



EDUCATIONAL AND CHARITABLE FOUNDATION



ANNUAL REPORT

March 21, 2020

FY 2019 (January 1, 2019 - December 31, 2019)

Impacting the future through education and philanthropy...

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MESSAGE FROM THE PRESIDENT

What an incredible year! All year-long the Educational and Charitable Foundation (ECF) along with its member Alpha Kappa Alpha Sorority, Incorporated®, Lambda Kappa Omega Chapter have worked tirelessly throughout the year to give continued outreach and service to the Northern Virginia community.

In 2019, we took a journey through growth. Looking at our internal and external issues to better understand the needs of the community and our key stakeholders . We are ready for the next steps as an organization - to create new community connections and partnerships; to continue to integrate community needs into our outreach planning; and to strive for quality programs using strategic planning and research data.

This journey through growth has also reminded us that it's not always easy. Nothing worth having comes easy but it's those thousand smaller moments of accomplishment which are nestled among our annual milestones that we hold and grow from. Whether its providing weekly/weekend meals to children in the Northern Virginia area due to food insecurity; creating and investing in head coverings so that women and children suffering from cancer know and understand they are not fighting alone; or working with little girls to meet and exceed their potential.

Thank you for continuing to put your trust and resources in ECF. We look forward to continuing this journey.

Sharolyn Paschal

President

March 21, 2020

2019 FUNDRAISING ACTIVITIES

In 2019, ECF completed five fundraisers with the following profit estimates as of December 31, 2019:

- I. The 20th Annual Book Signing and Scholarship Awards Luncheon raised **\$66,021.95** with expenses being **\$42,040.11** leaving a profit of **\$23,981.84**.
- II. Little Miss AKA raised **\$42,516.51** with expenses being **\$14,913.37** leaving a profit of **\$27,603.14**.
- III. Jiffy Lube Live raised **\$1,241.00** with expenses being **\$0** leaving a profit of **\$1,241.00**.
- IV. Corporate Sponsorship, Grants and Donations raised **\$15,973.00**.
- V. Three (3) Investment Accounts totaling **\$52,887.31**.

2019 CHARITABLE ACTIVITIES

I. Community Service Programs in partnership with Member:

1. Dr. Martin Luther King Jr. Day of Service
2. CAP Program
3. Caregiver Day
4. Pink Goes Red
5. Relay for Life

II. ECF Community Service:

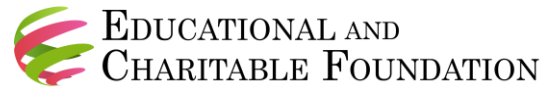
1. Snack packs
 - Partnered with Volunteer Fairfax and Food for Others
 - Prepared 1000 snack packs
2. Kozy Kerchief® and Kozy Kap® program and Pre Event
 - Prepared 200 kerchiefs and 100 kops

III. Educational fellowships, grants, and scholastic awards:

1. One (1) \$5,000 Estelle Gaymon Memorial Scholarship
 - Awarded to Melina Watson, she graduated from Freedom High School in South Riding, Virginia. She is currently attending Spellman College and majoring in Political Science with a minor in African-American Studies.
2. One (1) \$2,000 HBCU Book Scholarship
 - Awarded to Malina Watson, she graduated from Freedom High School in South Riding, Virginia. She is currently attending Spellman College and majoring in Political Science with a minor in African-American Studies.
3. Two (1) \$5,000 STEM Scholarships
 - Awarded to Simien Johnson, she graduated from George C. Marshall High School in Fairfax County, Virginia. She is currently attending Grambling State University and majoring in Biology.
4. Two (2) \$1,250 Teacher Grant
 - The first Teacher grant was awarded to Ms. Sharonda Glover is a special education teacher at William Halley Elementary School in Fairfax Station, VA.
 - The second Teacher grant was awarded to Mrs. Kelly Cosgrove and she a Systems of Support Advisor at Herndon High School in Herndon, VA.
5. One (1) \$5,000 Kozy Kerchief Scholarship
 - Awarded to Isabel Frye, she graduated from TC Williams High School in Alexandria, Virginia. She is currently attending Virginia Tech and majoring in Biochemistry with a minor in Spanish.

