HOPE FORTHE FUTURE

ANNUAL REPORT 2017





Dear Friends:

We are pleased to present you with our Annual Report for 2017. Like past reports, this one provides an overview of last year's finances, client demographics, and a list of our generous donors. Thank you!

Our main goal with this report, however, is to look forward and show you why we at Family & Children Services are so hopeful about our future.

We derive much of this hope from the three-year strategic plan that we launched at the end of 2017. A full year in the making, this plan had the benefit of input from nearly every agency employee, plus our board of directors and several community partners. It is comprehensive in breadth, detail, and outcomes measurement.

That last point is important. Because this plan has not gone onto a shelf to gather dust. It drives our decision making at all levels of the organization and we measure our progress against it regularly.

The plan's top three goals call for us to **Be Fiscally Sound**, **Help People**, and **Stay Relevant**. The next few pages show examples of how we work to reach these goals. But you only need to look into the faces of the two little boys on the cover of this report and read their profile on the next page to know *why* we work to reach these goals.

Since 1903, our agency has helped untold thousands of children like Leland and Rohen through their times of crisis. They are the reason we do the work we do and why we are so grateful to you – our supporters, partners, volunteers, and staff – for helping make it all possible.

On behalf of Leland, Rohen, and all of our clients, we thank you for giving us so much Hope for the Future.

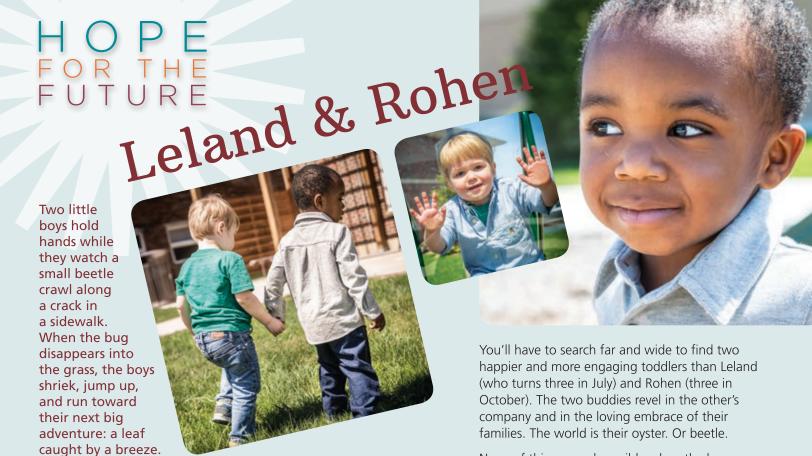
Sherry Thomas-Cloud, MSW, LMSW Chief Executive Officer

Therry Thomas-Cloud En

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MISSION: FAMILY & CHILDREN SERVICES "SUPPORTS, STRENGTHENS AND PRESERVES THE SAFETY, WELL-BEING AND DIGNITY OF CHILDREN, INDIVIDUALS AND FAMILIES."



born. For their own safety, Leland and Rohen were placed in foster homes at birth. During the ensuing months, attempts to reunite the boys with their birth parents failed. Rohen lived with Nicole and Joe McAllister, foster parents in Kalamazoo licensed by Family & Children Services. He was the fourth of 20 children they have fostered in the past four years.

None of this seemed possible when the boys were

"We fell in love with him from the moment we picked him up from the hospital," says Nicole. "He's perfect; absolutely everything we hoped for." In February 2017, they adopted Rohen. They are currently in the process of adopting his younger sister.

Meanwhile, a similar story was unfolding across town. Danika McCormack, a social worker at another area agency, would sometimes drive Leland and his older sister from their foster home to appointments. "I fell in love with these kids," she says. "When it became clear that they would go up for adoption, I approached Family & Children Services to become their foster parents, with an eye toward adopting them. They understood that I'm a single woman. They worked around my schedule and made it happen as quickly as the system would allow."

Danika became foster mom to both children when Leland turned one year old. She recently celebrated the one-year anniversary of their adoption. "It will forever be the best day of my life," she says. "Foster parenting and adoption has been an amazing experience."

Nicole tells people who are considering becoming a foster parent to take the plunge. "What you get out of it is amazing; the lives you change. Yes, there are challenges. Any parenting situation will be hard at times. Family & Children Services offers training, support groups, and other help to see you through. They are great to work with."

