

OUR ROAD TO PROGRESS



Annual Report
FY 2016-17



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President & CEO
Amy Andonian



Sometimes it is hard to look back and see all that we have accomplished in a year, especially since we have been so future-focused. When we do pause and reflect, it is thrilling to see how much we have been able to achieve. We truly are on the road to progress!

One year ago, we were preparing the project design to renovate and expand our 450 Bryant Street facility. Once we were granted the City's approval, we started on our construction drawings and began the building permit application process.

Somehow we also found time to host a fun, informative block party for the whole community to come learn about our project, and we raised over \$15 million by the end of the fiscal year!

Next we worked with a national market study research firm, IMPACTS, to conduct an Awareness, Attitude and Usage (AAU) study of over 14,000 older adults in our service region to find out their wants and needs as they traverse their aging journeys. This will influence our programming when we return to our new building.

Time was spent taking a close look at our technology and infrastructure so we could develop an "IT Roadmap" which now guides us as we overhaul many of our IT and business systems to prepare us for future growth.

We raised money so that we could hire an Avenidas Generations Lab Manager, and hosted a new conference on Aging & Technology, along with several well-attended Tech Talks. We produced a second new conference that focused on the Mind, Body & Spirit, and held another of our acclaimed speaker events, this one featuring Heisman Trophy winner Jim Plunkett.

Finally, we turned our attention to our upcoming move. We applied for and received program space at Cubberley, and began planning for our big move to this temporary space in South Palo Alto over the summer.

Indeed, it has been a fast-paced and exciting year. We continue on the road to progress and thank you for your support along the way!

Sincerely,
Amy Andonian

A handwritten signature in blue ink that reads "Amy Andonian".

Jim Phillips



A handwritten signature in blue ink that reads "Jim Phillips".

OUR NUMBERS

Avenidas has always offered affordable programs and services. While fees are charged for many services, they do not cover costs and, as a result, it is necessary to raise funds to subsidize every program. These subsidies come from community support, investment income, grants, and government funding.

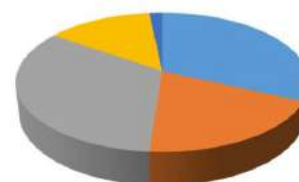
This year, fees that participants paid covered 31% of operating costs. Avenidas uses its endowment and other reserves to provide funding for program services now and into the future. Transfers to operations in FY17 totaled \$1,573,745, most of which (approximately \$1,010,000) was provided by the endowment. The sources of the remaining transfers included board-designated funds and contributions received in prior years that were released from restrictions in FY17.

In FY17, Avenidas had an operating deficit of (\$132,777). In part, the deficit was a result of increased spending on infrastructure. As part of our IT Roadmap, we realized we needed to invest in software and consulting to enhance our long-term ability to raise additional revenue so that we can continue to offer effective programs in the future. Despite the operating loss, net assets increased by almost \$10.5 million due to a successful year of Capital Campaign fundraising and excellent returns on endowment investments.

REVENUES & SUPPORT*

Program service fees and other income	\$1,498,046
Contributions and special events	\$909,111
Board authorized reserve transfers & net assets released	\$1,573,745
Government funding	\$640,318
	\$79,170

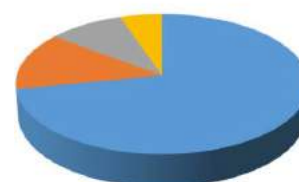
Total Operating Income \$4,700,390



EXPENSES

Program services	\$3,475,589
Support services:	
Management and general	\$646,790
Fundraising - general	\$455,903
Fundraising - capital project	\$254,036

Total Expenses \$4,832,318



CHANGE IN NET ASSETS

Operating activities	\$64,940
Depreciation and amortization	(\$196,869)
Capital campaign revenue	\$8,856,042
	\$102,807
Investment gain	\$3,230,080
Appropriation of endowment and reserve assets	(\$1,573,745)

Total Change in Net Assets 10,483,255

NET ASSETS

Beginning of year	\$34,268,400
End of year	\$44,750,808

* Reflects operating revenues for the period

Financial information is derived from our draft financial statements for the year ended June 30, 2017. For complete audited financial statements, please see our website at www.avenidas.org/about/financial

OUR PROGRAMS



Avenidas Lifelong Learning & Leisure

People love coming to Avenidas to learn a new language, try an art class, participate in a wine tasting or test out a new hobby. The friendships formed while doing so are a wonderful side benefit!