6. **Two (2) \$10,000 Dr. LaToya Smith Memorial Medical School Scholarship**

- Awarded to Kimberly Herard, she was a third year medical school student at Florida Atlantic University School of Medicine in Boca Raton, Florida. She graduated from Emory University with a Bachelor of Science in Neuroscience and Behavioral Biology with a minor in Predictive Health.
- Awarded to Keia Faison, she was a third year medical school student at The Brody School of Medicine in Greenville, NC. She graduated from UNC-Chapel Hill with a Bachelor of Science in Biology with a minor in Chemistry.



Annual Meeting - Financial Report

Educational and Charitable Foundation
For the period ended December 31, 2019

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Annual:Statement of Activity - Year End

January - December 2019

	Jan - Dec 2019	Jan - Dec 2018 (PY)	Total % Change
REVENUE			
45000 Investments (deleted)		1.12	-100.00 %
80100 Donations	2,954.32	557.00	430.40 %
80200 Program Income - Direct Support	110,758.00	11,047.32	902.58 %
80300 Individual Contribution	10,420.00	13,750.00	-24.22 %
80400 General Admin Revenue	46.98	91.75	-48.80 %
Uncategorized Income		96.80	-100.00 %
Z43400 Direct Public Support (deleted)		101,011.99	-100.00 %
Z47200 Administrative (deleted)		30.67	-100.00 %
Total Revenue	124,179.30	126,586.65	-1.90 %
GROSS PROFIT	124,179.30	126,586.65	-1.90 %
EXPENDITURES			
81100 Fundraisers	78,731.31	7,547.50	943.14 %
81200 Community Outreach	6,557.97	1,967.28	233.35 %
81300 Education	39,500.00	45,900.00	-13.94 %
81400 Grants	4,377.76	3,094.77	41.46 %
81500 Property Management-Expense	1,725.50		
82100 General Operations	2,527.00	1,761.61	43.45 %
82200 Marketing	5,314.50	5,646.12	-5.87 %
82300 Technology	1,481.54	1,249.72	18.55 %
82400 Finance	925.43	391.05	136.65 %
82500 Business Development	2,562.00	235.00	990.21 %
82600 Compliance	1,996.00	1,853.00	7.72 %
82700 Professional Services	5,586.55	1,173.20	376.18 %
82800 Officers & Directors Expenses		528.56	-100.00 %
Z60900 Program Expenses		56,527.55	-100.00 %
Z65000 Administrative/Operations (deleted)		5,210.68	-100.00 %
Z65200 Contract Services		6,925.73	-100.00 %
Total Expenditures	151,285.56	140,011.77	8.05 %
NET OPERATING REVENUE	-27,106.26	-13,425.12	-101.91 %
OTHER REVENUE			
80600 Other Miscellaneous Revenue	2,148.00	5.89	36,368.59 %
Total Other Revenue	2,148.00	5.89	36,368.59 %
NET OTHER REVENUE	2,148.00	5.89	36,368.59 %
NET REVENUE	\$ -24,958.26	\$ -13,419.23	-85.99 %

