

IMPACT *100* *Jersey Coast*



2019 ANNUAL REPORT

IMPACT 100 JERSEY COAST

WHO WE ARE

We are women of different ages and backgrounds who combine our charitable dollars, experience, and energy to make a tangible difference in our area. Impact Jersey Coast is part of a growing international movement that empowers women to fund transformational changes in our local communities.

OUR GOAL

To create a forum to raise awareness of our community's most pressing needs and fund transformational grants for high-impact projects addressing those needs.

HOW IMPACT WORKS

1

Gather a collective of women



2

Each woman donates \$1,100



3

Local nonprofits submit applications for high-impact projects



4

Committees review applications, perform site visits and choose finalists



5

Finalists present projects and members vote



6

Impact 100 grant(s) awarded



7

Grant recipients provide periodic progress updates to members

WWW.IMPACT100JERSEYCOAST.ORG

Follow us @Impact100JC



Contact Us

For Membership Inquiries please contact
Membership@impact100jerseycost.org

For Grant Inquiries please contact
grants@impact100jerseycost.org

Impact 100 Jersey Coast
PO Box 7989
Shrewsbury, NJ 07702

FROM OUR CO-FOUNDERS

It is with great pride and excitement that we share some of the highlights from what we have been calling our "million-dollar year" at Impact Jersey Coast in this, our 2019 Annual Report.

Back in 2016, 145 inaugural members came together to make our first grant of 145,000 in Monmouth County. Since that moment, Impact Jersey Coast has continued to spread with astonishing speed--as more and more women rise to the challenge of this collective endeavor.

Thanks to them--and to the support and generosity of our wider community--each year Impact Jersey Coast has added another 6-figure grant and funded another high-impact project in Monmouth County. And in 2019, we passed the mark of \$1 million dollars in total funding to our community!

And Impact is growing just as fast throughout our state! Jersey Coast was the second of what are now 4 chapters of Impact in the Garden State. And in just under 10 years, we have collectively given away nearly \$3.5 million dollars in New Jersey.

What once seemed unimaginable now feels inevitable. Impact has resonated with hundreds of women from all walks of life in our community and has touched the lives of many thousands more residents through the projects we have been able to support with our shared dollars.

But make no mistake, Impact only works thanks to the talent, imagination, and commitment of the volunteers who keep our ever-growing organization running. In these pages, we celebrate another year of achievements and share our gratitude with all those individuals and organizations who have accompanied us on this journey--from our committee members and volunteers, to our sponsors, to the nonprofits whose work we have been so fortunate to learn about and support in some measure.

The idea of Impact is simple, elegant, and radical. The story we are telling here in Monmouth County, throughout our state, and across the country, offers a new model of philanthropy and collective action in a world that seems increasingly divided.

As we print this report, the next chapter in our organization's story is already being written. We look forward to our 5th grantmaking year--one in which we aim to pass the mark of 500 members, fund 5 Impact grants (one in each category), and give away half a million dollars in a single year.

Our goals for our fifth year feel just as ambitious as those in our first one, when we hoped to recruit those first 100 women. . . and equally inevitable.

There is no doubt that the year ahead will be filled with new lessons for our growing organization and new milestones to celebrate together. Thank you again for your belief in our shared mission and for all your hard work and dedication to Impact 100.

Deirdre Spiropoulos
President, Impact 100 Jersey Coast
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Heather Burke
Vice President, Impact 100 Jersey Coast
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OUR IMPACT

