Our mission is to promote the healthy development of Indiana children and youth by serving the people, institutions and communities that impact their well-being.
Dear Friends,

There are more than 8,500 youth-serving organizations in Indiana. The people behind these nonprofit agencies and schools—the teachers, social workers, afterschool staff, volunteers and others—positively impact the healthy development of more than 1.5 million Hoosier children. As the Indiana Youth Institute, we are honored to work on behalf of these dedicated individuals who care for and serve our youth.

Youth-serving agencies have incredible stories to tell. In this report, you will learn about Emily Perry, IYI’s 2017 Youth Worker of the Year, who advocates on behalf of youth victims of crime and abuse. You will also read about schools across the state that are undertaking transformative efforts to improve their school counseling practices. The people and institutions that IYI serves share common traits—they are passionately committed to continuous quality improvement and creating solutions for their communities.

IYI is proud to play a leading role in supporting these organizations as essential drivers of positive change. In 2017, we embraced transformation, reflection and assessment, under the direction of our new strategic plan. Our commitment to high-quality professional education and capacity-building, bringing best practices and solutions to Indiana, has not changed. We are identifying more ways to serve as an advocate and collaborator for the work being done on behalf of children in your school district, city, county, region and Indiana as a whole.

Join us in a quick look back at the impact and progress we made together in 2017 and a glimpse into the future, as we prepare to celebrate our 30th anniversary in 2018. Collectively, we’re moving forward to impact the well-being of all Indiana youth.

You have helped make these successes possible. We are grateful for your contributions and your willingness to partner with us to improve the well-being of Indiana’s youth.

Best regards,

Tami Silverman,
President & CEO
<table>
<thead>
<tr>
<th></th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Social Media Impressions</td>
<td>1,061,942</td>
</tr>
<tr>
<td>Students Impacted from Lilly Counseling Initiative</td>
<td>300,000+</td>
</tr>
<tr>
<td>Website Sessions</td>
<td>176,745</td>
</tr>
<tr>
<td>Trip to College Subscribers</td>
<td>19,847</td>
</tr>
<tr>
<td>Weekly Update Subscribers</td>
<td>7,035</td>
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<tr>
<td>Youth Worker Cafe Attendees</td>
<td>5,401</td>
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<tr>
<td>Webinar Attendees</td>
<td>1,519</td>
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<tr>
<td>Because KIDS COUNT Conference Attendees</td>
<td>1,452</td>
</tr>
<tr>
<td>Unique Library Patrons</td>
<td>516</td>
</tr>
<tr>
<td>College and Career Conference Attendees</td>
<td>408</td>
</tr>
<tr>
<td>Grant Summit Attendees</td>
<td>200</td>
</tr>
</tbody>
</table>

**96%**
Would recommend a program or service.

**94%**
Are satisfied with the program or service.

**92%**
Reported either gaining practical resources or knowledge in at least one core competency area.

**91%**
Indicated the program or service will impact their work with youth (90% goal).

**84%**
Indicated that services made them more effective in their work (80% goal).
Emily Perry first came to IYI to support her professional learning goals as a graduate student. She received IYI professional development grants, allowing her to attend trainings about child protection and advocacy. Emily set a goal to open a Child Advocacy Center (CAC), a national model of best practice, in Indiana to serve youth victims of crime and abuse. Emily returned to IYI over time to receive help with grant-writing and board development. IYI resources created capacity for Emily to open Indiana’s first CAC, Susie’s Place, in Avon in 2009. In Emily’s own words, she thought she “had made it in the 1500 square feet of office space, serving less than 100 kids that year.” But more children needed help. Since that time, Emily has opened two more centers—Susie’s Place Bloomington in 2011 and Susie’s Place Terre Haute in 2017. Each year, Emily encourages her staff to use IYI services.

Over the past year, Emily and her growing organization, engaged with an IYI consultant on fundraising strategy. Because of Emily’s dedicated vision, Susie’s Place has been able to add prevention services, providing body safety education in local school systems.

“IYI services have been integral in the development and sustainability of Susie’s Place overall and have assisted in developing me personally as a youth worker, leader, teacher and mentor...IYI is truly invested in the evolution of youth work and the health and well-being of youth workers.

– Emily Perry, Executive Director, Susie’s Place

Emily’s remarkable work earned her recognition as IYI’s 2017 D. Susan Wisely Youth Worker of the Year.
In 2016, the Lilly Endowment introduced its K-12 Comprehensive School Counseling Initiative to support Indiana school districts. As a technical assistance provider for the project, IYI and our team of experience consultants, were able to witness more than 90 districts and their staff demonstrating a significant commitment to youth well-being. With help from IYI, they explored best practice models, engaged in data collection from students, parents and staff, formed community partnerships, and used asset maps. Participants engaged in critical thinking, data-driven decision-making and embraced innovative ideas for change.

“We have developed a greater awareness of the specific mental health needs of our students and now have a plan to address those needs. This will allow our students in need to have the necessary support to overcome the obstacles affecting their mental health and therefore, they will then be able to concentrate more fully on their academic and career objectives. Additionally, providing this support will positively impact faculty and staff as they will then be able to focus their efforts more fully on the academic needs of our students.”

- Wesley Hammond, Superintendent, South Henry School Corporation

92 Districts received technical assistance from IYI.

300,000+ Students served.

