





LETTER FROM OUR BOARD CHAIRMAN AND PRESIDENT & CEO

Inspired! That's how we feel about all the great things we've managed to accomplish together this year. The Campagna Center started the new fiscal year with new leadership and a commitment to deepen the quality of our work, and that's just what we've done. We are especially grateful to our staff and volunteers who show up with the understanding that what we do makes a difference. As you read this report and reflect on the voices of children, youth, parents, and volunteers captured throughout, you will understand why we feel so fortunate to be a part of this very special organization.

Beyond our success in serving more than 1,700 children and families daily, we also found a way to raise needed funds to support our work—and we thank our Junior and Supporting Friends, board members, donors, sponsors, and funders for making that accomplishment possible. These resources are critical to filling major funding gaps we have to overcome every year. Without these investments, it would be impossible to deliver the quality services we provide, as grants cover only a percentage of The Center's work. For example, our two largest federal grants that support our early childhood programs require local communities to provide a 20 percent match. And last year, we struggled to raise an additional \$125,000 to support two of The Center's most successful programs, *Early Head Start* and *Building Better Futures*. While we were ultimately successful, it demonstrates why we value your continued support.

This year is no different. To close funding gaps and maintain a steady state, we begin our fiscal year with program and operational needs that have to be met through fundraising efforts. As you review our previous year's financial data, you will see that the majority of our expenses are tied directly to programs, often making it difficult to address operational needs related to building maintenance, IT capacity, and simply trying to retain dedicated staff who care about the organization and yet go many years without any cost of living adjustments.

Despite these financial pressures, we are excited about the future. Why? Because for nearly 70 years, this organization has managed to change and grow while remaining true to its mission: strengthening families and providing programs that help children become caring, productive adults. As we look to the future and the multitude of challenges that children and families face in our community, we know that we can lead the way

in making things better. Moreover, as we improve the lives of those in our community and region, we increase the chances that our country will continue to grow and flourish.

We are on the leading edge of transformational work that's occurring in our community, and that's where we want to remain. We hope we can count on you to stay with us and bring new supporters along as we embark upon our most important work yet.

Thank you for all you have done to make a difference. It means the world to us, and to those we serve.



Tammy L. Mann, PhD
President & CEO



Lonnie C. Rich, Chairman
Board of Directors

OUR COMMITMENT

The Campagna Center works tirelessly to equip children and families with a comprehensive set of tools they need to succeed. Since 1945, The Center has served the Alexandria community by providing young children with crucial skills, setting school-age children on a path to becoming productive adults, and supporting and empowering families. On a daily basis, over 1,700 children and families took advantage of our services last year.

The Campagna Center derives its strength through five core values.

Community Engagement.

The Center's success is the result of our ability to draw together resources and support from a diverse group of leaders, volunteers, and donors in the surrounding community.

Quality.

Aiming for excellence in all of our services and programs regardless of their funding source, The Center consistently earns superior ratings from the entities that matter: government officials, donors, community members, and families.

Accessibility.

Services are available to all children and families regardless of income, ethnicity, or geographic location within the community, and every individual is treated with respect.

Results.

Program outcomes are rigorously monitored and evaluated, using both quantitative and qualitative methods.

Accountability.

The Center takes responsibility for all of its actions, with a pledge to prove worthy of the trust invested in it by families, donors, and the surrounding community.



OUR IMPACT

Offering a range of programs targeting children, youth, and adults from birth to adulthood, The Campagna Center promises to make a measurable difference in the life of every child and family served. A crucial element of this vow is the organization's deep commitment to quality and results: The Center tracks the progress of every program it conducts, particularly those that serve families from challenging economic environments. Utilizing quantitative and qualitative information to strengthen service delivery, we are driven to continually improve our services. There is always room to do better.

Entering school ready to learn

High quality, affordable early childhood education gives young children the tools they need to arrive at school prepared and ready to learn. In a city like Alexandria—which has the highest percentage of residents living in poverty throughout northern Virginia and is characterized by a large number of single parents, many of whom are immigrants—the advantage of early learning programs is doubly important.

In response, The Campagna Center's major early education programs, which include *Early Head Start* and *Alexandria Head Start*, serve over 400 very low-income families with children who range from just born to five years old, including some who are homeless or disabled. In classes accredited by the National Association for the Education of Young Children and star-rated by the state of Virginia, The Center provides young children with the emotional, social, linguistic, and academic skills that allow them to enter kindergarten prepared to soak up knowledge.