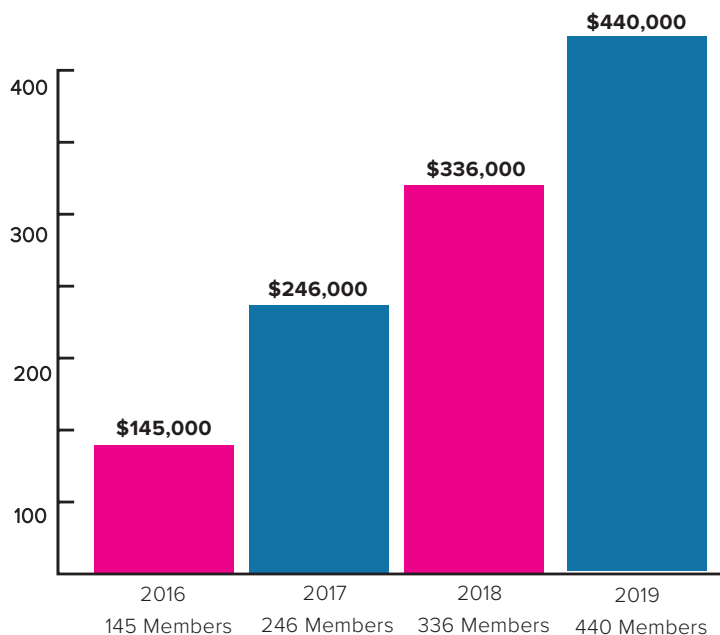
A group of us were proud to represent Impact Jersey Coast at the Impact 100 Global Conference this past October. I cannot impress on you enough how bright and exciting the future is for Impact 100 groups around the world! At the end of 2018 Impact 100 collective grant making reached an impressive \$67 million. That number is expected to grow at record speed as more and more Impact chapters launch with the support of the Global Council and existing Impact groups.

On a local level, our 2019 grant cycle was busy, as always! Thank you to our Committee Chairs and the 97 members who served on grant review committees to diligently review 61 applications in five focus areas: Arts & Culture, Children & Families, Education, Environment, Parks & Recreation and Health & Wellness. The majority of those members also attended multiple site visits / seizing on a unique opportunity to gain a deeper understanding of our local nonprofits. And finally, after careful consideration, five finalists were selected to present at our Annual Meeting in the hope of receiving one of our four \$110,000 grants.

We remain indebted to all the worthy nonprofits who work so tirelessly for the underserved, to our applicants who share their inspiring work with us and, in particular, to our incredible grantees, 180 Turning Lives Around, Covenant House New Jersey, Mental Health Association of Monmouth County, CFC Turning Lives Around, Caregiver Volunteers of Central Jersey and Family Resource Associates. They have shared exciting updates on the results of our funding in the pages that follow.

As we move into our fifth year, we are excited to launch our "Fund All Five" campaign: an aspirational goal of passing the 500 member mark which would empower us to award a grant in each one of our 5 focus areas. From Environment, Parks and Recreation to Children and Families, our broad focus areas are defined to ensure membership donations improve and support all aspects of life in Monmouth County: how we care for our citizens, take care of those in need, enjoy and grow in the arts, and play in our rivers, oceans and open spaces.

We thank each and every one of you for joining us and being a change-maker in your community. To quote Impact 100 founder Wendy Steele, "With enough women working together in enough communities, there is no limit to the impact that we can achieve. We can, indeed, change the world."



Rowena Crawford-Phillips
Grants Committee, Chair
rcphillips@impact100jerseycoast.org



2017 GRANT RECIPIENT

Almost two years ago, Impact 100 invested \$123,000 in Covenant House New Jersey's Rights of Passage (ROP) program in Asbury Park. We are excited about the success that ROP has achieved and are grateful for Impact 100's support in launching the program. ROP helps young people transition from homelessness to a positive living environment by providing a safe place to stay where they can learn the skills necessary for independent living.

ROP houses five male residents between the ages of 19 and 22. All the young men are working or going to school. Some of our residents are doing both. We know that if young people who experience homelessness are given a safe and supportive environment, they can move beyond homelessness and go on to live a productive life. In addition to educational and career development support, counselling and problem-solving workshops are offered as part of the program and useful to our clients in learning to cope with social, emotional, family and economic issues. Goal setting and tracking personal success are other key ROP service components.

This calendar year, three residents successfully moved out of ROP and found apartments in the community, two have enrolled in higher education, and one purchased his first vehicle! Another is working professionally as a baker and has been accepted to Rowan University.

The neighborhood has been gracious and welcoming toward to the program. People have stopped by with food donations, youth interested in participating in the program have visited to tour the building and completed on-the-spot applications, and community volunteers have wrapped around the clients. Last winter, a few neighbors even helped us dislodge the van when it got stuck in the snow.

Based on the success of the program, Covenant House was able to secure zoning approval for a second home to house young women, which is slated to open in November 2019. Our hope is that the young people learn valuable life skills and feel capable of living independently by the end of their stay at ROP and form a solid foundation from which to excel in life.