3,726 people participated in a class or workshop to keep themselves involved and active!



Avenidas Generations Lab

The goal of this program is to integrate technology into adults' daily lives through education, enrichment, and exposure while shaping new products that will help them maintain connections and independence as they mature.



Over 700 people learned more about technology through a Tech Talk or a one-on-one tutoring session!



Avenidas Rose Kleiner Center

Participants at our adult day health program benefit greatly from the daily group exercise, various therapies, socializing, hot meals and engaging programming while their families benefit from getting a break from caregiving.



94 frail adults were able to maintain their strength through physical therapy at Avenidas Rose Kleiner Center!



Avenidas Care Partners

When times get tough, people on the mid-Peninsula are not alone. They can contact the Avenidas Care Partners group to receive information and assistance, counseling, support groups, family consultations, and individual case management.



More than 1,000 families received support from our social workers!



Avenidas Village

Staying in the home that they love is a goal of many. With an Avenidas Village membership, people have 24/7 telephone assistance, access to a large vendor network, social and cultural outings and peace of mind, knowing they have someone to call day or night for help.



375 people enjoyed peace of mind living in their own homes thanks to Avenidas Village!



Avenidas Handyman Services

When people need a reliable source for minor repairs to their home, they call the Avenidas Handyman Service for assistance with painting, electrical work, carpentry, and plumbing jobs, all at below-market rates.



Our trusty handymen completed 365 tasks for homeowners!

OUR PROGRAMS



Avenidas Door to Door Transportation

For folks who no longer drive, the Avenidas Door to Door program is a real lifesaver. They can get rides to medical appointments, to visit friends or go grocery shopping. Additionally, we educate seniors on local transportation options that meet their needs including public transportation, ridesharing apps, and other helpful resources.



4,900 rides got people where they needed to go!



Avenidas Volunteer Program

People want a way to give back as they get older and they look to Avenidas to provide interesting and fun opportunities to put their time and talent to work. A few of the ways volunteers give back include helping children learn to read, staffing an event or serving on the Board of Directors.



372 volunteers were matched with projects to stay engaged and active!



Avenidas Health & Wellness

Staying healthy is at the top of everyone's list and they know Avenidas offers health screenings, lectures, fitness classes for all levels, therapeutic massage, podiatry and more to keep everyone at the top of their game.



4,441 adults stayed healthier through our vast array of Health & Wellness offerings!

OUR DONORS

CHAIR'S CIRCLE (\$20,000+)

Anonymous
Hamilton Project
Handel Sunrise Foundation/Silicon Valley Community Foundation
Los Altos Community Foundation
City of Palo Alto
Palo Alto Commons Management LLC
Palo Alto Farmers Market
Palo Alto Medical Foundation
Santa Clara County
Sobrato Family Foundation
Sourcewise
The Wakerly Family Foundation
The Ronald and Ann Williams Charitable Foundation

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Association for Senior Day Health Care Indeed
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The Floyd Family Foundation
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NurseRegistry.com
Ruth Seiler
Thoits Bros. Inc.
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All gifts represent our fiscal year (7-1-16 to 6-30-17)

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Celia Walker
Victoria Walker
Sallie and Jay Whaley
Doris Wilson

GIFTS IN KIND

Bev Aarts
Freeman Bradford
Garden Court Hotel
Palo Alto Weekly

GIFTS MADE IN MEMORY

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Barbara Cohen
Angela Bowen Haight
Graciela Salazar McCord
Ellen O'Sullivan
Dr. Robert Spitzer
Philip M. Stein
Nelson O. Wheeler
David Sinkok Wong