By the final assessment conducted in the 2011-12 school year, children in both the *Early Head Start* and *Head Start* programs demonstrated clear and regular growth across all areas of development, including language and literacy, math, science, creative arts, and social and emotional development. The majority of our preschool children moved from a level of "emerging" to "proficient" between fall and spring assessments.

The Center monitors progress on an ongoing basis and completes a comprehensive assessment at three to four points during the year. Results demonstrate that over time, children are making progress across all areas of development.

"I think both of my child's teachers are doing a wonderful job. My child comes home very happy and learning more new ideas."

"I am very grateful for the care and instruction the teachers give my daughter... [teachers] are informed about what my daughter does at home and I have a lot of information about my daughter's class."

—Parents of children enrolled in The Campagna Center's early childhood programs

Gaining social and academic skills all along the way

Research has consistently confirmed the importance of afterschool programs for elementary and secondary school students. Children who participate in afterschool activities repeatedly demonstrate improved academic performance, better attitudes toward school, increased self-esteem and social skills, and fewer behavioral problems.

The Campagna Center offers a range of before-and-afterschool programs designed to support a variety of students from mixed-income backgrounds. Last year, through its *Campagna Kids* program, The Center served over 800 elementary school-aged children at eleven Alexandria schools, providing small-group learning enrichment activities—many with a bent towards creative expression—as well as interactive math and reading clubs for each grade level. The high-quality programming follows the stringent standards developed by the National Afterschool Alliance. When surveyed by an independent firm this year, the vast majority of parents with children enrolled in the initiative described themselves as "very satisfied" with the program, including its policies, curriculum, and staff.



Parents love *Campagna Kids*...

- 99% were satisfied with the overall program
- 93% agree that the program helps their child learn new skills
- 95% agree that the activities are educational and appropriate

While not all parents favor an academic focus for an afterschool program...

- 64% report that their child has shown improved academic performance since enrolling in the program
- 64% note that their child has completed homework to their satisfaction since enrolling in the program

Another afterschool program, *Building Better Futures*, is designed specifically for high school students who are at risk of dropping out. Providing wrap-around support services to immigrant, Latino, at-risk, and homeless youth at Alexandria's sole public high school, the program offers tutoring, mentoring, college/work preparedness activities and courses in independent living skills. Last year, the initiative served 250 students, its busiest year ever.

Among *Building Better Futures*' 9th grade students, 83% improved their grades in reading and 63% improved their grades in math.

Among the program's 10th, 11th and 12th graders, 74% improved their grades in reading and 58% improved their grades in math.

"We really appreciate Campagna—thank you! The staff is fabulous; they seem to really enjoy being with and teaching the kids. The programs and just the day-to-day involvement, the arts, and the projects are fantastic. My son doesn't want to leave when I pick him up."

—Comment from a parent whose elementary school-aged child was enrolled in The *Campagna Kids* Program this past year

"I was 15 when I came. Do you know how much the program helped me? I couldn't read or write. Now I am doing alright."

—Comment from a student participating in *Building Better Futures*

Empowered families... Self-sufficient adults

Helping families succeed, particularly those with low incomes, requires a broader focus than simply providing services to children. The Campagna Center believes that parents are a child's first and most important teachers. While every parent

wants the best for their children, some need support and guidance to become the parents they aspire to be. Others need assistance in meeting basic needs, so that they have more time and energy to focus on their children.

Supporting families is woven into all of The Campagna Center's offerings. The Center's early childhood programs have a robust family engagement component and include regular consultations between parents—including mothers-to-be—and mental health consultants, family service specialists, and health and nutrition coordinators. All consultants, as well as Campagna Center staff, are trained to note warning signs and intervene when necessary. Family engagement is an important component of the *Campagna Kids* program, too. Last year, parents participated in a host of enrichment activities with their children, including a *Campagna Kids* remake of the Smithsonian Institution.

Helping families and adults achieve self-sufficiency is another of The Center's overarching goals. One of The Campagna Center's key programs serves as a prime example. Three years ago, The Campagna Center integrated the New Neighbors Education Center into its program offerings. Now 11 years old, this holistic initiative offers a rigorous range of low-cost ESL classes for adults accompanied by child care, a family literacy component, and a community collaboration element, with the aim of helping students, who are largely immigrants, become fully participating members of the community. Guest speakers present information on topics of

Based on post-test results, 92% of *New Neighbors* students served in the fall, and 95% of students in the spring, qualified to advance to the next level of instruction.