2017 GRANT RECIPIENT

The Mental Health Association of Monmouth County thanks to the generosity of Impact 100 has been providing Suicide Prevention programming to schools throughout Monmouth County for the last 2 years. Writing about the impact of suicide prevention grants is never easy because you are trying to measure events that rarely happen. In fact in this last year there were no reported youth suicides in Monmouth County, and while we can't take credit for that significant accomplishment-- we can celebrate it-- as we're sure all members of Impact 100 will as well.

So what are the things we can recognize that would not have happened without your generous support? Let's start with the fact that 160 schools in Monmouth County have been provided with the Lifelines Suicide Prevention program, a best practice and evidence based model for creating competent school communities to respond to not just suicide but anything that affects the welfare of any member of the school. In terms of numbers, this translates to 44,410 students, 551 faculty, and 155 parents.

The program begins by consultation meetings with school administrators by providing them with a "readiness survey"- a checklist that helps them evaluate their schools ability to provide prevention, intervention and postvention to their school related to suicide and other traumatic events.

- Prevention includes the development of policies and protocols that ensure sustainability of all Lifelines activities. Prevention also provides manualized training for faculty and staff, parents, and students. The student training consists of curriculum that focuses on the identification of trusted adults, enhancement of help= seeking skills, and emphasis on the resources available within the school and community. When the Impact grant began, the curriculum was designed for 7th through 10th graders but in the last year new curriculum for 5th and 6th graders and 11th and 12th graders has been added. The 5th and 6th grade materials focus specifically on the courage it takes preadolescent children to ask for help and on the importance of taking social media messages of distress as seriously as those they get in person. The 11th and 12th grade curriculum focuses on the transition to life after high school and the development of skills to know what to do when life doesn't live up to one expectations.
- Intervention teaches school resource staff and other selected personnel how to talk with potentially suicidal students by using a conversational model that focuses on validation and exploration-- asking students to "tell me more"-- the 3 key words that define this intervention. This training also addresses how to engage parents in creating a safety net for their child at home and in school.
- Postvention is the final component of Lifelines and it prepares schools to respond in the event of a traumatic loss. This model empowers schools to take care of themselves, using internal and community resources as necessary when there is some type of loss that affects the school community. Through the grant, consultation has been given to schools to assist them in developing a structured response when tragedies occur.

An objective measure of the success of the Lifelines program is showcased by a letter that was written by Monmouth County School superintendents asking the State Department of Education to make Lifelines training available to all schools in the state. In addition, the entrance into so many Monmouth County schools has fostered a partnership with former Governor Richard Cody's Foundation to provide a suicide prevention program to paraprofessionals in schools that have received Lifelines trainings.

In addition, the development of a community project in Rumson-Fair Haven called the 2River Competent Community identifies key community stakeholders and empowers them to create the structure and resources that are needed to assist in the response to a traumatic community event. The competent community also raises awareness and provides educational activities that address risk factors for youth like substance use. Turning over prevention responsibility to community members is a strategy designed to encourage program sustainability.

The threads of sustainability were woven into this project design from day one. Through donations and grants, the Impact 100 activities have been extended through other funding sources. In June, the MHAMC was awarded a Monmouth County grant that will provide Lifelines booster sessions to schools previously trained through the Impact 100 grant as well as additional suicide prevention programming for both youth and adults. As the lead agency, MHAMC is collaborating with the Society for the Prevention of Teen Suicide (SPTS) and the Greater YMCA of Monmouth County to ensure success.

The strong foundation so generously funded by Impact makes this expansion of services possible as well as sustainable for years to come. Thank you Impact 100 for your impact on our Monmouth County youth and their families!!! We have been so grateful for all of your support.

Warm Regards,

Wendy DePedro, MEd., Chief Executive Officer



2018 GRANT RECIPIENT

In 2018, CVCJ was awarded \$112,000 to expand our Alzheimer's Respite Care Program (ARCP) and Connection Thru Music (CTM) program into Monmouth County. ARCP provides relief and support to those caring for a loved one with dementia through a 3-hour weekly, in-home social visit provided by a specially trained volunteer. CTM connects a young person and their adult mentor to an elder through weekly visits using the power of music as the bridge to memories otherwise lost to dementia. These programs were already helping nearly 100 families in Ocean County and a growing wait-list of desperate caregivers already existed in Monmouth County. We hit the ground running in Q1 2019, training 9 volunteers, conducting 10 home visits and making our first Monmouth ARCP match, ahead of our targeted timeline. So far we have conducted 20 home visits and currently have 8 matches.

