

## Dear Friends and Supporters,

From the onset of the Growth and Opportunity (GO) Fund Campaign nearly 2 years ago, the saying “How do you eat an elephant? One bite at a time.” has been on my mind. Our *Generate* strategy, including the campaign to support it, is similar to the monumental task of eating an elephant. We began this task under uncertain financial stability at the State level. We have weathered unprecedented funding cuts and changing priorities. Yet, we have been overwhelmed by the generous response from supporters who have helped us raise more than \$1,200,000 towards the \$1,805,000 goal—one gift at a time.

**We are close, but not done.** As we move ahead to open the second Concordia Day center in 2018, we are united in our vision and mission. We know Concordia Day and our *Generate* strategy are necessary to make growth and opportunity accessible to more Chicago children and families.

As we look to raise the remaining \$600,000 over the next 12 months, you can help us complete this monumental task—one gift at a time!

Please visit [www.concordiaplace.org/GOFund](http://www.concordiaplace.org/GOFund) to GO with us!

Sincerely,



Cameron Nelson  
Director of Advancement  
[cnelson@concordiaplace.org](mailto:cnelson@concordiaplace.org)



## Summer Achievements Lead to Bright Futures

While many Chicago teens spent their summer relaxing, teens in Concordia Place’s Ruckus Entrepreneurs worked at their all-natural body care product business and filled their summer with gardening, math, chemistry, and on-the-job leadership training. Paid summer internships, funded by After School Matters and the FDC Foundation, helped 20 Chicago teens imagine a brighter future for themselves.

***88% of Concordia teens see themselves doing something they never would have before Concordia and are more confident in their ability to achieve something new.***

These interns reformulated deodorants, hand-crafted two new soaps (LaLa Lavender and Royal Rosemary), and refined their resumes and interviewing skills. 100% of these teens stayed in school this fall and are on-track to graduate. High achievements for a group of teens whose peers only experience a 75% graduation rate.

To learn more about Ruckus Entrepreneurs or to buy their products, visit [www.ruckusteens.org](http://www.ruckusteens.org).



# Concordia Place— a place for all

Serving children, teens, seniors, and their families is at the heart of Concordia Place's mission. As Chicago's neighborhoods and demographics change, Concordia remains a constant support for the people in the communities we serve. In Fiscal Year 2017, 81% of the children, teens and seniors at Concordia Place came from low-income households. More than half of those families earn less than the Chicago median income, and yet we are still able to serve everyone through our mixed-income model.

With our sliding-tuition scale, scholarships, and funding the gap between public subsidies and market-rate tuition, **Concordia Place funded almost \$780,000 in tuition discounts in FY17.**

In addition, teen leadership and senior wellness programs are completely free of charge.



Not only is this the right thing to do, but our economically inclusive environment actually helps young children be more successful. Low-income children in economically-integrated early childhood programs perform better on achievement tests than their low-income peers in economically-segregated programs (July 30, 2007 *Preschool Matters*).

***Last year, 94% of Concordia Place children transitioning to Kindergarten met or exceeded seven developmental areas strongly associated with school success.***

What a simple way to help low-income children perform better in school— have early childhood programs with economic diversity. Diversity at Concordia is rich and multi-faceted; more than 22 languages are spoken in the homes of our families.



# Concordia Place FY17 Financials

July 1, 2016—June 30, 2017

Concordia Day on Ravenswood opened August 2016 as Concordia Place's first social enterprise early learning center. FY17 Financials reflect 11 months of its operations.

