’s Military Family Resource Center creates a safe space and home away from home where families feel welcomed and connected. The resource center served 1,325 clients in 2015 and another 2,700 through outreach. Active-duty military families and their children are typically stationed far from their personal networks, and SAY provides them with activities, events and resources to help fill that void. In 2015, our one-on-one advocacy program provided intensive support to 44 families with issues ranging from school to medical needs. SAY also convenes the San Diego Military Family Collaborative, a network of more than 100 groups and organizations. In 2015, the collaborative was selected by the United Way of San Diego to receive a Collective Impact Grant focusing on military student and family success.

**Working Together to Improve Our Neighborhoods**

Ten San Diego apartment communities were certified “Crime Free” through our Crime Free Multi-Housing partnership with residents and the San Diego Police Department (SDPD), giving more than 1,500 residents additional security and peace of mind about their housing. SAY coordinates all aspects of the program citywide for the SDPD, organizes all manager trainings and facilitates the resident engagement phase of the project which teaches residents how to take an active role in preventing crime in their neighborhood. SAY schedules Crime Prevention Through Environmental Design (CPTED) inspections, works with managers to support them in making needed changes to become a crime free property, manages the database of certified properties and ensures that they are re-inspected annually to keep the program up to date.

SAY’s community engagement efforts are also growing through our parent academies, which educate parents and facilitate their involvement in issues facing their children. In 2015, academy events were offered at seven school campuses in the communities we serve.
In addition to SAY’s registered volunteers, hundreds more worked behind the scenes to change and brighten lives through our annual Back to School drive for school supplies and Adopt a Family holiday giving drive, which continue to increase numbers served thanks to our supporters. Pro Bono service also became more formalized for SAY in 2015 when it became a partner of the Taproot Foundation and PricewaterhouseCoopers.

“The partnership that started over six years ago with SAY San Diego has given Banana Republic, San Diego/Orange County District, the opportunity to do more than just sell clothes. Our stores look forward to events such as Adopt a Family and the Back to School Drive to support our community and work together as one team.”

Angelica Velez, GM | Banana Republic UTC, 8143
AKT CPAs came out in big numbers for their 2015 community service day at SAY’s Family Support Services site at the O’Farrell Charter School in Southeast.

“There is no greater feeling than to know you are making a difference in a child’s life.”  
Phil Wilson | SAY After School Volunteer

“My nearly 30 years of collaborating with SAY San Diego, a truly talented juvenile justice and community development partner, made me eager to contribute as a member of the Board of Directors after I retired as Deputy Chief of Juvenile Services with San Diego County Probation. There’s no doubt that SAY’s impact has been far-reaching. An example from my area of expertise is SAY’s effectiveness in intervening compassionately when youth come to the attention of the courts—steering them toward positive home and community-connected alternatives to adjudication and detention.”

Lesley McClelland | SAY Board President 2014-2015
That scholarship paid the fee I needed for my Microsoft certification.

Bobby | SAY Dads Corps Alumnus

FINANCIAL HEALTH | 2015

- Total Revenue: $18,871,866
- Total Expenses: $18,789,486

- Programs / Services: 87.1% ($16,366,085)
- Management & General: 10.8% ($2,039,991)
- Fundraising & Development: 2.1% ($383,410)

- More than 87 cents of every dollar is spent directly on SAY programs

SAY publishes its audited financial statements annually on our website and copies are available upon request.

REVENUES BY IMPACT AREA - 2015

- Youth, Adult & Family Wellness: 51%
- Before & After School and Preschool: 49%
- Community Engagement and Services: 9%

2015 HIGHLIGHT - PHILANTHROPY AT WORK

The Bridge Fund 2015 - Growing to Meet Urgent Needs

The Hervey Family Fund provided $10,000 in seed funding in 2014 for one of SAY’s newest privately supported programs, The Bridge Fund. In 2015 SAY tripled donor support of the fund to $30,000. The program provides immediate help to SAY clients who need gap or emergency assistance that can include part of a rental deposit, a license fee or uniform for work, eyeglasses, dental work, a bus pass, and more—all urgent one-time costs that are not typically available through government grants and contracts. In 2015, the R.C. Baker Foundation brought new investment to the Bridge Fund through its military client scholarship and assistance grant. Bobby, a navy father and single parent of three children, was one of the first recipients of the special assistance for SAY military clients. When there was not enough in Bobby’s household budget to pay for a work-related license, the scholarship provided immediate assistance, and Bobby was able to get critical certification needed for job advancement. In the 2014-2015 cycle of The Bridge Fund, SAY approved 40 client requests ranging from $36 to a maximum of $500 and expects to double the number served next year.

Value of donated goods and services to SAY from the private sector in 2015 = $750K

Philanthropy & Program Revenues

Private funding allows SAY to build innovation, enhance service delivery, and address critical gaps and unique needs not covered by government contracts.

