



TLC Learning Center

Nurturing Success in ALL Children Since 1956

ANNUAL

REPORT

2017

TLC Learning Center
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303.776.7417 (p) 303.776.7471 (f)
501(c)3 ID 84-0523717
www.LearningWithTLC.org



EXECUTIVE DIRECTOR MATT ELDRED

WELCOME TO THE 2017 TLC LEARNING CENTER ANNUAL REPORT!

I am excited to share the news of TLC this past year and how fortunate I feel to be part of an organization that is so loved and supported by our community. Probably the most notable event of 2017 occurred in August, when we opened up our fourth preschool classroom. This new room fills TLC to capacity with eight total classrooms serving children eight weeks to six years old. We have waitlists in every classroom with particularly long waitlists for children with special needs.

Reaching full capacity is a major accomplishment and speaks to our mission, which is to provide, in a fiscally responsible manner, comprehensive early childhood education and therapeutic services to assist each child in reaching his or her highest potential.

The year 2017 was also a milestone year for TLC Learning Center as we recognized over 60% of our staff have been at TLC for at least five years! Some have been here 30+ years! To those who have been here 20+ years, we gifted the TLC "Starfish" award. Maintaining highly-qualified staff for so many years is testament that the folks who work at TLC strongly believe in the mission of ensuring each and every child who comes through the doors reaches his or her highest potential.

Financially, TLC exceeded all goals for 2017. In our programs and services fees, grants and foundations, events, and individual and corporate giving. Because we met these goals, we finished the year with a healthy and positive bottom line for the second year in a row! This is in large part due to our education and therapeutic services efficiency, to exceeding our two special event goals, and to our dedicated supporters who contributed to TLC.

2018 is already shaping up to be an amazing year for TLC and we are excited to share about how we are expanding to reach more children and families. We will continue to seek opportunities to expand to serve more children, to expand programs and services, and to continue to diversify our funding sources. We want to maintain this level of success for the next 60 years and with your support, this is possible.

Our door is always open for a tour of the facilities and we are eager to share the message of TLC to civic groups, youth organizations, and other community partners. We look forward to seeing you at our annual events, on campus, and in the community. Thank you for supporting the children and families of TLC!

Sincerely,

Matt Eldred
TLC Executive Director





MISSION

Our mission is to provide, in a fiscally responsible manner, comprehensive early childhood education and therapeutic services to assist each child in reaching his or her highest potential.



VISION

TLC will be recognized as an exemplary community partner and group of caring and dedicated professionals who—through a commitment to our mission and core values—provide unique, comprehensive early childhood development and therapeutic services that are measured by the success of each individual child.



HISTORY

TLC was founded by local Longmont families as the United Cerebral Palsy Association of Boulder County in 1956. The name later changed to The Tiny Tim Center, and then to TLC in 2013. Pediatric therapy was added to the preschool in 1997. Today, TLC provides early childhood education for children both with and without special needs from eight weeks to six years old, and pediatric physical, occupational, and speech therapies for children from birth to 12.



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SAVE THE DATES FOR



KENTUCKY DERBY PARTY

Saturday, May 5th, 2018 from 1 to 6 PM at the beautiful Shupe Homestead. Join us for appetizers, mint juleps, bourbon, big hats, horse betting, and live-streamed races.



CHRISTMAS TREE FESTIVAL

Saturday, December 1st, 2018 at 5:30 PM and Sunday, December 2nd, at 10 AM. The 37th annual Christmas Tree Festival will find new homes at The St. Vrain (dinner) and Wild Game (luncheon).

T L C E V E N T S



DONOR THANK YOU DINNER

Thursday, September 6th, 2018 from 6 to 8 PM at Lone Hawk Farm. Invitation only for donors and volunteers. Join us for dinner, cocktails, and live bluegrass music.



COLORADO GIVES DAY

Join all of Colorado to donate to your favorite charities through the Community First Foundation on December 4th, 2018, online at: coloradogives.org/TLCLearningCenter





WHERE SERVICE AND QUALITY INTERSECT.

For the third year in a row, TLC's educational services program expanded. We opened a fourth preschool classroom in August 2017, and our enrollment grew to 74 students by the end of 2017. This was the highest enrollment ever at TLC, and enrollment is expected to rise again in 2018.