During the first half of 2019, we focused mainly on establishing the programs in Monmouth County, including training staff and new volunteers, producing a formalized program manual to properly duplicate our already successful ARCP program, hosting community and professional awareness events and scheduling volunteer information sessions.

A highlight of the summer was the planning, coordinating and shooting of an impact video "Angels in Central Jersey" with director Michael Rossato Bennett and the Alive Inside production team. With a focus on our amazing volunteers, it was a true labor of love and we couldn't be more pleased with the outcome! We look forward to the expansion of the film to a "mini-documentary" and formal screenings in 2020. The preview we showed at our Celebration of Connecting Lives Fall Gala was a touching glimpse of this impactful piece, and when completed this month will contribute greatly toward spreading the news about these unique programs as we move forward in the new year.

Now in our 4th quarter, we are focusing efforts on expanding our intergenerational Connections Thru Music Program and we are gaining momentum. We rolled out a successful CTM pilot program in 2 adult day care facilities in Monmouth County, where our youth volunteers spent their summer engaging with elders with dementia in a group setting to share the power of music and connection with them. We entered into a collaborative effort with United Methodist Communities HomeWorks to teach their live-in caregivers how to create and administer musical playlists to their clients and we are fostering relationships with more adult day care centers, area schools and other nonprofit organizations to partner with in the coming year. Our goal with all of these initiatives is to expand our ability to bring the joy of music to more elders living with dementia and the experience of empathy to more youth.

The fact that we are now able to say "yes" to a stressed caregiver when he or she calls us for relief in Monmouth County is the most rewarding feeling in the world. Through our ARCP and CTM programs we are not only impacting the current generation of caregivers, but we are also nurturing and educating a whole new generation of young people to make Caregiver Volunteers vision a reality -- "to live in a world where our elders are cared for and honored."





2018 GRANT RECIPIENT

Since 2012, CFC Loud N Clear Foundation has provided recovery support services to over 12,500 families in the tri-state area. CFC is a relapse prevention program that rebuilds lives after rehab and substance abuse. Using peer support services, recovery coaches, sober social networking, career and employment programs, housing, and so much more - CFC proudly has a 90% success rate of members achieving long term recovery.

Addiction is a family disease. In 2018, Impact 100 Jersey Coast awarded \$112,000 to fund the expansion of the CFC Family Preservation Program (FPP). Our mission and purpose behind the expansion of this program was to support each family battling addiction with kindness, care, compassion and empathy. Through the Impact 100 Grant, we were able to serve siblings, at-risk teens, grandparents, couples, and parents of those battling addiction.

CFC developed unique ways to support each part of the family unit. The grandparents group is designed for those who have taken on the role of caring for the grandchild(ren) due to their own child's addiction. The group enjoys, the time they spend with one another, sharing resources, advice, laughter and endless support. During each grandparent group, CFC provides babysitting for their grandchildren, who absolutely enjoy spending time on the farm and getting to know one another. This is also an education experience for the kids as they spend time learning about addiction and recovery so they can further understand their circumstances. The couples support group explores ways for each couple to maintain positive communication and balance in their lives together while dealing with addiction either within their relationship or by a family member. The sibling support group provides a safe healing place for siblings to express their resentment, anger, and understanding towards their loved ones.

During our quarterly "Family Days", CFC hosted over 50 families who were impacted by addiction for a weekend activity. These events focused on reuniting families and allowing them to have fun together. Many families have restricted visitation and these days allowed for parents to be reunited with their children in a safe, positive way. The at-risk teen programs were our favorite FPP expansion. The days included team building and leadership, life goals, self-discovery, character development, friendship and loyalty, fitness and self-care. Many of the teens became further involved in volunteering at CFC and our hope is for them to stay involved and be a positive influence on their peers dealing with substance abuse issues.

CFC Loud N Clear Foundation and their families cannot thank the women, mothers, sisters, and friends of Impact 100 Jersey Coast for helping us serve more families in need. Addiction affects the entire family unit and we are so grateful we are able to provide this support to our community.





