IN THIS TOGETHER

2020 ANNUAL REPORT
BRINGING HOPE TO CHILDREN IN FOSTER CARE
"Do one good deed a day without taking credit for it."

This is the promise that our co-founder, Kathy Donaldson, made to her late sister which we have honored every day since 1998. Arizona Helping Hands has been assisting children in foster care, one of the state’s most vulnerable and at-risk groups, for more than 20 years. We invite you to learn how we became Arizona’s largest provider of essential needs to children in foster care throughout our 2020 Annual Report.

Our Mission
The mission of Arizona Helping Hands is to provide essential needs for children in foster care through our programs promoting safety, permanency and health.

Our Vision
The vision of Arizona Helping Hands is that every child in foster care is safe and loved.
Greetings,

When the Donaldsons started Arizona Helping Hands in 1998, they had no idea the organization would become Arizona’s largest provider of essential needs to children in foster care. They paved the way with dignity, passion, and love that still carries the team today.

COVID-19 forced many organizations to slow down or close their doors; however, Arizona Helping Hands remained open and provided essential services by going virtual, innovating, partnering, and never wavered in our commitment to serving foster families. When the urgent need for our services grew, we responded with support to 14,000+ children to help them feel connected and secure.

Sincerely,

Charlie Smith
Outgoing Board Chairman

Dear Friends,

I am so excited to share Arizona Helping Hands’ first Annual Report. As I look back on the incredible growth of this organization, I am in awe of our accomplishments. It could not have been done without the support of our community, volunteers, and employees who have dedicated their time and energy to Bring Hope to Children in Foster Care.

I am most proud of the impact we have made in the lives of children who have experienced disruption, abuse, and neglect. We have provided 16,000+ boys and girls with a safe place to sleep, celebrated birthdays for 18,000+, and made homes safe for thousands of foster families, and we still have much work to do.

We give a child hope who feels none, and safety when their fragile existence is threatened. Thank you to all who care about boys and girls in foster care.

Your support means so much to everyone at Arizona Helping Hands. Even more, it enables us to lend aid to every child who desperately needs our helping hands.

With sincere gratitude,

Dan Shufelt
President & CEO
Programs & Services

We provide children in foster care with the resources they need to be successful now. We have learned that something as simple as a new notebook can impact the life of a child in foster care. What seems so basic to you and me is an opportunity to fit in, have a fresh start, or help create confidence that can last a lifetime. If a notebook can have such an impact, imagine what a new bed can do.

COVID-19 brought many new challenges and uncertainties. As an essential service provider, we never closed, distributing beds, cribs, clothing, and more to fulfill our mission before, during, and after the pandemic. We continued to serve our clients, and through partnerships with the Department of Child Safety and other community agencies, we served our clients and their ever-changing needs.

With innovation, collaboration, and a constant focus on children in need, we continue to make an impact on the lives of boys and girls in foster care. The 14,000+ children need our help, and thanks to donors, volunteers, corporate and community partners, who recognize the importance of our services, we will always be here to lend our helping hands.

1998
2010 2013 2014 2015 2018 2020

1998: Arizona Helping Hands (AHH) began its journey in 1998, addressing the needs of Arizonans by providing help and hope for individuals and families experiencing crises and hardships. With humble beginnings and a grassroots approach, AHH operated from our founder’s garage with heart and dedication. Since its inception, the annual Holiday Toy Drive has provided more than 205,000 children with gifts during the holiday season to ensure they do not feel forgotten.
Together, we make an impact!
In the 2019/20 fiscal year, our programs assisted:

- **Back to School**
  - 6,609 Children
  - Prepare children for success in school with backpacks, supplies, and uniforms.

- **Licensing Safety Items**
  - 930 Families
  - Ensure a safe home environment with fire extinguishers, first aid kits and more to meet Arizona’s Life Safety Inspection requirements.

- **Basic Needs**
  - 4,260 Children
  - Provide children with a safe place to sleep and more, including twin beds, cribs, clothing, diapers, wipes, educational activities, and personal hygiene kits.

- **Foster Footlockers**
  - 111 Teens
  - Create peace of mind for children by providing a safe place to store personal keepsakes and belongings.

- **Birthday Dreams**
  - 3,482 Children
  - Celebrate children with personalized birthday packages filled with toys, games, books, and puzzles to lift their self-esteem.

