Hello EPIC Friends and Supporters!

We are pleased to present the 2018 Annual Report. Thanks to our valued partnership with each of you, EPIC made considerable progress in advancing our strategic vision and delivering quality programs.

With a focus on empowering the adults in children’s lives to support their children’s growth and development, EPIC relaunched Ready, Set, Read! with new children’s programming, co-presented our 2nd Annual Family Engagement Conference, and celebrated 30 years of programming in Central Hudson. Through all EPIC programs, we placed strong emphasis on the growth of family knowledge, confidence and capacity, and advanced important mission-driven partnerships including the groundbreaking Human Service Collaborative efforts to build-out shared space in Buffalo’s redeveloping Broadway neighborhood. Proud to be tapped by area foundations, we also began work on the GetSET organizational development program, and successfully grew two cornerstone fund development events.

We supported new parents with programs designed to address their personal growth and parenting needs through our Incredible Years program. EPIC continued parenting programs in Niagara County and provided Car Seat Safety events in both Niagara and Erie Counties. We implemented early care family engagement trainings with Community Action Organization to cultivate strong relationships and communication between child care staff and families. We increased public participation in our Storytime at Canalside summer series where hundreds of families enjoyed guest readers and interactive learning activities with their children. As EPIC continues to develop and deliver programs, we remain laser-focused on supporting families as they engage with their children around academics, social-emotional growth, and health and safety.

EPIC Board and staff are grateful for the significant individual and community support that our many collaborators contribute to our mission. As partners in the work we do together to support all families, thank you for your commitment to ensuring that every child has a strong start and a promising future.
MEET EPIC
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Tara N. Burgess - Executive Director
CJ Banks - Director of Parenting and Youth Services
Julanne Durkin - Staff Accountant
Jennifer A. Majeski - Chief Financial Officer
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Manuella Mwihemuka - Executive Assistant
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Mary Simpson - Development and Marketing Manager

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Laurie Ferris - Facilitator Coordinator
Adrienne Garr - Program Coordinator
Renee Perry - FIT Program Manager
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Dorothy Turchiarelli - Program Coordinator

Central Hudson Staff:
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Shannon Daniel - Program Coordinator
Phyllis Eig - Regional Director
Jane Sorensen - Program Manager

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Cheryl Dublin
Dixie Farr
Randa Hamayel
Nicole Hill

Sandra Hogan
Kandice Hood
Alicia Hutton
Shannon Johns
Karen Kelchin
David Lewis
(Nearest Seat Safety Instructor)
Nancy Mariani

Purnima Mohan
Mary Pachla
(Senior facilitator)
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Sabrina Ray
Michael Rivera
Daniel Scholz
Lekya Slaughter

Patricia Stephens
Yvette Veira
Sherman Webb-Middlebrooks
Michael Williams
Trueletta Williams
Dr. Marvin Wilson
Jessica Zaidel

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Ariel De La Cruz
Omnia Elghaly
Kathleen Kreiter

Elisa Mendels
Jennifer Mitchell
Chrystelle Okwo-Wade
Martine Swerdling
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Baby Expo (B) - Finance (F) - Development & Special Events (D) - Marketing (M) - Program (P)
Family Engagement in Education

Ready, Set, Read!
An interactive literacy program for children and caretakers that focuses on the development of early literacy skills.

Storytime
A fun and educational literacy event for families focused on developing literacy skills through a number of themed interactive experiences.

Internet and Social Media Safety
This discussion based workshop provides parents and youth with practical safety tips and conversation starters around the safe use of technology.

Family Engagement Assessment and Planning Model
Assessment and planning services build the capacity of school districts or individual schools to develop and advance differentiated and standards based Family Engagement plans and practices.

Parent Leadership Academy Training
This program increases the communication and collaborative decision-making skills of parents who are in or wish to serve in a leadership role within the school.

Parent Capacity Building
- **School Volunteer Training** supports school volunteers working with students and teachers with a focus on communication and conflict management.
- **Taking Charge of Your Child’s Future Training** helps parents understand their role as their child’s first and best teacher.
- **Parents as Advocates Training** develops the skills of parents to help their children succeed academically.