Family Resource Associates
PossAbilities for people with disAbilities

2018 GRANT RECIPIENT

Through your grant award, Impact 100 Jersey Coast provided our agency, Family Resource Associates (FRA), with the crucial funding we needed to take our bold idea from the pages of a strategic plan with an ambitious goal of supporting 10 people in its first year to an actual program now incredibly benefiting more than 60 people in Monmouth County. The most underrepresented demographic in the workforce are people with significant intellectual, developmental, and self-care disabilities. Our greater purpose lies in helping these well-deserving people to not only find but maintain employment in competitive, integrated jobs.

Traditionally, people with disabilities have been placed in jobs simply because a benevolent employer was willing to take them on. Not only is that demeaning, it is also shortsighted. Recognizing a tremendous need for change, we developed a unique program called Customized Employment Options (CEO), which approaches job creation by first discovering a job seeker's skills, preferences, and interests then thinking as if "there is no box" to develop opportunities with employers who will find tremendous value in the job seeker's inimitable talents.

In the concluding portion of our presentation last year, we boldly promised that an Impact 100 grant would have a far-reaching impact. We were right. Your grant has afforded many of the people we support with the means to better care for themselves, it has helped change how they view themselves, how they are viewed in the community, the manner in which they can contribute to the community, and lastly, strengthened the diversity and inclusion of the community. Since last November, we have placed people in jobs at a private golf course, a religious retreat, a local university, and a multitude of well-known retail businesses. In addition, our hardworking staff has grown from three original employees to a current roster of eleven.

One of our greatest triumphs involves a young man named Ryan. Ryan is a graduate of Gallaudet University in Washington, D.C. Ryan is able to hear, but communicates using sign language and an app on his iPad. Multiple agencies had worked with Ryan to find employment, with no success. Several hundred hours had been spent trying to find the right opportunity for him. A counselor from the local Division of Vocational Rehabilitation office contacted us to see if we might try our customized approach to help Ryan. One of the first changes we made was to suggest that he forgo bringing an interpreter along with him on interviews. Ryan is a charming, articulate young man and communicates just fine on his own. We are thrilled to tell you that Ryan has started working as a classroom assistant at a private school in Fanwood, NJ for children who are deaf or hard of hearing. Ryan's is just one of many wonderful stories we have written over the past year. We look forward to authoring many more and invite you to visit our Red Bank office to learn additional details about how your contributions have impacted so many lives.



Spotlight on Our Impact Enrichment Initiative

In a member-wide survey in 2017, many of our members expressed a desire to gather outside our grant-making process. In 2018 we launched our Member Enrichment Committee (EC) whose mission is to build a community within the Impact community. One of our goals is to create social settings that inform, educate, and inspire all women. The EC aims to organize 2-4 events per year that celebrate our Impact members while attracting new women to our organization.

Our first event, "It Starts with Us" took place in October 2018. Enrichment Chair and Performance Coach Casey DeStefano facilitated an interactive evening where members practiced relationship-building strategies that could be utilized at future Impact events as well as in life and work. It was a special evening of listening, learning, and acknowledgement that helped build bonds within our giving circle.

In celebration of International Women's Day, Impact Jersey Coast hosted Lieutenant Governor Sheila Oliver for a "fireside chat." At this inspirational evening, we learned how we can create change here in our Garden State, talked honestly about challenges we face, and explored how to overcome them. Nearly 100 members and guests gathered at Bell Works and were captivated as EC member Jennifer Willey led a candid and enriching conversation with the Lieutenant Governor. One of Sheila Oliver's best pieces of advice to women in the room that night came from one of her own early inspirations, Congresswoman Shirley Chisholm: "If there's not a seat at the table for you, bring a folding chair!"

Following a robust Q&A, attendees enjoyed a lively reception. An added bonus was a few of the guests signed up as Impact members!

Plans are under way for another exciting Enrichment year. In 2020 the EC will be working on an "Outreach Initiative" to better understand the needs of our members, help nurture new members and create deeper connections within the organization. For more information on upcoming events please visit: www.impact100jerseycoast.org/news/upcoming-events/

Additionally, if you'd like to get involved with the Enrichment Committee, please contact enrichment@impact100jerseycoast.org.

A special thanks to the Enrichment Committee volunteers: Casey DeStefano (Chair), Jennifer Collins, Marisa Dezego, Debra Gries-Smith, Deana Gunn, Kim Keating, Jillian Merriman, and Jennifer Willey.