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Kass Goldfein
Lisa Hendrickson
Norman and Judy Holder
Kathy Kirtley
Bill Reller
Corinne Simonini
Emy and Jim Thurber
James Tien
Stanley Wang

BEQUESTS

Madeleine S. Turnure

OUR LEGACY

The generous people listed here have shown their appreciation of the depth and breadth of services and activities Avenidas provides for our community by including Avenidas in their estate plans. They have understood that building an endowment through their bequests will help ensure that Avenidas continues to thrive in the future – that their contributions will benefit the agency in perpetuity and provide the donors themselves with a small measure of immortality.

LEGACY MEMBERS

Jan and Brad Anker

Lois J. Anthony

Margaret and Edward Arnold

Ruth C. Baird

Adele Bergman

Annette G. Bialson

Marilyn and Allan Brown

Maria Carter

Anne M. Christensen

Birge M. Clark

Jean and Michael Couch

Constantin Demetropulos

Pauline Doe

Meri and Joe Ehrlich

Fania Elfman-Stein

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Elizabeth F. Gamble

Jean and Paul Garrett

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Jack C. Harris

Alan Henderson

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Bea and Wesley Hubbard

Mary Dollar Hughes

Ginger Johnson

Frank H. Jones

Michael Kasperzak

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Roberta Grigsby McKee

Eve Melton

Kenneth Miles

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John Branner Newsom

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Pearl and Maurice Purcell

Carolyn and Tom Reese

Donald E. Richmond

Maureen and Paul Roskoph

Nancy Weeks Rossen

Peter Salo

Ruth Schaffer

Thelma Schram

Virginia and John Sink

Evelyn and Clifton Slonaker

Rixford K. and Elliott B. Snyder

Getelle Steinberg

Florence T. Stevens

Anne M. Thomas

Elizabeth Treantes

Madeleine S. Turnure

Margaret Grist Ware

Sanford H. Webster

Ilka Weichman

Margaret L. Willey

Gail and Gilbert Wilson

Annabelle Woodard

Leone H. Woods

Rivka Yerushalmi



OUR CAPITAL CAMPAIGN



Avenidas MOVING AHEAD AND GOING FORWARD
BUILDING FOR THE FUTURE



Thanks to our generous Capital Campaign donors, the Capital Project is making great strides. In 2017, the project saw several milestones: we launched the public phase of the Capital Campaign in January with a festive block party, we held a groundbreaking ceremony in September to mark the beginning of demolition at 450 Bryant Street, and finally construction began in November. We are thrilled to share these accomplishments with the donors that got us this far. Thank you!

KEYSTONE

(\$3 Million and above)

The City of Palo Alto
The Priem Family Foundation

CORNERSTONE

(\$500,000 - \$1,000,000)

Anonymous
The Floyd Family Foundation
John and Jill Freidenrich
The David and Lucile Packard
Foundation

CAMPAIGN ALLY

(\$100,000 - \$300,000)

Anonymous
Maria Carter Bequest
Fran Codispoti and
Kenneth Schroeder
Peggy and Yogen Dalal
The Rena A. Estes Trust
Harriet Inger Friis
Eleanor and Bruce Heister
Cathie and Pitch Johnson
Judy and George Marcus
The Moore Family Foundation

Becky and James Morgan
Nancy Mueller and Robert Fox
Dr. Armand and Eliane Neukermans
Paula and Mike Rantz
William Reller
Carol Seiler Roberts
Maureen and Paul Roskoph
The County of Santa Clara

CAMPAIGN ADVOCATE

(\$10,000 - \$60,000)

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Barbara and Bill Binder
Dawn Yates Black
Ralph Britton
Terry and Ann Clark
Jean and Michael Couch
Jeff and Gary Dunker
Ellen and Thomas Ehrlich
Shirley Ely & Maggie Pringle
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Represents a partial list as of 6-30-17. Please visit www.avenidas.org for a full list.



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