Academic Support Classes for Parents
- **Understanding Common Core Training** helps parents understand the basics of the Common Core learning Standards and how they will impact what children experience in the classroom.
- **The Journey to College and Career Begins Today** “plants the seeds” of hope and expectation that a college education is within reach.

Parenting Classes and Workshops

Ready, Set, Parent!
A program for parents of new born children with a focus on three key components, Parenting, Literacy, and Health & Wellness.

Families in Transition
Parenting classes for families facing challenges such as substance abuse, mental health concerns, domestic violence, or custody issues that hinder their ability to be effective parents. Meets requirements for court or preventive services.

Incredible Years—Parents and Babies
Evidence-based program for parents teaching families ways to promote baby’s social, emotional, and language development.

Just for Teens
Parenting and life skills program for pregnant and parenting teens that fosters social-emotional development, self-esteem, and parenting skills.

Youth Services

Just for Me
Life skills program for middle and high school students focusing on developing healthy relationships and personal health and well-being. Typically delivered in an afterschool setting.

Professional Development
- Differentiated Family Engagement
- Dynamic Group Facilitation
- Family Engagement in the Afterschool Setting
- Parenting Practices for Childcare Workers
- Strategies for Challenging Teacher-Parent Interactions
- Supporting and Engaging Homeless Children and Families
- Communication Skills for Difficult Conversations

EPIC
Every Person Influences Children
FAMILY ENGAGEMENT & PROFESSIONAL DEVELOPMENT

Family engagement is a shared responsibility between the community, organizations, families, and schools regarding supporting children’s learning, development, and academic success. Effective family engagement cuts across and reinforces learning in the multiple settings where children learn - at home, in prekindergarten programs, in school, in after school programs, in faith-based institutions, and in the community.

Individuals & Families

PARENTING AND YOUTH SERVICES

EPIC’s parenting programs are all grounded in current research and utilize evaluation and research designs to illustrate the success to demonstrate effectiveness in creating positive change in parents’ abilities to impact their children’s development. While EPIC focuses primarily on parents, we also offer workshops in developing character in students, Pre-K through 8th grade; and social, emotional and life skills workshops for teens.

30 Years & Counting...

In 2018, EPIC celebrated 30 years of service to children and families in the Central Hudson region of New York State.
2018 EPIC

 Agencies, Schools and Partners:

BuffaloNiagara/Western New York
- Art Services Initiative
- Best Self Behavioral Health
- BlueCross BlueShield
- Boys N Girls Club of Buffalo
- Buffalo Pre-Natal Peri-Natal
- Buffalo Public School - South Park High School
- Cheektowaga Central School District
- Children’s Foundation of Erie County
- Community Action Organization of WNY
- Erie County Department of Mental Health
- Garman Family Foundation
- General Motors
- Gloria Parks
- JM McDonald
- Kelly for Kids Foundation
- Liberty Partnership
- M&T Bank
- Niagara Area Foundation
- Niagara County Community College
- Niagara County Department of Social Services
- Northwest Bank
- Northwest Buffalo Community Center
- Office of Alcohol Substance Abuse Services
- Office of Child & Family Services
- Peter C. Cornell
- Rich Products
- Rite-Aid Foundation
- Sisters of Mercy
- State Farm
- Tegna
- United Way of Buffalo & Erie County
- Wegmans
- WNY Women's Foundation

Beyond NYS
- Ready at Five, MD
- Maryland Department of Education, MD
- Lorrain County Board of Mental Health, OH

Coalitions
- Afterschool Network of WNY
- BPS Parent Summit
- Care Management Coalition
- Clinical and Translational Science Initiative
- Connecting the Dots
- Healthy Moms, Healthy Babies
- Human Services Collaborative
- Lockport Family Focus Group
- MEB (Mental, Emotional, Behavioral Health) Committee
- NY Education Trust
- NYS Family Engagement Coalition
- Raising New York & Infancy Leadership Circle
- Upstate NY CBO Consortium
- West Side Promise Neighborhood
- WNY - Birth to Eight Coalition
- WNY - Px 21 Prevention Coalition
- WNY - Muslim & Immigrant Community Collaborative

