



**The
Early Learning
Institute**

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ancestry, national origin, age, sex, veteran's status or handicap.

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Annual Performance Summary

Financial and Programmatic Reports

2004/2005

*The
Early Learning
Institute*



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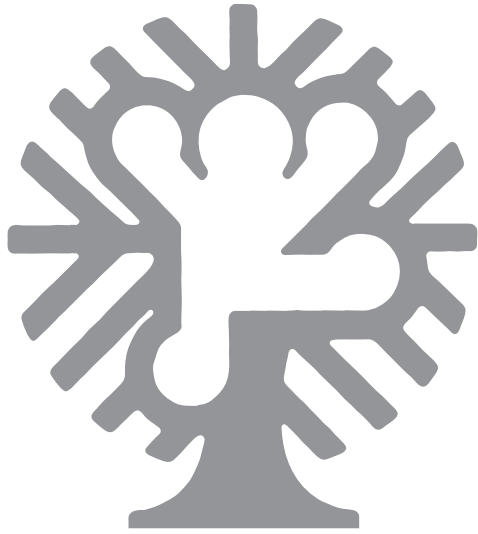
The Measure of Our Success

You may remember Zach, who was featured on the cover of our 1997-1998 annual report.

Zach was a student in the South Hills Preschool Center, where he received occupational, physical, speech and language therapy and social work services in addition to attending the preschool there. Zach graduated from the South Hills Preschool in 2001.

Zach now attends Whitehall Elementary and he's in the 4th grade. He attends classes with his home room and also takes special education classes, and is doing great.

Zach's mom reports that he loves school - "he'd go all year if he could."



Our Mission

The Early Learning Institute helps children to realize their full potential and enriches the lives of children and their families by:

- providing comprehensive programs and services for children with developmental delays in an inclusive environment;
- providing individualized developmental and pre-school programs and services for children of varying abilities;
- collaborating with other community organizations to carry out these missions.

Programs and Services

The Early Learning Institute serves more than 1200 children with special needs and their families each year. About 6% of the children served annually are traditionally developing children, who are served through our inclusion

- Infant and toddler program
- Harmony Learning Center day care
- Preschool Programs
- Speech & Language Programs

Our infant and toddler program provides services in the home, while our speech and language program provides services either in-home or in one of our preschool centers. The Early Learning Institute operates three preschool centers located in Turtle Creek, Coraopolis, and South Hills.



The Harmony Learning Center day care is also located in Turtle Creek.

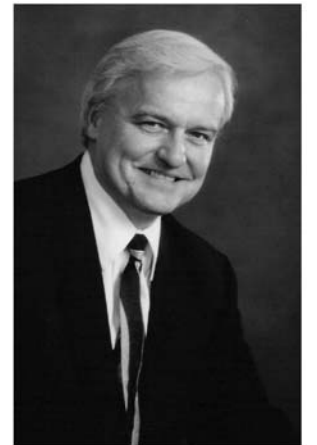
All photos featured within these pages were the generous gift of Anthony Jager Photography. Thank you, Mr. Jager for your gifts of your time and talent, as you visited with the children we serve to photograph them.

The Early Learning Institute Statement of Financial Position June 30, 2004

ASSETS	Notes	Current Fund	Endowment Fund	Eliminations	Total
CURRENT ASSETS:					
Cash and cash equivalents	1	\$ 529,045	\$ 171,543	-	\$ 700,588
Accounts Receivable	1,9	200,086	-	-	-
Interfund receivable		-	53,874	\$ (53,874)	-
Interest receivable		301	8,560	-	8,861
Prepaid expenses		19,405	3,612	-	23,017
Total current assets		748,837	237,589	(53,874)	932,552
INVESTMENTS	1,2,4	6,480	4,989,054	-	4,995,534
PROPERTY AND EQUIPMENT, NET	1,3,5	388,478	-	-	388,478
TOTAL ASSEST		\$ 1,143,795	\$ 5,226,643	\$ (53,874)	\$ 6,316,564
LIABILITIES AND NET ASSESTS					
CURRENT LIABILITIES:					
Current portion of note payable	5	\$ 17,073	-	-	\$ 17,073
Accounts payable		70,230	-	-	70,230
Accrued salaries		73,256	-	-	73,256
Accrued vacation		47,121	-	-	47,121
Interfund payable		53,874	-	\$ (53,874)	-
Annuity Payable		-	\$ 3,088	-	3,088
Deferred income		-	-	-	-
Total current liabilities		\$ 261,554	3,088	(53,874)	210,768
Note payable	5	195,272	-	-	195,272
TOTAL LIABILITIES		456,826	3,088	(53,874)	406,040
NET ASSETS:					
Unrestricted	1	686,969	1,422,280	-	2,109,249
Temporarily restricted	1,8	-	1,091,275	-	1,091,275
Permanently restricted	1,8	-	2,710,000	-	2,710,000
Total net assets		686,969	5,223,555	-	5,910,524
TOTAL LIABILITIES AND NET ASSETS		\$ 1,143,795	\$ 5,226,643	\$ (53,874)	\$ 6,316,564