## Summary Statement of Activities

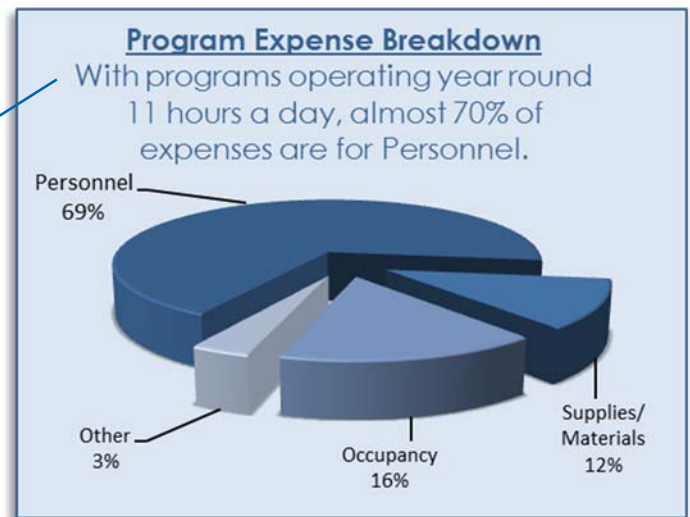
Revenue	FY16	FY17
Earned Income: Private tuition and other	\$2,502,777	\$3,226,754
Public Support:		
DHS Child Care Assistance Program (CCAP)	\$868,011	\$764,834
Preschool for All/Prevention Initiative	\$536,500	\$589,000
Food Program and Block Grant	\$133,133	\$134,880
Private Contributions:		
Events (includes gift-in-kind)	\$57,981	\$240,259
Individuals, Foundations, Corporations	\$725,311	\$384,643
<b>Total Revenue</b>	<b>\$4,823,713</b>	<b>\$5,340,370</b>
Expenses		
Program	\$3,573,152	\$4,193,449
Mission Expansion	\$90,233	\$194,630
Fundraising	\$348,057	\$409,433
Administration	\$594,864	\$518,174
<b>Total Expenses</b>	<b>\$4,606,306</b>	<b>\$5,315,686</b>
<b>Change in Net Assets</b>	<b>\$217,407</b>	<b>\$24,684</b>

### 1. Concordia "self funds" the tuition gap

Each year, Concordia Place self-funds discounts from its sliding scale, the gap between public funding and market rate, scholarships, and other tuition waivers. FY17 Earned Income nets almost \$780,000 for this gap.

### 2. 30% Less Public Support for Families

CCAP funding from DHS that provides child care subsidies for low-income, working families is almost 30% less than FY15 DHS income of \$1,052,927.



## Summary Statement of Financial Position

Assets		
Cash, cash equivalents, CDs	\$861,271	\$809,612
Receivables, prepaid expenses, and other	\$651,531	\$609,919
Equip, leasehold improvements (net depreciation)	\$1,439,937	\$1,464,030
<b>Total Assets</b>	<b>\$2,952,739</b>	<b>\$2,883,561</b>
Liabilities		
Accounts payable, other liabilities	\$443,027	\$402,522
Notes Payable	\$697,096	\$643,739
<b>Total Liabilities</b>	<b>\$1,140,123</b>	<b>\$1,046,261</b>
Net Assets		
Unrestricted	\$1,501,160	\$1,597,132
Temporarily restricted	\$311,456	\$240,168
<b>Total Net Assets</b>	<b>\$1,812,616</b>	<b>\$1,837,300</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$2,952,739</b>	<b>\$2,883,561</b>

### 3. Private Fundraising and the GO Fund Campaign

In FY16, Concordia launched the blended GO Fund Campaign to support its *Generate* strategy to open three Concordia Day early learning centers and support Concordia Place current funding needs. High Individual Contributions in FY16 are mainly campaign proceeds and pledges. Receivables include campaign pledges. Changes in Events income and Fundraising expenses are due to Concordia Place's major fundraising event moving to September and shifting revenues into a different fiscal year.

### 4. Mission Expansion

FY16 and FY17 Administrative and Mission Expansion expenses include preparation for Concordia Day on Ravenswood. Notes Payable reflects those build out expenses as well as refinancing of the 2006 Concordia Place on Whipple project.

Selden Fox, Ltd. audits the financials statements of Concordia Place using auditing standards generally accepted in the United States of America. These financials are summaries only; full audited statements are available upon request.