Special Olympics named TLC as Colorado's "Young Athletes Program of the Year" for 2017, which is truly an honor, considering hundreds of programs participate in Young Athletes throughout the state! Young Athletes has been a valuable part of our inclusive model at TLC for many years.

We implemented universal screenings as a best-practice initiative in 2017 at TLC. Thanks to the assistance of community partners and parents, we completed developmental screenings (vision, hearing, "Ages and Stages", and "Ages & Stages-Social Emotional"). As a result, we were able to identify and refer some children who needed further assessment. Early identification and intervention leads to higher success rates in addressing issues, so we know this initiative is worthwhile.

We are thrilled to see our parent participation grow. Our Pyramid Plus Leadership Team includes enthusiastic parents (and staff), and the team is instrumental in planning our Parent Toolkit Nights. By the end of 2017, approximately 20% of our parents had participated in at least one of these free, engaging parent education evenings. Topics are based on parent interest, and the Parent Toolkit Nights provide parents with strategies from the Pyramid Plus Approach, which is TLC's successful social-emotional curriculum.

Our mission is to help every child reach his or her greatest individual potential. In 2017, over 50% of our students received therapeutic services. Considering TLC's unique population, we are proud to share our student growth data from the Teaching Strategies GOLD assessment tool. Growth data from fall 2016-spring 2017 shows that 81%-90% of TLC students made the expected growth in all areas of development (social-emotional, physical, language, cognitive, literacy, and mathematics). Through the efforts of a dedicated staff, involved parents, and a supportive community, TLC continues to grow and thrive. Thank you so much for your ongoing support!

Sincerely,

A handwritten signature in purple ink that reads "Cindy Wickham".

Cindy Wickham
TLC Educational Services Manager

EDUCATIONAL SERVICES MANAGER CINDY WICKHAM



BEST PRACTICES FOR CHILDREN AND FAMILIES.

2017 was a full year for the Therapeutic Services Department. Our Occupational, Physical, and Speech Therapists were kept busy seeing over 230 families. Some children received one service a week, others might have received several different therapies a week, and others saw one therapist more than once a week.

TLC partnered with a new agency in town. With the opening of the new Longs Peak Hospital, we signed a contract to see babies in their Special Care Nursery. We have been busy working with new babies, their families and staff at Longs Peak Hospital. We are also now in network with Anthem’s health plan through UCH.

Medicaid switched to a new billing system which backed up our payments for several months, but we are now caught up.

The Pyramid Plus Approach to positive behavior development continues to be a mainstay at TLC. More staff have gone through the training plus we have an engaged PPA Leadership team. We are doing a four-part Parent Toolkit Night presentation on Challenging Behavior (as requested by parents). We also had a successful Kindergarten Here I Come! night which helps parents of 2018-2019 Kindergartens prepare for registration and enrollment.

Several therapists have attended various workshops, in-services, and conferences on a wide range of topics including Augmentative and Assistive Technology, working with premature and fussy babies, and the impact of maternal drug use on infants. It is important for therapists to stay current and up-to-date on trends within our disciplines.

Therapeutic services collaborates with several different agencies and teams including the Boulder County Breastfeeding Coalition, ABCD of Boulder County, Imagine!, and the Community Child and Infant Collaboration. We are able to bring our voice and expertise to these meetings and participate in work group activities.

Looking forward to 2018!