**The Early Learning Institute
Statement of Financial Position
June 30, 2005**

ASSETS	Notes	Current Fund	Endowment Fund	Eliminations	Total
CURRENT ASSETS:					
Cash and cash equivalents	1	\$ 553,185	\$ 195,384	-	\$ 747,569
Accounts Receivable	1,9	201,821	-	-	201,821
Interest receivable		-	2,450	-	2,450
Prepaid expenses		<u>22,312</u>	<u>3,612</u>	<u>-</u>	<u>25,924</u>
Total current assets		777,318	200,446	-	977,764
INVESTMENTS	1,2,4	6,930	5,395,585	-	5,402,515
PROPERTY AND EQUIPMENT, NET	1,3,5	<u>370,036</u>	<u>-</u>	<u>-</u>	<u>370,036</u>
TOTAL ASSEST		<u>\$ 1,154,284</u>	<u>\$ 5,596,031</u>	<u>\$ -</u>	<u>\$ 6,316,564</u>
LIABILITIES AND NET ASSESTS					
CURRENT LIABILITIES:					
Current portion of note payable	5	\$ 18,117	-	-	\$ 17,073
Accounts payable		87,071	-	-	70,230
Accrued salaries		92,521	-	-	73,256
Accrued vacation		49,203	-	-	47,121
Annuity payable		<u>-</u>	<u>1,964</u>	<u>-</u>	<u>-</u>
Total current liabilities		\$ 246,912	1,964	-	248,876
Note payable	5	<u>177,373</u>	<u>-</u>	<u>-</u>	<u>177,373</u>
TOTAL LIABILITIES		<u>424,285</u>	<u>1,964</u>	<u>-</u>	<u>426,249</u>
NET ASSETS:					
Unrestricted	1	729,999	1,641,428	-	2,371,427
Temporarily restricted	1,8	-	1,192,639	-	1,192,639
Permanently restricted	1,8	<u>-</u>	<u>2,760,000</u>	<u>-</u>	<u>2,760,000</u>
Total net assets		<u>729,999</u>	<u>5,594,067</u>	<u>-</u>	<u>6,324,066</u>
TOTAL LIABILITIES AND NET ASSETS		<u>\$ 1,154,284</u>	<u>\$ 5,596,031</u>	<u>\$ -</u>	<u>\$ 6,750,315</u>



**A Message from the Executive Director and
Board of Trustees**

In these fast-paced times of seemingly constant change, The Early Learning Institute has remained constant in its mission to help special needs children to reach their fullest potential. As we enter our 48th year of providing services to special needs children and their families, we reflect back upon this past year and the many accomplishments we would like to highlight:

- the growth of our Infant and Toddler program by 9% serving 894 children in fiscal year 2004/2005;
- 55% growth at our Ohio Valley Preschool, serving 164 children in 2004/2005;
- 36% growth at our South Hills Preschool, serving 175 children during the 2004/2005 fiscal year;
- serving 161 children in the Turtle Creek Preschool and Harmony Learning Center, for a combined growth of 16%;
- 35% growth in our Speech and Language program, which served 222 children during the 2004/2005 fiscal year; and
- honoring Wilmina "Grandma" Moran for 25 years of dedicated volunteer service at our Turtle Creek Center.

