

Communities In Schools of North Carolina, Inc. Mission Statement

Communities In Schools is the nation's leading community-based organization helping students stay in school, succeed in the classroom and prepare for life. CIS connects community resources with schools and other sites such as family resource centers and community learning centers. Today more than two million young people have access to services through 194 local Communities in Schools programs in 31 states.

Communities In Schools of North Carolina is a public-private partnership that was created in 1989 primarily to replicate CIS programs across North Carolina. Since that year, CISNC has helped to create 31 local programs in the more traditional model, and just this week, is proud to announce the establishment of a one-of-a-kind, 18-county regional CIS program in Northeastern North Carolina. Including the four programs that pre-existed CISNC, the CIS network in North Carolina now includes 36 programs serving 51 counties.

Along with our mission to replicate, we were likewise charged with the mission of assuring the sustainability of our local programs through relevant training and on-call technical assistance and other types of support, all provided at no cost by this office. In the years since 1989, these key roles have been expanded to meet the needs of the ever-growing CIS network while also providing general assistance outside of the CIS community in support of North Carolina's efforts to improve public education. Among these additional roles are the creation of statewide partnerships and support of local program resource development; statewide advocacy for at-risk youth and the creation of dynamic relationships with state government agencies; strengthening the network through viable and effective statewide public relations and communications efforts; and the collection and evaluation of essential data concerning the impact of CIS across the State.

Communities In Schools of North Carolina, Inc.
Funding History

| State Funding | FY 2000-01 | FY 2001-02 | FY 2002-03 | FY 2003-04 | FY 2004-05* |
|------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|
| State Appropriation | | | | | |
| Recurring (R) | \$ 1,400,000 | \$ 1,155,667 | \$ 1,132,850 | \$ 1,151,000 | \$ 1,088,588 |
| Non-Recurring (NR) | | | | | \$ 75,000 |
| Other Revenue Sources | \$ 802,229 | \$ 1,143,259 | \$ 978,494 | \$ 727,866 | \$ 726,848 |
| Prior Year Cash Carry Forward | \$ 1,060,261 | \$ 1,060,915 | \$ 818,790 | \$ 774,707 | \$ 604,916 |
| Total Available | \$ 3,262,490 | \$ 3,359,841 | \$ 2,930,134 | \$ 2,653,573 | \$ 2,495,352 |
| Actual Year-End Expenditures | \$ 2,186,139 | \$ 2,489,097 | \$ 2,187,429 | \$ 2,037,359 | \$ 2,066,192 |
| Net Furniture and Equipment | \$ 66,608 | \$ 82,043 | \$ 133,998 | \$ 102,016 | \$ 100,000 |
| | | | | | |
| Ending Net Assets | \$ 1,142,959 | \$ 952,787 | \$ 876,703 | \$ 718,230 | \$ 529,161 |

* Projected figures for FY 2004-05

Communities In Schools of North Carolina, Inc.

Description of Program Services

As explained in the mission statement, CISNC's lone program mission revolves around the start-up and support of local CIS programs across North Carolina. CISNC's success and strength rests upon its ability to meet the individual needs of local programs either directly or by brokering in training and technical assistance through a national network of practitioners. Because each local program is independent with its own distinctive needs, CISNC must be prepared to respond to all needs with numerous options. With a projected budget of \$2,063,477 during FY 2004-05, \$1,564,288 is budgeted to mission services. This represents 76 percent of the entire budget.

We track the effectiveness of these core missions by breaking them down into functional areas. In this way we can track our successes and failures, look for trends and variances, and determine whether what we have invested in time and money is cost effective. Cost effectiveness, however, does not rule the day if we have a program with a particular need that falls outside of thriftiness. Consequently, while we always seek economies of scale, the individual need of a program may require us to make an extra trip, spend additional time, or grant an exception to a particular policy, but always with an eye towards being sound stewards of the money entrusted to us. These areas of functional expenses include the following: development and sustainability, direct support, replication, training, and volunteer recruitment and sustainability. There is a sixth functional expense, which is tied to a distinct project in which we run two independent community learning centers, one in Winston-Salem and the other in Wilmington.

The following services are among those typically provided by this office under each area of functionality.

