



#### Letter from your Chief Executive Officer

Dear Friend, Investor, and Advocate,

As I look back on our 2016-2017 fiscal year, I find myself in awe of the work we have done together. Together, we helped 242 young people find safe and stable housing, connected 495 youth to job readiness and work experience opportunities, and provided more than 1,300 students with mental health support in Sonoma County schools. And that's just scratching the surface of all we were able to accomplish because you cared about and invested in the most vulnerable young people in our community. The amazing growth and programmatic outcomes you will learn about in the following pages were truly only possible because of your support, and we are deeply grateful for your steadfast commitment to empowering our youth to become their best selves.

Your investment in Social Advocates for Youth allowed our staff to devote their time and talent thoughtfully and skillfully every day to provide the best services possible for each young person we serve. Because you chose to be a caring adult, you've helped change the life trajectory of more than 8,000 children, youth, and families needing our programs and services. However, your impact will extend far beyond this fiscal year. Even though our youth may not know you by name, they will feel your collective impact when they successfully finish high school, secure their first job, engage in healthy relationships, or have a warm safe place to call home every night.

*In service for the kids,* 



full and part-time Staff Members 86 Active Volunteers contributed a total of 1,153 hours of support 19 Board Members contributed a total of 1,208 hours of support Multi-year donors 1,695 Annual fund donors Corporate partners 43 Foundation partners + 46 Community + Government partners Helped support vulnerable children, youth, + families in **Sonoma County** 

### Sonoma County youth

have amazing, diverse, and ambitious dreams. They want to grow up and make a difference in the world. Though they play a foundational role in our shared future, growing numbers of local youth are disconnected, hopeless, and cannot see a clear path to success. A disproportionate number are vulnerable due to past trauma. Social Advocates for Youth's (SAY) programs and services help youth build resiliency by offering support, opportunities, and hope to empower them to thrive as healthy, self-sufficient adults who positively engage with our community and contribute to the local workforce and economy.

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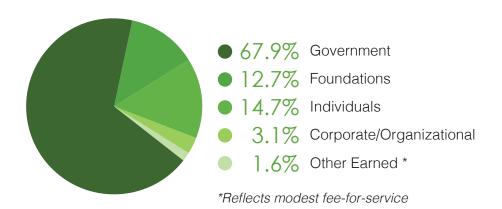
**Uriah Guilford** – Marriage and Family Therapist, Guilford Family Counseling

After six years of dedicated services, the maximum term for serving on SAY's board, we acknowledge with gratitude the following board members for bringing their strategic talents, influence, and industry expertise to SAY and the young people we serve:

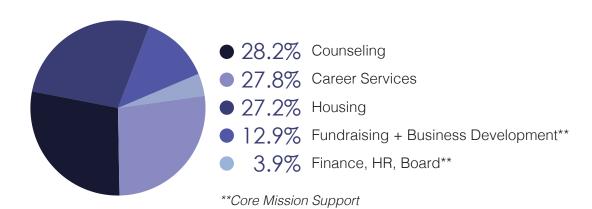
Sharon Zimmerman Brett Bradford David K. Brown

### **Financials**

Revenue	
Government	\$4,594,695
Foundations	\$862,996
Individuals	\$994,570
Corporations/Organizational	\$211,848
Other Earned*	\$106,393
Total	\$6,770,502



#### **Expenses**



hat I need most in a crisis is support, someone willing to be there when things are hard. Staff at SAY has given that to me over and over again by caring about me and really listening to what I have to say.

- Marcus, 19



n order for SAY to work you must want the help, it isn't forced. SAY is not a free ride. It's a program designed and built around freedom of choice. It's a safety-net for those wanting to better themselves in life.



### Housing

Say's housing continuum is comprised of several different types of programs that all share one common goal: to empower youth experiencing homelessness and housing instability to achieve self-sufficiency and find safe, permanent housing. In Sonoma County

of the homeless population is under the age of 25 and these young people are vulnerable to sexual exploitation,

violence, trauma, and serious

mental and physical health

issues.

242 youth found a safe place to live at a SAY housing program. During the coldest months of the year, we housed an additional 50 young people to shelter them from life-threatening weather conditions.

These are *our* young people:

93% of youth that received SAY housing services were born in Sonoma County.