Sincerely,



Shari Karmen
TLC Therapeutic Services Manager



**THERAPEUTIC
SERVICES
MANAGER
SHARI
KARMEN**

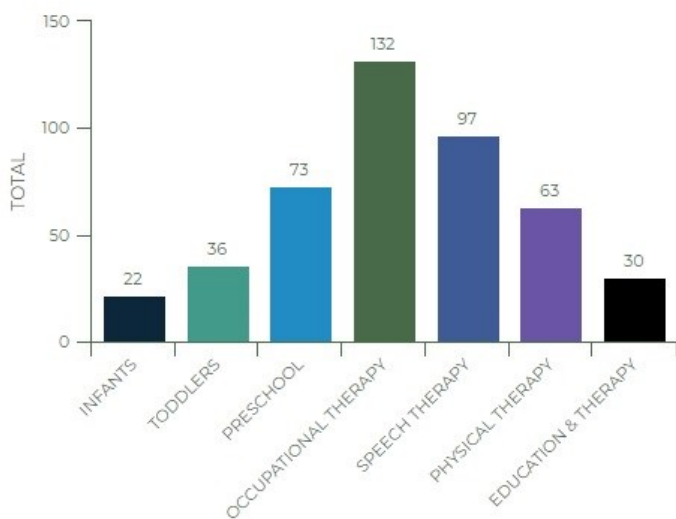


2017 TLC DEMOGRAPHICS*

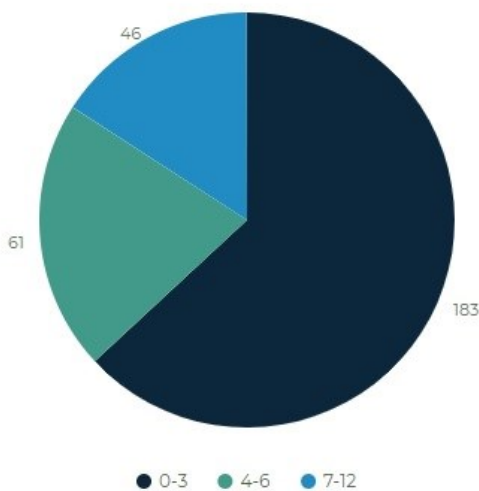
COMMITTED TO EVERY CHILD

*Demographics presented from 290 children whose parents volunteered demographic information. TLC served a total of 304 children in 2017.