- Development and Sustainability
 - Grant notification and grant-writing assistance
 - Financial management and risk-management best practices
 - Field advocacy and technical assistance
 - Desk-side/individual coaching
 - Quality management reviews
 - Resources for coordinated statewide media and public-awareness campaigns
- Direct Support
 - Proceeds from statewide fundraising efforts and directed pass-throughs
 - Start-up funding for new CIS programs
 - Free children's books (\$1.5 million over past four years)
 - No-cost VISTA workers (\$500,000 in past three years)
 - Fiduciary agent and program management of statewide AmeriCorps project (\$1.6 million over past seven years)
 - Proceeds from statewide fundraising efforts (over \$200,000 in past two years)
 - New computers and peripherals (IBM partnership)
 - Bookkeeping services for new programs

- Funding a 1-800 number for no-cost phone inquiries into CISNC office
- Website development funds
- Replication
 - A controlled, 14-step process of pre-implementation and implementation stages, which includes: conducting community orientation meetings, conducting community assessments, establishing a task-force, developing and implementing a work plan, fundraising, choosing a start-up site, creating a site plan and a much, much hand holding.
 - Initial funding costs associated with incorporating and establishing a 501c(3) non-profit organization
- Training
 - Board orientation training
 - New executive director training
 - Resource development and community collaboration
 - Site director training
 - Volunteer training
 - Youth development and leadership camps and conclaves
 - No-cost or subsidized state training conferences
 - Summer training institute (over \$50,000 in last four years thanks to SAS)
 - Annual winter training conference 30-percent subsidized (\$115,000 in three years)
- Volunteer Recruitment and Sustainability
 - State-of-the-art volunteer manuals (\$30,000 this year via Progress Energy grant)
 - Management of state mentoring partnership

We are proud of the fact that no operational CIS program in North Carolina has ever closed its doors, even during the recent hard economic times. While this is attributable in good measure to the resolve, dedication and skills of local staff and boards of directors, a large degree of this success rests directly upon the support that has been provided by Communities In Schools of North Carolina. CISNC is one of only five CIS State Offices that has earned charter status through the CIS National Quality and Standards Program, and our national office considers CISNC its consummate state office.

As the executive director of one of our newest programs put it,

"CISNC has been instrumental in bringing Communities In Schools to Lee County. Throughout 2003-2004, CISNC staff members guided local volunteers through the CIS replication process. They conducted training for our board members, our part-time executive director, and our Lee County High School site coordinator (a volunteer position). They also provided extensive technical assistance with site plans, annual program and operating plans, budgeting, fundraising, and creating policies and procedures to ensure fiscal accountability. "

—Holly Ann Rogers, CIS of Lee County

Name of Non-Profit
Budgeted Expenditures
FY 2004-05

| Types of Expenditures | | Requirements | % of Total Budget |
|-----------------------|--|-----------------------|-------------------|
| 1 | Salaries | 840,614 | |
| 2 | Benefits | 170,589 | |
| 3 | Contractual Personnel Services | 267,732 | |
| 4 | Total Personnel Services | \$1,278,935 | 61.90% |
| 5 | Building Rent/Lease | \$56,237.00 | |
| 6 | Equipment Rental/Lease | \$13,055.00 | |
| 7 | Travel | \$42,544.07 | |
| 8 | Telephone/Cellular Phone Service | \$16,073.00 | |
| 9 | Misc. Contractual Services | | |
| 10 | Total Purchased Services | \$127,909.07 | 6.19% |
| 11 | General Office Supplies | \$5,168.49 | |
| 12 | R&D / Educational Supplies | \$36,244.20 | |
| 13 | Total Supplies | \$41,412.69 | 2.00% |
| 14 | Furniture | | |
| 15 | Computers | \$15,000.00 | |
| 16 | Other | \$60,000.00 | |
| 17 | Total Equipment | \$75,000.00 | 3.63% |
| 18 | Discretionary Grants | \$73,230.00 | |
| 19 | Directed Grants | \$152,500.00 | |
| 20 | Loans | | |
| 21 | Other | | |
| 22 | Total Aid & Public Assistance | \$225,730.00 | 10.92% |
| 23 | Total Reserves | | 0.00% |
| 24 | Total Other | \$317,205.13 | 15.35% |
| 25 | Total Budget | \$2,066,191.51 | 100.00% |

Communities In Schools of North Carolina Board of Directors

Diane Adams
CISCO Systems

Mary Linda Andrews
GlaxoSmithKline

Dave Benevides
IBM

Scott Custer
RBC Centura

Mary Easley
First Lady of North Carolina

Preston Fowler
BB&T

Ted Fowler
Golden Corral, Inc.

