FY18 ANNUAL REPORT

HORIZONS FOR HOMELESS CHILDREN®
MISSION
The mission of Horizons for Homeless Children is to improve the lives of young homeless children in Massachusetts and help their families succeed by providing high-quality early education, opportunities for play, and comprehensive family support services.

VISION
Every homeless child will have the opportunity to learn, play, and thrive.

Horizons’ staff begin Certificate in Child Homelessness Studies program through Lesley University.
Dear Friend,

Between 2017 and 2018, Massachusetts experienced one of the largest increases of any state in family homelessness – 17%. Our work has never been more important or more needed. Horizons continued its work this past year making a profound difference in the lives of thousands of children experiencing homelessness.

As we’ve continued to innovate this year, we’ve done so with a focus in three key areas. First, we are pursuing program excellence with better training and collaboration so that our classrooms are functioning at their best. We have made new investments in career development for our employees to both enrich their lives and improve outcomes for the families they support. Last, by focusing on both our fundraising efforts and identifying financial efficiencies in our operations, we have significantly improved Horizons’ financial position as we prepare to enter our 30th year.

With the help of many, we also embarked on a capital campaign that will allow us to enhance our education delivery, efficiency and cost structure in a new building that will become our new headquarters and centralized early education center. This progress would not be possible without the many stakeholders in this organization who value its mission and impact. On behalf of myself and the leadership team, thank you for your ongoing interest, support and commitment.

Sincerely,

Kate Barrand
President & CEO
Over the past fiscal year, Horizons made great strides in our work. Here are just a few highlights:

### Early Education Centers
We continued our work on behalf of children experiencing homelessness in Boston by offering free, high quality, trauma-sensitive early education at sites in Dorchester, Jamaica Plain and Roxbury.

### Family Partnerships Program
We partnered with Horizons’ parents by using a strengths based focus to support and empower them as they build skills and strategically set goals for a sustainable future.

### Playspace Program
We provided the curriculum and volunteers to make playrooms in shelters a valuable resource to families in more than 90 locations across the state of Massachusetts.

### Policy & Advocacy
We educated our legislators about the importance of supporting policy and funding that helps address the needs of homeless children and families.
OUR DONORS

We are so grateful for our donors and supporters who make our work possible. Thank you for making a difference in the lives of thousands of homeless children and families in Massachusetts!

$100,000 or more

INDIVIDUALS
Anonymous
Sandy and Paul Edgerley
Lauren and Joseph Mazzella
Sarah and Dana Nielsen
Edward and Barbara Shapiro
Benjamin and Lauren Svenson
Elinor Svenson and Mark Klempner
Eric and Sarah Svenson

CORPORATIONS AND FOUNDATIONS
Anonymous
1434 Foundation
MFS Investment Management

$50,000 - $99,999

INDIVIDUALS
Anonymous
Josh and Anita Bekenstein
Michael and Barbara Eisenson
William Kaiser and Kelly Kaiser
Anne C. Kubik and Michael A. Krupka
Linda Mason and Roger Brown
Greg Morzano
Tracy and Michael Roberge
Maurice and Luly Samuels
Victoria and Donald Sullivan

CORPORATIONS AND FOUNDATIONS
Bain Capital Community Partnership
Boston Celtics Shamrock Foundation
The Boston Foundation
Bright Horizons Foundation for Children
Alfred E. Chase Charity Foundation
Alice P. Chase Trust
Liberty Mutual Foundation
Selander Foundation
Walmart Foundation

$25,000 - $49,999

INDIVIDUALS
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Bob and Michelle Atchinson
Stephanie and John Connaughton
Alicia Cooney Quigley and Stephen Quigley
Scott and Laurie Haig
Barbara and Amos Hostetter
Jack and Beth Meyer
Aaron and Lauren Miller
Thomas O’Connor
Kate and Ford O’Neil
Tim and Lynne Palmer
Paula Ness Speers and Mark Speers
Tracy and Brad Stevens
Susan Whitehead

CORPORATIONS AND FOUNDATIONS
Anonymous
Robert Lloyd Corkin Foundation
DCU for Kids
Doe Family Foundation
MassMutual Life Insurance Company
StudioMLA Architects
The Van Otterloo Family Foundation
The TJX Foundation Inc.
Wellington Management Foundation
Yawkey Foundation