“Your organization has been such a wonderful resource for us this last year. I suddenly had 4 little boys from 8 months to 11 years literally left on my doorstep. They came to us with some clothes and that was it. It was a scramble for beds, and other essential items. Arizona Helping Hands provided us the help we needed. The Birthday Dream package was also great! When the 11-year-old turned 12 he was so excited to get his first bike. He had never had a bed of his own, let alone a bike! I came in recently to pick up two birthday bags and your staff was so awesome. Everyone spoke to us, talked to the kids I had with me, gave them snacks and books and even stuffed puppies. What impressed me the most is when I drove around back to have a footlocker loaded into my car for my 12-year-old, Don M. gave praise to all of you. To have folks in your own organization love the work you are doing to help everyone says a lot. You are all superstars.” - Foster Parent

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2010: A brand new, fully stocked backpack helps children feel comfortable and confident on the first day of school. Initially, backpacks and school supplies were provided only during back-to-school season. Today, the Back to School Program distributes backpacks, clothing, shoes and other items year-round. Since its inception, Arizona Helping Hands has provided 23,000+ children in foster care with the necessary supplies needed to attend school, ensuring they need not worry about feeling less-than, or ashamed.
Volunteers

Arizona Helping Hands (AHH) is fortunate to have an army of passionate and caring volunteers. Over the past year, 1,206 volunteers have walked through our doors, donating 10,765 hours, saving Arizona Helping Hands $276,337. We are thankful for partnerships with large organizations, community groups, and dedicated individuals who give their time restocking our warehouse, organizing clothing donations, filling thousands of Birthday Dream requests, and more! Every volunteer has an impact on a child in foster care.

We rely on and value our volunteers. Their high standards of quality and incredible hearts demonstrate how much our community cares for children in foster care. Thank you for giving so freely of your time and talents.

"I feel blessed to be a part of the volunteer team at AHH. It has given me the opportunity to witness the dedication and commitment that this organization has towards those in foster care. Being a former foster parent myself, I am aware of some of the needs that families and children have. Volunteering here fulfills a personal desire for me, and that is to contribute to an organization whose goals focus on helping others. AHH does this consistently and without hesitation. The staff and other volunteers always express their appreciation for the work that I do, and it is genuine. I am honored to be a small part of a great group of people." - Dan D., Volunteer

1,206 Volunteers
10,765 Hours
$276,337 Saved

2013: Arizona Helping Hands learned that many children in foster care did not have a safe place to sleep. We created the Safe Sleep Program to fill the void, providing 44 children with beds and cribs in the first year. In the same year, we were certified as a Qualified Foster Care Charitable Organization (QFCO) receiving tax credit donations. With this support, we expanded the Safe Sleep Program into what is known today as our Basic Needs Program. Over the last seven years, 16,000+ children received twin beds, cribs and much more, successfully filling the needs of children in foster care.
Board & Staff
(as of December 1, 2020)

Our team includes dedicated and hard-working people who are committed to Bringing Hope to Children in Foster Care. This diverse group of professionals comes together to execute our mission with compassion. In 2003, we hired our first employee, and we take pride in the growth we have experienced since then as we continue to positively impact the foster care community.

Board Members
Kathy Donaldson
Co-Founder
Jay Spector
Chairman
John Smith
Vice-Chairman
Stacie Shelby
Treasurer
Leslie Hess
Secretary

Board Members Emeritus
Kim Anderson
Renee Bonin
Nicole Edgington
Kevin Fox
Dr. Mary-Katherine Harper
Jennifer Kush
Charlie Smith

Gail Coronato
Debbie Frere
Stan Godbehere
Don Newman

Staff
Dan Shufelt
President & CEO
Jodie Sprayberry
Chief Operating Officer
Robyn Bender
Director of Administration
Lori Calhoun
Marketing & Development Coordinator
John Ferrarin
Purchasing Coordinator
Brianna Funk
Volunteer & Special Events Coordinator

Laura Grodsky
Senior Service Manager
Jennifer Jenkin
Director of Programs
Don Middleton
Warehouse Assistant
Kristi Perry
Development Manager
Don Pruitt
Senior Warehouse Assistant
Lizz Rodriguez
Service Assistant
Kevin Steele
Accounting Manager