SAY's shelter programs get young people off the streets and out of unsafe, unstable living conditions with the ultimate goal of connecting them to long-term stable housing. Typically, youth enter into our shelter programs via SAY's Street Outreach Program that travels throughout the county to find and support young people experiencing homelessness. Our Street Outreach team served of the most vulnerable young people living on the streets by providing basic needs supplies,

referral services, and housing

support.

tal

table housing means I get to have a safe and comforting home. The streets are crazy, and SAY housing allows me to live my life fully without being afraid.





### accessed SAY housing services across these programs:

Street Outreach Services

Coffee House Teen Shelter

SAY Finley Dream Center Short-Term Shelter

SAY Finley Dream Center Winter Shelter

The Mary and Jose Tamayo Village

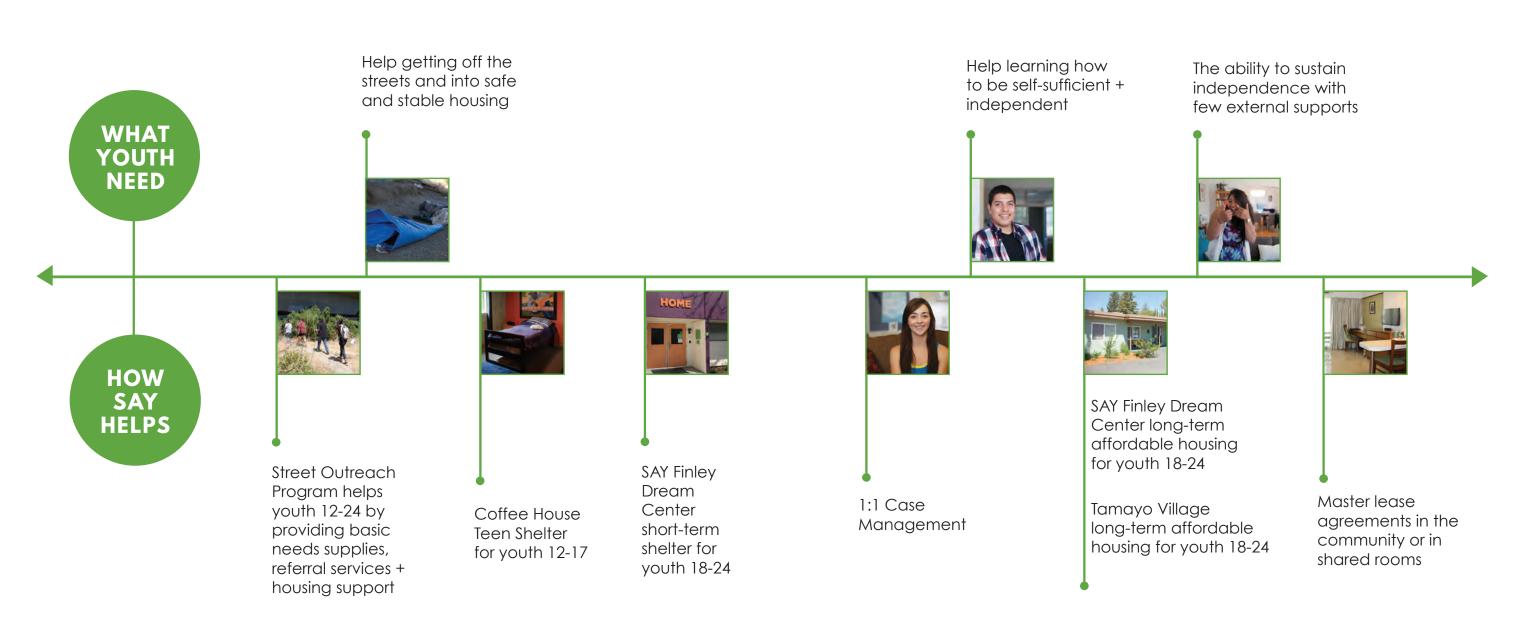
SAY Finley Dream Center Long-Term Housing

Master lease agreements in the community

# Housing Continuum

Young people living in a SAY housing program agree to actively work on their lives. That means they commit to obtain or maintain employment and/or enroll in school, save 80% of their income for future living expenses once they leave SAY, and learn how to be self-sufficient with the support of case management and wrap around mental health and employment services.

72% of our residents increased their income while living with SAY and 70% are working, in school, or both.



