Dear Friend,

Meeting people where they are. Building on their strengths. Reaffirming others in their own dignity. These principles are at the heart of all we do.

Early on in the development of programs at LSA, the agency formed a partnership with the Brazelton Touchpoints Center, founded by T. Berry Brazelton, MD and Professor of Pediatrics Emeritus at Harvard Medical School. This partnership helped to reinforce these principles and to integrate them into our program delivery models. This spring, some of our staff members had the opportunity to reconnect with the Center at a training in Boston. The training provided a practical, preventive approach to forming strength-based partnerships with families.

Maintaining a culture of respect and dignity is vital, both in our agency and as we share our work with others. We’re honored to have become recognized leaders in the services that we provide. Earlier this year, our Director of Programs, Ray Lopez, presented about our environmental health work at a symposium called “Pushed to the Bottom: The Experience of Poverty in the United States,” hosted by international nonprofit ATD Fourth World. This summer, our Director of Mental Health Services, Mónica Sánchez, MS, LCAT, presented at the 3rd Annual Philadelphia Trauma Training Conference, “Promoting Equitable Access to High Quality Services for Vulnerable Children and Families.” This was her second year presenting about her important work here at LSA.

We couldn’t be more proud to work with such a skilled staff. They are the driving force behind our work to improve the health and well-being of families in crisis.

We also thank you, our dedicated board members, volunteers, and donors for supporting LSA and our mission to strengthen the families and community of East Harlem.

Sincerely,

Ralph A. Siciliano, Esq
Board Chair

Reada Bunin Edelstein
Chief Executive Officer

*Board and staff listing as of August 2019
Community Health and Wellness Programs

Advocacy and Food Pantry programs help families meet their immediate need for food and address the longer-term issues that keep people in poverty.

Environmental Health Services improve health and well-being by helping families remove asthma triggers from their homes.

Nursing, through our Certified Home Health Agency (CHHA) provides direct nursing care to patients at home. The program specializes in maternity outreach – prenatal, postpartum, newborn & pediatric care.

STRENGTHENING FAMILIES IN CRISIS

Advocacy & Food Pantry
Our Advocacy & Pantry program continued to grow their services throughout the year, including the VITA (Virtual Income Tax Assistance) program that provides free help with income tax filing for families with household incomes of $54,000 or less. In 2018, staff helped to prepare 31 tax returns. The food pantry continued to feed approximately 2,100 individuals a month, and was recognized for this good work with the Founding Member Award at the Food Bank for NYC Conference on Hunger and Poverty in acknowledgement of our 35-year partnership.

Preventive Services
Social workers in our Preventive Services program—a contract with the NYC Administration for Children’s Services—served 265 children in 2018. The program is widely considered one of the best among similar agencies city wide, providing intensive family services, creating safer homes and preventing children from being placed in foster care.

The Sharing Place Thrift Store
The thrift store supports our program work by providing the community with clothing, shoes, and housewares at affordable prices. In addition, the store provides free emergency clothing to clients in immediate need. In 2018, through donations, the store installed a new merchant credit card machine and register. The upgrades to the system include quicker processing of credit cards and inventory tracking.

FOSTERING HEALTH & WELL-BEING

Nursing
Services through our Nursing program have continued to grow, with the offering of several workshops focused on childhood development and parental support. The program has also continued the Breastfeeding Support Group, which provides advice and assistance on the challenges of breastfeeding. During 2018, over 120 families took part in at least one workshop.

Environmental Health Services
The Environmental Health Services program continued to grow, signing a $50,000 contract with the Mount Sinai Health System to provide 150 home visits to adults and children in East Harlem. Additionally, the program was awarded a $50,000 grant from L&M Development Partners to further expand our services to East Harlem-based adults with asthma.
Family Support Programs

**Parenting and Child Development**
works with families to keep children developmentally on track through third grade. It includes home visits and socialization groups for children 0-3 years old, 3K and PreK support through the LIFE project, year round academic enrichment for children in grades K-3, and mental health counseling and art therapy for women of childbearing age.

**Preventive Services** is a support program that strengthens family functioning to avoid placement of children in foster care.

**The Sharing Place Thrift Store**
is a popular destination for good quality, bargain-priced clothing and housewares. In addition, the store provides free emergency clothing to clients in immediate need.

---

**CREATING A HEALTHY TOMORROW**

Parenting & Child Development
The early childhood program for parents and children 0-3 years old, served 132 children and their families with the goal of improving overall social determinants of health for families in East Harlem. Staff worked closely with families to ensure that parents felt better equipped to support their children through these critical years of development. LSA partnered with the New York Immigration Coalition (NYIC) to implement the LIFE (Linking Immigrant Families to Early Childhood Education) project. Educational advocates worked with families who have children who qualify for Pre-K programs, providing outreach and support with the goal of ensuring families understand the benefits of these programs.