2014: As the demand for our programs and services increased, we hired long-time board member, Don Shufelt, to serve as Chief Executive Officer and relocated to an 8,000 square foot warehouse allowing us to focus on program expansion.
# Statement of Financial Position

**June 30, 2020** (with comparative totals at June 30, 2019)

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>992,990</td>
<td>770,475</td>
</tr>
<tr>
<td>Contributions receivable, current portion</td>
<td>67,675</td>
<td>24,416</td>
</tr>
<tr>
<td>Inventory</td>
<td>1,307,259</td>
<td>1,364,695</td>
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<tr>
<td>Other assets</td>
<td>45,227</td>
<td>26,977</td>
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<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td>2,383,122</td>
<td>2,644,092</td>
</tr>
<tr>
<td>Contributions receivable, net of current portion</td>
<td>32,978</td>
<td>29,798</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>3,975,498</td>
<td>3,817,607</td>
</tr>
<tr>
<td>Investments</td>
<td>1,626,544</td>
<td>1,181,074</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$7,285,164</td>
<td>$7,177,557</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>30,294</td>
<td>121,200</td>
</tr>
<tr>
<td>Other accrued liabilities</td>
<td>89,139</td>
<td>58,095</td>
</tr>
<tr>
<td>Long-term debt, current portion</td>
<td>51,688</td>
<td>34,622</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
<td>160,121</td>
<td>193,917</td>
</tr>
<tr>
<td>Long-term debt, net of current portion</td>
<td>64,812</td>
<td>494,656</td>
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<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td>224,933</td>
<td>788,573</td>
</tr>
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</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Undesignated net assets without donor restrictions</td>
<td>6,373,997</td>
<td>5,802,647</td>
</tr>
<tr>
<td>Board designates net assets without donor restrictions</td>
<td>381,593</td>
<td>373,922</td>
</tr>
<tr>
<td>Net assets without donor restrictions</td>
<td>6,755,590</td>
<td>6,176,569</td>
</tr>
<tr>
<td>Net assets with donor restrictions</td>
<td>87,675</td>
<td>279,141</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>$7,042,264</td>
<td>$6,455,710</td>
</tr>
</tbody>
</table>

| TOTAL LIABILITIES AND NET ASSETS | $7,285,164 | $7,177,557 |

# Statement of Activities

**Year Ended June 30, 2020** (with comparative totals for the year ended June 30, 2019)

**SUPPORT AND REVENUE**

<table>
<thead>
<tr>
<th>Net assets without donor restrictions</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and grants</td>
<td>$2,290,799</td>
<td>$533,631</td>
</tr>
<tr>
<td>Donated materials, services and building improvements</td>
<td>2,697,775</td>
<td>2,297,775</td>
</tr>
<tr>
<td>Investment income</td>
<td>25,226</td>
<td>25,226</td>
</tr>
<tr>
<td>Rental income</td>
<td>32,000</td>
<td>32,000</td>
</tr>
<tr>
<td>Less: On disposal of assets</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Merchandise sales, less cost of sales of $7,461</td>
<td>2,567</td>
<td>2,567</td>
</tr>
<tr>
<td>Other</td>
<td>4,550</td>
<td>4,550</td>
</tr>
<tr>
<td><strong>Total support and revenue before special events and net assets released from restrictions</strong></td>
<td>4,302,977</td>
<td>563,601</td>
</tr>
<tr>
<td><strong>Special events</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue from special events</td>
<td>87,853</td>
<td>87,853</td>
</tr>
<tr>
<td>Less: Costs of direct donor benefits</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Gross profit (loss) on special events</td>
<td>87,853</td>
<td>87,853</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>784,007</td>
<td>(784,007)</td>
</tr>
<tr>
<td><strong>TOTAL SUPPORT AND REVENUE</strong></td>
<td>5,224,440</td>
<td>1,500,606</td>
</tr>
</tbody>
</table>

**EXPENSES**

| Program services | 4,166,418 | 4,166,418 |
| Supporting services: | | |
| Management and general | 100,000 | 100,000 |
| Fundraising | 150,000 | 150,000 |
| **Total supporting services** | 250,000 | 250,000 |
| **TOTAL EXPENSES** | 4,416,418 | 4,416,418 |