$10,000 - $24,999

INDIVIDUALS
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Jill and David Adler
Ellen Bennett
Jane Brock-Wilson
Bronwen and Ryan Carroll
Karen Clark
Tim and Jayme Cook
Robert Cremin
Sally and John Davenport
Ryan and Jennifer Debin
Deborah and Timothy Diggins
Jonathan Dutch and Emily Greenstein
The Engler Family
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Matt Epstein and Deborah Hiatt
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Lee Goodman
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Andrew and Cindy Janower
Douglas and Kyle Karp
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Kathy and Brian Klingler
David and Kathleen Kneram
Andrea Kreitman
Kate Lubin and Glendon Sutton
Richard and Nancy Lubin
Pamela Mann and David Baron
Diane Margolis
Michele May and David Walt
Michele Mittelman
Erin and Matt Murphy
Ms. Tami E. Nason
Mark and Kimberly Notkin
The Perkin Fund
Robert and Mary Beth Persons
Steven and Adrienne Principe
Judith and Jack Remondi
Audrey Epstein Reny and Steven Reny
Allison Horne and Peter Riehl
John and Cathy Sommers
Liz and Rick Vanzura
The Heller/Vaver Family
Martha and Tony Vorlicek
Peter and Jessica Walter
Linda Wondrack
Emily and Greg Woods

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Anonymous (3)
Aberdeen Standard Investments
athenaGives
Blue Cross Blue Shield of Massachusetts
Blue Hills Bank Foundation
Boston Urban Partners LLC
Bright Horizons Family Solutions
Cabot Corporation Foundation
Charlesbank Capital Partners, LLC
Clough Capital Partners, LP
Commodore Builders
Dennis Family Foundation
Alice Willard Dorr Foundation
Frederick Lobl Trust
Goldman Sachs
The Hamilton Company Charitable Foundation
J.P. Morgan Securities Inc.
Liberty Mutual Insurance
Linde Family Foundation
Marsh & McLennan Agency
Massachusetts Charitable Society
Music Drives Us
NBC Sports Boston
Northwestern Mutual Financial Network
Old Ironsides Energy, LLC
Putnam Investments
Ropes & Gray LLP
State Street Corporation
The Abbey Group
Turner Construction Company
Version 2.0 Communications
Winning Home, Inc.

$5,000 - $9,999

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Mario Abularach
William and Margaret Adams
Robin and Philippe Amouyal
Rob and Patricia Aranow
Pamela and Jesse Baker
Douglas and Diana Berthiaume
Dr. Stephen J. Blyth and Mrs. Anita Gajdecki
C. Hunter Boll and Patricia Nilles
CJ Brucato
Robert Butler
Shawn and Sarah Byrne
Mary and Paul Ciampa
Mr. and Ms. John J. Collins
Elizabeth Crowley Sprayregen and Ben Sprayregen
Morris M. Rand Memorial Foundation, Inc.
Marc and Judith Cutter
Fotene Demoulas and Tom Cote
Cynthia and Bryon Deysher
Timothy and Maureen Dibble
Peter Dulac
Betty Ferree
Andrew and Ana Hebra Flaster
Courtney and Michael
In honor of our 30th anniversary, Horizons would like to thank our supporters who have generously donated more than $1 million in lifetime giving.

Their support has allowed Horizons to transform the lives of more than 20,000 children and their families since its founding in 1988.
The Little Steps, Big Mission campaign was launched in May of 2018. Led by Campaign Co-chairs Michael Eisenson of Charlesbank Capital Partners and Michael Roberge of MFS Investment Management, the goal was set to raise approx. $20 million for the new Horizons Center, a unique public/private joint venture which is the first-of-its-kind in Massachusetts and will improve the education, health and well-being of the city’s homeless families. The new center will provide on-site early education programs as well as access to a variety of social services to help parents navigate the many complexities of homelessness.
the number of months a child spends on the waitlist before enrolling in our Early Education Centers
Harvard Pilgrim Health Care
HATCH Marketing
Hewlett Packard Enterprise
Hilltop Church Boston
HUB International
Illinois Tool Works Foundation
The Lawrence Model Lodging Houses Trust
MAXIMUS Foundation
North Shore Bank
Palmer Walker Foundation
Peloton Group
Pepsi-Cola
PNC Foundation
Pride Stores LLC
Professional Convention Management Association New England
Saint Mary's Episcopal Church
United Way of Greater Attleboro/Taunton
Whittier Trust Company
Windsor Mountain Summer Camp

**FY18 In-Kind Donors of $1,000+**

Anonymous (5)
Adage Capital Management, L.P.
Boston Celtics Shamrock Foundation
Bright Horizons Family Solutions
Kristin Brophy and Andrew Ritzer
Buildium
Burns & Levinson LLP
Center For The Development Of Children
Ryan and Jennifer Debin
Jonathan Dutch and Emily Greenstein
Entertainment Specialists
Freeman
Hoopoe Share Literacy Program
Hurricane’s at the Garden
Douglass and Kyle Karp
MFS Investment Management
Marla Mullen Sanford and Terry Sanford
New England Patriots Charitable Foundation
PEAK Event Services
PSAV
Steven and Adrienne Principe
Ana Sortun
Stowe Mountain Lodge
Susan Whitehead
Winston Flowers
Dear Supporter,

As a direct service organization, our staff work in our classrooms, community shelters and with our families to fulfill our mission every day. We are incredibly fortunate to have the support of thousands who have donated their time, talent and treasure to make this work possible.