As the agency has grown, so has the role of the Board of Trustees and cabinet as we strive to fulfill our organizational mission. The Board and cabinet is now embarking upon a comprehensive strategic planning process to plan for the future as we anticipate the needs of those we serve.

Looking toward the future, we are confident that The Early Learning Institute will continue to grow in response to the needs of those we serve. With the support of our Board, volunteers, donors, and funders, our staff will continue to help children to reach their fullest potential.

Natalie J. Schwoeble, M.Ed
Executive Director

Richard F. Andracki
President, Board of Trustees

Board of Trustees

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Tracy A. Zeiler, M.Ed.	Director of Infant/Toddler Programs
Deborah Uram, M.S./CCC	Director of Speech Programs
Kara D. Rutowski, CFRE	Director of Development

Program Growth

The need for our services has increased dramatically. A comparison of the number of children served in our programs during the past two fiscal years is below, along with the growth percentage.

<u>Program</u>	<u>FY 03/04</u>	<u>FY 04/05</u>	<u>Growth</u>
Infant & Toddler Program	818	894	9%
OV Preschool	106	164	55%
SH Preschool	129	175	36%
TC Preschool	86	95	10%
Harmony Learning Center	62	66	6%
Speech/Language Program	164	222	35%
Total service units delivered	1365	1616	18%
Total unduplicated clients served	1201	1394	16%

Donor Roll, 2005 - continued

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 Mr. Dino Guarino
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Thank you to the following organizations for sponsoring the 2005 Fore Kids! Golf Benefit:

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 The Pecoras
 PNC Bank
 RIDC of W. PA
 Snavely Forest Products
 TowerCare Technologies

Thank you to the following individuals and organizations who made in-kind donations to support our work:

Mr. & Mrs. John and Lynn Bottorff
 Mr. & Mrs. Bart and Mary Beth Carletto
 Cold Stone Creamery
 City of Pittsburgh Dept. of Parks & Recreation
 Curves
 Mr. & Mrs. Dennis and Beth Daudet
 Mr. & Mrs. David and Linda Duessel
 Mr. & Mrs. Michael & Ann Marie Dzura
 Mr. & Mrs. Jack and Mary Jo Elliott
 Emery Tree Service
 Mr. & Mrs. Norman and Denise Gatz
 Mr. Mike Goldbach
 Howard Hannah Real Estate Services
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 Mr. & Mrs. Donald and Barbara King
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 Rollier's Hardware
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 Ms. Laurie Stewart
 Tambellini's—Saw Mill Run Boulevard
 TGI Friday's
 The Original Fish Market
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 Ms. Deborah Uram
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 Ms. Victoria Willman
 Ms. Claudia Zavodnick
 Mr. & Mrs. Damon and Amy Zeigler
 Mr. & Mrs. Gary and Tracy Zeiler

Disclaimer:

Every attempt has been made to accurately list the names of donors who have contributed during the above-mentioned time period.

If there are any errors, please accept our apologies and contact the development department at (412) 922-8322 ext. 27 so that we may correct our records.

Donor Roll, 2005 - continued

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 Mr. & Mrs. Robert and Kelly Sterner
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Matching Gifts

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In Honor of Amanda
 Mr. & Mrs. John and Eileen Berezanich

In Honor of Amy and Wendy
 Ms. Heather Albert

In Honor of Anthony Quinn
 Mr. & Mrs. Al and Tracy Quinn

In Honor of Jacob Travis
 Ms. Madeline Spherac

In Honor of Kevin Stuparitz
 Mr. & Mrs. John and Kathleen Stuparitz

In Honor of Luke Leng
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In Honor of Matthew Obranovich
 Mr. & Mrs. Thomas and Kimberly Obranovich

In Honor of Pat Van Swearingen
 Ms. Jessie M. Van Swearingen

In Honor of Rachel Zeigler
 Mr. & Mrs. James and Anita Donovan

In Honor of Thomas and Steven Shirley
 Mr. & Mrs. Robert and Donna Shirley

In Honor of Zahira I. and Catherine T. Siebauer
 Mr. Joseph Siebauer

In Memory of Christina Serapiglia in the Name
 of Jace Chesky
 Mr. & Mrs. Louis and Eleanore Chesky

