We are so pleased to share with you our annual report for 2018-19. ICAN celebrated a banner year, with incredible community support, growth and organizational effectiveness. First and foremost, ICAN’s financial standing became even more secure in 2018-19. Revenue was its strongest in years, with a number of new investors supporting the program. The financial success is also due in large part to our dedicated Board of Directors, who worked tirelessly throughout the year to spread the message about the amazing work being done at ICAN. The revenue surplus at the end of the year afforded us the opportunity to again boost the organization’s reserve account, which puts ICAN in a strong organizational and financial position.

With ICAN’s solid financial foundation, we are thrilled to announce some very exciting future plans. The Board of Directors and staff have been working hard over this past year to research, plan and strategize for an expansion plan for the program. ICAN will be launching a pilot expansion program for the 2020-2021 school year. This pilot will take place at a local, Title 1 elementary school, with ICAN staff running the program. This will enable us to reach even more youth with ICAN’s distinguished program. You will be hearing much more about this expansion program in the coming year, but it is because of the groundwork, both financially and strategically, that was laid-out this last year that allows us to make the expansion pilot a reality.

We hope that you enjoy reading about all of the accomplishments at ICAN this past year. We want to thank ICAN’s Board of Directors, committee members, volunteers, donors, parents and staff, who are all so dedicated to continuing the legacy of Henry Salinas and ensuring the youth of our community have a bright future.

Sincerely,

Brandon Bagley, Board Chair, 2018-19

Shelby Pedersen, ICAN CEO
Big Brothers Big Sisters
ICAN started a partnership with Big Brothers Big Sisters to host a site-based mentoring group that meets every-other-week.

Guitar Club
Ray Cunningham, a new volunteer to ICAN, started up a guitar club over the summer. He not only taught the class, he raised the money needed to buy 12 guitars and supplies needed.

International Certification
Community Programs Manager, Ted Huntington, completed a rigorous process to become an Internationally Certified Prevention Specialist by the Arizona Board for Certification of Addiction Counselors and the International Certification & Reciprocity Consortium.

Men & Women of Chandler
ICAN volunteers and supporters Denise McCreery, Melanie Slate, Heather Anguiano, Alison Abramson, Robert Whetstine and Edward Upshaw were named Women of Chandler and Men of Chandler by Chandler Lifestyles Magazine

dreamBIG Record-Breaking Success
2018 was the 4th annual dreamBIG gala for ICAN and was a tremendous success. The event raised over $450,000 dollars for ICAN’s programs, which is more than any other fundraising event has raised for the organization.

Bronze Sculpture of Founder
Henry Salinas, ICAN’s founder, passed away in 2017. This past year ICAN was able to commission a bronze sculpture of Henry that is displayed at the entrance to the building, leaving a lasting reminder of Henry’s impact on the community.

Chris E. Hoeye Award
ICAN added an award to the dreamBIG event in 2018. The Chris E. Hoeye Award recognizes a teen that has demonstrated positive personal development since attending ICAN’s programs. The 2018 honoree was Gisselle Rincon. The 2018 nominees were Gisselle Rincon, Lloyd Smith, and Anija Mayes

ICAN’s First Legacy Gift
ICAN received its first planned gift in 2018. Mr. Allan J. Wagenheim passed away in the summer of 2018 and bequeathed a donation of $25,000 to ICAN from his estate.

Parenting Programs
Family Programs set a goal at the first of the year to average 12 families attending Me & My Family Night each month, and have at least 12 families attend 3 or more sessions. They exceeded both of these goals.
ICAN was one of 59 grantees selected nationwide for the Listen for Good grant through the Fund for Shared Insight. ICAN was recommended for the grant by the Virginia G. Piper Charitable Trust. ICAN’s focus for the grant was on the organization’s evaluation process.

The Listen for Good five-steep feedback loop:

1. Design a survey instrument
2. Collect client feedback
3. Interpret the data
4. Respond to the feedback
5. Close the Loop with clients

ICAN’s goal is to improve our families’ experience with ICAN

Part of the process identified a Net Promoter Score (NPS) for the organization. NPS is a tool widely used in traditional customer feedback circles that has been shown to effectively measure customer sentiment about an organization.

ICAN’s most recent Net Promoter Score was 89, which is 20 points higher than the “human services” benchmark.

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<th>Detractors (0-6)</th>
<th>Passives (7-8)</th>
<th>Promoters (9-10)</th>
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<tr>
<td>ICAN NPS</td>
<td>89</td>
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Detractors: 2% (2)
Passives: 7% (7)
Promoters: 91% (87)

ICAN families said we are good at....

“ICAN is a good place for everything you can think of: great staff, it’s free, your child gets plenty of attention.”

“Keeping children busy and always learning new things. Great family events and programs.”

“Staff is caring and have a true passion for what they do. Most importantly they keep the kids active and the kids have fun!”

“Bringing families together.”

“Helping the kids to become better for the future.”
1st Hour – Snack and Recreation

After being picked up from area Chandler schools by ICAN staff, youth receive a healthy snack, followed by free time where they can play sports, connect with friends or get ahead on homework.

2nd Hour – Structured Curriculum

ICAN’s award-winning life skills training focuses on the 5 C’s of Positive Youth Development - Connection, Confidence, Character, Contribution and Competence. Youth participate in daily activities that strengthen these skills. Following life skills, youth participate in STEAM activities, structured games or choose from clubs such as gardening, student council, guitar, DIY, writing club, cooking and more.

