



2017 A Year In Review

"M&M has been a part of our family for almost 5 years now and we are so thankful to have you all. Thank you for all you do."

Frith Family

Let's Celebrate

- ▶ Martha & Mary Kids Before and After Program Received NKSD Contract for 2017-2018 School Year.
- ▶ All three Martha & Mary Centers completed Early Achievers rerating and received a level of excellence.
- ▶ Since partnering with Early Achievers, 37 staff has received an Early Achievers scholarship.
 - ▶ 8 received both an AA Degree and their state certificates
 - ▶ 10 completed certificates of specialty or state certificates
 - ▶ Several in the process of completing certificates and AA
 - ▶ Currently 3 Directors are receiving their BA in Early Learning
- ▶ Barnes and Noble 2017: Received 29 books donated from families and an additional \$400.00 towards materials.
- ▶ MMKIDS Staff & Families adopted a total of 60 residents for Christmas.

Lets Celebrate Continued...

WE HAVE A VAN!!!! Whoo Hooo



"Martha & Mary has been and continues to be a vital part of the community and they contribute time, effort and resources to enhance children's lives and strengthen all of our lives in the community."
Brandon family

Let's Talk Financials



"As a working parent I am constantly concerned if I am enough for my children...However, the bond that my family has formed with Martha & Mary has helped to alleviate some of my guilt."

Eisenhart Family

CHILDRENS SERVICES CONSOLIDATED					
Operating and Support Revenue	2013	2014	2015	2016	2017
Revenue	2,535,994.00	2,707,287	2,991,722	3,031,462	3,109,630
Other fees and services	107,713.00	126,601	135,758	124,950	113,105
Rental Income	56,014	65,800	66,402	67,170	68,196
Contributions	0	10,469	11,441	1,802	5,394
Grants	0	702	1914	5510	16,933
Investment Earnings	0	-1269	-7203	17692	33418
Income Income	3349	1488	16	16	16
Total Operating and Support Revenue	2,703,070.00	2,911,078	3,200,050	3,248,602	3,346,692.00
Expenses					
Salaries	1,622,143	1,760,070	1,858,894	2,006,372	2,055,054.00
Benefits and Payroll Tax	476,755	490,261	507,949	565,353	557,395.00
Supplies and Food	179,283	198,461	228,381	207,273	229,527.00
Depreciation and Amortization	185,006	159,929	154,608	154,400	151,793.00
Interest Expense	58,140	33,142	33,231	29,562	28,208.00
Purchased Services	51,581	49,647	61,967	74,297	70,124.00
Utilities	63,088	65,578	66,439	68,813	67,207.00
Bad Debt	-1449	12,813	1,656	2,531	1,457.00
Insurance	19,754	19,625	21,028	20,093.00	33,413.00
Repairs and Maintenance	15,840	11,068	26,908	11,145.00	13,758.00
License	7929	3928	7035	7695	6,348.00
Advertising	4334	586	650		
Business Taxes	4667	2557	4017	7641	7,361.00
Travel and Education	5763	6275	4676.22	3833.09	4,567.00
Dues and Subscriptions	2520	2426.75	56.71	25	234
Miscellaneous	-5228	13308	20413	19591	19,110.00
Total Operating Expense	2,690,126	2,829,675	2,997,909	3,178,624	3,245,556.00
Change in net assets before management fee	12,944	81,403	202,141	69,978	101,136.00
Management Fee	-62580	-131,344.00	-144004	-146429	-142,234.00
Total After Management Fee	-49,636	-49,941	58,137	-76,451	-41,098.00

Consolidated Financials 5 Year Look Back

Discounts & Employee Child Care Benefit 5 Year Look Back

DISCOUNTS	2013	2014	2015	2016	2017
Sibling Discount	\$23,483	\$27,813	\$38,219	\$38,128	\$38,539
Military Discount	\$15,999	\$15,048	\$18,900	\$23,258	\$24,210
Vacation Credit	\$21,129	\$21,129	\$26,848	\$28,633	\$37,876
North Kitsap School Discount	\$920	\$2,282	\$5,244	\$5,493	\$6,289
Central Kitsap School Discount		\$228	\$3,141	\$6,785	\$9,447
MM Employee Childcare Benefit	\$64,033	\$59,966	\$67,633	\$75,541	\$79,542
Total Discounts	\$125,564	\$126,466	\$159,985	\$177,838	\$195,903

2017 DSHS (Child Care Subsidies)

	Difference between Private Pay and DSHS Reimbursement
Infants	33%
Toddlers	36%
Preschool	36%
School Age	22%

DSHS (Child Care Subsidies)

Approximate Underfunded Care 2017

	Underfunded Care Before Early Achievers	Early Achievers Additional DSHS Reimburse	Total Underfunded Care
CCC	(\$47,237.40)	\$3725.12	(\$43,512.28)
CLC	(\$17,925.72)	\$1613.69	(\$16,312.03)
ELC	(\$103,487.85)	\$8718.03	(\$94,769.82)
CK Before & After	(\$9,286.53)		(\$9,286.53)
NK Before & After	(\$38,710.12)		(\$38,710.12)
Total	(\$216,647.62)	\$14,056.84	(\$202,590.78)

Program	2017 Average DSHS Percentage Served
CCC	14%
CLC	17%
ELC	25%
MMKIDS Before & After	29%

MMKIDS Daily Average Census History 5 Year Look Back

	2013	2014	2015	2016	2017
CCC	91	88	88	86	86
CLC	29	30	29	28	27
ELC	107	116	117	112	103
B&A Program	129	128	151	164	165
Total	356	362	385	390	381

It's All About Our Heroes



"I wanted to thank the Martha and Mary staff...any mother has fears about returning to work, and the team helped ease any fears"

Erxleben Family

MMKIDS Wage History (5 Year Look Back)

	2013	2015	2016	2017	2018
Assistant	\$9.25 / \$10.21 5yr exp.	\$10.00	\$10.25	\$11.15	\$11.50 wo STARS \$11.65 w/STARS
Assistant with AA	\$9.75/ \$10.76 5yr exp.	\$10.50	\$10.75	\$11.35	\$11.90 Non ECE \$12.15 ECE/ELEM
Assistant with BA	\$10.75/ \$11.87 5yr exp.	\$11.00	\$11.25	\$11.65	
Teacher	\$9.75/ \$10.49 5yr exp.	\$12.00	\$12.25	\$12.50	\$12.75
Teacher with AA	\$10.75/ \$11.87 5 yr exp.	\$12.50	\$12.75	\$13.00	\$13.00 Non ECE \$13.25 ECE/ELEM
Teacher with BA	\$11.75/ \$12.97 5 yr exp.	\$13.00	\$13.25	\$13.50	\$13.50 Non ECE \$13.75 ECE/Elem
Lead Teacher	\$.25 cents additional	\$1.00 additional	\$1.00 additional	\$1.00 additional	\$1.00 additional
Site Coordinator		\$1.00 additional	\$1.00 additional	\$1.00 additional	\$1.50-\$2.00 additional

Martha & Mary Kids Take Over the Capital



On January 24th Heather and Tammi advocated along side Schools Out Washington in support for expanded learning in Washington State. Meetings were held with Representative Drew Hansen, Representative Sherry Appleton and Senator Rolfes' Aide. It was a great time collaborating and representing expanded learning with other organizations in our field.



On February 7th Tammi advocated alongside Child Care Aware. We met with Senator Rolfes to discuss the importance of Early Achievers and an increase in child care subsidies. It was a great time representing the Early Learning Field.

Future Discussions...

Standards Alignment



Thank you!

Any questions?