### Counseling

ccording to the National Institute of Mental Health. 20% of youth in the United States have a diagnosable mental health condition and need counseling services. Here in our community, SAY provides counseling services to children, youth, and their families with the ultimate goal of improving the functioning, mental health, and overall wellbeing of our clients. SAY counseling services are offered on-site at the SAY Finley Dream Center clinic, at satellite sites in the community, in clients' homes, and in schools across Sonoma County. In the 2016-2017 fiscal year, we supported

2,348 youth and families with mental health services.

Our clinicians engage youth and families using multiple modalities, including cognitive behavioral therapy, Functional Family Therapy, and trauma-informed therapy. These techniques help the therapist, client, and family work together to solve problems and foster healthy relationships. In our counseling clinic,

of youth reported they were getting along better with their families, doing better in school, sleeping better, and were better able to care for themselves after receiving services.

SAY school-based mental health clinicians teach proven tools to help youth feel stronger, more hopeful, and better able to care for themselves.

1,312 students in 27 schools throughout Sonoma County received mental health and wellness services. At the end of the school year:



97% reported that working with the clinician was helpful, 71% reported they were doing better in school and homework, and reported they were better able to help themselves because of learning self-care and therapy tools!

SAY Grief Services meets the needs of grieving youth in Sonoma County by offering no-cost clinician-lead support groups, school-based programming, emergency response, and resource referrals. During this fiscal year, SAY supported

496 young people struggling with grief after a major loss or death of a loved one.

have been working on my anger and I don't get as mad anymore. I don't punch walls anymore. I don't yell as much anymore. One big thing I learned is when you're mad taking big breaths can help you with that.

- High School Student, 14 years old

fter going to therapy at SAY, my kids seem more comfortable and relaxed, and they are laughing more!



### youth and families accessed SAY counseling services across these programs:

Clinic-based Individual + Family Therapy

Home-based Therapy

Sand Tray Therapy

Art Therapy

Play Therapy

**Grief Services** 

School-based Mental Health Services

# **Counseling Continuum**

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### **Career Services**

n Sonoma County, 10.7% of 16 to 24 year-olds are disconnected from education and employment (2017 Measure of America). Research shows that youth experiencing periods of disconnection are more likely to engage in risky behaviors, are at risk of victimization by adults, earn less income, and face higher rates of incarceration and unemployment. SAY Career Services' goal is to empower youth on the path to selfsufficiency and a brighter future by implementing research and evidencebased programming specifically designed to increase connections and decrease barriers to gainful employment.

During the 2016-2017 fiscal year, SAY helped
285 youth become workforce ready through professional development workshops.

An additional
210 youth were connected to meaningful paid work experience opportunities in Sonoma County.

Evidence suggests that students who engage in experiences that connect school learning to the real world are more likely stay in school and become college and career ready.

3,943 students across six
Santa Rosa City schools participated in SAY's College and Career Readiness program. In this program students participated in mock interviews, professional development workshops, industry panel and networking opportunities, and in-depth tours of local businesses.

really appreciate having someone to talk to at school about what I want to do for a career. No one at home supports my dream, so it's really hard to know how to be successful and get my ideal job.



eing able to talk to my case manager about family, friends, and school is really helpful. Whenever I think about doing something that might get me into trouble, I know I can call SAY and they will help me make the right choice.