Ann Goodnight
SAS Institute

Robert Greczyn
Blue Cross-Blue Shield
of North Carolina

Linda Harrill
CISNC President

Alex Holmes
Arthur Andersen, Retired
Partner

Graeme Keith, Chairman
The Keith Corporation

William Martin
Attorney at Law

Joel New
ANI Consulting

Virginia Parker
The Junior League

Marvin Pittman
NCDPI

Bernie Prazenica
WTVD-TV

Lynn Roberson
BellSouth

Robby Russell
Wachovia Corporation

Craig Smith
Bank of America

James Speed
North Carolina Mutual
Life Insurance

Katherine Thomas
Progress Energy

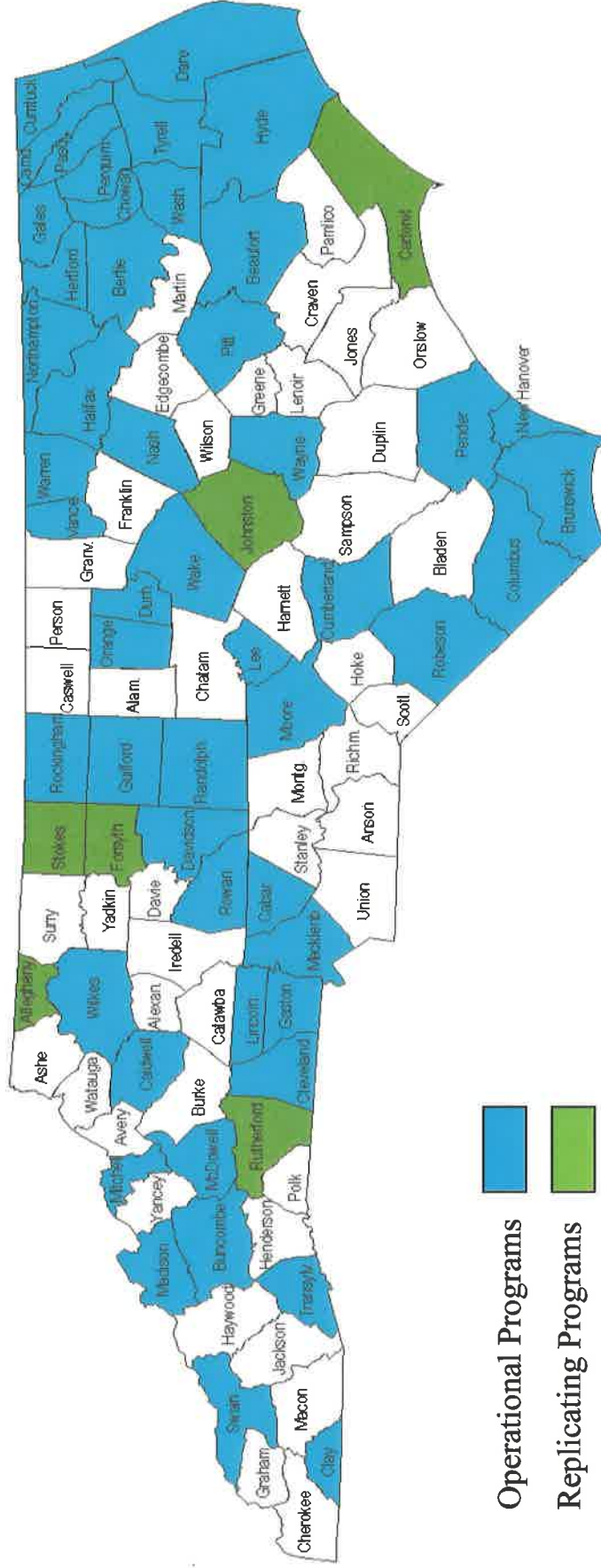
Ben Vernon
Apple Foundation

Dr. Hope Williams
NC Association of Independent
Colleges and Universities

Richard "Stick" Williams
Duke Power

Marco Zarate
NC Society of Hispanic
Professionals

The CIS Network: North Carolina



Communities In Schools of North Carolina Helping Kids Stay in School and Prepare for Life