In Memory of Justin Losey
 Mr. & Mrs. William and Evelyn Bentley

In Memory of Michael Giglotti
 Mr. Paul Gerrie
 Ms. Barbara Giglotti

In Memory of Victoria Kent
 Carpenter Powder Products
 Carnegie Museums & Library—Human
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 Mr. & Mrs. Robert and Stella Carnes
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 Mr. & Mrs. Francis and Susan Ily
 Mr. & Mrs. William and Linda Kent
 Maher Duessel
 Ms. Margaret Manion
 Mr. & Mrs. Dennis & Mary Grace
 Mr. & Mrs. Guy and Lisa Rippole
 Mr. & Mrs. Guy and Pamela Rippole

Our thanks to the following organizations sponsored and or made in-kind contributions the 2005 Tour de Sewickley:

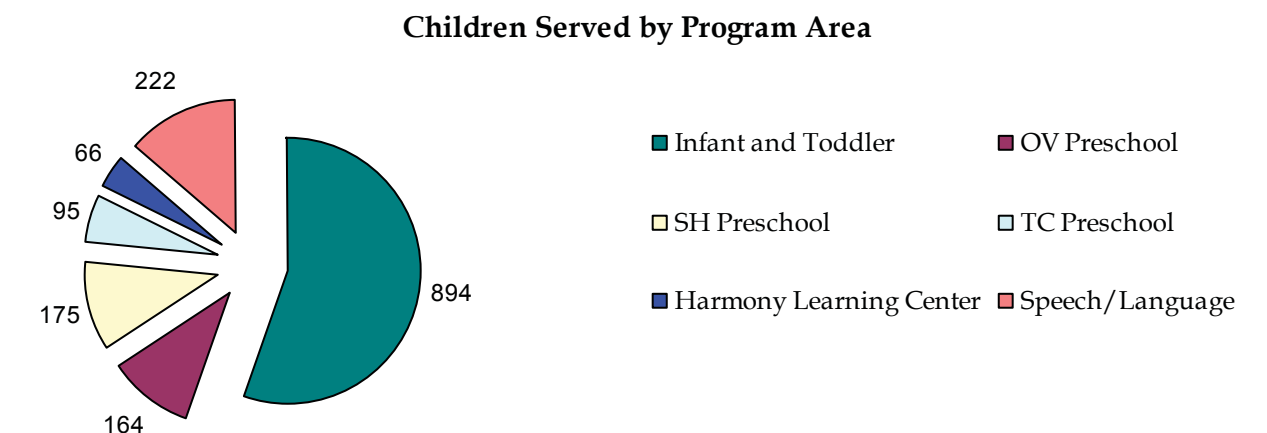
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 Shop'n Save
 Whole Foods

Thank you to the following individuals and organizations who made contributions for the 2005 Fore Kids! Golf Benefit:

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 Mr. Kevin Daw
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 The Fireplace & Patiolplace
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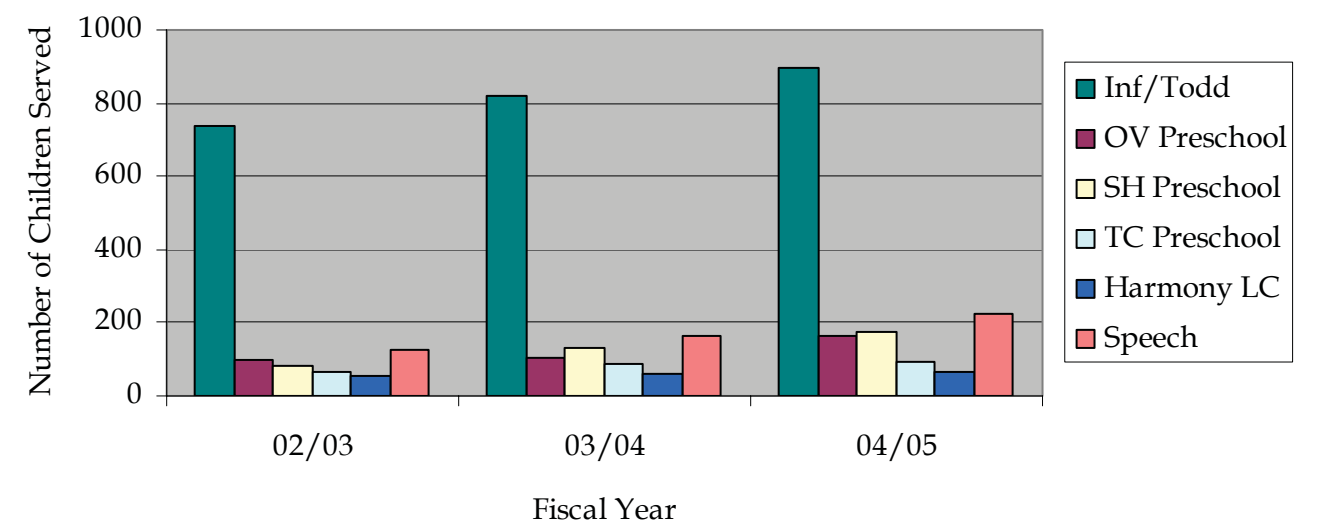
A Big Footprint