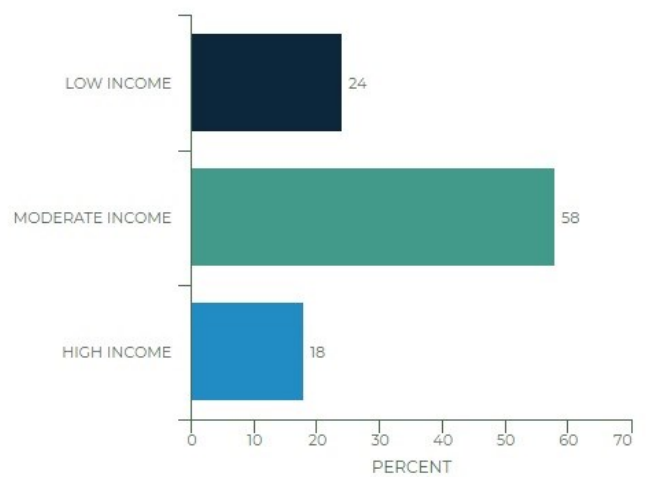
Program



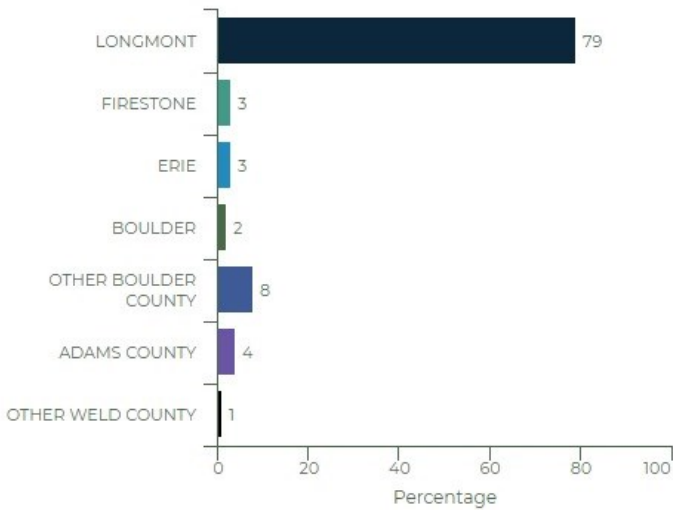
Ages Served



Family Income Level



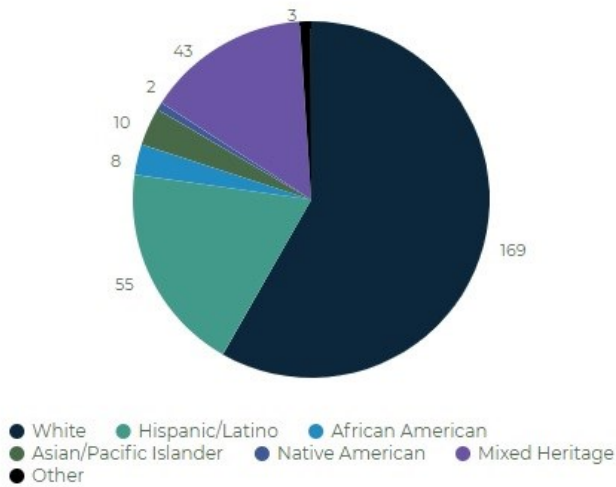
Where They Live



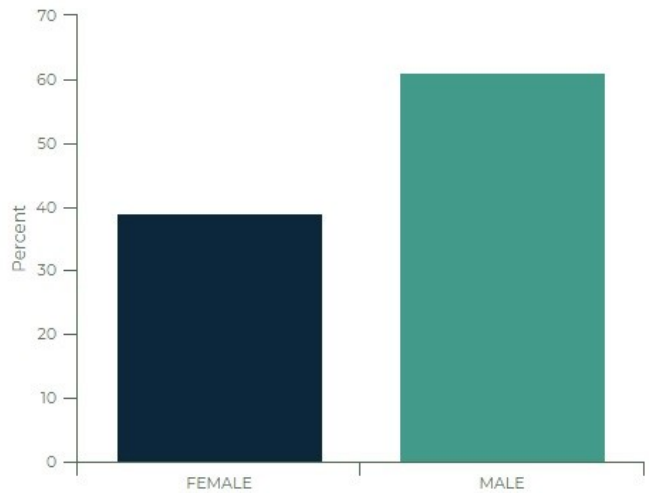
“Growth data from fall 2016 to spring 2017 shows that 81%-90% of TLC students made the expected growth in all areas of development (social-emotional, physical, language, cognitive, literacy, and mathematics).”

- Cindy Wickham, Educational Services Manager

Ethnicity



Gender



PARENT PROFILE:

JOE BLAND



We were looking for a facility that had really good reviews, a focus on structured curriculum, and that had something unique to offer. What we zoned in on initially was the integrated curriculum that served kids with and without special needs equally. We learned more through a fundraiser at our church. We were talking about organizations that support people, and someone brought up The Tiny Tim Center. I wanted to know more about it, and that capped it off when deciding where we wanted to place our children and where we wanted to give back as volunteers. Our daughter, Violet, started first as a toddler, and then Olen joined the infant room when he was six weeks old. The best part of TLC is watching my kids walk by children with different abilities—kids in walkers, kids who have physical ailments or mental challenges—and they just say “Hi!” There’s no difference to them; everyone is just a kid and that’s great. That, as a dad, makes me feel wonderful, that no matter what you’re like, my kids

are going to treat you the same, as a friend. That experience came from them being here at TLC, in an environment where everyone is accepted as normal. Violet tells me that the best part of her days at TLC is getting to draw and color and play with her friends. Every day she tells me what friends she played with and what they did. TLC isn’t a daycare. It’s a learning center, but it’s not just about a curriculum. The kids learn how to work through problems and setbacks. The kids learn to look at life as an opportunity. Violet has a friend who uses crutches; she talks about her all the time. The friend couldn’t run, so they’d figure out how to get where they wanted in a way that included her. That’s what I love about this place. It’s more than learning their ABC’s and their numbers. They’ll learn it later. I care if they learn how to deal with people. School is about the total experience of both learning your ABC’s and learning to interact with others. At TLC, there’s no judgment, no preconceived notion, just “us.” And “us” is everybody.

We volunteer at TLC because we’re service oriented and we wanted to show our kids that we give back where we can, so we bring our kids when we volunteer. We’ve pulled weeds, mowed the yard, helped install things, written thank you notes. We want the kids to know that this is the place we’re at and so we’re going to care for it. We tell them that it doesn’t just help you, it helps other people, too. Because you picked up that piece of trash no one is going to get hurt by it. Plus, it shows them that we’re going to be dedicated to what they’re in, instead of just dropping them off. It gives me a purpose as well. We trust TLC and are glad to have found it.