**Our *Generate* strategy is working!**  
With the opening of Concordia Day on Ravenswood,  
Concordia served 865 young children, teens,  
adults and seniors with its three Chicago centers.







## VISION 2020

Our strategy & movement into the future of Concordia Place



### GENERATE

Create new funding sources to ensure our mission



### COLLABORATE

Partner with organizations that complement our mission to serve more people in a more cohesive and comprehensive way



### ADVOCATE

Inform on the impact policies and procedures have on effectively serving children and families



### REPLICATE

Serve more low-income and working poor families with our economically inclusive model



**Admin Office**  
3300 N. Whipple  
Chicago, IL 60618  
[www.concordiaplace.org](http://www.concordiaplace.org)

3 convenient locations  
to serve you

**Concordia Place On Whipple**  
3300 N. Whipple  
Chicago, IL 60618

**Concordia Place On Seeley**  
3855 N. Seeley  
Chicago, IL 60618

**Concordia Day on Ravenswood**  
4809 N. Ravenswood  
Chicago, IL 60640

Concordia Place is a community ministry  
of Concordia Lutheran Church ELCA

# Thank You to our Supporters

JULY 1, 2016 – OCTOBER 31, 2017

## \$25,000 +

After School Matters  
Carl Bostrom  
CLEF Chicagoland Lutheran  
Educational Foundation  
FDC Foundation  
Daniel Formeller\*  
Richard and Beverly Moody\*

## \$15,000- \$24,999

Aetna Foundation  
Jasin Alfaro and Nicole Dalesandro\*  
J.R. Albert Foundation  
Concordia Lutheran Church,  
Chicago  
First Nonprofit Foundation  
John R. Houlsby Foundation  
Leo S. Guthman Fund  
Mission Investment Fund  
David and Jodilyn Pinkerton\*  
Robert Ratz and Yvonne Lozano\*  
David and Brenda Swartz\*

## \$5,000- \$14,999

Anonymous\*  
Ariel Investments  
Augustana Henze Endowment -  
Advocate Health Care  
The Blowitz-Ridgeway Foundation  
The John Buck Company  
Foundation\*  
Philip H. Corboy Foundation  
Mark and Joni Croll\*  
Plutarco DeGuzman and  
Linda Wiskow DeGuzman\*  
Deloitte Services, LP  
Eden Supportive Living  
Donald and Susan Hallberg\*  
Roy Johanson and Debra Pickett\*  
Jay and Krista Kapp\*  
Lakeside Bank  
Litowitz Family Foundation  
MassMutual Foundation, Inc.  
Metropolitan Chicago Synod, ELCA  
Salah Mubarak and Eva Roby  
Northcenter Chamber of Commerce  
Pelino Charitable Foundation  
Rev. Arnold O. Pierson\*  
Eric and Jamie Risch  
John Satter\*  
Shapack Partners  
Skender Foundation  
Andrew and Amy Waters\*  
Jay and Carrie Weaver  
Tom and Carol Westley\*  
Dr. Lanny and Rev. Linnea Wilson\*  
Rev. Nicholas J. Zook and  
Stephanie Daczyszyn\*