During the summer academy, the K-3rd grade enrichment program worked to incorporate a literacy and lyrics component for kindergarten students to help promote early literacy skills through rhyming and music. The segment provided extra academic support for the younger grades and was so successful that it was added to the following program year. In addition, our academic year cohort continued to see success, with 96% of our students increasing one reading level or more.

The Mental Health Services program supported 70 families in 2018, through individual and group programming. LSA continues to build a culturally responsive framework using a combination of Art Therapy, Cognitive Behavioral Therapy, and Psychodynamics to work with clients who are often uninsured and do not have access to linguistically and culturally responsive services.

---

**FAMILY SPOTLIGHT**

Emilia, a U.S. resident from Peru, had her son after a high-risk pregnancy. When she was first referred to LSA, she felt anxious and isolated. Emilia was unable to work regularly because her son needed constant care due to illness, and she had no reliable child care.

At LSA, Emilia received food from our pantry, clothing for Matias and other support to meet her day to day needs. She joined the LSA socialization program for babies and toddlers where she met other mothers and began to feel less isolated. Matias was able to receive the therapy he needed at LSA and Emilia received counseling to help with her anxiety.

Today, Emilia feels a greater sense of freedom and hope for the future. Matias graduated from the early childhood program and will start a preschool program in the fall. His doctor says that he is advanced for his age.

“I’m so grateful to this place, I’ve received so much help, for Matias, for myself... If I hadn’t found out about Little Sisters, I don’t know what would have happened to us.”
2018 Financial Report

LSA continues to build on the momentum that began in 2017 when LSA posted a surplus in net assets of $130,000. In 2018, LSA posted a significant increase in net assets of $1,150,000. This is thanks primarily to the start-up of a capital campaign designed to raise $4-6 million to advance programming and services, IT infrastructure, and the endowment fund.

The hard work is ongoing as LSA continues setting goals to enhance its programs while also strengthening the financial condition of the organization.

OPERATING REVENUE

<table>
<thead>
<tr>
<th>Source</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Events</td>
<td>$824,230</td>
</tr>
<tr>
<td>Patient Service Fees</td>
<td>$128,597</td>
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<tr>
<td>Government</td>
<td>$1,411,170</td>
</tr>
<tr>
<td>Foundations</td>
<td>$1,135,858</td>
</tr>
<tr>
<td>In-Kind Services</td>
<td>$248,773</td>
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<tr>
<td>Investment/Other Income</td>
<td>$19,471</td>
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<tr>
<td>Thrift Store</td>
<td>$383,969</td>
</tr>
<tr>
<td>Individual Donations</td>
<td>$2,328,375</td>
</tr>
<tr>
<td>Foundations</td>
<td>$1,135,858</td>
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<tr>
<td>Total</td>
<td>$6,480,443</td>
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</table>

2018 PROGRAM IMPACT

<table>
<thead>
<tr>
<th>Metric</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Families Served</td>
<td>2,130</td>
</tr>
<tr>
<td>Individuals Impacted</td>
<td>7,000+</td>
</tr>
<tr>
<td>People on average per month fed by our food pantry</td>
<td>1,943</td>
</tr>
<tr>
<td>100% of high-risk parents showed stronger parenting skills</td>
<td>1,943</td>
</tr>
<tr>
<td>3,558 total home visits to provide nursing, environmental health, child development and family support services</td>
<td>3,558</td>
</tr>
<tr>
<td>98% of infants receiving home nursing visits attained appropriate developmental milestones</td>
<td>3,558</td>
</tr>
</tbody>
</table>
| 96% of children in our summer enrichment program advanced at least one reading level | 96%
| 98% of at-risk children served were kept out of foster care | 98%
| 80% of school children had fewer or no emergency room visits as a result of asthma | 80%
| 1000+ donation pickups for the Sharing Place Thrift Store | 1000+

OPERATING EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Expense</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management &amp; General Operating</td>
<td>$547,382</td>
</tr>
<tr>
<td>Fundraising, Communications and Volunteer Activities</td>
<td>$1,010,129</td>
</tr>
<tr>
<td>Thrift Store</td>
<td>$3,775,389</td>
</tr>
<tr>
<td>Program Services</td>
<td>$3,775,389</td>
</tr>
<tr>
<td>Total</td>
<td>$5,332,900</td>
</tr>
</tbody>
</table>

We received the highest rating from charity watchdog group, Charity Navigator.
Our Supporters

We are immensely grateful for all contributions large and small. Due to space limitations, this list includes donors at the $500 level and above. Special thanks to those who made in-kind contributions to advance LSA programs and to The Sharing Place Thrift Store.

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NYC Department of Health and
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NYC Department of Youth and
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NYC Mayor’s Office of
Immigrant Affairs
NYS Department of Health
Division of Nutrition/Bureau
of Nutrition Risk Reduction,
Hunger Prevention and
Nutrition Assistance
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NYS Office of Children and
Family Services
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