18 Districts awarded an implementation grant.
# 2016-2017 FINANCIALS

Two-year Comparative Financial Information, Fiscal year running from July-June 30

## Revenue and Other Support:

<table>
<thead>
<tr>
<th>Source</th>
<th>2017</th>
<th>2016</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grant Revenue &amp; Contributions</td>
<td>$1,088,601</td>
<td>$6,298,860</td>
<td>$7,387,461</td>
</tr>
<tr>
<td>Conference Exhibitors &amp; Registrations</td>
<td>243,989</td>
<td>196,008</td>
<td>439,997</td>
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<tr>
<td>Fee for Services Revenue</td>
<td>1,192,316</td>
<td>254,181</td>
<td>1,446,497</td>
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<tr>
<td>Special Events &amp; Other Revenue</td>
<td>259,424</td>
<td>44,883</td>
<td>304,307</td>
</tr>
<tr>
<td><strong>Total Revenue and other support</strong></td>
<td><strong>2,784,330</strong></td>
<td><strong>6,793,932</strong></td>
<td><strong>9,578,262</strong></td>
</tr>
</tbody>
</table>

## Expenses:

**Program:**
- Data and research: $675,860, $772,871, $1,448,731
- Training and best practices: 1,943,946, 1,615,719, 3,559,665
- Statewide networking: 1,380,046, 1,244,443, 2,624,489

**Total program expenses:** 3,999,852, 3,633,033, 7,632,885

**Management and general:** 546,265, 513,940, 1,060,205

**Fundraising:** 458,810, 610,977, 1,069,787

**Total expenses:** 5,004,927, 4,757,970, 9,762,897

## Change in net assets

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$(2,220,597)</td>
<td>$2,035,962</td>
<td>$(184,635)</td>
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</table>

## Net Assets, Beginning of Year

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$9,355,226</td>
<td>$7,319,264</td>
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</table>

## Expenses by Program

<table>
<thead>
<tr>
<th>Program</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising</td>
<td>9%</td>
<td>13%</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>11%</td>
<td>11%</td>
</tr>
<tr>
<td>Statewide Networking</td>
<td>28%</td>
<td>26%</td>
</tr>
<tr>
<td>Training &amp; Best Practices</td>
<td>39%</td>
<td>34%</td>
</tr>
<tr>
<td>Data &amp; Research</td>
<td>14%</td>
<td>16%</td>
</tr>
</tbody>
</table>

## Revenue by Source

- **Grant Revenue & Contributions:** 43% (2017), 39% (2016)
- **Conference Exhibitors & Registrations:** 3% (2017), 9% (2016)
- **Fee for Services Revenue:** 3% (2017), 1% (2016)
- **Special Events & Other Revenue:** 4% (2017), 3% (2016)

- **Total:** 93% (2017), 93% (2016)
THANK YOU TO OUR DONORS

ORGANIZATIONS

1st Source Bank
Alerding CPA Group
Altria Group, Inc.
Anderson University
Anthem Blue Cross and Blue Shield
Ball Brothers Foundation
Ball State University
Bartha
Bauer Community Center
Benevity
Blaster Corporation
Broadcast Productions LLC
CAYU
Central Indiana Community Foundation
CFA Staffing
Comcast - Heartland Region
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Community Foundation of Elkhart County
Community Foundation of Muncie and Delaware County, Inc.
Cook Group Incorporated
Dekko Foundation
Dubois County Community Foundation
Early Learning Indiana
Edmund F. and Virginia B. Ball Foundation, Inc.
English, Bonter, Mitchell Foundation
Family Service Association of Howard County, Inc.
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Indiana Manufacturers Association
Indiana University
Indiana University Health
Indiana University Development
IN State Credit Union
Huntington Bank
Horseshoe Foundation of Floyd County
Huntington Bank
Indiana Department of Workforce Development
Indiana Manufacturers Association
Indiana University
Indiana University Health
Innovative Mentoring Software
ISM College Planning
Ivy Tech Community College
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Old National Bank Foundation
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The Clowes Fund, Inc.
The Butler Family
The A’Hearn Family
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Toyota Motor Manufacturing, Indiana
United Student Aid Funds, Inc.
Vestcor Corporation
Vestcor Foundation
Vincennes University
Vision Direct
WorkSmart Systems, Inc.
WRITE BRAIN BOOKS
Graphicon, Inc.

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Angela Isbell
Anthony J. Turk
Anonymous
Belinda Graber
Bette and Winston Reynolds
Bill O’Donnell
Brad and Catherine Bodell
Brett and Keeley Stingle
Brian Ruddock
Brooke Whistle
Bruce and Barbara Augustine
Bruce and Debbi Gobdel
Cameron Causey
Catherine Ingham
Charlie and Claudia Sursa
Cheryl Kleer
Chris Caldwell
Christopher Cockerham
Claire R. May
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Cydney Batchelor
Cynthia J. Smith
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Seth Seaton
Shailat Patel
Stephanie Berry
Stephen Gill
Steve Rake
Steve Smith
Steve Yancey
Steven and Deborah Isgelski
Sydnie Riester
Tami and Ross Silverman
The A’Hearn Family
The Butler Family
Tom Morales
Trenten and Katherine Klingerman
Wade Lange
Wally Miner
Wil and Cindy Davis

*Financial information used in this report was obtained from the 2017 Indiana Youth Institute audited consolidated financial statements.*