Public Sector Grants & Contracts

Government grants provide a solid framework for SAY services that serve thousands of youth, adults, and families every year.
THANK YOU TO OUR INVESTORS

Received FYE 2015
July 1, 2014 to June 30, 2015

$50,000 +
County of San Diego
First 5 Commission of San Diego
Price Philanthropies Foundation
San Diego Unified School District
State of California
The California Endowment
U.S. Department of Health and Human Services
Walter J. and Betty C. Zable Foundation

$5,000 - $49,999
County of San Diego - Neighborhood Reinvestment Program Grant at the recommendation of Supervisor Ron Roberts
Foundation for the National Institute of Health
Kiffmann Family Foundation
Nico Insurance Services
San Diego Gas & Electric
St. Germaine Children’s Charity
The Century Club of San Diego
The Rice Family Foundation
The San Diego Foundation - Cox Cares Fund
The San Diego Foundation - The Hervey Family Fund
Torrey Pines Bank
United Way of San Diego County
Walmart Foundation
Western Alliance Community Foundation
Zell Family Foundation

$1,000 - $4,999
AKT
K. Andrew Achterkirchen
Barona Band of Mission Indians
Suzie Colby
Don and Melissa Currستان
Gap Inc.
Gupta Wealth Management
Nancy and Steve Hornberger
Lesley McClelland
Jeffrey McCulloch
Nikki Mona Birthday Campaign
Northgate Market
NOSC of San Diego Charitable Scholarship Fund
Procopio, Cory, Hargreaves & Savitch, LLP
R.C. Baker Foundation
Lynda Romero
Barbara Ryan
San Diego Chinese Women’s Association
San Diego County Employees’ Charitable Organization
Dr. Seuss Foundation
Social Solutions
The Coastal Community Foundation
The Country Friends
The Gap Foundation
The Michael Ehrenfeld Company
The Rosso Family Foundation
The Sundt Foundation
The Wilson Foundation
Veterans United
Wawanesa Insurance
Western Alliance Bank
Xerox Corporation

$500 - $999
Adds Up Accounting
Berkshire Hathaway Homestate Companies
Martin and Miriam Buchanan

“My husband and I support SAY because of their commitment to a strong base of government funding with a strategic plan to increase their impact through private support. I was drawn to SAY because of the great programs they have developed over time, and their commitment to build on that impact through private philanthropy. I am excited to see what happens next.”

Patricia Moore | New SAY Investor

SAY Board Giving
100%

Senior Management Giving
100%

Staff Giving
214
THANK YOU TO OUR INVESTORS

Care1st Health Plan
Jenny Craig
Del Mar/Solana Beach Rotary Club
Teresa and William Garcia
Davia Hayward
HP Your Cause
Magma
Joan Margolius
MIG
Mission Federal Credit Union
Molina Healthcare
Oak River Insurance Company
Greg and Laurin Pause
Qualcomm Matching Gift Program
Robbins Arroyo LLP
San Diego Internal Medicine Associates
Michelle Sterling
Wayne Stromberg
Wilson Sonsini Goodrich & Rosati

$100 - $499

ATK
Jessica Attiyeh
Brandon and Edlinda Bailey
Heidi and Bernie Blotner
Vikki Bouck
Kate Broderick
Carefusion
Barbara and Michael Carr
Change A Life Foundation
Christ Episcopal Church
Bernice Colby
Melanie Delgado
Jane Drover
Sara Erickson
Betty Erickson
Linda and Jerry Goldberg
H.G. Fenton Company
Hilton La Jolla Torrey Pines
Hitzke Development Corporation
HP
Anita and Michael Holmes
Interpreters Unlimited
Sandy Johnson
LaDrea Lewis
Michelle Lucey
Earl Maas
Kathryn Mahan
Braeann Manues
Ann and Brian McDonald
Morris & Berger
Phil Nico and Gale Seaman
Kevin O’Neill
Deborah Quiett
Delia Rangel
Laurie Rennie
Sue Robertson
Beverly Rulon
Sherry and Thomas Ryan
Denise and Matthew Schiel
Sharp Health Plan
Paul and Holly Simonette
Sunsational Swim School
Sylvan Learning of La Mesa and Bonita
TelePacific Communications
Kelly Vales
Webroot
Jo Ann Wimberly
Matt and Constance Wuest

$50 - $99

Brian and Denise Bickel
Colleen Bone
Joseph Buehrle
Maureen Cameron
Crestcom
Sheri Easterly
Susan Farrell and Ned W. Krumrey
Irma Frymire
Andrea Gadow
Lisa Gilet
Demetrious Harmon II
Helix Environmental Planning
Jay Katz
Joshua Lazerson
Karen Lenyou
Dennis Marcin
Linda Newell
Barbara Normington
Daniel Nyamangah
Joseph Ramos
Claudia Guardado Salinas
Ripple Textile Recycling
Robin Thurmond
Torrey Pines Bank Carmel Valley