3rd Hour – Homework Help & Dinner

Youth receive homework help each day to ensure their academic needs are being met. Healthy dinners are served daily before youth are driven home.
FINANCIALS

ASSETS

Current Assets:
- Cash & Equivalents: $626,686
- Accounts Receivable: $79,632
- Promises to give, net: -
- Prepaid Expenses: $11,668
  TOTAL CURRENT ASSETS: $717,986

PROPERTY & EQUIPMENT, net: $3,257,498

TOTAL ASSETS: $3,975,484

LIABILITIES AND NET ASSETS

Current Liabilities:
- Accounts Payable: $18,300
- Accrued Payroll: $20,293
- Deferred Revenue: $18,600
- Current portion of note payable: $4,516
  TOTAL CURRENT LIABILITIES: $61,709

NOTE PAYABLE, net of current portion: $146,006

TOTAL LIABILITIES: $207,715

NET ASSETS
- Without Donor Restrictions: $3,767,769
- With Donor Restrictions: -
  TOTAL NET ASSETS: $3,767,769

TOTAL LIABILITIES AND NET ASSETS: $3,975,484

REVENUE SOURCES
- Government Contracts 32%
- Contributions and Other Grants 46%
- Donations In-Kind 2%
- Special Events Revenue 5%
- Facility Use Revenue 5%
- Other Revenue 0%

ICAN strives to maintain liquid financial assets sufficient to cover 90 days of general expenditures. Over the past few years, ICAN has been reinvesting operating surpluses into our reserve account in an effort to meet that 90-day threshold. The operating surplus from 2018/2019 was key to helping ICAN reach that milestone and having met that milestone the organization will now be able to invest future surpluses into other areas like programs.

EXPENSES BY PROGRAM AREA
- Family 13%
- Community 14%
- Youth 73%
LEADERSHIP COMMITTEES

Board of Directors
Brandon Bagley, Chair
Shawn Hancock, Chair-Elect
Trisha Baggs, Secretary
Matt Julian, Treasurer
David Baker
Brandon Bell
Carl Davenport
Toby Day
Brett Henkel
Steve Hewitt
John Hoopes
Megan Mayhall
Sara Nance
Troy Norris
Amy Richardson
Paul Stringer
Adam Turner
Danielle Janitch
Keldy Winters
Nick Woodruff

Chandler Coalition on Youth Substance Abuse
Caitlin Alfonso
Josh Azevedo
Liz Beck
Dr. James Bogash
Steve Brown
Susan Cadena
John Cernie
Natalia Chimbo-Andrade
Melanie Clardy
Notiosha D’Addabbo
Jeff Delp
Kathleen Dowler
Victor Escoto
Angie Geren
Cynthia Hardy
Mariah Hile
Sarah Hunter
Jason Hutchins
Dr. Sandy Indermuhle
Mike Japenga
Megan Mims
Blas Minor
Joronda Montano
Dalbik Muhammad
Peggy O’Sullivan
Summer Peregrin
Leah Powell
Mike Reinman
Terry Roe
Edward Upshaw
Michael White

Auxiliary
Elicia Bivins
Tiana Bribiescas
Carla Cantrell
Rachel Davenport
Marjorie Hawkes
Helen Jacobs

Auxiliary Cont.
Mary Jo Landwehr
Lynda Michael
Amanda Souders
Margaret Souders
Victoria Stinson
Miggy Sudyka
Karen Wilson

The Henrys
Denise McCreery, Chair
Alison Abramson
Tiffany Carlson-Richison
Shannon Clark
Mindy Cutlip
Letty Kaufman
Amy Pavlue
Marvin Phillips
Scotti Russell
Heather Shaughnessy
Tina Reed-Sweet
Julie Reid
Carole Speranza
Brittany Stotler
Jason Triano
Robert Whetstine
Chris Zotos

dreamTEAM
Megan Mayhall, Co-Chair
Lynn Dao, Co-Chair
Jennifer Bertoldo
Katie Easley
Britni Ferguson
Andrea Feyen
Kimberly Shedd
Melanie Smith
Carisa Winklepleck

Governance
Brandon Bagley
Toby Day
Shawn Hancock
Brett Henkel
Steve Hewitt
John Hoopes

Audit
Samantha E. Mahlen
Shannon Schroeder
Adam Turner

Finance
Matt Julian, Treasurer
Dan Capote
Ben Cilek
Kevin Murphy
Troy Norris
Sara Nance
Jason Richards
Brenda van Gelder

Philanthropy
Trisha Baggs, Chair
David Baker
Brandon Bell
Amy Richardson
Adam Turner

Advisory Circle
Rudy Apodaca
Zef Banda
Patti Bruno
Mary Contreras
Carl Davenport
Trinity Donovan
Brett Henkel
Caroline Hoeye
Lenetta Leger
Ed Upshaw
Bill Woodruff

Performance Quality Improvement
David Baker
Carl Davenport
Tom Escobedo
Eva Hernandez
Mary-Jo Landwehr
Christine Smith
ICAN is a free youth center in the East Valley that offers programming for youth, teens, families and the community. ICAN’s nationally-recognized prevention programming teaches disadvantaged youth real-life skills including goal setting, positive decision making and how to avoid the risky behaviors that are prevalent in the community ICAN serves.