Spotlight on the Impact Scholarship Program

In 2019 we piloted an Impact Scholarship Program to attract women who had the time, talent, and skills to contribute to our organization--but who lacked the financial resources for traditional membership.

We offered full (\$1,100) and partial (\$550) scholarships. We publicized the program via our newsletters, social media, and during recruitment events. Interested women completed an online application leading up to the March 1st deadline. Our Impact Scholarship Committee, appointed by the Advisory Group, then carefully evaluated all the applicants using a rubric based on key attributes of value to Impact. We were delighted to welcome eleven scholarship recipients in 2019, all of whom are volunteering in various capacities within our organization.

The intent is to continue the program in 2020 using the proceeds from the Salt Creek Grille fundraiser this April. Thanks to the generosity of Salt Creek Grille, we are able to invest in women who will enhance our membership while simultaneously growing our 2020 Impact Grant Fund, which will be directly reinvested in our nonprofit community via our grantmaking.

For more information on the Scholarship program please visit:
www.impact100jerseycoast.org/scholarship-opportunities/



THANK YOU TO OUR 2019 VOLUNTEERS

President: Deirdre Spiropoulos

Vice President: Heather Burke

Membership Co-Chairs: Alison Mayo, Jenn Trafficante

Membership Liaison: Bonnie Torcivia

Membership Team: Janet Cavano, Rebecca Donington,
Charissa Keavey, Karen Stanton, Lauren Wurst

Database Manager: Jennifer Berger-Brown

Finance Team: Sandra Nick, Michelle Peoples

Enrichment Chair: Casey DeStefano

Enrichment Team: Jennifer Collins, Marisa Dezego, Deb Gries,
Deana Gunn, Kim Keating, Jill Merriman, Jennifer Wiley

Communications Team: Anna Andre, Dani Corso, Riana Katz.
Kate McMahon, Aimee Remey

Web Master: Caroline Margolick

Sponsorship Chair: Denise Liotta

Events Co-Chairs: Lori Missig, Kristin Gruberg

Events Team: Maura Creekmore, Leigh DeFazio, Rebecca Donington, Lori
Feigenbaum, Cheryl Jones, Kristin Kroll, Tracye Martinelle, Brooke Olander

Volunteer Coordinator: Abby Cass

Operations Chair: Karen Waltz

Strategy and Analysis: Maggie LaRocca, Julie Pare



IMPACT ADVISORY GROUP (L-R)

Heather Burke
Rowena Crawford-Phillips
Maggie LaRocca
Mary Riley
Jennifer Trafficante
Alison Mayo
Bonnie Torcivia
Casey DeStefano
Aimee Remey
Deirdre Spiropoulos
Anna Andre
Denise Liotta
Betsy McKnight
Paulette Roberts
Lori Missig

(not photographed)
Sandra Nick
Julie Pare
Michelle Peoples
Karen Waltz

THANK YOU TO OUR GRANTS TEAM

Chair: Rowena Crawford-Phillips

Vice Chairs: Mary Riley and Cristie Ritz-King

Non-Profit Coordinator: Betsy McKnight

Grants Outreach Liaison: Jennifer Glover

FAC Coordinator: Heather Keefe

Grantee Liaisons: Holly Deitz, Michelle Peoples

Financial Review Chair: Michelle Peoples

Financial Review Team: Veronica Allora, Cheryl Bliss, Melina Calabretta,
Tricia Frankenfield, Sandra Nick

Focus Area Committee Members

Janis Alber Groppi
Dana Applegate
Christine Ballard
Heather Barberi
Susan Blake
Susan Bonardi
Emily Buckley
Eileen Bustillo
Lauren Cahill
Suzann Cahill
Megan Callus
Kerry Campelo
Cindy Carroll
Abby Cass
Rosie Catalano
Lauren Cederberg
Lauren Cesario
Anne Clark
Jennifer Collins
Brook Coppola
Laura Cucci
Maria Cullinane
Catherine Cutlip
Holly Deitz
Sandra Del Monaco
MaryAnne Donahue
Maria Dumbra
Karen Escobedo
Sarah Faller-Sweeney
Stephanie Federici
Lori Feigenbaum
Mary Eileen Fouratt
Shira Frackt