**CHANGE IN NET ASSETS**

| Total expenses | 4,416,418 | 4,416,418 |
| Net assets, beginning of year | 6,390,162 | 5,838,803 |
| **Net assets, end of year** | $6,053,744 | $5,422,415 |

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2015: Arizona Helping Hands expanded our programs by introducing Birthday Dreams. The Birthday Dreams Program celebrates children in foster care with personalized birthday packages filled with toys, books, games, and puzzles to lift their self-esteem. Since the program was established, we have fulfilled birthday dreams for 18,000+ children in foster care.
Building Hope Capital Campaign

In response to the increasing needs of the foster care community, Arizona Helping Hands moved into the Diane and Bruce Halle Foundation Foster Family Resource Center in 2018. This expansion was only possible due to generous community support for our Building Hope Capital Campaign. Major Arizona foundations, corporations, and individuals have all made investments to ensure that Arizona Helping Hands can continue to meet the needs of children in foster care.

In 2020, we achieved our initial campaign goal of $3 million. The campaign is now focused on two objectives: to establish an endowment to sustain the resource center for years to come, and to provide funding for the Arizona Helping Hands Volunteer Engagement Center. It is only with the continued generous support of our community that our expanded capital campaign goal of $4 million can become a reality. Together, we will continue to Bring Hope to Children in Foster Care.

2018: Arizona Helping Hands needed to find a permanent home to accommodate the growing needs of foster families and continue our collaboration with community partners throughout Arizona. With a lead gift of $1 million from the Diane and Bruce Halle Foundation and the launch of our Building Hope Capital Campaign, we acquired an 18,000 square foot facility in north Phoenix. Through the Foster Family Resource Center, we provide products worth millions of dollars annually, and together we enhance the lives of Arizona’s children and families.
Ways to Give

At Arizona Helping Hands, we rely on the generosity of the community, including donors, volunteers, corporate and community partners. We are committed to our mission of providing essential needs to children in foster care through our programs promoting safety, permanency, and health, but we simply cannot do this alone. Your contributions matter, and together, we have an impact on the 14,000+ children in foster care throughout Arizona. We are grateful to count on your support, as we continue to Bring Hope to Children in Foster Care and their families.

93% of every dollar donated directly supports programs and services

Donate
Your gift will have a lasting impact on a child in foster care, with either a one-time gift or monthly donation.

AZ QFCO Tax Credit
Make your foster care tax credit donation to Arizona Helping Hands. QFCO #10003

Planned Giving
Create a lasting legacy by including Arizona Helping Hands in your estate plan.

Corporate Giving & Matching
Double your impact with a corporate matching gift. Contact your HR representative.

In-kind Donations & Collection Drives
Collect diapers, wipes, toys, school supplies and more through your group, organization, or place of worship.

Volunteer
Use your talents to volunteer. Individual and group volunteer opportunities are available.

Connect
Follow us on social media and link Arizona Helping Hands as your charity of choice to your Fry’s VIP & Amazon Smile accounts.

Wish List
Shop our greatest needs through our Amazon wish list.

LEARN MORE AND DONATE TODAY AT
www.azhelpinghands.org
Thank You!

Our commitment to our mission only gets stronger and the COVID-19 pandemic did not deter us in Bringing Hope to Children in Foster Care. 2020 presented us with many challenges and uncertainty, but we have been comforted, encouraged, and humbled by the outpouring of generosity, compassion and support from our community. Arizona Helping Hands was only able to continue serving children in foster care throughout the state because of the unparalleled kindness, care and generosity demonstrated this year. THANK YOU to all of our donors and volunteers who stood by us and supported our work in ways big and small throughout the pandemic. Children in foster care still need us and we need you. Thank you for being our partner. Your generosity and confidence in our work means the world to us.

With gratitude,
The Arizona Helping Hands Team
YOU HAVE THE POWER TO MAKE A LASTING DIFFERENCE FOR CHILDREN IN FOSTER CARE.

Include Arizona Helping Hands in your charitable bequest and estate plan by naming us as a beneficiary to wills, living trusts, IRAs or other life-income gifts. Your legacy gift will bring hope to boys and girls in foster care for years to come.

Contact Jodie M. Sprayberry, jsprayberry@azhelpinghands.org to learn more.

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Follow us on Social Media! @azhelpinghands