

IMPACT REPORT 2022



Email: info@sandsaz.org
Website: www.sandsaz.org

Tel: (520) 312-2030
P.O. Box 17011
Tucson, AZ 85731



TABLE OF CONTENTS

[illegible]

TO OUR COMMUNITY

Strategic Highlights

2022 was an amazing year! We hosted an iCan Shine Bike Camp that helped teach children and adults with Down syndrome how to ride a 2 wheeled bike! We held monthly and quarterly gatherings for our community, including Sin Limites, our Spanish speaking group.

Financial Highlights

2022 was our most successful walk in the history of our organization, when we met our fundraising goal of \$100,000! We did experience other financial challenges however, with a much lower amount of corporate grants being awarded to our organization as well as high inflation drastically increasing our costs. We also doubled the amount of financial support given to individuals with DS from \$100,000 in 2020 to over \$200,000 in 2022. This is a milestone for SANDS, the most support offered since the inception of our organization!

Operating Highlights

We have doubled our constituency since 2020, so we felt it prudent to implement changes to help sustain our growing community. This year we worked with a professional board development consultant. She helped us to improve the structure of our board, and how we operate our organization as a whole (see Financial Summary-Expenses, below).

Looking Ahead

2023 will bring us a new walk name! We felt it was time to change the name of our walk to not only reflect whom we serve, but also the purpose of the event. In this same light, we changed the name of our grants from Give it Back, to Granting Opportunities for Learning & Development (G.O.L.D.) Grants. Additionally, we transitioned to more whole family events in lieu of small groups for different age ranges to better serve our community's needs.

Respectfully Submitted by,

Kaitlin Hollywood

Kaitlin Hollywood
President, Board of Directors



Chelsea Hansen

Chelsea Hansen
Executive Director

FINANCIAL SUMMARY - INCOME

Buddy Walk: \$101,948.49 = 71% of SANDS income

In 2022 we had 88 Buddy Walk teams. Sponsors donated \$22,868.88, individuals donated \$76,113.83, exhibitors raised \$700, day of donations and sales were \$2,265.78. We had two teams raise \$10,000 each! 25 teams raised over \$1,000. 14 teams raised over \$2,000. Our top 10 teams accounted for 49% of total funds raised!

Individual Contributions: \$19,203.87 = 13% of SANDS income

\$11,000 was received from a single donor who donated monthly, and the rest of the funds were from donations through our website.

Grants: \$9,000 = 6% of SANDS income

This year we received \$500 from Walmart, \$1,000 from the Zuckerman Foundation, \$2,500 from the Sundt Foundation, and \$5,000 from the Auer Family Foundation.

Business & Employee Support: \$6,516.77 = 5% of SANDS income

Business and Employee Matching programs such as AZ State Employees Charitable Campaign, Fry's Community rewards, Amazon Smile, and Raytheon as well as non-profits like United Way contributed to our organization this year.

Fundraisers: \$7,218.48 = 5% of SANDS income

This year's fundraisers came from Facebook, sponsorships for our bike camp, and a restaurant night.

Memberships: \$0

That's right, \$0! Unlike other Down syndrome associations, we do not charge a membership fee!

TOTAL INCOME: \$143,919.21



FINANCIAL SUMMARY - EXPENSES

Programming: \$64,583.86 = 37% of SANDS expenses

In 2022, 22 Give it Back grants were fulfilled for medical, educational, and therapeutic needs. 213 families were provided grocery assistance. 25 new families were welcomed to our community. New parent resources were delivered to local hospitals and medical centers. Monthly and quarterly events were hosted for various age ranges within our community. We sponsored cooking classes and a weeklong bike camp. Our World Down Syndrome Day celebration at the zoo hosted 271 people!

Salaries: \$36,242.89= 21% of SANDS expenses

This total includes payroll taxes in addition to the salary. Our Executive Director applies for grants, supervises all programs, helps guide and implement each committee's activities, coordinates our Buddy Walk, facilitates day-to-day business, and is the primary point of contact for the organization. She spends approximately 10% of her time on administration, 15% of her time on fundraising, and the remainder of her time on programs.

Buddy Walk: \$34,164.75 = 19% of SANDS expenses

Our second year at Mica Mountain High School was a success! However, this year's event was one of our most expensive events as the cost of goods increased exponentially. The cost of shirts and tents were our biggest expenses with a combined total of over \$20,000. Our long-time t-shirt vendor, who offered us a very generous discount, sold their business this year.

Administrative: \$28,424.45 = 16% of SANDS expenses

Our administrative expenses cover: \$7,259.11 in website development, printing & marketing; \$3,776.02 in office supplies; \$1,802 in insurance coverage; \$3,126.88 in bank fees, dues & subscriptions; \$7,200 in office rent; \$4,468.27 in conferences and trainings, \$792.17 in utilities. This year our expenses were drastically impacted by inflation.

Consultant fees: \$13,215 = 7% of SANDS expenses

Our membership grew from 100 families in 2020 to over 200 in 2022. In order to effectively accommodate our rapidly growing community, we decided to work with a local and highly-recommended Board Development specialist. With her assistance, we vastly improved our board management practices and internal structures, enabling us to become more efficient and cost-effective in our operations.