Central Hudson
- County of Rockland
- County of Sullivan
- Monticello Central School District
- My Brother’s Keeper
- Rockland County - Emergency Shelter
- Sullivan County Youth Bureau
- Target
- United Way of Rockland County
- NYS Office of Children and Family Services
ABC Amega
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Mark Alvut and Cynthia Sallerson
Amazon Smile
American DND, Inc.
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Cannon Heyman & Weiss, LLP
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Sam and Michelle Capizzi
Carla Castellani
Catholic Health System

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Friends of Judge Lisa Bloch Rodwin
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Ryan Zebro
Allison Zulawski
Frederick Zwierlein
**Financials**

**2018 EPIC**

### Financial Report

#### Statement of Financial Position - Dec 31, 2018

**Assets:**
- **Current Assets**
  - Cash and Cash Equivalents: $384,976
  - Accounts Receivable: $35,316
  - Prepaid Expenses and Current Assets: $3,768
  - **Total Current Assets**: $399,350
- **Long-Term Assets**
  - Property and Equipment: $20,013
  - Investments: $619,228
  - **Total Long Term Assets**: $639,241
  - **Total Assets**: $659,163

**Liabilities and Net Assets:**
- **Current Liabilities**
  - Accounts Payable: $359,000
  - Short Term Borrowings: $20,013
  - Accrued Expenses and Refundable Advances: $26,920
  - **Total Current Liabilities**: $385,933
- **Total Liabilities**: $385,933
- **Net Assets**
  - Unrestricted: $213,263
  - Temporarily Restricted: $90,016
  - Permanently Restricted: $800,000
  - **Total Net Assets**: $447,351
- **Total Liabilities and Net Assets**: $659,163

#### Statement of Activities - Jan 1, 2018 - Dec 31, 2018

**Change in UnrestrictedNet Assets:**
- **Revenue and Other Support**
  - Grant and Contract Revenue: $673,166
  - Contributions and Foundation Grants: $95,581
  - Special Events (Net): $75,856
  - Investment Income: $23,817
  - Other: $20,221
  - **SubTotal Revenue and Other Support**: $843,036
  - Net Assets Released From Restriction: $441,859
  - **Total Revenue and Other Support**: $884,935
  - **Expenses**
    - Program Services: $819,903
    - Management and General: $80,961
    - Fundraising: $10,000
    - **Total Expenses**: $910,864
  - **Total Change in Unrestricted Net Assets**: $-27,869

**Change in Temporarily Restricted Net Assets:**
- **Contributions and Foundation Grants**: $37,968
- **Net Assets Released from Restriction**: $419,859
- **Total Change in Temporarily Restricted Net Assets**: $-4,001

**Total Change in Temporarily Restricted Net Assets**: $-4,001

**Net Assets:**
- **Beginning of Year**: $479,221
- **End of Year**: $447,351

### Finance at a Glance

#### Assets
- **Cash and Cash Equivalents**: 94%
- **Accounts Receivable**: 68%
- **Prepaid Expenses and Current Assets**: 68%
- **Property and Equipment**: 3%
- **Investments**: 3%

#### Liabilities and Net Assets
- **Accounts Payable**: 12%
- **Short Term Borrowings**: 9%
- **Accrued Expenses and Deferred Revenue**: 9%
- **Deferred Gain on Sale-Leaseback**: 68%
- **Net Assets**: 68%

#### Revenue Sources
- **Grant Revenue**: 8%
- **Contract Revenue**: 11%
- **Contributions and Foundation Grants**: 33%
- **Special Events (Net)**: 1%
- **Investment Income**: 45%

#### Expenditures
- **Program Services**: 90%
- **Management and General**: 1%
- **Fundraising**: 1%