Between 70% and 100% of the parents with children who were enrolled in the program participated in family literacy-related activities, which were organized by age for children and their parents.

crucial importance to the students, including how to access low-cost computer classes and options for opening a bank account. The program has taught English to more than 2,000 students from 84 countries, almost 90 percent of whom are women.

"I was born in Ethiopia in 1991. I came to the USA in 2011. I had to find a job but I didn't speak English very well so I took classes [at New Neighbors Education Center]. I went to the restaurant and had an interview. I got the job. It was an important day for me."

—Comment from a former New Neighbors student



OUR RESOURCES

Staff and program volunteers

The Campagna Center's deep impact comes as the direct result of our broad network of caring and committed staff members and volunteers. Drawn from the surrounding community and chosen for their dedication to improve the lives of the area's families and children, these employees and volunteers can be relied on to invest time and energy over and above basic requirements.

In the past year, The Center employed over 200 staff members to implement its programs. Staff demographics are remarkably similar to those of The Center's clients. Among its staff, 83 percent are African American or Latino, a percentage that

aligns with that of the surrounding community. Roughly half of the employees reside in Alexandria.

In the last twelve months, over 300 volunteers from the surrounding community donated their time and energy to The Campagna Center's programs, including *Building Better Futures* and the *New Neighbors*. Altogether, these individuals contributed more than 5,500 hours throughout the year to help low-income Alexandrians succeed and thrive.

"I volunteer at The Campagna Center because the best thing about teaching is learning, because the students are an inspiration."

—Comment from a program volunteer

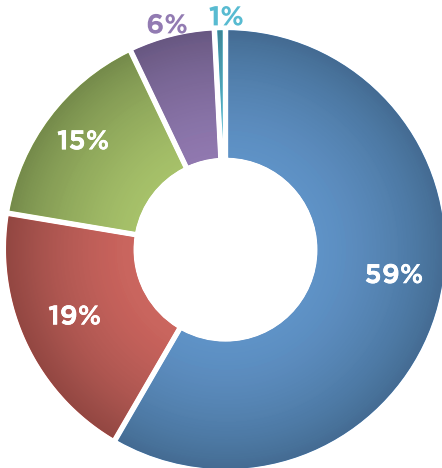




OUR FINANCES

Although the continued economic slump felt around the nation made fiscal year 2011 a challenging one, The Campagna Center's 2011 audited financial statements reported a stable financial position, with no deficiencies or material weaknesses. The organization had a healthy balance sheet, which has provided a solid foundation for supporting its work. The Center takes great pride in being good stewards of their resources.

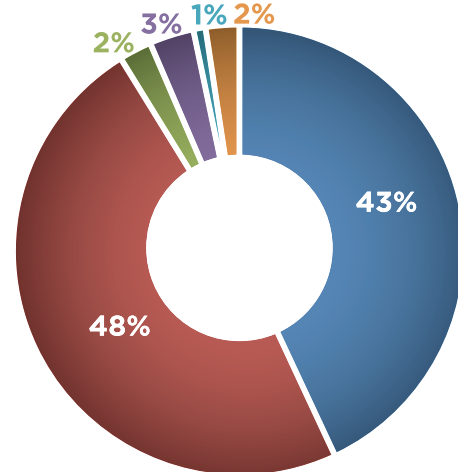
Revenue & Support



● Government Grants	\$6,737,493
● In Kind Contributions	\$2,224,025
● Parent Fees	\$1,762,761
● Fundraising, Membership, Contributions & Grants	\$725,478
● Investment Income	\$92,905

Total Revenue & Support \$11,542,662

Expenses*



● Campagna Kids Program	\$4,909,573
● Early Childcare Program	\$5,492,517
● Building Better Futures	\$266,610
● New Neighbors and Others	\$362,804
● Management & General	\$99,223
● Fundraising	\$274,533

Total Expenses \$11,405,260

Note: Based on final audited results for Fiscal Year 2011, which ended August 31, 2011.

**expenses are at 99% due to rounding*



OUR SUPPORTERS

Without its staunch supporters, the work of The Campagna Center would not be possible.