## Youths' Top Career Interests:

Culinary, Mechanic, Working with Animals, Video Production, Social Work



### accessed SAY career services across these programs:

Career + Life Readiness

Clean Slate Tattoo Removal

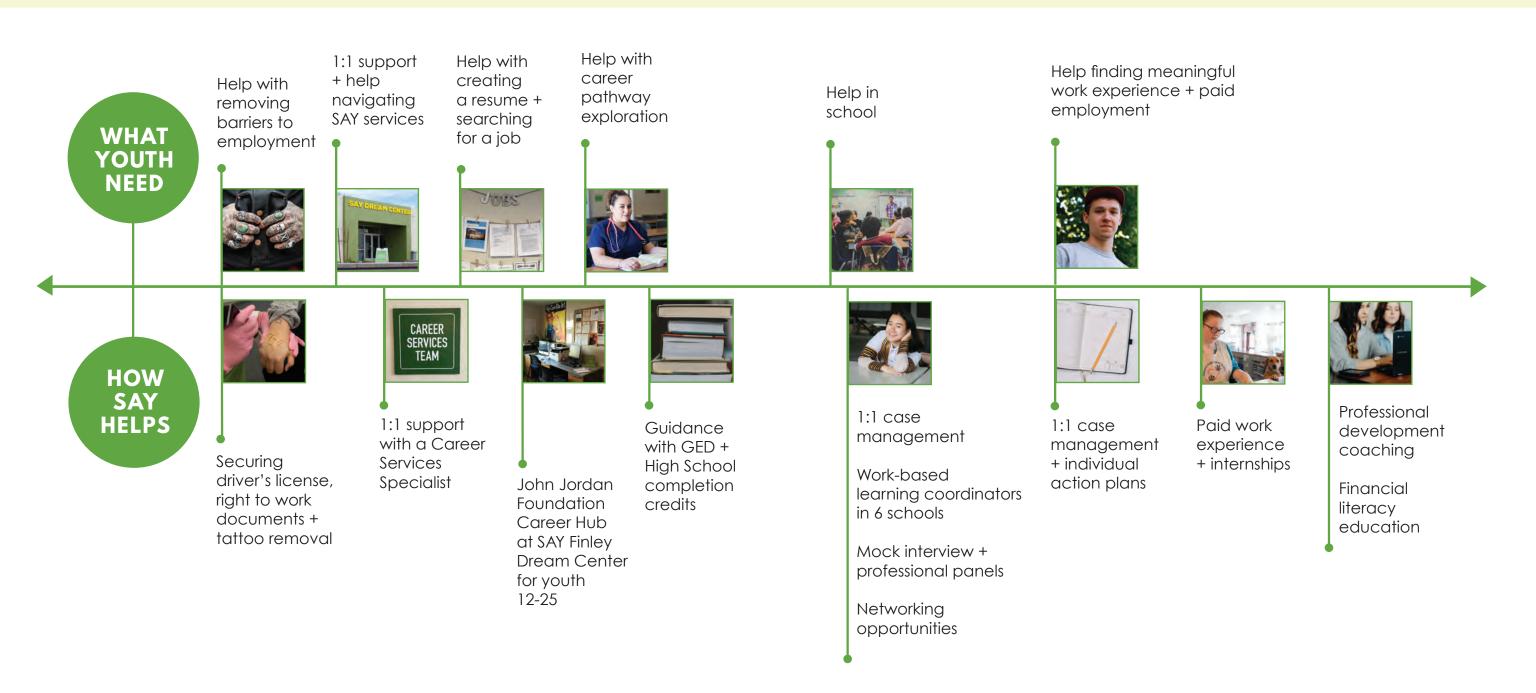
College + Career Readiness

Sunflower Community Garden

Tomorrow's Leaders Today

## **Careers Continuum**

During the 2016-2017 fiscal year, SAY helped **4,862 youth in Sonoma County** become college and workforce ready by removing barriers to academic success and gainful employment.



### One Cold Night 2016

November 18, 2016 Marked SAY's inaugural One Cold Night. This experiential event utilized a peer-to-peer fundraising model to leverage the power of personal networks and social media to spread awareness and support for ending youth homelessness in Sonoma County. Each participant, known as a sleeper, committed to sleeping outside the SAY Finley Dream Center for one night while raising funds that went directly to getting kids off the streets and into SAY's continuum of services.

The 2016 class of *sleepers* were local executives, rising young professionals, community leaders, and elected officials who have a passion for giving youth a voice and the tools to achieve self-sufficiency. Together they raised

\$180,000

for the most vulnerable young people in Sonoma County.



### 2016 Class of Sleepers

Jessica Adams Malia Anderson Brandi Asker Brad Baker Keith Becker Gina Belforte Zachary Bressick Matthew Brewer Elizabeth Brown Scott Butler Thomas Carrell Jason Carter Che Casul Sunny Chandi Oscar Chavez Chi Hay Cheung Anthony Cipolla Trevor Codington Matt Davis Melissa Deurloo Corev Eames Aaron Friedman Alisse Galde Tony Geraldi Supervisor James Gore David Guhin Uriah Guilford Susan Hansen Tony Hildesheim Brandon Jewell Jenni Klose Steven Knudsen Chris Krankemann Karissa Kruse Caitlin Kurasek Carlos Perez Agata Plich Shaun Ralston Chris Rogers Peter Rumble Ed Sheffield Mariah Shields Mariah Smith Dr. Wayne Sutton Ryan Thomas Jack Tibbetts Lisa Wittke Schaffner Craig Worthen









and funds to help end youth homelessness in Sonoma County

### Investors

#### Hope Society

The SAY Hope Society is a group of dedicated advocates who have committed to supporting the youth we serve for at least five years. Often, the young people who come to us are processing years of trauma or abuse and need more than a single service or visit to our offices. Every youth we serve has a unique set of needs that require flexible funding to support them. SAY pledges to be there for these youth for their entire journey to self-sufficiency, and multi-year investments are critical to helping support services and operations so we can live up to our promise. Hope Society members pledge to stand by our youth, telling them that they are an important part of our community for the long run.

