To our Stakeholders and Investors:

The Virginia Early Childhood Foundation (VECF) was launched thirteen years ago by business and education leaders who recognized the role that early childhood development plays in laying a strong foundation for Virginia’s youngest citizens, helping to ensure their success in school -- and in life. Brain science has taught us that becoming a healthy, school-ready kindergartner begins very early -- even in the months prior to birth. And, with 70% of young children living in families with all parents in the workforce, we know that early childhood education is a double win: a critical workforce support for today’s workers as well as a school readiness opportunity for the generation at the start of the workforce pipeline. With these dynamics, we’re fortunate to have the partnership of the Virginia business community in shifting the conversation about early childhood development to a workforce issue, driving home the link between quality experiences in the early years and job preparedness, and what that means in return on investment for our state.

VECF has made strides in building a strong and sustained focus on school readiness in Virginia, highlighting the importance of public-private partnerships, regionally-driven solutions, and ultimately, the need for a systemic and state-wide business plan for school readiness. In short, VECF is working to make a cohesive whole of the many working parts of a system so that all families and children in Virginia have opportunities to thrive. The problems and solutions are complex, but Virginia is at a tipping point, well-positioned to build on the efforts and learnings of VECF, local Smart Beginnings initiatives, and many other partners toward the goal of an equitable, efficient, accountable, high-quality early childhood system.

**Fostering Public-Private Partnerships** – VECF, along with our business partners, recognizes that early childhood education must be a public-private endeavor. Equitable solutions will not derive from one sector alone. VECF and Smart Beginnings partners (intentionally built as coalitions of public and private representatives) have maximized state investments by leveraging additional resources for school readiness, yielding an impressive return for the state. In FY18 alone, the resources leveraged through VECF’s appropriation were 27:1.

**Linking Local and Regional Solutions to State Policy** – Communities across our richly diverse state have unique challenges and assets -- and require different strategies for success. By nurturing innovation and building local capacity through the Smart Beginnings network, VECF catalyzes solutions that inform state policy and budget decisions. This approach is bolstering Virginia’s ability to forge collaborative, regionally-driven paths to success.

**Driving Data-Informed Decisions** – Increasingly, state and community leaders need better data to inform effective early childhood investments and interventions. VECF believes in the power of actionable information through effective data and analytic systems and convenes partners with influence and expertise to ensure Virginia’s capacity to build and sustain systems and expertise that inform policy and financing solutions.
**Integrated Financing** – The programs and funding that support young children’s school readiness are a patchwork that encompasses 40-plus line items across 8 state agencies in Virginia’s budget, as well as incorporates funds from 7 programs across multiple federal agencies. To achieve more efficient and effective use of precious resources, VECF is exploring implementation of **entrepreneurial integrated financing strategies** at both the state and community levels.

Over more than a dozen years, VECF and partners in the health, education, business, and social service sectors, as well as leaders in the executive and legislative branches, have laid important groundwork for a united early childhood system in Virginia. Now, hand and in hand with Virginia’s business community, we’ve outlined a framework to articulate Virginia’s enduring early childhood goals, principles, and standards in statute, leveraging an array of programs to form a powerful comprehensive strategy. Thank you for your valued interest and support of this transformative work.

Together, let’s get it on the record that Virginia values the early years and their inextricable link to our future economic success.

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**VECF’S FINANCIAL STEWARDSHIP**

- **Fundraising** 1%
- **Management & General** 4%
- **Public Awareness/Engagement** 2%

**FY18 Program Expenses**

$5,365,426

**Additional Funds**

Leveraged by VECF for VA

$21,780,000

**Other Funds Leveraged by VECF and Local Initiatives**

$11,352,921

**Base Appropriation**

$1,250,000

**FY18 Leveraged Funds for School Readiness in Virginia**

$33,132,921

(27:1 ratio from base appropriation)
## Statement of Financial Position
### June 30, 2018

### ASSETS

<table>
<thead>
<tr>
<th>Current Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$4,141,421</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>172,565</td>
</tr>
<tr>
<td>Contributions Receivable</td>
<td>3,595</td>
</tr>
<tr>
<td>Other Receivables</td>
<td>30,313</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>32,189</td>
</tr>
<tr>
<td>Other Assets</td>
<td>3,767</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>4,383,850</strong></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Property and Equipment</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Furniture &amp; Fixtures</td>
<td>29,999</td>
</tr>
<tr>
<td>Accumulated Depreciation</td>
<td>(22,549)</td>
</tr>
<tr>
<td><strong>Total Property and Equipment</strong></td>
<td><strong>7,450</strong></td>
</tr>
</tbody>
</table>

**Total Assets**                   **$4,391,300**

### LIABILITIES & NET ASSETS

<table>
<thead>
<tr>
<th>Current Liabilities</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$247,804</td>
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<tr>
<td>Grants Payable</td>
<td>529,909</td>
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<tr>
<td>Accrued Expenses</td>
<td>57,645</td>
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<td><strong>Total Current Liabilities</strong></td>
<td><strong>835,358</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>1,087,689</td>
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<tr>
<td>Temporarily Restricted</td>
<td>2,468,253</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>3,555,942</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities & Net Assets**   **$4,391,300**

