Dear Friends,

As you can imagine, the 2019-20 fiscal year brought many challenges and opportunities to Alum Rock Counseling Center (ARCC). We are growing: We served 12,133 children, youth and families last fiscal year, which is an increase from the 10,200 clients we served in the previous fiscal year.

We are evolving: Santa Clara County Behavioral Health Services Department selected ARCC to provide "Peer Support" staffing and coordinate the "Community Consortium" (an advisory board comprised of community leaders) for the two innovative "allcove" drop in one-stop-shops in Palo Alto and San Jose for youth ages 12-25. These first-in-the-nation programs in collaboration with Stanford University will ultimately serve 1,000 youth annually with enrichment activities, behavioral health, primary care, employment and academic assistance.

We pivoted: With COVID 19 Shelter-In-Place orders, ARCC services that were once provided in client homes, in schools, and in our clinic are now provided via "telehealth" (Zoom, Facetime, etc.). We also quickly and successfully pivoted our 2019 Annual Fundraising Luncheon, honoring Super Role Model Senator Jim Beall via Zoom this past spring.

We thank all of our board, staff and community supporters who help bring ARCC’s mission to life, as we heal families and inspire youth to reach their full potential.

Sincerely,

Steve Eckert, CEO
Marcos Herrera, Board Chair

In the Words of ARCC’s Youth and Families

“Working with my counselor, I learned that no matter what you go through there will be a way out; no matter how bad it has been, there’s always been something positive that came out of it…Now I feel like I have hope. I want to do the same for others, to help them in the same or different ways, and to help the community.”
- SOS client, trauma survivor, age 17

“I am grateful that I can be for my daughter the mother I never had”
- Mother, First5 Program

“During a time of confusion and loneliness, I joined the Ocala Mentoring Program. The ARCC staff began supporting not only me but my whole family. My mother received the assurance that I was in a safe and caring environment and my brother began receiving counseling services at the ARCC clinic. My counselor helped me understand things better, discover the potential in myself and teach me what I needed to do to succeed”
- Mentoring Program Graduate

IMPACT
FIRST 5 PROGRAM (ages 0-5)
- 88% of families who needed support in communication & developing a better relationship with their child were able to successfully develop a loving relationship and include the child in activities
- 93% of youth with social-emotional needs demonstrated improvement in overall social-emotional functioning

SOCIAL EMOTIONAL ACADEMIC SERVICES (ages 6-21)
- 86% of students with moderate or severe school behavior issues demonstrated improvement to behaving well or with only minor problems

PREVENTION & EARLY INTERVENTION PROGRAM (ages 6-18)
- 65% of youth demonstrated reduced severity of mental health conditions, including attachment disorders, conduct disorders, anxiety, depression & post-traumatic disorder

SCHOOL LINKED SERVICES (students K-12)
- 75% of youth with school achievement challenges, including failing some or most classes for an extended time, improved to doing well or adequately

MIDDLE SCHOOL MENTORING & SUPPORT (ages 11-14)
- 100% of participating students had no suspensions
- 42% earned a place on the honor roll

OUTPATIENT PROGRAM (ages 6-21)
- 100% of youth who demonstrated unsafe behaviors (e.g., suicide risk, aggression towards others, activities potentially causing physical harm/death) improved in all need areas

SUBSTANCE USE PREVENTION SERVICES
- 86% of respondents reported that they learned how to support and protect themselves when around someone who uses substances
WHO WE ARE & WHOM WE SERVE

MISSION:
The mission of Alum Rock Counseling Center (ARCC) is to heal families and inspire youth to reach their full potential. ARCC’s 13 behavioral health and educational support programs target youth and families who often are trapped in unhealthy, multigenerational cycles of trauma, school failure, and poverty. By providing therapeutic care, tools and information, the agency’s overarching goals are to interrupt these vicious cycles, heal family wounds, and keep high-risk youth safe, in school, and drug & violence free.

VISION:
Communities where help and support services are accessible and prosperity is possible.

AREAS OF IMPACT
ARCC works to ensure that:
1. Our youth and families have resources for overcoming behavioral health concerns including substance use and mental health challenges.
2. All of our kids are kindergarten ready.
3. Our youth graduate from middle school, high school and beyond.
4. Our youth and families are free from involvement with the justice and/or social services systems.
5. Our homes, schools and neighborhoods are safe – free of violence and dangerous behaviors.