Danika also encourages others to become foster parents. "If you have it in your heart to help kids, don't second-guess yourself. Do it. Foster care isn't about being a perfect parent. It's about helping children in need, giving them love they deserve and hope for their future."

Each year, nearly 13,000 infants, children, and teens are in Michigan's foster care system. Every day, approximately 300 children are in need of a safe, nurturing foster home until they reunite with their birth parents or are adopted.

BE FISCALLY SOUND

Ensuring that Family & Children Services is a part of our communities for another 115 years requires an active plan to further strengthen the bottom line. In an era of increasing client need combined with extensive regulatory and contractual oversight, the agency needs to do all it can to increase administrative efficiencies and free up staff to do what they do best.

Lean Management practices are helping this effort. A successful pilot project in 2016 led to active engagement by the Glen's House Crisis Residential Team and in 2017 by the agency's Foster Care Unit. This effort is already paying dividends, resulting in significant cost savings and reduction of staff time in managing a legally required reporting process. Instead of spending scarce human resources on paperwork, these efficiencies translate into more time spent directly with children and their caregivers.



At Glen's House, process improvement activities led to development of a weekly, 30-minute meeting involving all staff supporting the operation of this new program – 24/7, 365 days a year. Focusing on key quality indicators, this stand-up "huddle" aligns the team to continually strengthen operations, monitor service outcomes, and solve problems to support youth staying at Glen's House who are experiencing an acute mental health crisis.





Family & Children Services employees gather regularly around "Huddle Boards" – visual management systems – to monitor the progress of projects intended to help the agency reach its strategic goals: Be Fiscally Sound, Help People, and Stay Relevant.

"Lean Management is about people. It's about using the talents of people throughout the organization to identify and eliminate anything that does not add value to them and their clients."

 Chad Bareither, business process improvement manager for Stryker's Instruments Division

2017 FINANCIAL HIGHLIGHTS

Operating Revenues

\$10,234,000

Family & Children Services' friends generously contributed

\$651,000

Agency Endowment Funds supported programs with

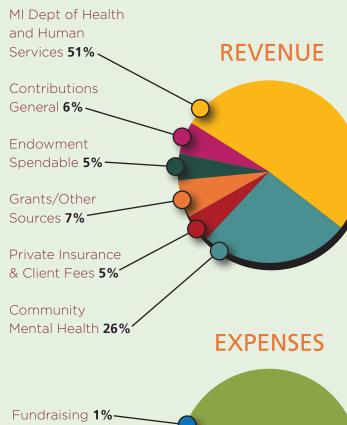
\$748,000

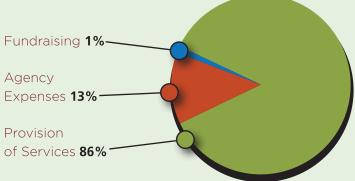
Non-Cash Gifts had an estimated value of

\$127,000

Operating Expenses, excluding depreciation were

\$10,933,000







While we look for ways to increase our efficiencies and reduce our administrative costs, we are grateful to have a partner in the Stryker Corporation. Stryker employees are helping us integrate the principles of Lean Management and its continuous process improvement throughout our organization. First developed by automaker Toyota, Lean Management has been adopted by manufacturers such as Stryker and is now making its way into the nonprofit world.



Stryker Corp. employees Bruce Parmelee (left) and Chad Bareither

"We are two years into a three-year effort with Family & Children Services," says Bruce Parmelee, senior continuous improvement manager for Stryker Instruments Division. "But continuous improvement never really ends. It's a journey, not a destination. And I'm glad to report that the agency has made tremendous progress in this journey."

Bruce and his Stryker colleague Chad Bareither, global continuous improvement manager, coach our employees on how to identify and eliminate inefficiencies in the delivery of programs and services to clients. With their guidance, we are implementing an organization-wide continuous improvement system that will target a five percent annual decrease in administrative costs during the three years of our new strategic plan. We will reinvest these savings in staff training and direct services to clients.

"This will help the agency do what it does best and make it better. It helps make our community better. You have to love that."