Trione Family
Codding Foundation
Friedman Family
McLea, Bill and Walsh, Dale
Tavis, Linda C. and Daum, Elliot L.
Williams, Bill and Valerie
Carroll, Bill and Pamela
Ammons, Don and Jennifer
Bradford, Brett and Krystin
Dierkhising, Mark and
Brodsky, Karen
Delaney, Tim and Leigh Anne
Fastenau, Nancy and Henry



Meislahn, John and Michelle Shields, Jordan and Kathy Sooy, Jon and Thurston, Laura McLea, Les and DeeAnn McLea, Darren and Lisa

#### SAY Annual Fund

We are deeply grateful for the financial investments and inkind gifts received during the 2016-2017 fiscal year from 1,695 donors. Your support is vital to our ability to operate our programs and services effectively and sustainably while serving the most vulnerable members of our community. Thank you for wrapping your generosity and hearts around the young people and families who need us most.

Aaker, Doris Abbasi, Mousa Abbey, Richard and Mary Abe, Kokichi and Esther Abraham, Toni Abramowitz. Deana and Reif. Joel Achyuta, Sesha Adams, Jessica Adams, Mark Adams, Richard and Spar, Susan Adams, William Addison, Richard Adele, Carol Agrella, Robert and Kim Ahmed, Shannah Aiona, Ed Alcocer, Justine Alderman, Lee and Sherry Alderson, Jeanne Alexander, Lisa Alexander, Meg and Marc Alioto, Anthony Allaire, Len Allen, Jill Allen, Robin and Steve Alonso, Scott Alpert, Jane S Altizio, Patricia Altman, Alexandra and Mark Alves, Shelley Amador, Lisa and JT Ambrosia, Marv Amidon, Norman and Susan Amiral, Tracy and Bob Ammons. Don and Jennifer Andersen, Elise Andersen, Jim Anderson, Craig and Hackeling, Lee Anderson, Cris Anderson. Darius Anderson, Kay Anderson, Mary Sue Anderson, Michael Anderson, Roger Angleman, Mela Anne. Michael and Lee Arata, Rowena Arevalo, Gabriel Arild, Derek and Jocelyn

Bean, Kalyn

Armstrong, Patrick Bean. Melissa Armstrong, Steve and Cheryl Beardslee. Debbie Ascik, Missy Beattie, Dorothy Ashworth, Alex Becerra, Sarah Asimont, Lise Beck, Corey and Rouas, Claudia Asker, Sadie Becker, Kate Aslin, Selma and Howard Beckerbauer, Marilyn Austin, John Behrhorst. Katie Babbini. Charlene Benedetti, Dan and Anne Babula, William and Karen Beniston, Joshua and Deaner, Bacon. Timothy Katherine Bennett, Fred and Lynne Bagala, Scott Bagwell, Lisa Bennett, Lindsay Bair. Steve Benton. Katherine Baird, Greg and Kris Benton, Tom and Jeannie Baker, Brad Benziger, Joe and Diane Baker, Gail Beranek, Ali Berard, Michael Baker, Justine Baker, Lori Berg, Ryan Baker, Steven Berger, Jim Baker, Tina Berghof, Ernest Balch, Christina Berman, Lisa Ball, Stanley and Carolyn Bernal, Malia Ballestero, Michael Berry, Richard Balletto, Jacqueline Berry, Tom Balletto. Terri Bertelsen, Virginia Bangsberg, Vera and Bert Bertoli, James Barajas, Julie Bertoli, Jeffrey Besio. Delia and James Barlas, Erica Barnes, Susan Besio, Kathryn Barnett, Cherie Bevill, Duff and Nancy Barnev. Steve Bever, Kim Barrett, Michael and Gwendoline Biddle, Larry and Helen Barrientos. Michele Bielenberg, James Barron, Elizabeth Bigattini. Ario Barron, Mary Bippart, John Bartels, Hilary Bitel, Grea Bartholomew, Mary Lynn Black, Misty Black, Nikki Bartholow, Robin Bartley, Robert and Jeanette Blake, Jim and Christine Bartley, Scott and Blake, Lillard and Kay Blake, Mildred Hightower, Chris Bartling, Rebecca Blanc, Ron Bassignani, Patti and Anthony Blattler, Robert Bast, Holly and John Blattner, Kimberly and Simon Batchhelder, George and Larisa Bliss, Jamie Bauer, Sara Bliss, Sandi Baxter, John and Jean Bliven. Ross Bobbitt. Mike and Susan Bayless, Jake

