Annual Report
2013-2014
We are in it together!
Dear Friend,

Thank you! With your support over the last year SAY served over 2,300 young people. Some highlights: 182 young people got housing from SAY, 672 youth received counseling services, and we helped over 200 kids become work ready!

As we reflect on our past year’s successes, we also look to the future, and to a new goal – to end youth homelessness in Sonoma County. The cure to homelessness is housing. We know we can do this, but we can only do this together.

It’s because of you, because of your support, that we’ve been able to focus on emerging youth needs, building new programs focusing on building a brighter future for our young people.

We’ve expanded our counseling programs into Santa Rosa City Schools, recently announced a merger with Tomorrow’s Leaders Today to expand our jobs, career and leadership programs, and are well on our way to building the Dream Center and expanding our housing programs.

We’re in this together,

Matt Martin, Executive Director
2013-2014 Financials

**Our Revenues**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government</td>
<td>$3,236,455</td>
</tr>
<tr>
<td>Foundations &amp; Individuals</td>
<td>$630,336</td>
</tr>
<tr>
<td>Other</td>
<td>$140,499</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$4,007,290</strong></td>
</tr>
</tbody>
</table>

**Our Expenses**

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jobs</td>
<td>40%</td>
</tr>
<tr>
<td>Counseling</td>
<td>24%</td>
</tr>
<tr>
<td>Housing</td>
<td>19%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>6%</td>
</tr>
<tr>
<td>Administration</td>
<td>11%</td>
</tr>
</tbody>
</table>

Financial figures for the year ending June 30, 2014, Unaudited
Portia moved into SAY’s Tamayo Village in 2006. At 18, she had just aged out of foster care, and was facing homelessness. She found a job, lived at Tamayo Village for nearly two years, and successfully moved out to her own apartment.

Today, Portia is a proud mom, a student and a professional. She’s planning to get a Master’s Degree in Social Work so she can give back, and help more foster kids find success.
SAY THEN & NOW

SAY is founded 1971
Sonoma Valley office opens 1986
SAY offers counseling, advocacy services 1970s
SAY begins offering Youth Employment Services 1984
SAY opens Sonoma County’s first Emergency Teen Shelter 1991
Gang Violence Prevention Program starts 1990
Tamayo Village becomes home to its first resident 2005
Clean Slate Tattoo Removal Program launches 2008
Sonoma County Youth Ecology Corps starts 2009
SAY asks Sutter Medical Center of Santa Rosa for Warrack building donation 2011
SAY engages Dream Center neighborhood through tours, meetings, outreach 2013
SAY hosts Dream Center visioning meeting with youth, community 2013
SAY hosts Sutter Medical Center of Santa Rosa for Warrack building donation
2014
Santa Rosa Planning Commission and City Council unanimously approve SAY’s Dream Center
2015
Homeless Youth Count: 268 2009
Homeless Youth Count: 701 2011
Homeless Youth Count: 1,128 2013
2009
2011
2013
2014
2015
Housing
128 runaway and homeless teens ages 12-17 received a warm welcome and a safe place to stay at our shelter.
90% of the youth who moved out of Tamayo Village moved out into stable housing.
1,807 meals were served to hungry teens at our Dr. Coffee House Teen Shelter.

Counseling
1,255 youth and families overcame depression, abuse, anger issues, and more with help from SAY counselors.
77% of youth reported that they are better able to cope when things go wrong.
100% of youth reported reduced family conflict.

Jobs
150+ young people working towards their educational and employment goals received one-on-one case management.
100 youth earned meaningful, paid work experience, got environmental education, and the opportunity to explore careers and develop work-readiness skills.
100 youth had their tattoos erased through our Clean Slate Tattoo Removal Program.
• We’re on track to open the SAY Dream Center late next year, with renovations beginning this winter and continuing through the spring.

• The Dream Center Capital Campaign is underway! We are incredibly grateful to Bill Friedman and Connie Codding for co-chairing our campaign cabinet.

• It’s our goal to make this Sonoma County’s fastest campaign ever, and we are in it together! For more info visit: saydreamcenter.org
Ways to get involved

• **Take a Tour!** Join us for lunch and take a tour of the Tamayo Village or the Coffee House Teen Shelter. Sign up online at saysc.org/tour

• **Donate!** Your support makes all the difference. You can donate online at saysc.org/donate

• **Volunteer!** Contact Sarah Eastland at seastland@saysc.org to find out more

• **Leave a legacy!** Remember SAY in your will. Contact Cat Cvengros at cat@saysc.org
Support Our Supporters: We couldn’t have done it without these local businesses and foundations:

- 1 Closet
- 630 Park Steakhouse
- Adobe Fels Winery
- Adobe Creek Golf Club
- AmazonSmile Foundation
- American AgCredit
- Amica Companies Foundation
- Apartments.com
- Associated Students of SSU
- Balletto Vineyards
- Bank of America Charitable Foundation
- Banshee
- Biagi Bros.
- Big 5 Sporting Goods
- Billiard Mechanic
- BoDean Company
- Body Deja Vu
- Boys & Girls Club of Sonoma Valley
- Buckingham Asset Management
- Burbank Housing
- Cafe Mam
- Carole Watanabe
- Chevrole Humankind Matching Gift Program
- Chloe’s French Cafe
- Christopher Creek Winery
- Santa Rosa Mayor’s Gang Prevention Task Force
- Cline Cellars
- Codding Foundation
- Community First Credit Union
- Community Foundation Sonoma County
- Congregation Beth Ami
- Congregation Shomrei Torah
- Corks
- Cupertino DeAnza Lions Charities, Inc.
- Emmaus Inclusive Catholic Community
- Exchange Bank Foundation
- First Congregational United Church of Christ
- First Presbyterian Church
- First United Methodist Church
- Flying Dutchman Travel
- Forestry Crab Feed
- Fountaingrove Golf & Athletic Club
- Frank Howard Allen
- Friedman’s Home Improvement
- Friendly Feed & Supply
- Front Sight Firearms Training Institute
- Geyserville Kiwanis Club
- Graton Casino
- Hickory Chair/Drexel Heritage
- Hogan Land Services
- Hook and Ladder Winery
- In-N-Out Burger Foundation
- JanSport
- Jeffrey’s Hillside Cafe
- Joey’s Pizza
- Joseph and Maxine Pearlman Foundation
- Kaiser Permanente Hospital
- Kenwood Community Church
- Kenwood Vineyards
- Kiwanis Club of Oakmont Foundation
- Knox Presbyterian Church
- La Gare Restaurant
- La Tortilla Factory
- Latin American Youth Center
- The Law Offices of Michael Fiumara
- Lotus Beauty Bar
- Luther Burbank Savings
- Mary’s Pizza Shack
- Max Machinery, Inc.
- McLea’s Tire & Automotive
- Medtronic
- Montgomery Village
- Moss Adams LLP
- Music 4 Meals
- North Bay Brewery Tours
- North Bay Insurance Brokers
- Northwestern Mutual Foundation
- O’Brien Watters & Davis, LLP
- Pacific Gas and Electric Company
- Papapietro Perry Winery
- People Matter
- Perry, Johnson, Anderson, Miller & Moskowitz LLP
- Petaluma Golf Club
- Petaluma Poultry
- Quality Discount Cabinets
- Quivira Vineyards & Winery
- Ravenswood Winery
- Ray’s Food Place
- Robert Hunter Winery
- Rodney Strong Vineyards
- Rooster Run Golf Club
- Rosso’s Pizzeria & Wine Bar
- Rotary Clubs of: Santa Rosa East, Santa Rosa Sunrise, Windsor
- Sally Tomatoes
- Santa Rosa Entertainment Group
- Santa Rosa Golf and Country Club
- Santa Rosa Symphony
- SC Barns
- Silicon Valley Community Foundation
- Silver Rose Venture LP
- Soiland Family Charitable Fund
- Sonoma Canopy Tours
- Sonoma County Employer Advisory Council
- Sonoma Mountain Village
- Soroptimist International of Santa Rosa
- Spaulding McCullough & Tansil LLP
- Speedway Children’s Charities
- Spring Lake Village
- St. Anne’s Crossing Winery
- St. Patrick’s Episcopal Church
- Stark Reality Restaurants
- Stellar Transportation, LLC
- Stout Brothers Irish Pub
- Summit State Bank
- Sutter West Bay Hospitals
- Sweet T’s Restaurant
- Taylor Maid Farms
- Teva
- The Finley Foundation
- The Heck Foundation
- The Kimball Foundation
- The Pawn Advantage
- The Press Democrat
- The Spinstead Sisters
- The William L. Price Charitable Foundation
- Trader Joe’s
- Truett Hurst Winery
- Uncaged Dinners
- Union Hotel of Santa Rosa
- V. Sattui Winery
- Veterans for Peace
- Vintage Wine Estates
- Vintners Inn
- VJB Vineyards & Cellars
- Walter Hansel Wine & Bistro
- Westamerica Bank
- Windsor Golf Club
- Woodfour Brewing Company
- World Centric
- Wright Contracting
- Zyromski Konicek LLP

We are sorry if we omitted your business or foundation – please call Cat Cvengros to correct this error: (707) 800-3958.
The Hope Society is a group of individuals who have committed to supporting the youth SAY serve for five years. Members of the Hope Society pledge a minimum of $1,000 for five years to support SAY’s operations.

This pledge to stand by SAY’s youth tells them that they are supported by a caring community who believe in them.

We are profoundly grateful to the following members of the SAY Hope Society:

- Don and Jennifer Ammons
- Jim Berger
- David and Janet Brown
- Tom and Becky Burrell
- Bob and Kelly Casanova
- Dese Cirelli
- Tim and Leigh Anne Delaney
- Dierk’s Parkside Cafe
- Nancy and Henry Fastenau
- Friedman’s Home Improvement
- Bill and Suzie Friedman
- Elizabeth Hawkins
- Jim and Mary Henderson
- Dr. James and Karen Henley
- Blair Maus
- John and Michelle Meislahn
- Sam and Betz Miller
- Ed Osborn
- Scott and Jena Pritchard
- Jon and Laura Sooy
- Linda Tavis and Elliot Daum
- William and Katherine Wells
- Bill and Valerie Williams
- Gwen Zeller
- Sharon and Greg Zimmerman
CIRQUE DU SAY

SAY'S famous dinner and auction event!

Sponsorship: Cat Cvengros, 707-800-3958
cat@saysc.org

APRIL 18
2015