We do love it, Bruce. And we thank you, Chad, and other Stryker employees for partnering with us on this journey. Your expertise and generosity helps us be fiscally sound and strengthens our ability to carry out our mission.



After more than 115 years of providing services to children and families in our community, Family & Children Services wants to do it even better. This is another strategic focus for the agency. During the next three years, the agency's leadership, supervisors, and staff will work to identify how we can help more families heal and grow.

Just as with physical healthcare practices, there are specific behavioral health and child welfare practices proven effective for treating families suffering from trauma. Family & Children Services will focus on strengthening the use of evidence-based and promising practices, expand training in these practices for staff, and support them through trauma-informed supervision to serve more families in our community.

As important as effective treatment practices are, it is also our goal to gain a deeper understanding of the diverse individuals we serve. Family & Children Services commits to investing in an agency culture of Diversity, Equity and Inclusion and applying these principles into the fabric of how we deliver services to our clients. When this is achieved, our clients, staff, and the community benefit.



75% Income under 200% Federal Poverty

66% Under age 19

61% White/Caucasian

18% Black/African American

12% Multi Racial

5% Hispanic

4% Other/Not Available







CHILD WELFARE PROGRAMS:

Family Preservation & Parenting Support – 2,054 Individuals served

Foster Care – 1,041 Individuals served

Adoption – 252 Individuals served

BEHAVIORAL HEALTH PROGRAMS:

The Counseling Center – 1,855 Individuals served

Community Based Mental Health & Social Emotional Learning – 1,904 Individuals served

Crisis Services – 1,458 Individuals served



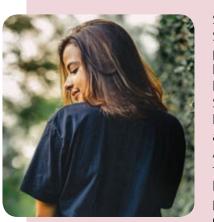
Suzanne and Sam

In her job as a Family & Children Services trauma therapist, Suzanne Coleman sometimes has to tell children in foster care that they are not going home to their birth parents.

"For some kids, it's like telling them that their parents have died," says Suzanne. "Even though life with mom and dad may include abuse and neglect, homelessness, and the chaos of drugs and alcohol, these kids often forge strong bonds with one or both parents. It is their normal and they adapt to it."

Even if a child bonds well with foster or adoptive parents, Suzanne says "counseling during this transition can be extremely critical," both for a child who needs help understanding what has happened and why, and for the foster parents who may be baffled by a child's maladaptive behavior.

"Children are extremely resilient," she says, "but it's vital that they have therapeutic attachment counseling from a traumainformed professional in order to move to the next level of trust with their foster or adoptive parents."



Such was the case for 14-year-old Sam (not her real name), whose parents had all but abandoned her, often leaving her to care for herself and her younger siblings. Sam felt she needed to act more like an adult to receive the care and attention she so desperately needed. A neighborhood man was more than willing to oblige, introducing her to alcohol, drugs, and sex. One particular incident involving sexual exploitation changed the trajectory of

Sam's life forever. Later, when placed in foster care, Sam began to have nightmares and intrusive memories of the traumatic experiences of her former life.

"Trauma-focused cognitive behavior therapy was designed for individuals like Sam," says Suzanne. "It helps break the cycle of adverse childhood experiences, or ACEs, that can plague her throughout her lifetime."

"Instead of asking 'What's wrong with you?' we ask 'What happened to you?' The answers to this question help her sort out the good experiences from the bad, understand how these experiences affected the choices she made and determine who she wants to be now that she has a chance to choose."

> "THIS GOES STRAIGHT TO THE HEART OF WHAT IT MEANS TO HELP PEOPLE."

STAY RELEVANT

A third strategic goal for Family & Children Services is to stay relevant to our clients and our community. Agency growth will come from a concentrated effort to keep children, youth, and families from experiencing further traumatic events, such as separation or

hospitalization. Reaching this goal will include developing and maintaining key partnerships in our community supporting families *before* events rise to the level of a crisis. Today, children are exposed to abuse and neglect, bullying, and home and school violence at alarming rates. A continuum of Crisis Services is available for those children – ranging from a 24/7 crisis response to a short-term treatment stay at Glen's House. Partnerships with Battle Creek Public Schools, Communities In Schools Kalamazoo, Kalamazoo Public Schools and KC Ready 4's, now allow our therapists to work directly with students, parents, teachers, and administrators – in the schools – so that children can have an opportunity to graduate high school and possess the social and emotional skills to establish and maintain positive relationships allowing them to succeed in life.