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2017 INCOME AND EXPENSES

	<u>2017</u>	<u>2016</u>
<i>Revenue:</i>		
Contributions & Grants	\$406,022.00	\$416,027.00
Program Services	1,226,090.00	1,025,457.00
Investment Revenue	8,509.00	11,503.00
Fundraising Revenue	<u>117,992.00</u>	<u>99,220.00</u>
Total Revenue	<u>\$1,758,613.00</u>	<u>\$1,552,207.00</u>

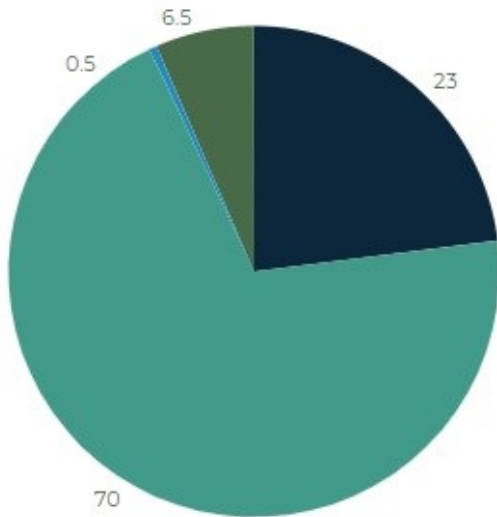
<i>Functional Expenses:</i>		
Program Service Expenses	\$72,113.00	\$64,366.00
Salaries, Wages, & Benefits	1,370,156.00	1,170,527.00
Management & General Expenses	161,349.00	208,477.00
Fundraising Expenses	<u>92,241.00</u>	<u>61,654.00</u>
Total Expenses	<u>\$1,695,860.00</u>	<u>\$1,505,021.00</u>

<i>Balance Sheet:</i>		
Operating Cash	\$145,462.00	\$153,497.00
Accounts Receivable	30,788.00	48,663.00
Prepaid Expenses	8,984.00	8,732.00
Land, Buildings, & Equipment	1,839,278.00	1,904,072.00
Investments	<u>365,982.00</u>	<u>224,867.00</u>
Total Assets	<u>\$2,390,494.00</u>	<u>\$2,339,831.00</u>

Liabilities	\$34,492.00	\$31,941.00
Unrestricted Net Assets	2,323,221.00	2,243,455.00
Temporarily Restricted Net Assets	<u>47,422.00</u>	<u>64,435.00</u>
Total Liabilities & Net Assets	<u>\$2,405,135.00</u>	<u>\$2,339,831.00</u>

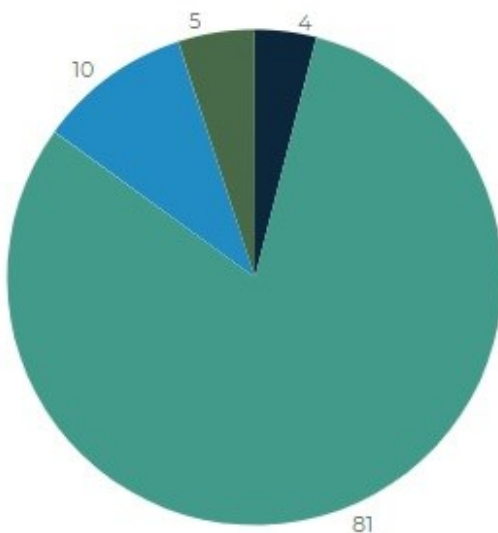


2017 Revenue %



- CONTRIBUTIONS & GRANTS ● PROGRAM SERVICES
- INVESTMENT REVENUE ● FUNDRAISING REVENUE

2017 Expenses %



- PROGRAM SERVICES ● SALARIES, WAGES, & BENEFITS
- MANAGEMENT & GENERAL EXPENSES ● FUNDRAISING

“Motivating kids with special needs to do therapy can be challenging. My son’s occupational therapist, Kathy Keith, very quickly established an incredible rapport with him and is able to get him to push himself outside of his comfort zone with her support and guidance. She always has a solution to whatever issue we’ve had come up. Yesterday she spent extra time with me reviewing the Willbarger Brushing Protocol which I’m hoping will help my son with his sensory issues. Kathy is an incredible part of the TLC family for me, and I so appreciate her dedication and commitment to my son, helping him improve his skills, and thus his quality of life.”

- Joyce Frailey, TLC Parent



2017 DONORS:

FAMILIES & INDIVIDUALS

\$1,001.00—\$5,000.00

- **Bold** indicates a current or former board member or board affiliated business.
- *Italic* indicates a TLC staff member or staff affiliated business.