CLIENTS SERVED BY AGE

- 0 to 5 – 6%
- 6 to 12 – 56%
- 13 to 18 – 31%
- 19 to 25 – 2%
- 26 and older – 5%

ISSUES FACED BY CLIENTS

- Anxiety/Depression – 32%
- Disruptive, Emotional & Behavioral Disorders – 21%
- Trauma and Stressor-Related Disorders – 14%
- Neurodevelopmental/Developmental Disorders – 5%
- Other/Unspecified – 28%

TYPES OF SERVICES PROVIDED

- Individual & Family Counseling
- Youth Mentoring
- Life Skills Classes
- School-Linked Services
- 24/7 Crisis Response
- Substance Use Prevention
- Parent Training & Support
- Extra-Curricular/After School Activities
- Family Reunification

During FY2019-2020, ARCC provided services to over 12,000 youth and families in Santa Clara County, with 60% of clients living in the high-risk zip codes of 95111, 95116, 95122 and 95127 in East San Jose.
FINANCIALS

STATEMENT OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>2019-2020</th>
<th>2018-2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$4,027,145</td>
<td>$2,468,741</td>
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<tr>
<td>Accounts Receivable</td>
<td>$1,475,924</td>
<td>$1,856,442</td>
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<td>Pledge Receivable</td>
<td>$26,465</td>
<td>$71,230</td>
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<td>Prepaid Expenses</td>
<td>$77,538</td>
<td>$81,168</td>
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<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td><strong>$5,607,072</strong></td>
<td><strong>$4,477,581</strong></td>
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<tr>
<td>Equipment, Net</td>
<td>$19,115</td>
<td>$6,500</td>
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<tr>
<td>Deposits</td>
<td>$22,597</td>
<td>$22,597</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$5,648,784</strong></td>
<td><strong>$4,506,678</strong></td>
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</tbody>
</table>

| LIABILITIES                         |             |             |
| Accounts Payable and Accrued        | $77,974     | $113,998    |
| Expenses                            |             |             |
| Accrued Contingency Reserve         | $2,427,057  | $2,756,720  |
| Paycheck Protection Program Loan    | $1,410,000  | 0.00        |
| County Bridge Reimbursements Payable| $512,706    | 0.00        |
| Accrued Salaries / Vacation         | $584,423    | $545,322    |
| **TOTAL LIABILITIES**               | **$5,012,160** | **$3,416,040** |

NET ASSETS

| Without Donor Restrictions          | $481,544    | $985,444    |
| With Donor Restrictions             | $155,080    | $105,194    |
| **TOTAL NET ASSETS**                | **$636,624** | **$1,090,638** |

STATEMENT OF FINANCIAL ACTIVITIES

<table>
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<tr>
<th>SUPPORT &amp; REVENUE</th>
<th>2019-2020</th>
<th>2018-2019</th>
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</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$100,537</td>
<td>$65,190</td>
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<tr>
<td>Special Events</td>
<td>$57,685</td>
<td>$54,882</td>
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<tr>
<td>Foundation/Corporate Grants</td>
<td>$205,775</td>
<td>$280,000</td>
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<td>United Way (Indirect)</td>
<td>$902</td>
<td>$1,672</td>
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<td><strong>TOTAL SUPPORT</strong></td>
<td><strong>$364,899</strong></td>
<td><strong>$401,744</strong></td>
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<td>Government Contracts/fees</td>
<td>$7,152,861</td>
<td>$7,597,363</td>
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<td>Interest Income</td>
<td>$16,793</td>
<td>$22,536</td>
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<td>Miscellaneous Income</td>
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<td>$1,532</td>
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<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$7,169,654</strong></td>
<td><strong>$7,621,431</strong></td>
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| EXPENSES                             |             |             |
| Program Services                     |             |             |
| Counseling                           | $2,589,476  | $2,693,466  |
| Crisis                               | $1,709,700  | $1,782,960  |
| Prevention & Education               | $2,305,975  | $2,275,960  |
| **TOTAL PROGRAM SERVICES**           | **$6,605,151** | **$6,752,386** |
| Support Services                     |             |             |
| Management & General                 | $1,181,686  | $1,096,568  |
| Fund Development                     | $195,225    | $159,179    |
| Special Events                       | $6,505      | $20,228     |
| **TOTAL SUPPORT SERVICES**           | **$1,383,416** | **$1,275,975** |

**NOTE: We expect our PPP Loan proceeds to fully cover the reduction in net assets this year, and, with this coverage, pro forma total net assets at the end of June 30, 2020 should approximate $1M.**
ARCC would like to extend its deepest gratitude to the below donors who supported us from July 1, 2019 to June 30, 2020. Our critical, life-transforming work with youth and families would not be possible without your support!