School-Based Counseling: Partnering For Kids

Students love Deb Faling's office, dubbed the "Crow's Nest," at Woodward School for Technology and Research, a pre-K through fifth-grade magnet school in Kalamazoo.

"I have a nice rug to sit on, art supplies and toys – things that help kids feel safe, in control, and that they can run the show a little bit," she says. "We sneak in some therapy too," she adds with a wink.

Deb is a licensed Master Social Worker and one of six school-based Family & Children Services therapists embedded in both Kalamazoo and Battle Creek public schools – a number that is on the rise due to partnerships with the schools and Communities In Schools Kalamazoo.

Deb Faling, LMSW
Family & Children Services
School-Based Therapist

She carries a revolving caseload of 30-35 students during the school year and meets individually with five to seven students each day. Angry outbursts, bouts of sadness, and trouble focusing on classwork are typical issues that land students in her office.

"School can be stressful for kids," she says. "Especially if they are bringing stress from home, too. Having someone who can help them mitigate that stress and teach them coping skills is vital to keep them progressing scholastically, socially, and emotionally."

"All this interaction helps me see first-hand whether students are struggling or making progress on what's bothering them."

Her individual student sessions have two goals: Address the specific issue that brought a student to the Crow's Nest and foster the student's own self-worth by letting him/her help direct the session.

"Letting kids take control helps them feel they are seen, their voices are heard," she says. "This is one of the big parts of therapy for children." One in five children in the country ages 3 through 17 have a diagnosable mental, emotional or behavioral disorder in a given year, according to the National Research Council and the Institute of Medicine.

Michigan is the third-worst in the country when it comes to the ratio of students to counselors, according to the American School Counselor Association.

Being school-based allows
Deb to observe kids in the
hallways, classrooms, and on
the playground interacting with
teachers and other students.
She also goes into classrooms
to teach mindfulness exercises
to all students.

"All this interaction helps me see first-hand whether students are struggling or making progress on what's bothering them," she says. "And I can check in with teachers and staff for their insights."

Teachers, school staff, and the Communities In Schools Kalamazoo site coordinator may bring a

student in need of counseling to her attention. Parents also approach her directly with concerns about their student and sometimes join a Crow's Nest session with their child, "which I love," she says.



"Few public schools have staff counselors anymore, so we fill an important role," she says. "Receiving one-on-one attention from the adults in their lives is so important to kids. "Through our counseling partnership with parents, teachers, staff, and Communities In Schools Kalamazoo you really do see kids feeling much more anchored, staying in class, progressing in school and in their lives."

OUR MISSION IMPACTS COUNTIES WE REACH Kalamazoo

MANY

Kalamazoo
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Allegan
Barry
Berrien
Branch
Cass
Kent
Lake
Mason
Muskegon
Oceana
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Van Buren

2017 PROGRAM OUTCOMES

CHILD WELFARE

93% of parents increased parenting skills

90% of high risk families remained together after services

BEHAVIORAL HEALTH

90% of youth/families improved or maintained functioning

91% of adults completed services as planned

CRISIS RESPITE AND RESIDENTIAL

95% of youth improved behaviors and functioning

85% of youth decreased suicidal/homicidal ideations

CUSTOMER SATISFACTION

97% felt treated with respect

96% satisfied with all services

YOUR GIFTS PROVIDE

FOR THE FUTURE

HOW YOU CAN HELP

HANDLE WITH CARE Annual Fund is a unique safety net providing agency clients with basic needs and specialized services when there is no other source in the community.

"Pack a Child for Camp" provides camp scholarships for children served by the agency.

Holiday Giving Program matches client families and children with individuals, schools, community groups and corporate donors to provide holiday gifts and meals.

Year 'Round Pantry collects in-kind gifts from the community to support client needs such as blankets, bedding, household items, personal care products, toys, diapers, back to school items, and books.

Visionary Club deferred and planned gifts support future generations of children and families in need.

THANK YOU TO OUR DONORS

To make a gift, please contact Courtenay VanderMolen, Director of Resource Development at 269.373.0248 x 417. Secure online donations accepted on fcsource.org.

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