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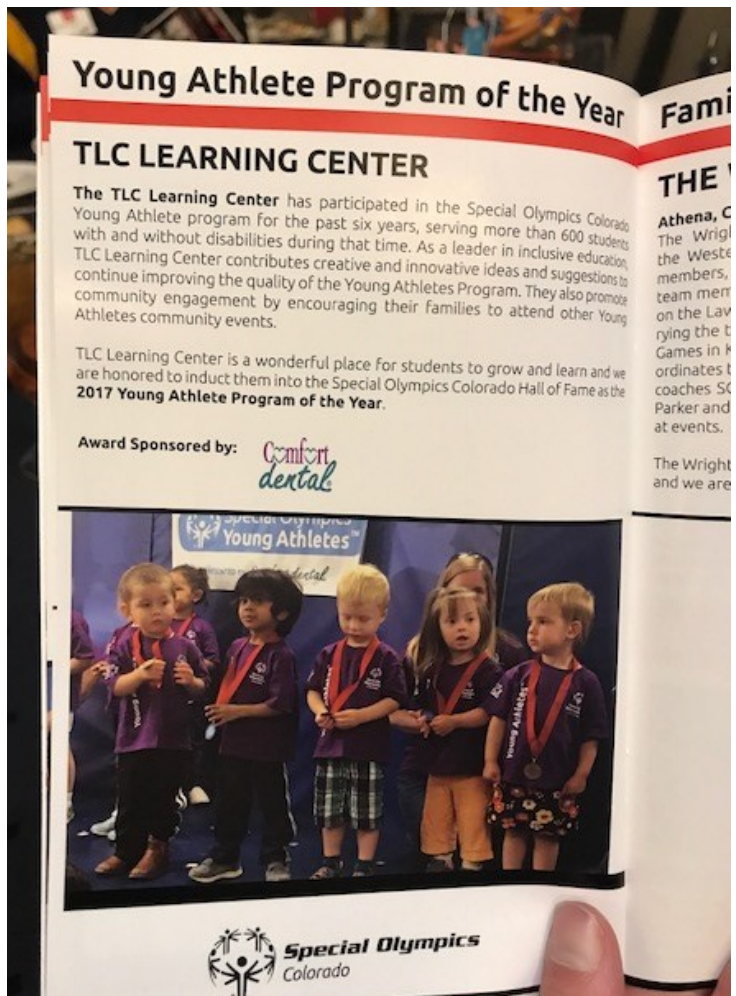
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Sun Construction
Sun Rose Cafe
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Sunflower Bank & First National 1870
Sunflower Spa
Temple Hoyne Buell Foundation

The Animal Hospital
The Dickens Tavern
The Flower Bin
The Rawlins National Bank
The Wax Factory
Top Knot Salon

Traffic Signal Controls

True North Insurance & Financial Strategies
United Way of The Bluegrass
University of Colorado Health (UC Health)
Vectra Bank
Vending 2 You

Verve Movement Studio
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Wells Fargo Foundation Education Matching Gift Program
West Safety Services in honor of Jay Willette
Women's Golf League
Woodley's Fine Furniture
WOW
Xilinx
Zephyr Management LLC
Ziggi's Coffee Shop
Zulu Nyala Group



YOUR DONATION OF \$250 OR GREATER TO TLC QUALIFIES YOU FOR A 50% CHILDCARE CONTRIBUTION TAX CREDIT

Contribution	\$250	\$1,250	\$2,500	\$5,000	\$25,000
Colorado Child Care Contribution Credit	(\$125)	(\$625)	(\$1,250)	(\$2,500)	(\$12,500)
Colorado Tax Savings	(\$12)	(\$58)	(\$116)	(\$232)	(\$1,158)
Federal Tax Savings	(\$83)	(\$413)	(\$825)	(\$1,650)	(\$8,250)
After tax cost of giving	\$31	\$155	\$309	\$619	\$3,093

Figures in the table are based on a 33% Federal and 4.6% Colorado state tax bracket. This information should not be construed as tax advice. Please consult your tax advisor as individual tax situations vary.

- 100% of the credits you have accrued from donations for tax years 2015-2019 will be claimable.
- The tax credit is limited to donations up to \$100,000.00 per year. The credit allowed shall not exceed the tax liability for the year. Any excess credits may be carried forward for up to five years.
- In-kind contributions, including stock, property, or any non-monetary donations, are not eligible.
- Donate easily and securely at www.LearningWithTLC.org/donate

TLC Learning Center serves children from eight weeks to six years old with early childhood education and quality care, and children from birth to 12 years old with pediatric physical, occupational, and speech therapies. TLC provides scholarship assistance to families in need through our community partners and donors. TLC was founded in 1956 by Longmont families and remains a local institution.





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