Up to $49

Lucia Acevedo
Ashley Agahan
Tony Alvarado
Naomy Alvarez
Juan Manuel Andrade
Rebecca Arce
Ana Argueta Zopon
Katherine Arroyo
Cristina Ascencio
Kaci Atlas-Hall
Rachel Baglien
Megan Baker
Debbie Bilka
Chasm Bone

Adriana Bormann
Nicole Bowman
Ashlee Bradshaw
Thomas and Paula Brotherton
Kathryn Brown
Rachel Burnage
C.A.P.
Kristen Caldwell
Michelle Caldwell
Karol Campbell
Tarah Campbell
Carlos Carrasquel
Elizabeth Castro
Amy Catale
Belinda Ceides
Luis Ceides
Belinda Chavez
Kimberly Chhouen
Stacy Chiles
Daisy Choreno
Lisa Coe
Latisha Collins
Nelly Contreras
Maria Contreras
Yohany Corona
Maria Curry
Fatima De Leon
Lynn Deng
Veronica Diaz
Irene Dominguez
Terence Ellis
Kelley Elo
Anne Marie Enriquez
Elham Ezzatyar
Kaneez Fatima
Janelle Fejeran
Kimyetta Fuller
The Many Ways to Invest in SAY

Legacy Giving – Simple and Powerful
Continue to impact the SAY causes you care about beyond your lifetime through a thoughtful act now.

Donations of Stock
Please contact us for SAY stock transfer instructions.

Corporate Giving
We can work with you to customize a giving plan that engages your employees and provides meaningful return on investment.

- Event Sponsorship
- Pro Bono & In Kind Partnerships
- Employer Matching Gifts
- Volunteer Service Matching Gifts

Annual Events
Support our Back to School, Adopt a Family, or Play 4 SAY events! Individual and group support welcomed!

Tribute Gifts
Honor a birthday, wedding, anniversary or other special occasion with a donation to SAY. You may also provide a memorial gift.

Grants
Recommend SAY for grants or giving through donor advised funds.

For more information about investing in SAY, please contact Suzie Colby, Director of Resource Development at suzie@saysandiego.org or 858.715.2412.

Gregory Furseth
Claudia Garcia
Dawn Garrigus
Melanie Gelinas
Isabelle George Trujillo
Amanda Godinez
Jessica Gomez
Isabel Gonzalez
Jennifer Gonzalez
Jessica Gonzalez
Sandy Gonzalez
Danielle Grondin
Elisa Guido
Maria Gutierrez
Marilu Hadden
Robert Hall
Elsa Hernandez
Rocio Hernandez-Prado
Donna Hilt
Denise Holecek
Caren Holtzman
Dwight Hoy
Elide Infante
Chris Jewell
Brandon Johnson
Jennifer Johnson
Amber Jones
Melanie Juaner
David Knoles
Perelini Koria
Kroger
Jennifer Lambert
Roxana Landa
Thu Le
Angeliz Lee
Grant Leuning
Irazema Leyva
Alicia Lindsley
Kathleen Lippitt
Krystle Llanto
Beatrice Lomer
Denise Lopez-Rios
Kaylyn Louden
Maggie Lovell
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Cristina Maaba
Autumn Manjerovic
Roxanne Martin
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Jessica Martinez
Donna Ewing Marto
Gray Anne Matundan
Cindy May
Taylor McBride
Ebony McCollum
Tiffany McDonald
Erin McDougall
Amber McIlraith
Cinthia Mendez
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Miriam Sanchez
Celia Sandoval
Elissa Scotland
Phyllis Sensenig
Angelica Sepulveda
Maria Luz Serrano
Raya Shasha
Sandra Simmer
Sheila Skinner
Mary Skrabucha
Belinda Smith
Sarann Sok
Denise Sperber
Alison Stark
Renita Grant Stewart
Irizana Stone
Jennifer Tellez Vera
Shannon Throp
Derrick Torrence
Elsa Torres
Charlene Turner
Jinous Valizadeh
Maite Valladolid
Diane Venegas
Melanie Von Schroter
Jamie Walker
Selina Warner-Kilby
Tracy Washington
Elizabeth Watson
Thomas Weber
Judith Wheeler
Adrienne White
Shelltona Whitehead
Donna Wilson
Hope Wolfe
Ellen Yaffa
Jennifer Yang
Ricardo Yataco
Gabriela Zavala
Judy Zorn

Gift made through The San Diego Foundation

Thank you for partnering with us to positively impact our region’s youth, adults, families, and communities.

Questions? Please contact SAY staff at info@saysandiego.org or 858.715.2412.