The chart below illustrates the number of children served by program area.



Program Growth

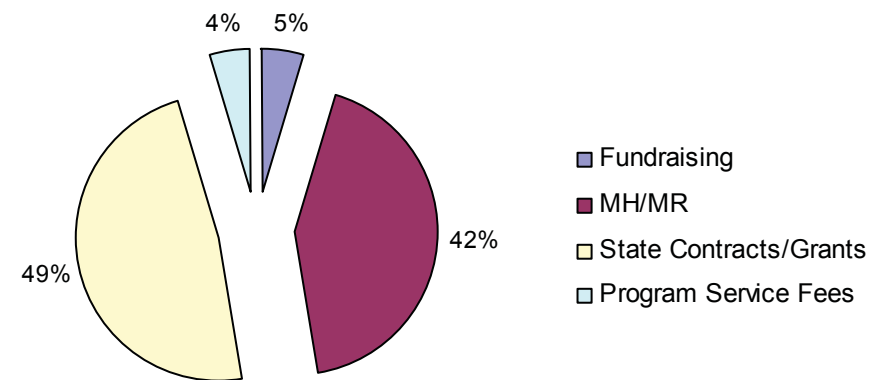
The chart below further illustrates our rapid growth.



Donor Roll 2005

Sources of Revenue

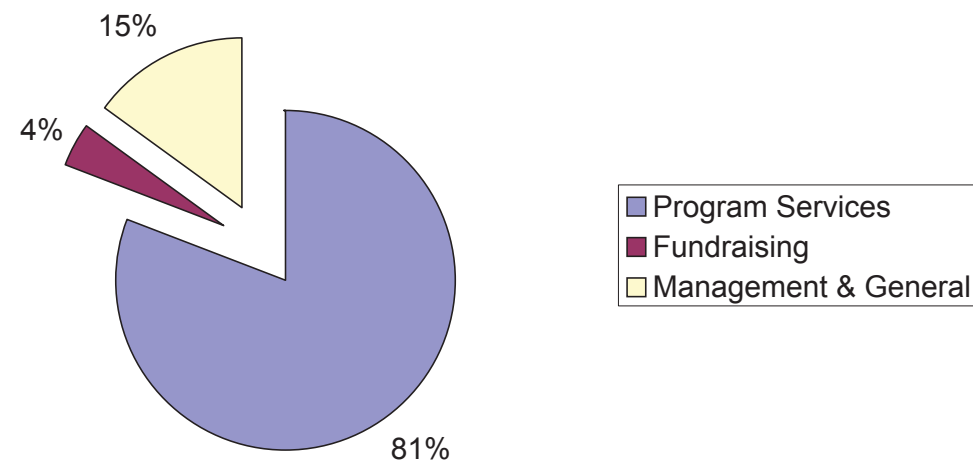
The Early Learning Institute strives to continually diversify its sources of funding. The chart below illustrates our sources of revenue for the 2004/2005 fiscal year.



Expenses

We keep our administrative costs low to enable more resources to flow into programs for those we serve.

Where Does Your Dollar Go?



The following individuals, organizations, Businesses and foundations made gifts to The Early Learning Institute during 2005.

\$500 and above:

Mr. & Mrs. Daniel and Tammy Chesky
 Mr. & Mrs. David and Linda Duessel
 M.T. Lawler
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\$1 to \$100:

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