Financial Donors

$50,000-$100,000+
Kaiser Permanente Northern CA Community Benefit Program

$25,000-$49,999
Destination Home
Leo M. Shortino Family Foundation
San Jose Mercury News Wish Book Fund
Silicon Valley Community Foundation
Stevens Family Fund

$10,000-$24,999
Anonymous
Adobe Employee Community Fund
Comerica Bank, Wealth Management
Warrenhoven Family Foundation
Wilson-Dalzell Family Foundation

$5,000-$9,999
Adobe
Castellano Family Foundation
City of San Jose - SSIG
Google
Girish & Datta Shah
Sharks Foundation
Thomas and Maria Smith

$2,500-$4,999
Arthur J. Gallagher & Company/Nelson Debasa
Beth Longwell Foundation
Cisco Foundation
Steven Eckert
Google Matching Gifts Program
San Jose Water Company

$1,000 - $2,499
Melissa Bickford & Dean McCully
Amardeep & Mamta Chhatwal
Patricia Chiapellone
Vaibhav & Chandani Chidrewar
Ernie & Cindy Cortes
Damian Durruty
El Camino Hospital
Ernst & Young LLP
FIRST 5 Santa Clara County
Healthier Kids Foundation Santa Clara County

$500-$999
Anna Marie Cruz & Franklin Collazo
Hernandez-Bachen Family Fund
Angel & Alexander Kelly
Thomas & Sheila McGovern
Nonprofits Insurance Alliance (NIA) - The Gilbert Fund
Diane Offutt
Silicon Valley Democratic Club
United Way Bay Area
Scott & Carrie Whelton

Under $500
Anonymous
Tamara Alvarado
Amazon Smile
Apple Matching Program
Talila Baron
Neha Bhambhani
Stanley Boghosian
Graham Bowen-Davies
Dana Bunnell
Clorox Matching
Edward and Carole Cobb
Jimmy Connor
dav & Pattie Cortese
Stacy Dryer
Tina and Matthew Dutra
Cheryl Engelstad
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Eric Feuss
David Firth
Kathleen Fitzgerald
Shawna Forteamo
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Dennis Leon, D.H.L.I.
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Denali McCullough
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Vivian Miranda
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John Powers
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Elliot Scozzola
Nathan Stone
Chanel Sulc
Vicky Tamashiro
Carol Toppel
Paulyne and Scott Townsend
United Way California Capitol Region
United Way of Greater Atlanta
Heather Valentine
Soeren Walls
Dickon Waterfield
Catherine Williams
Laurie and Bob Withers
Xingyu Zhou

Inkind Donors

Aloft Sunnyvale
Amici’s East Coast Pizzeria
Applebee’s
Boulder Creek Golf and Country Club
Byington Winery & Vinyard
Cake4Kids
Cheesecake Factory
Children’s Discovery Museum of San Jose
Concannon Vineyard
Costanoa Lodge and Camp
Golfland USA
Guglielmo Winery
Happy Hollow Park and Zoo
Hiller Aviation Museum
Hobee’s California Restaurants
J. Lohn Vineyards and Wines
PEJU Province Winery
Pump It Up
Roaring Camp Railroads
San Jose Museum of Art
Santa Clara County Parks & Recreation Department
Savannah Chanelle Vineyards
SF MOMA
Symphony Silicon Valley

2019 Toy Giveaway - Inkind Support

24 Hour Fitness
143 Photo Booths
Alum Rock Business Network
California Stylin’
Catering for All Occasions
Family Giving Tree
Friendship Hall
Griffin Protection Services/Onyx
Knight Sounds
Maida Design
Open Bible Faith Community Church
San Jose Barracuda
San Jose Forklift
Sharks Foundation
Silicon Valley Democratic Club
St. Thomas of Canterbury Catholic Church
Starbucks
Toys for Tots

Every attempt has been made to ensure the accuracy of this list. If you notice any errors or omissions, please let us know by contacting us at development@arcc.org or 408.240.0070 ext 3020.