Annual Report
2015-2016
Dear Friend,

As I write this, we are preparing to move an additional 16 young people into housing at the SAY Finley Dream Center. For many of these youth, it will be their first night in a safe place - possibly ever. Thanks to donors like you, each of these young people is welcomed to their new home with some simple luxuries: a warm quilt, a bathrobe. For Colin, it was the first bathrobe he had ever owned. For Jamie, she exclaimed “I’m still floating with it!” a month into having her own apartment.

What has sunk in for them is the care and attention of our staff and community. Your support allows us to help these young people change their lives. And that is, truly, what they are hard at work doing. In fact 84% of the young people in our housing programs are working, in school, or both! They are becoming self-sufficient and when they move out, they will have the tools and resources they need to be successful.

Just as our youth are focused on their future, we are looking to our own. SAY has been here for youth when they need it the most for 45 years. We are focused on self-sufficiency and growth, and are committed to self-improvement. Over the next pages, you’ll read about our goals for the future, and see our outstanding outcomes. Here’s one for you: last year 911 donors and 377 volunteers came together with our staff of 125 professionals to help 7,777 youth and families across Sonoma County. Think about that impact! I’m still floating with it.

With gratitude,

Matt Martin, Chief Executive Officer
2015-2016 Financials

Revenues

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government</td>
<td>$3,771,600</td>
</tr>
<tr>
<td>Foundations &amp; Individuals</td>
<td>$1,620,500</td>
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<tr>
<td>School Based Programs</td>
<td>$801,000</td>
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<tr>
<td>Other</td>
<td>$252,500</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$6,445,600</td>
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</tbody>
</table>

Expenses

- **22%** Housing
- **26%** Counseling
- **35%** Jobs
- **6%** Fundraising
- **11%** Administration

Financial figures for the year ending June 30, 2016, Unaudited.

Staff Members: 125
Volunteers: 377
Donors: 911

Helped support

- **1,500** Youth and Families
  - Housing programs include: The Dr. Coffee House Teen Shelter, The SAY Finley Dream Center, Tamayo Village, Street Outreach Services

- **3,047** Youth and Families
  - Counseling programs include: Individual and Family Therapy, Family Advocacy, School-Based Mental Health Services, SAY Grief Services - Sonoma

- **3,230** Youth and Families
  - Careers programs include: Career & Life Readiness, Clean Slate Tattoo Removal, College & Career Readiness, Sunflower Community Garden, Tomorrow’s Leaders Today
“Having somewhere safe to live means being in a place where we all support each other and I don’t feel weird. I have that here.”

Last year, **130** youth found a safe place to live at an SAY housing program.

**76%** of our youth successfully transitioned into stable housing when they moved out.

**84%** of our residents are working, in school, or both!

**63%** of our residents increased their income while living with us.
Pro-social activities help us build community:

- Hiking Trips / Beach Days: 15
- Community Dinners: 23
- Residents’ Community Meetings: 24
- Birthday Cake & Ukulele Night: 12
- Yoga Classes: 4
- Art Groups: 5
- Movie Nights: 10

“I am happier and more stable than I have been in a long time, like I think ever in my life. I don’t feel empty anymore.”

- Ian, Dream Center resident

“I love that the groups give me something to do. They are safe and sober, and I like when outside people come to spend time with us.”

- Rebecca, Tamayo Village resident

1,500 youth accessed our services at: The Dr. Coffee House Teen Shelter, The SAY Finley Dream Center, Tamayo Village, Street Outreach Services
**Counseling**

"I have somebody to talk to. You’ve helped me become a better person. I had no hope, now I have a little."

1,401 students received mental health wellness services in 27 elementary, middle and high schools in Santa Rosa, Cloverdale and the Sonoma Valley.

73% of students surveyed reported increased positive coping skills at school.

"Before at school, I was struggling to focus because of how much was happening at home. Now, I’m not as stressed. Counseling really has helped."

- student, 11 years old

"Seeing a SAY Clinician has stopped me from making some really stupid, harmful mistakes."

- student, 17 years old
3,047 youth & families accessed our counseling programs: Individual and Family Therapy, Family Advocacy, School-Based Mental Health, Grief Services

Our grief groups help youth heal after loss:
Youth and Adults Enrolled in Grief Groups: 95
Community Volunteers: 13
Art Projects: masks, mandalas, sculpture, collage, drama, prayer flags, memory jars, feelings boxes
Candles Lit for Loved Ones: 500+
Coping Skills Learned: breathing, taking space, expressing feelings

259 youth and 219 family members participated in our Individual & Family Therapy programs.
75% of youth reported an improvement of symptoms.
Our therapists use art, play and sand trays to work with youth ages 5-25.
“I had big dreams for my career, but the doors were closed. I needed money for those dreams. I knew I wanted to go to school.”

250 youth came to the Career Hub at the SAY Finley Dream Center to get help finding a job, housing, and find other resources.

100 youth ages 16-24 completed on the job training experiences.

125 youth became self-sufficient with case management from our Career Services Team.

“I feel like I had some job skills before, but believing in myself was difficult. I trust myself more and it’s building my self-esteem. I’m getting work experience and I have friends. I feel like I belong to something, and I’ve never felt that before.”

– Naomi, youth office intern
We help youth with Career and Life Readiness:

- Job Shadowing Opportunities: **175**
- Students Received College and Career Services in schools: **2,198**
- Permit/Driver’s License Applications: **13**
- Boots Purchased for Outdoor Work: **84**
- Miles of Trails Cleared: **72**
- Lunches Made by Volunteers: **415**

54 youth committed to the painful process of having their tattoos removed so they can find better employment opportunities.

Our newest program breaks the mold. It doesn’t fit into just one box. Instead, we’re combining all three things that SAY does into one program we’re calling Dare to Win. This program is based directly on what we’ve heard from our young people.

They told us that it’s really hard to look for work without a safe or stable place to live. They also said that it’s a lot easier to work hard when they get good counseling from someone they can really talk to about the things they’re having a hard time with - like their family or friends or co-workers; or maybe something from their life that makes it really hard to sleep or concentrate when they need to.

We listened to that feedback and designed Dare to Win, which combines affordable housing, a therapist, and a career coach for 18 months. We called it Dare to Win because we know it will be a challenge. We also know the youth who enroll in the program are up for the work.

Dare to Win was developed through a grant from the William and Flora Hewlett Foundation, in partnership with the The Edna McConnell Clark Foundation. SAY was one of just 15 organizations chosen to participate in Propel/Next - an innovative program that will help us improve our already excellent programs through data, and a commitment to learning. In this, we are putting our values to work and practicing what we preach. When we encourage our youth to grow, we are growing too.
SAY Annual Fund Donors

We are deeply grateful for gifts received this past fiscal year from donors both old and new for the success of our youth. Your continued support is vital to our ability to grow our programs and reach the youth and families who need it the most. We are truly in it together.

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