Total Expenses: \$176,630.95

WHAT'S HAPPENING IN 2023

Community Events

- Monthly play group for ages Birth - 10
- Transition from monthly/quarterly events for small groups to larger, whole family events to improve accessibility for our families, and thus improving participation.

G.O.L.D. Grants!

- We have transitioned away from the Give it Back program name to the Granting Opportunities for Learning and Development Grants!
- Still provides financial support for medical, educational, and therapeutic needs

SANDS Walk

- We are transitioning from the Tucson Buddy Walk to the SANDS Walk for Down Syndrome
- This new name provides: greater clarity about the event's purpose, more creative freedom from licensing constraints, and no requirement to pay a licensing fee.

SANDS Board of Directors

- We have 5 board positions available to fill - no experience required, just a heart to serve! We especially need board members who can also speak Spanish!



THANK YOU TO OUR VOLUNTEERS!

Our volunteers and community members make it all possible! A very special thank you to our community members who serve on a committee or help facilitate events for SANDS!

Christine DeSilva: Spearheaded the iCan Shine Bike Camp

Charo Boggian: Coordinator for Sin Limites events and New parent assistance in Spanish

Karen Poppe: Helped plan 2023 WDSD, SANDS Night at the Museum & SANDS Walk!

THANK YOU TO OUR TOP BUDDY WALK TEAMS!

We are incredibly grateful for every single team and donor that helped raise funds for our organization so that we can continue to serve our families! These teams led the way and were so creative in how they met their goals. From BBQ fundraisers, to finding corporate sponsors, to Facebook fundraisers, they set a goal and worked hard to meet and even surpass it! Thank you! *Special Honorable mention to Team Luna who raised \$5,490 the day of the walk!*



Jacob's Jets

\$9,840



Team BLT

\$9,835



Bekah's Brigade

\$5,400



Miles for Maddie

\$4,355



Kade's Krew

\$3,210

MEET YOUR 2023 BOARD OF DIRECTORS

Board member & Self-Advocate: Sharon Callaway

Sharon is a long-time board member that not only attends the board meetings, but also represents the organization at various events throughout the year. Sharon keeps the board up to date on the adult community and loves to work with kids at our events.



Board member: Tracy Carroll

Tracy joined our board in March of this year and she works for the University of Arizona & the Wesley Community Health Center. Tracy has volunteered for SANDS events over the years such as the Adult Jazzercise group, Tucson Village Farm events, our walks, and is now serving on our board! Tracy cared for her beloved brother, Dirk (DS), for many years before his passing in 2022. Tracy brings us a wealth of Knowledge being a sibling of and caregiver to senior adults with Down syndrome.



Board member: Kim Briggs

Kim is our newest board members, and is so excited to be part of our organization. Kim's brother, Scott (DS), recently moved to Tucson to be with her. She has been with the Pima County Board of Supervisors for 13 years and currently works in Rex Scott's office. She has experience in marketing and in serving with other 501(c)(3)s.



Board member: Jonathan (Jay) Rivera

Jonathan is father to Madison (DS), Emma, JJ, and Adelyn. He currently works at Glass Unlimited Inc. Jonathan has a passion to make connections with other fathers of individuals with DS, and to explore their role in the family and community. Jay and his family enjoy facilitating SANDS resource booths at community events.



Board Member: Estella Avila

Estella, mom to Malachi (DS), has volunteered for SANDS for many years. She officially joined our board last August and has been a phenomenal liaison between SANDS and many other organizations. She currently works with Long Realty as well as Great Clips, and is constantly on the go and making connections!



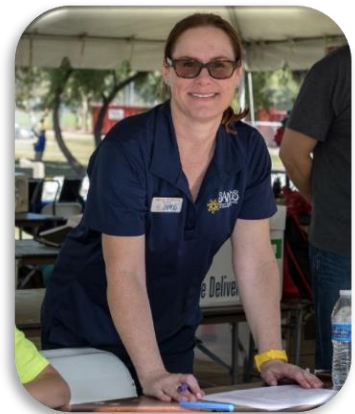
Board Secretary: Becky Clowers

Rebecca (Becky) is mom to Wesley (DS) and a substitute teacher in the Vail School District. She also sings with a quartet and has helped facilitate the entertainment at our walks over the past few years. She is enthusiastic about searching for employment opportunities for young adults with DS who are transitioning out of High School.



Board Treasurer: Camille Stanbery

Camille has no family connection to Down syndrome, but has a heart to serve. She works for the State of Arizona Disability Determination Services. Along with serving as Treasurer, Camille facilitates the exhibitor portion of our walk. She has been instrumental in our website development and maintenance.



Board President: Kaitlin Hollywood

Kaitlin is mom to Joseph and Zoey (DS). Kaitlin is a Tucson native with many ties to the community. She is an attorney with the United States Attorney's Office. As President, she leads the board, provides oversight to the Executive Director, and helps facilitate our presence within the community.



Executive Director: Chelsea Hansen

Chelsea is mother to Rebekah (DS-ASD) and Logan. She works to ensure all the vital day-to-day needs of the organization are met, provides oversight to all the committees, helps plan events, and applies for grants.



Our Mission

Southern Arizona Network for Down Syndrome (SANDS) is a non-profit organization dedicated to being the primary source of information and support for individuals with Down syndrome in southern Arizona, working towards an improved quality of life and respect as valued members of society.