In particular, the assistance that comes from The Center's **Junior and Supporting Friends** is invaluable. These supporters—more than 220 local residents who are invested in seeing their community thrive—devote their time, talent, and treasure to helping The Campagna Center succeed in its mission, contributing over 4,500 volunteer hours in the past year. Members of the two groups assist in several concrete ways. They plan and implement several high-profile fundraising events, such as The Campagna Center's Scottish Christmas Walk Weekend, the spring "Toast to Fashion" show and reception, and the Kentucky Derby Day party "Bowties & Belles." In addition, these supporters organize drives for crucial resources like books, diapers and toys, and directly support the families who are served by The Center's early childhood programs.

"I was raised in a household that demonstrated a strong commitment to community and charity. The Campagna Center offers me a way to devote not only my time but also my resources to extremely worthy programs that are focused on strengthening my community."

"The Campagna center has a rich legacy of helping children and their families with a focus on doing so with a certain integrity that many programs seem to ignore."

"I love that 100 percent of everything we do benefits The Campagna Center directly."

"Nothing is more important than giving children every opportunity to feel strong, prepared, successful, connected, and confident."

—Comments by volunteers when asked why they support The Campagna Center

Corporate sponsors also play a huge role in generating support for the organization. This past year, a few key organizations provided pro bono services that seriously helped enhance The Campagna Center's capacity to do its work. They include:

The Lukens Company.

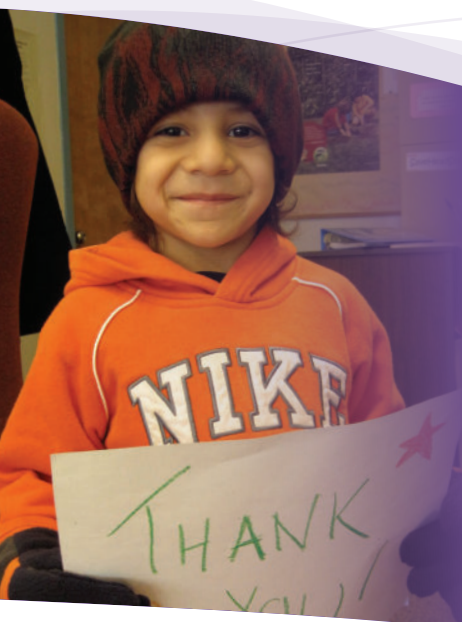
A highly skilled, multi-channel marketing company that provided invaluable strategy and guidance on a range of direct mail and communication projects to support the organization.

PCI Communications.

Generously donated nearly 80 hours this year to help The Campagna Center complete a highly useful marketing assessment. Results generated from their investment will help The Center improve its marketing and outreach activities.

DAI.

An Alexandria-based consulting group, DAI implemented a work-based program that helped to host a variety of events, assisted with IT-related efforts, and provided a range of volunteers to support The Center's programmatic work.





Long Standing Partners

The Campagna Center recognizes its special partners:

Christ Church
City of Alexandria
Alexandria City Public Schools
St. Paul's Church
Institute for Defense Analyses
United States Patent and Trademark Office

\$25,000+

21st Century Community Learning Center, Virginia Department of Education
Tudor Foundation, Inc.
Virginia Early Childhood Foundation

\$10,001 - \$24,999

Businesses

Alexandria Fund for Human Services

Foundations

DePuy Family Foundation Trust
Ivakota Association, Inc.
MPR Associates, Inc. Engineers

Individuals

Mr. Robert H. Dugger and Mrs. Joan M. Huffer
Mr. and Mrs. Samuel M. Ellsworth
Mr. and Mrs. John Weaver

\$5,000 - \$10,000

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The Honorable Lonnie C. Rich and Mrs. Marcia Call

\$1,000 - \$4,999

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Focus Data Solutions
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Curcio Law
Inside Edge CIs
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Queen Bee Designs
Nissan North America, Inc.

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Collis-Warner Foundation Inc.
Mercedes-Benz of Alexandria

Foundations

Alexandria Rotary Foundation
Alexandria Day Nursery and Children's Home Inc.
American Legion Post #24
Edward R. Kengla Foundation, Inc.

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CFC of the National Capital Area
National Association of Broadcasters
Fidelity Charitable Gift Fund

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(List is based on contributions received January 1, 2011 to December 31, 2011.)

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Up to \$999

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St. Killian Importing Co., Inc

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Lora Mote Photography

Mr. Gustavo Mottola

Gracious Living by Design

London Bob Hair Design

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Mercedes-Benz of Alexandria

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The Little Theatre of Alexandria

The Little Monogram Shop

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