Statement of Financial Position Comparison

As of December 31, 2019

	As of Dec 31, 2019	As of Dec 31, 2018 (PY)	Total Change
ASSETS			
Current Assets			
Bank Accounts			
500000 Business Advantage Checking	34,476.66	57,260.90	-22,784.24
600000 Business Advantage Savings	67,184.40	67,137.42	46.98
Total Bank Accounts	101,120.71	124,098.32	-22,977.61
Accounts Receivable			
11000 Accounts Receivable	0.00	0.00	0.00
Total Accounts Receivable	0.00	0.00	0.00
Other Current Assets			
12000 Undeposited Funds	330.00	2,551.00	-2,221.00
Total Other Current Assets	330.00	2,551.00	-2,221.00
Total Current Assets	101,450.71	126,649.32	-25,198.61
Other Assets			
700000 Other Assets			
710000 EJ – General Investment Acct	33,351.96	28,285.88	5,066.08
720000 EJ - Property Investment Acct	11,875.78	8234.40	3,644.38
730000 EJ – J. Rosier Endowment Acct	7,659.57	6,407.19	1,252.38
Total 700000 Edward Jones – Investment Accts	52,887.31	42,924.47	9,962.84
Total Other Assets	52,887.31	42,924.47	9,962.84
TOTAL ASSETS	\$154,338.02	\$169,573.79	\$ -15,235.77
LIABILITIES AND EQUITY			
Liabilities			
Total Liabilities			0.00
Equity			
30000 Opening Balance Equity	81,225.14	71,262.30	9,962.84
32000 Unrestricted Net Assets	98,311.49	112,030.72	-13,719.23
Net Revenue	-25,198.61	-13,719.23	-11,479.38
Total Equity	154,338.02	169,573.79	-15,235.77
TOTAL LIABILITIES AND EQUITY	\$154,338.02	\$169,573.79	\$ -15,235.77

2020 BOARD OF DIRECTORS AND OFFICERS

Sharolyn Paschal - President

Amy Sansbury - Vice President

Myra Branch - Secretary

Robyn Jones - Treasurer

Vacant - Financial Secretary

Karen Delfyett - Compliance/Legal Director

Caleen Sullivan - Community Outreach Director

Vacant - Fundraising Director

Vacant - Marketing Director

Lyndsay Gates - Media and Public Relations Director

Karen Hughes - Education Director

Wanda Gamble - Non-Profit Development Director

Sanita Walker Resper - AKA/LKO, Ex-Officio Director

Renee Harrison - AKA/LKO, Ex-Officio Director

Charlette Watkins - AKA/LKO, Ex-Officio Director

2020 GOALS

I. Foundation Overall Goals

1. Continued education of directors
2. Create a five (5) year strategic plan
3. Complete Standard of Operating Procedures

II. Fundraising Goals

1. Increase Net Profit
2. Increase solicitation of sponsorship for fundraising events
3. Develop a more aggressive marketing plan for fundraisers
4. Work with Non-profit Development Director on grant applications
5. Create fundraising plan

III. Compliance Goals

1. Reapply Trademark for Kozy Kerchief due to compliance changes at PTO

IV. Community Outreach Goals

1. Continue to foster working relationships with key stakeholders
2. Continue to establish ECF community outreach and partnerships in the Northern Virginia Community as an organization that provides needed services

2020 PROGRAM YEAR

I. Fundraisers:

1. Annual Book Signing - in affiliation with the Member
2. Corporate Campaign, Grants, Public Solicitations, and Private Donors

II. Scholarships and Grants:

1. Estelle Gaymon Scholarship - \$5,000
2. Teacher Grant - \$1,250
3. HBCU College Scholarship - \$2,000
4. STEM College Scholarship - \$5,000
5. Kozy Kerchief® and Kozy Kap® Scholarship - \$5,000
6. Dr. LaToya Smith Memorial Medical School Scholarship - \$10,000

III. Educational, Charitable Activities and Services in affiliation with the Member:

A. Health Promotion

1. Kozy Kerchief® and Kozy Kap® program for cancer patients
2. Relay for Life
3. Caregivers Day of Service
4. She Matter Forum
5. Celebrate Fairfax Festival

B. Social Action

1. Dr. Martin Luther King Jr. Day of Service
2. Global Impact
3. Economic Legacy Financial Workshop
4. The Arts - Harlem Renaissance & Black Arts Movement
5. Shelter Bag Lunch Program
6. Get Out the Vote

C. CAP Program

1. SAT Prep Workshops
2. College Tour
3. Alfred Street College Fair