

IMPACT REPORT 2021



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TO OUR COMMUNITY

Strategic Highlights

2021 brought new opportunities for our organization! We worked to implement new social groups for our community, found a new Buddy Walk venue that offers ample room for us to grow, and began the exciting process of renting our first office space!

Financial Highlights

Last year we continued to provide higher levels of financial assistance via our grant programs to our community members. We became eligible for the State of Arizona's SECC employee giving program, as well as various platforms for employers to match their employee's charitable giving.

Operating Highlights

We are so proud to have achieved Guidestar's Platinum Seal of Transparency for Non-profits. We also increased our Executive Director's work week to 30 hours per week to accommodate our organization's growth.

Looking Ahead

in 2022, we are expanding our Give it Back Grants even further with new funding limits. We are beginning to host in-person events at our new office space. And are looking to begin more community programming!

Respectfully Submitted by,

Kaitlin Hollywood

Kaitlin Hollywood
President, Board of Directors

&

Chelsea Hansen

Chelsea Hansen
Executive Director

FINANCIAL SUMMARY - INCOME

Buddy Walk: \$92,513.17 = 57% of SANDS income

In 2021 we had 78 Buddy Walk teams. Sponsors donated \$11,500.00, teams raised \$76,252.01, exhibitors raised \$50, the bake walk raised \$395, day of donations and sales were \$4,256.16, and calendar sales were \$60. The top 10 teams raised *more than* 47% of the total funds raised! Our goal for 2022 is to have 100 teams and to help each team raise at least \$500!

Individual Contributions: \$41,500.25 = 26% of SANDS income

This year we had extraordinary levels of individuals seeking out SANDS to donate to our community. SANDS was the recipient of an investment fund that was bequeathed to us, these funds totaled \$24,291.97. \$13,000 was received from a single donor who donates to us monthly, and the remaining funds were donated for various purposes through our SANDS website.

Grants: \$18,800 = 12% of SANDS income

This year we received \$8,200 from Walmart, \$5,000 from Desert Diamond Casinos and Entertainment, \$2,500 from the SUNDT Foundation, \$2,000 from the Foothills Club, \$1,000 from the Zuckerman Foundation, and \$100 from Omaha Community Foundation. We also received a 1-year grant to Catchafire, a program that pairs professionals with non-profits to assist with organizational needs. This 1-year membership is valued at \$2,000, however, we used over \$15,000 worth of volunteer work hours last year.

Business & Employee Support: \$5,024.78 = 3% of SANDS income

Business and Employee Matching programs such as Fry's Community rewards, Amazon Smile, and Raytheon as well as non-profits like United Way contributed to our organization this year.

Fundraisers: \$3,732.82 = 2% of SANDS income

This year's fundraisers came from Facebook birthday fundraisers.

Interest: \$48.21 = < 1% of SANDS income

Memberships: \$0

That's right, \$0! Unlike other Down syndrome associations, we do not charge a membership fee!

TOTAL INCOME: \$137,068.46



FINANCIAL SUMMARY - EXPENSES

Programming: \$43,254.03 = 34% of SANDS expenses

In 2021 we provided 361 hours and \$10,404.50 in private tutoring assistance to 10 families. 16 Give it Back grants were fulfilled for medical, educational, and therapeutic needs. 150 families were provided grocery assistance. 61 new parent packets were delivered to hospitals, OBGYN offices, and new families. Our Birth to 10 playgroup moved to a new central location. The Tween/Teen group kicked off with monthly movie nights and our Adult's with DS group had a bowling activity and holiday party. For World Down Syndrome Day, we celebrated with a Drive in Movie!

Salaries: \$35,993.34 = 28% of SANDS expenses

Our Executive Director applies for grants, supervises all programs, helps guide and implement each committee's activities, coordinates our Buddy Walk, facilitates day-to-day business, and is the primary point of contact for the organization. While ratios vary depending on the time of year, approximately 16% of her time is spent on administration, 16% on grant writing, and the remaining time is split between programming and the Buddy Walk.

Buddy Walk: \$30,434.29 = 24% of SANDS expenses

With the renovation of Reid Park and our ever-growing event, it was time to find a new venue that could fit our needs. After months of interviewing venues across all of Tucson, we were eagerly welcomed to Mica Mountain High School. This venue features: spacious restrooms that are cleaned and maintained, ample and free parking, flat and paved surfaces for wheelchair accessibility, plentiful shade, large and flat field that is big enough for us to grow, venue staff to help facilitate the event, and accessibility via Sun Van for our Self-Advocates. Expenses include: T-shirts, incentives, registration site, licensing fees, entertainment, tents, tables, chairs, staging, water, ice, venue rental, U-Haul rental, and other supplies.

Administrative: \$14,291.20 = 11% of SANDS expenses

Our administrative expenses cover storage unit rental, website maintenance and development, phone services, bank fees, insurance, and miscellaneous expenses such as postage and printing. We are excited that we have also begun the process of moving into a new office! More details coming soon!

Conferences: \$3,630.05 = 3% of SANDS expenses

Every year we send families and board members to conferences for trainings.

Memberships: \$1,150.00 = < 1% of SANDS expenses

We are members of Down Syndrome Affiliates in Action and Global Down Syndrome Foundation.