Boden, Joe and Susan

Boevers, J.F. and C.S. Bogart, Ruth Tucker Bohte, Phyllis and Steve Bolt. Alexandra Bolton, Elyse Bond, Jeff Bondab, Angela Bondi. Guv Booker, Denver Boone, Ann Bordessa, Donald and Leslev Borg, John and Kathy in honor of Jennifer Kennedy Borg, Margaret and Charles Borland, Ingrid Born, Donna and Fritz Boschen, Sharon Bossart. Joan Chambliss Botto, Steve and Marlene Bowser, Stephen and Linda Boyer, Wendy Boylan, Tom and Montero, Melody Boyle, Anthony and Tiffany Boyle, Dan Boyle, Jennifer Bracewell, Kelly Brad, Lori Bradford, Brett and Krystin Bradley, Marisa Bradley, Roger Brady, Andi Bramfitt, Mark Bramhall, Robyn and Silver. Ellen Maremont Brandenburg, Sara Brandon, Percy Brannon, Pam Brascia, Heather Brayer, Toni Brennan. Rosemarie Bressick, JoAnn and Sanford Bretz, Jay Brewer, Ashlev Brewer, Joe Brewer, Matt Brewer, Rick Brewer, Sebastian Brewer, Serena Breyfogle, Jon

Brierly, Angela Briggs, Nicole Briggs, Russell Britt, Deborah and Gardner Britton, Sheilah Bronnert, June and Larry Broomhead, Rodgers and Nancy Broos. Bianca Brosseau, Daisy Brown, Annemarie and Matt Brown, Chris and Kari Brown, David K. Brown, Gordon Brown, Kav and Robert Brown, Pamela Brown, Pete Browning, Shelly Brunamonte, Natalie Brunetta, Paul Brush. Jennifer Bryant, Dawn Brys, Matt Buchanan, Midori Buchignani, Mechelle Buckley, Andy Bugica, Tony Buice, George and Sydney Bunyard, Shawn Burbank-Janes. Jean-Marie Burgos, Lucia Burk, Kristine Burkart, Ritchie and Marcia Burke, Brian Burke, Sarah Burnett-Hampson, Susan Burns, Eric and Mary Burns, Steve Burroughs, Joe Busch, Jon Bushnell, Lee and Karen Buskirk, Buzz

Buskirk, Kathy

Butler, Joel L. and

Witt-Butler, Susan

Butterfield. Sheila and Jeff

Calhoon, Janet and Mark

Butel, Nicole

Butler, Ian

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Calo, Mary

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Cameron, Alys

Carlson, Janice

Carlson, Linda

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Campbell. Carl and

Rhodes, Kathleen

Carniglia. Davis and

Baker, Mary-Claire

Carol. Heinz and Beth

Carroll. Bill and Pamela

Carroll-Bevak. Terry

Caron. Stephanie

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Carroll, Linda

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Elalund, Natasha and Mike

Ellis, Steve and Marcia

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Electric. Combs

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Elward, Kelly

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Estv. Peter and Athalia

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Connection and self-sufficiency are possible when youth are provided individualized, appropriate, and compassionate supportive services and programs. Our foundation partners recognize the importance of operating and programmatic funding opportunities and we are proud to partner with these private institutions as we move away from reliance on government contracts..

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As the leading youth service provider in the region, SAY does not duplicate the work of others, but collaborates with many local community and government agencies to offer an unrivaled continuum of services. Our contracts and partnerships with these agencies allow SAY to provide services where and when young people need us most while maintaining fiscal sustainability.

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Sonoma County Human

Trafficking Task Force

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