Margean Gladysz
Ali Glaser
Jenny Glover
Agnes Glowacki
Eileen Greenlay
Vanessa Grier
Jodi Grinwald
Pamela Gubitosi
Julia Harquail
Karen Harris
Lori Hohenleitner
Jocelyn Jeffries-Bruno
Riana Katz
Kim Keating
Elaine Killough
Phyllis Kinsler
Sandy Lacko Daus
Linda Lautenberg
Connie Lawyer
Nancy Lobell
Fran Lobl
May Louie
Holly Lyttle
Liz MacNeill
Lauren Marrus
Kate McAllister
Patty Micale
Cindy Newman
Beatriz Oesterheld
Retha Onitiri
Susan Palisi
Samantha Parker
Lauren Parkes

Marilyn Pozzuto
Amy Quinn
Patricia Ralph
Mary Riley
Karen Rodriguez
Lauren Salata
Peggy Sansone
Judie Saunders
Andrea Schirripa
Susette Schwartz
Jacalyn Sharpe
Maria Sorensen
Gina Stamatis
Teresa Staub
Nancy Sutsko
Nicole Taetsch
Megan Tencza
Katie Tobin
Dana Trinks
Ann Tvaroha
Susan Ullmann
Phyllis Venancio
Anita Voogt
Laura Wallach
Leslie Weis
Lois Whittom
Kim Willemstyn
Elizabeth Williams
Denise Wunderler
Sonia Zala Spina
Christina Zuk

Statement of Activity



FISCAL YEAR:	2018	2019
	Grant Cycle 4/1/2017 - 3/31/2018	Grant Cycle 4/1/2018 - 3/31/2019
REVENUE		
Membership Fees	\$336,000	\$440,000
Other:		
Other Contributions (Friends of Impact, Matching, Interest Income, etc)	29,135	30,698
Corporate Sponsors	7,500	32,100
110% Membership	19,200	44,000
Total Non-Grant Revenue	55,835	106,798
TOTAL REVENUE	\$391,835	\$546,798
EXPENSES		
Grants Awarded ⁽¹⁾	\$336,000	\$443,000
Other Expenses		
Annual Meeting ⁽²⁾	10,700	18,243
Events-Other ⁽³⁾	4,090	4,718
Enrichment	-	5,813
Scholarships ⁽⁴⁾	-	11,550
Membership	4,476	6,594
Marketing ⁽⁵⁾	-	2,535
Technology/Website/Admin	2,455	2,014
CFNJ Fee ⁽⁶⁾	5,811	8,940
TOTAL OPERATING EXPENSES	27,532	60,406
CHANGE IN NET ASSETS	\$28,304	\$43,392

Footnotes:

General: Our fiscal year runs from April 1 thru March 31. Expenses listed do not include non-cash amounts that have been generously donated in-kind by our members and other Friends of Impact.

Due to our continued growth, in both membership size and the number of grant applicants and recipients, we plan to utilize surplus over the next few years to adequately develop and implement an infrastructure able to support an organization of this size.

⁽¹⁾ Grants Awarded includes \$3,000 in 2019 for Runners Up grants, funded through Sponsorships

⁽²⁾ FY 2019 includes costs of 2018 annual meeting; increase over prior year due to increased number of attendees and fees

⁽³⁾ Includes member events as well as printing & materials for events

⁽⁴⁾ With funds generated from the Salt Creek event, our scholarship program paid for the memberships of 10 full members as well as 1 partial membership

⁽⁵⁾ 2018-2019 expense for promotional "What is Impact?" video

⁽⁶⁾ Fee was 2% in 2018 and 2.5% in 2019 on all revenue processed by CFNJ, as per our service agreement.

CFNJ fee includes tax filings, insurance, use of grant management software, etc.

DEEPEST GRATITUDE TO ALL OUR IMPACT SUPPORTERS



COMMUNITY FOUNDATION OF NEW JERSEY



New Jersey
Natural Gas

SH Stillwell-Hansen, Inc.

www.stillwell-hansen.com



BAYSHORE
Family of Companies

JUST SAYIN' GIRL



Bell Works

SALT CREEK
G·R·I·L·L·E



Impact100
COUNCIL



THE ATRIUM
AT NAVESINK HARBOR

A SPRINGPOINT COMMUNITY