Quick Facts—2003-2004

| | | | Compared to Previous Year |
|---|--------------|---|------------------------------|
| <u>Statistics About Our Youth</u> | | | |
| • Youth Receiving Services | 76,312 | ↑ | 43% |
| • Case Managed Students | 17,587 | ↑ | 42% |
| • Total Student Population at All CIS Sites | 177,250 | ↑ | 5% |
| • Percent of Potential Dropouts Staying in School | 96% | ↓ | 3% |
| • Percent Promoted | 92% | ↓ | 1% |
| • Percent Graduated | 95% | ↑ | 4% |
| • Percent Improving Discipline | 80% | ↑ | 5% |
| • Percent Improving Achievement | 84% | ↓ | 1% |
| • Percent Improving Attendance | 84% | → | |
| <u>Statistics About Our Programs</u> | | | |
| • Local Programs | 33 | ↑ | 6% |
| • Counties Served | 32 | ↑ | 6% |
| • Sites Served | 405 | ↑ | 9% |
| • Board Members | 738 | ↑ | 1% |
| • Community Partners | 2,116 | ↑ | 37% |
| • Volunteers | 13,655 | ↑ | 46% |
| • Volunteer Hours | 259,655 | ↓ | 6% |
| <u>Local Program Funding</u> | | | |
| • Grants and Contracts | \$6,888,206 | ↓ | 16% |
| • Cash | \$3,141,261 | ↑ | 31% |
| • In-Kind Donations | \$3,573,765 | ↓ | 15% |
| • Value of Volunteers | \$4,463,469 | ↓ | 2% |
| Total | \$18,066,701 | ↓ | 7% |
| Major Funding Sources (Cash and In-Kind) — Local Governments, Public Schools, United Way, Junior League, Banks, Utilities | | | |
| <u>CISNC State Office Facts</u> | | | |
| • AmeriCorps Members (working in local program sites) | 20 | → | |
| • VISTA Members (working in local program sites) | 20 | → | |
| • Annual Budget (FY 2004) | \$1,904,040 | ↓ | 7% |
| ◊ Amount Received from NC Legislature (FY 2004) | \$1,151,000 | ↑ | 2% |



CIS Network Achievements vs. State Dollars Allocated

Successes, SY's 2001 - 2004

| | |
|---------------------------------------|-----------------|
| ▪ New Programs Added - | 8 (35 Total) |
| ▪ New Sites Added - | 134 (403 Total) |
| ▪ Students Served - | 221,360 |
| ▪ Total Students* - | 615,100 |
| ▪ Parents served - | 31,680 |
| ▪ Volunteer Hours - | 1,066,110 |
| ▪ Avg stay-in-school rate - | 95.2% |
| ▪ Private \$\$ & services leveraged - | \$59.8M |

State Funding Allocated

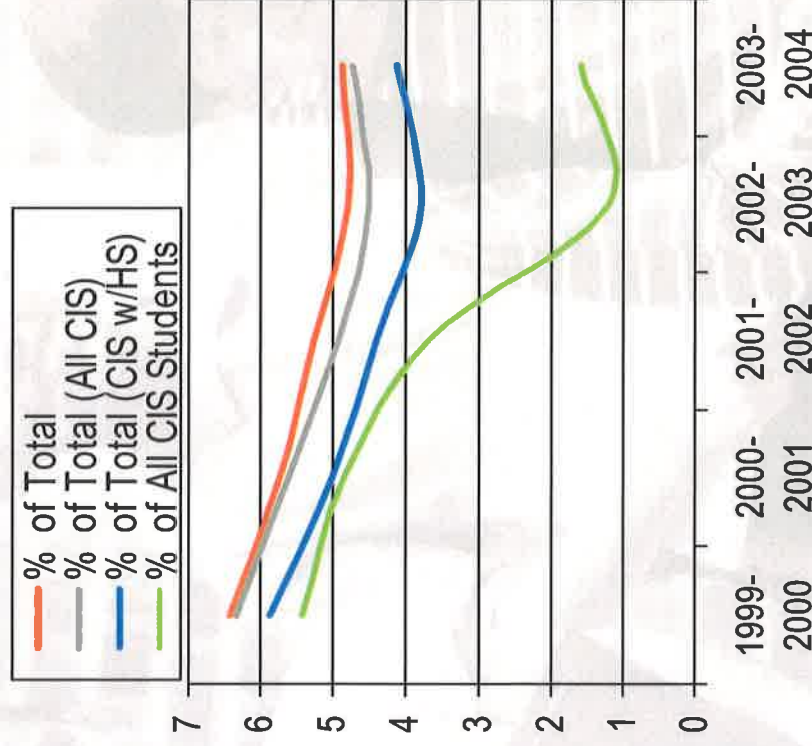
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|----------|-------------|
| ▪ FY '01 | \$1,400,000 |
| ▪ FY '02 | \$1,155,600 |
| ▪ FY '03 | \$1,138,850 |
| ▪ FY '04 | \$1,151,000 |
| ▪ Total | \$4,845,450 |

Average State Investment/Client - \$19.15

* Total student populations (regardless of whether services were received) in all schools with a CIS site over 4-year period



NC Dropout Percentages: Four-Year Comparisons



- Statewide dropout rate
- Districts with CIS presence had lower dropouts
- Districts with significant CIS presence in high schools were even lower
- Dropout rates of all case-managed CIS students were lowest