Total Expenses: \$128,752.91

WHAT'S HAPPENING IN 2022

Community Events

- Monthly play group for ages Birth - 10
- Monthly movie night for tween/teen group
- New support group for our Spanish speaking community
- Events for our Adults with Down syndrome

Give it Back!

- Private Tutor grant program
- Continued funding for the bicycle program
- Revamped funding and approval process

SANDS Board of Directors

- We have 5 board positions available to fill. While prior board experience is not necessary, we need board members who have experience in human resources, therapy, medical, fundraising, website development, and financial fields. We also need someone who can speak Spanish.



THANK YOU TO OUR VOLUNTEERS!

Our volunteers and community members make it all possible! A very special thank you to our community members who serve on a committee or help facilitate events for SANDS!

Tracy Carroll: Buddy Walk planning committee

Estella McClain: Challenger Little League liaison

Dr. Jamie Edgin and the entire UArizona Down Syndrome Research Group: Buddy Walk

Tamara Varga: SANDS' new office space liaison

THANK YOU TO OUR TOP BUDDY WALK TEAMS!

We are incredibly grateful for every single team and donor that helped raise funds for our organization so that we can continue to serve our families! These teams led the way and were so creative in how they met their goals. From BBQ fundraisers, to finding corporate sponsors, to Facebook fundraisers, they set a goal and worked hard to meet and even surpass it! Thank you!



Jacob's Jets

\$10,440



Team Ax-Man

\$6,665



Team BLT

\$4,325



Miles for Maddie

\$3,550



The Jaywalkers

\$3,510

MEET YOUR 2022 BOARD OF DIRECTORS

Board member & Self-Advocate: Chad McKinley

Chad is our longest serving board member. Chad worked at Beacon and is responsible for community and self-advocate updates at our board meetings. He brings a crucial voice to our board to help keep our goals in line with our community members' wants and needs.



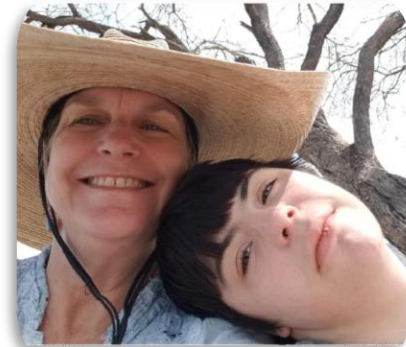
Board member & Self-Advocate: Sharon Callaway

Sharon is a long-time board member that not only attends the board meetings, but also represents the organization at various events throughout the year. Sharon keeps the board up to date on the adult community and loves to work with kids at our events.



Board member: Rebecca Clowers

Rebecca (Becky) is mom to Wesley (DS). Becky is a full-time substitute teacher in the Vail School District. Becky coordinates our new Tween/Teen group. She also served on the committee to search for a new Buddy Walk Venue, and served as a liaison with Mica Mountain High.



Board member: Jonathan (Jay) Rivera

Jonathan is father to Madison (DS), Emma, and JJ. He currently works at Glass Unlimited Inc. Jonathan serves on the New Parent and Buddy Walk Committees, and enjoys helping make t-shirt and new parent packet deliveries to our families.



Board Member: Hannah Speakman

Hannah is our is mom to Arizona (DS) and Xavier. She serves on the Marketing, Community Connections, and New Parent committees. Hannah has helped facilitate our Adults with DS group as well!



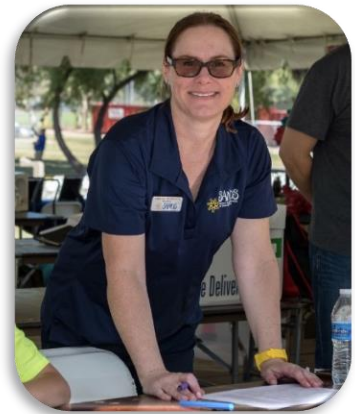
Board Secretary: Karen Poppe

Karen is aunt to Quinn (DS) and Alex (ASD). She works for USPS, and creates event flyers, Buddy Walk T-shirt Logos, and Buddy Walk posters. Along with serving as Secretary, Karen is Chairperson of the Board of Directors Manual Committee and serves on the Workshops and Buddy Walk committees.



Board Treasurer: Camille Stanbery

Camille has no personal connection to Down syndrome, but has a heart to serve. She works for the State of Arizona Disability Determination Services. Along with serving as Treasurer, Camille chairs the Audit committee and helps the Buddy Walk committee. She has been instrumental in our website development and maintenance.



Board President: Kaitlin Hollywood

Kaitlin is mom to Joseph and Zoey (DS). She is an attorney with the Arizona Attorney General's Office. Kaitlin is a Tucson native with many ties to the community. Along with serving as President, Kaitlin is on the Board of Directors Manual, New Parent, and Buddy Walk committees.



Executive Director: Chelsea Hansen

Chelsea is mom to Rebekah (DS-ASD) and Logan. She works to ensure all the vital day-to-day needs of the organization are met, provides oversight to all the committees, helps plan events and applies for grants.



Our Mission

Southern Arizona Network for Down Syndrome (SANDS) is a non-profit organization dedicated to being the primary source of information and support for individuals with Down syndrome in southern Arizona, working towards an improved quality of life and respect as valued members of society.



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