## \$1,000- \$4,999

Advocate Health Care  
Bryan and Martha Alfaro  
Alper Services LLC  
American Electric Construction  
Company LLC  
Anonymous  
Brad Baiocchi  
Baker Development Corporation  
Dean Bard  
Belvedere Events and Banquets  
Berkadia  
Bernstein Private Wealth  
Management  
Deborah A. Bricker  
Adam and Julie Bruene  
Bulley & Andrews, LLC  
The Burciaga Family  
Zena Burns  
Justin and Heidi Bush  
Dave and Sara Byerly  
Mary Ellen Caron  
Katie Coleman  
Don and Mary Dalesandro  
Glenn and Sally Dasher  
Nyla Diab  
George M. Eisenberg  
Foundation for Charities  
Dr. John and Julie Formeller\*  
Jose and Eileen Garcia  
Steve Gardner and  
Susan Benson  
Richard and Madelyn Gaul\*  
Ginsberg Jacobs LLC  
Gloria Dei Lutheran Church,  
Downers Grove  
Grace Lutheran Church & School,  
River Forest  
Tom and Gabrielle Hanson  
Wayne and Margaret Hanson  
Tim and Cindy Harris  
Gerry and Kathleen Haslwanter\*  
Sam and Rita Hathorn  
Terry and Carol Hlavac\*  
Steve and Gayle Homberg  
Galen and Virginia Huff\*  
IFF  
IMC  
Immanuel Evangelical Lutheran  
Church, Chicago  
Jenny Grimm Photography LLC  
Bill and Maria Katris  
Jeremy Kaufman  
kCura LLC  
Key Development Partners  
Samad and Mayra Khan  
Khatib & Associates Inc.

Mark and Doreen Kieffer  
Jay and Lauren Kopfer  
Ladden & Allen  
Andrew and Elizabeth Lapp\*  
John W. Lowell and  
Mary-Ann Lupa\*  
Lutheran Church of the  
Atonement, Barrington  
Richie Marrero and  
Kathryn Formeller\*  
MassMutual Chicago  
MDRT Foundation  
Greg Merdinger  
Bishop Wayne and  
Pamela Miller\*  
Moxie Coalition  
MyCharmedLife  
Edward and Debra Nelson  
Mark and Guadalupe Neukirch\*  
North Star Benefits, LLC  
Northern Trust CharitableTrust  
Yan and Gabriella Pesotskiy  
Kristi Peterson  
Pioneer Wealth Planning Group  
Pipeworks Brewing  
Gary and Judy Radtke\*  
Ranquist Development Group  
Reliable Contracting &  
Equipment Co.  
Luis Reyes and Deliana Gamez  
Beatrice Ries\*  
Robert and Sandra Robertson\*  
Alan and Susan Rose  
Harold and Alice Sandberg\*  
Pastors Dan Schwick and  
Kathie Bender Schwich\*  
Bill and Gloria Sedlacek  
Selden Fox, Ltd.  
Ethan and Karen Semone  
Timothy Slomka and  
Kimberly Boike\*  
James and Lynsey Sorrell  
St. Mark Lutheran Church,  
Mount Prospect  
Sterling Bay  
Sulzer Family Foundation  
Jim and Christina Sustr  
Swantiques--an\*tiq/mod\*ern  
The Sandbox Group LLC  
Patrick Thomas and  
Anna-Liisa LaCroix  
Arthur and Kimberly White  
Winnetka Congregational Church  
Woman's Society  
Wintrust Bank  
Winzeler Gear  
Deena Zimmerman Inc  
James Zou and Koun Kim

## \$250- \$999

Dr. Ahmed Abdelsalam  
Rev. David G. Abrahamson  
Adam and Mary Arents  
Janet Arnett  
Roger and Marjorie Asplund  
Eva Ayala  
Baker Tilly  
David Bernardo  
Glen and Clarissa Bickel  
William Boor  
Rev. Stephen and Janet Bouman  
Robert Brazunas  
Matthew Brett and Emily  
Monnelly-Brett  
David Burciaga and  
Valentina Moreno  
Lori Bush Funderwhite  
Adrienne Cabral  
Jaime Campanelli  
Jose and Angela Cardo  
Christian Carranza and Kristine Kitts  
Robert and Susan Chennell  
Joseph and Jennye Chiaramonte  
Citizens for Deb Mell  
Jorge and Carmen Cobo  
Jerry Conard and Jean Skornicka  
Mark and Linda J. Courtenay  
Ashley Crow  
David Dalton  
James Daly and Sarah Marshall  
Davidoff Communications  
Joe and Diana Davis  
Don Dearinger and Mary Godlewski  
Jeremy DeBor  
John DeCorah and Jocelyn Lemish\*  
Paul Demes  
Ramel Diab  
Jay and Noelle DiPrizio  
Jean Draniczarek  
Donna Drinan  
Ebenezer Lutheran Church, Chicago  
ELCA Federal Credit Union  
Spencer Ellena and  
Vanessa Velasco  
Enjoy, An Urban  
General Store  
Justin and Allegra Fischer  
Scott Fithian  
Joel Flaxman and  
Rachel Kamins  
John Forbeck and  
Andrea Bingen  
Fernando Galindo  
Phil and Susanne Gardner  
David Garrigus  
Michelle Georges  
William and Joan Geuss