## Activities
### Year Ended June 30, 2018

### Public Support & Revenue

<table>
<thead>
<tr>
<th>Public Support</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td></td>
</tr>
<tr>
<td>Individual &amp; Board</td>
<td>$57,775</td>
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<tr>
<td>Contributions Corporations</td>
<td>307,595</td>
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<tr>
<td>Foundations &amp; Organizations</td>
<td>684,510</td>
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<tr>
<td><strong>Total Public Support</strong></td>
<td><strong>1,049,880</strong></td>
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</table>

<table>
<thead>
<tr>
<th>Revenue</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants</td>
<td>4,549,185</td>
</tr>
<tr>
<td>Interest Revenue</td>
<td>1,852</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>4,551,037</strong></td>
</tr>
</tbody>
</table>

**Total Support & Revenue**         **$5,600,917**

### Expenses

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$5,085,513</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>224,218</td>
</tr>
<tr>
<td>Fundraising</td>
<td>50,695</td>
</tr>
<tr>
<td>Lobbying</td>
<td>5,000</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>5,365,426</strong></td>
</tr>
</tbody>
</table>

**Change in Net Assets**            **235,491**

**Net Assets, Beginning**           **3,320,451**

**Net Assets, Ending**              **$3,555,942**

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**Virginia Early Childhood Foundation**  
[www.vecf.org](http://www.vecf.org)
FY 2018 DONORS

The Virginia Early Childhood Foundation is able to provide the vision and leadership essential to advancing school readiness for Virginia’s children because of the generosity and commitment of its funding partners. VECF proudly thanks and recognizes the following donors for their contributions between July 1, 2017 and June 30, 2018.

**STAKEHOLDERS ($1 MILLION +)**
- Virginia General Assembly: Virginia Department of Education
- Temporary Assistance for Needy Families Fund: Virginia Department of Social Services

**INVESTOR ($100,000-$500,000)**
- Child Care and Development Fund: Virginia Department of Social Services
- Preschool Development Grant Fund: Center for Advanced Teaching and Learning, University of Virginia
- Dominion Energy
- W.K. Kellogg Foundation
- Nemours, National Office of Policy & Prevention via a cooperative agreement from The Centers for Disease Control and Prevention

**CAPACITY BUILDER ($50,000-$99,999)**
- The Community Foundation Serving Richmond and Central Virginia
- Huntington Ingalls Industries
- Smithfield Foundation

**INNOVATOR ($25,000-$49,999)**
- Norfolk Southern Foundation
- Robins Foundation
- Tobacco Region Revitalization Commission
- Wells Fargo

**QUALITY CHAMPION ($10,000-$24,999)**
- The Community Foundation, on behalf of the Virginia Children’s Hospital Alliance
- Mr. and Mrs. Ben J. Davenport, Jr.
- Washington Gas

**CONVENER ($5,000 - $9,999)**
- Cathy’s Foundation, Bowlman T. Bowles, Jr. Trustees
- Adrian and Jan Chapman
- Thomas and Nancy J. Chewning Fund of The Community Foundation Serving Richmond and Central Virginia
- Bill and Karie Ermatinger
- Troutman Sanders
- Jim and Bobbie Ukrop
- Virginia Natural Gas
- John Weinberg

**PARTNER ($2,500 - $4,999)**
- Kathy Glazer
- Reggie and Joy Jones
- Williams Mullen

**PATRON ($1,000 - $2,499)**
- Call Federal Credit Union
- Alexandra Cunningham
- Dr. Deborah M. DiCroce
- Glenn DuBois
- Bill and Cindy Hazel
- Ned W. Massee
- Monica Q. & Barry I. Matherly
- William “Biff” Rees, MD, MBA
- Pamela J. Royal, M.D. and C.N. Jenkins, Jr.
- Nicholas Sladic
- Successful Innovations, Inc.

**BENEFACTOR ($250 - $999)**
- Kevin Curtis
- Darla Edwards
- Mr. and Mrs. Mark Gordon
- The Halton Family
- Robert Hurt
- Independence United Methodist Church
- Deborah Jonas
- Douglas Miller & Denis Mo
- Jeff and Marilyn Rice
- Gale and Bill Roberts
- Cynthia Romero

**FRIEND (Up to $249)**
- Anonymous (3)*
- David & Rita Albo*
- Karin and Churchill Bowles
- Sharon and Rob Brager
- Jeff Hansen and Kathleen Brady*
- Central Rappahannock Regional Library
- Ted and Siobhan Cooper*
- Charles G. & Carol E. Ellis**
- James Goalder
- Amy Hatheway
- Nancy Hoites
- Reggie and Joy Jones*
- Keenum Family
- Jackie Makishi
- Valerie Manu
- Betsy and Speaker Pollard
- Jeff Novak and Libby Sherwin.

**GIFTS IN-KIND**
- Alliance for Early Success

We have made every attempt to ensure the accuracy of this listing. If you notice an error, please contact us at (804) 358-8323.