In 2018, Horizons overcame an operating deficit that had existed for several years to reach a balanced budget. In addition, we launched a capital campaign to build a new building that will further improve financial sustainability and create efficiencies in staffing, administration, enrollment and procurement. The impact of the campaign’s success is reflected in this year's financials according to generally accepted accounting principles (GAAP) and IRS regulations and may warrant some explanation.

As you view the financials, you will see a significant improvement year over year. In 2017, there was an overall deficit of $930,000. In 2018, we're reporting a $5.6 million surplus based on the GAAP principles. This reflects campaign pledges which must be accounted for in the year they are received. Readers will see this reflected as temporarily restricted. As our capital campaign continues, we will account for pledges the same way and this will continue until the conclusion of the capital campaign. Our intention is to continue to sustain a balanced budget in our daily operations to serve our mission.

Thank you for your continued investment in supporting Horizons for Homeless Children.

Sincerely,
Greg Morzano
Board Treasurer
## STATEMENT OF FINANCIAL POSITION
### FOR THE YEARS ENDED JUNE 30, 2018 AND 2017

<table>
<thead>
<tr>
<th>Assets</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$296,990</td>
<td>$2,927,754</td>
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<tr>
<td>Investments at fair value</td>
<td>7,142,686</td>
<td>7,852,285</td>
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<tr>
<td>Contracts and grants receivable</td>
<td>566,246</td>
<td>409,559</td>
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<tr>
<td>Promises to give, net</td>
<td>2,209,810</td>
<td>645,243</td>
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<tr>
<td>Prepaid expenses and other</td>
<td>300,455</td>
<td>295,506</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>$10,516,187</td>
<td>$12,130,347</td>
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<tr>
<td><strong>Property and Equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>418,004</td>
<td>240,482</td>
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<tr>
<td><strong>Other Assets</strong></td>
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<tr>
<td>Investment in limited liability company</td>
<td>3,609,987</td>
<td>154,942</td>
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<tr>
<td>Promises to give, net</td>
<td>3,563,917</td>
<td>75,000</td>
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<tr>
<td>Deposits</td>
<td>27,317</td>
<td>27,317</td>
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<tr>
<td><strong>Total other assets</strong></td>
<td>7,201,221</td>
<td>257,259</td>
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<tr>
<td><strong>Total assets</strong></td>
<td>$18,135,412</td>
<td>$12,628,088</td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
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</tr>
<tr>
<td>Accounts payable</td>
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<td>$112,901</td>
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<td>Accrued expenses</td>
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<td>543,241</td>
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<td>Deferred revenue</td>
<td>-</td>
<td>7,500</td>
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<td><strong>Total current liabilities</strong></td>
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<td>663,642</td>
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<td><strong>Net Assets</strong></td>
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<tr>
<td>Unrestricted:</td>
<td></td>
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<tr>
<td>Operating</td>
<td>2,408,010</td>
<td>2,585,532</td>
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<tr>
<td>Property and equipment</td>
<td>418,004</td>
<td>240,482</td>
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<tr>
<td>Board designated</td>
<td>9,718,112</td>
<td>8,846,452</td>
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<td><strong>Total unrestricted</strong></td>
<td>12,544,126</td>
<td>11,672,466</td>
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<td>Temporarily restricted</td>
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<td>291,980</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td>17,654,576</td>
<td>11,964,446</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$18,135,412</td>
<td>$12,628,088</td>
</tr>
</tbody>
</table>

### TOTAL EXPENSES
- Programs: $6,689,786 (71%)
- Fundraising: $1,347,069 (14%)
- G&A: $902,032 (10%)
- Communications/Marketing: $438,706 (5%)
- Total: $9,377,593

### TOTAL REVENUE
- Individual, Foundations, & Corporations: $11,033,245 (73%)
- Government: $3,722,633 (25%)
- Investments & Dividends: $311,845 (2%)
- Total: $15,067,723
HOW CAN YOU HELP?

DONATE
To donate online, go to horizonschildren.org/donate

VOLUNTEER
By volunteering just two hours per week, you can make a difference in the life of a child. Become a Playspace Activity Leader (PAL) today. To apply, go to horizonschildren.org/playspace

TAKE ACTION
Lend your voice to improve the lives of homeless children and families. To take online action, go to horizonschildren.org/advocacy

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