**\$250- \$999 Continued**

Dan Glamann  
Global Recruiters Network  
Cara Goldsberry  
Adam and Clare Golla  
Henry Gomez  
Josh and Natalie Gordon  
Paris Hardamon and  
Cameron Nelson  
John and Brianne Haxton  
Rick and Terri Haymaker  
Meredith Haynes  
Susan and Ryan Hedlund  
Scott Hendrickson  
Morgan Henington  
Ellen Highbaugh  
Shaun and Kristen Himmerick  
Marvin Holman  
Ross and Lindsay Housner  
Patricia Hurley  
IBM International Foundation  
Illinois Tool Works, Inc.  
Immanuel Lutheran Church,  
Evanston  
Ryan Isaac and Ariana Klitzner  
Christopher Johnson and  
Kathryn Fitzgerald  
Jeff and Katherine Johnson  
Selene Juarez  
Rikki Kay  
Shawn and Alexis Kendrick  
William Kennelly and  
Flora Calabrese  
William and Pamela Killean  
Ruth LaCroix  
Lauren Lampert  
Carl and Suzanne Lantz  
William and Ruth Lederer  
James and Jen Lee  
James and Camille Licklider  
Doug Lindsay and Andrea Stanek  
Erik and Breanne Liscinsky  
Paul Lisnek  
Mark and Lynne Liss  
Trinita Logue  
Kathy Malamis  
Wesley and Caroline Mallady  
Debbie Marchese  
Fr. Jim Marchionda  
Richard Marfuggi and  
Andrew Ruffo  
Scott Martin  
Jean May  
Michael Mazursky  
Kevin and Megan McCarthy  
Martha McCarthy  
Mark and Jennifer Mele  
Chris and Devon Moore  
Justin and Kristin Newhuis  
Craig and Jennifer Phillips  
Quality Improvement Funds,  
Illinois Action for Children

Benito Ramos and Kiki Collias  
Joseph Reeder and JeriLynn Higgins\*  
Karl and Ruth Reko  
Carol Ressmeyer  
David Richert and  
Donna Cook Richert  
Jay Ritchie  
Frank Roberts and Sang Thai  
David Roth  
Sue Rothmeyer\*  
Roger and Donna Rumney  
John Sassaris and  
Stacy Zervas-Sassaris  
Tim Savoca  
Paul and Mary Schlatter  
Rev. Eric and Andrea Schlichting  
David and Whitney Schmidt  
Ron Slucker  
Chris Squier\*  
St. Luke's Lutheran Church, Chicago  
Julia Stasch  
Wilma Stevens  
Josh Stoner and Kari Hailey  
John Stucky  
Judy Swartz\*  
Andrew Tecson and  
Nancy Ellen Hagen  
The Boss Bar  
The Walt Disney Company  
Foundation  
Ruth J. Thiede\*  
Thrivent Choice /  
Choice Dollars Program  
Greg Truex  
Tony and Patty Tunney  
United Methodist Homes &  
Services  
Mark Van Scharrel  
Amanda Walton  
Scott Warsheski and  
Amalie Kaufmann  
Susan Weber  
Kathleen West  
Lewis Wilson  
Jennifer Wolff  
Rosa Yanez  
Phil Yates and Sarah Venuti Yates  
Daniel and Jennifer Yuen

\* GO Fund Donors