



# ANNUAL REPORT 2019

## SANDS

Email: [info@sandsaz.org](mailto:info@sandsaz.org)

Website: [www.sandsaz.org](http://www.sandsaz.org)

Tel: (520) 312-2030

P.O. Box 17011

Tucson, AZ 85731



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# TO OUR COMMUNITY

## Strategic Highlights

We had a huge year of new experiences! From creating a brand-new website to hosting an ice cream festival, this was an amazing year! At the beginning of 2020, we formulated a new strategic plan to not just meet but exceed our community's needs.

## Financial Highlights

In 2019, we awarded more personal Give it Back Grants requests than ever before! From Cheer classes to bicycles to medical equipment, our community's personal grant requests were fulfilled!

## Operating Highlights

This year we connected to new medical centers and families, helped fund more groups that directly impact our families, and continued to provide up to date information and resources. We supported events for CHD Families of Tucson, Leukemia and Lymphoma Society of Tucson, and Tucson Challenger Little League. These groups all provide additional resources for our families.

***"Thank you GIB program for helping Ruben obtain this iPad that helps him in many aspects! "***

## Looking Ahead

2020 will be a big year for us! From hiring our very first Executive Director, starting new monthly and quarterly programming, celebrating our 20<sup>th</sup> Buddy Walk, to expanding our Give it Back grant program, there is a lot to look forward to this year!

Allyson Schug

President, SANDS Board of Directors

# FINANCIAL SUMMARY - INCOME

## **Buddy Walk: \$65,936.06 = 79% of SANDS income**

In 2019 we had 85 Buddy Walk teams. Sponsors donated \$9,000.00, teams raised \$51,091.67, exhibitors raised \$2,563.00, and day of sales were \$3,281.39. The top 11 teams raised *more than* 50% of the total funds raised! Our goal for 2020 is to have 100 teams and to help each team raise at least \$500!

## **Fundraisers: \$11,134.37 = 13% of SANDS income**

We hosted restaurant night fundraisers, as well as a golf tournament in September! Our goal for 2020 is to increase the number of players at our next golf tournament.

## **Business & Employee Support: \$3,747.53 = 5% of SANDS income**

Businesses such as Fry's Community rewards, Amazon Smile, Tucson Airport Authority Employee giving, and United Way all contributed to our organization this year. Whether it was through employees donating from their paychecks, or when you shop through Fry's or Amazon Smile, it all plays an important role!

## **Grants: \$2,000 = 2% of SANDS income**

Long Realty Cares Foundation contributed \$2,000 towards sending 2 self-advocates to the 2020 NDSS Down Syndrome Adult Summit!

## **Interest: \$697.13 = 1% of SANDS income**

In 2019 our Treasurer worked with our bank to increase our interest rates to help make our money work for us!

## **Memberships: \$0**

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

## **TOTAL INCOME: \$83,515.09**



# FINANCIAL SUMMARY - EXPENSES

## **Buddy Walk: \$22,481.26 = 34% of SANDS expenses**

The Tucson Buddy Walk celebrated its 19<sup>th</sup> event! This event is our biggest expense, but also our biggest fundraiser and resource fair for our families. This event provides a personalized, “one stop shop” so our families can connect to local service providers.

## **Community Support: \$14,432.34 = 22% of SANDS expenses**

This is the pride and joy of our organization. Through our Community and Individual Give it Back programs, our members can apply for financial assistance. These funds can be used to help fund other support groups, or even personal needs. The most requested items are communication devices, glasses, bikes, and therapy equipment.

## **Administration: \$12,852.48 = 19% of SANDS expenses**

In 2019, along with general operational costs, we completed the enormous, and expensive, project of overhauling our website. In addition to providing information, families can now find our calendar of events and apply for personal and community Give it Back grants!

## **Marketing: \$12,078.92 = 18% of SANDS expenses**

In an effort to expand our reach and connect with families we have never met before, we moved forward with a marketing campaign in conjunction with the Brain Freeze Ice Cream Festival. Our goal was to not only meet Down syndrome families, but also the community at large to help garner their support and spread awareness of our cause.

## **Conferences: \$3995.01 = 6% of SANDS expenses**

Every year we send families and board members to conferences for trainings. These trainings can range from new medical information to advocacy to community and board management.

## **Memberships: \$817.00 = 1% of SANDS expenses**

Your SANDS organization are proud members of Down Syndrome Affiliates in Action (DSAIA), and Global Down Syndrome Foundation.

## **Total Expenses: \$66,657.01**



# WHAT'S NEW FOR 2020!

## Community Events

- Monthly Jazzercise group for teens and adults with Down syndrome
- Quarterly Moms', Dads', and Siblings' groups
- Annual New Parent Breakfast
- Central or East side play group
- Sharon's Tie-dye event for adults with Down syndrome

## Give it Back!

- New application now available on our website
- Continued funding for the bicycle program
- Adult Down Syndrome Summit funding
- Renovated funding and approval process

## SANDS Board of Directors

- SANDS has hired it's very first Executive Director!
- We have 5 board positions available to fill - no experience required, just a heart to serve!

"Thank you so much ! Thank you SANDS for the present for Evaluna! Evaluna is Very happy and excited to learn !! Thank You once again and God Bless"

KARLA MORENO, MOM TO EVALUNA



# MEET YOUR 2020 BOARD OF DIRECTORS

## Board member & Self-Advocate: Chad McKinley

Chad is our longest serving board member. Chad works at Beacon and is responsible for community and self-advocate updates at our board meetings. He brings a crucial voice to our board to help keep our goals in line with what our community members want and need.



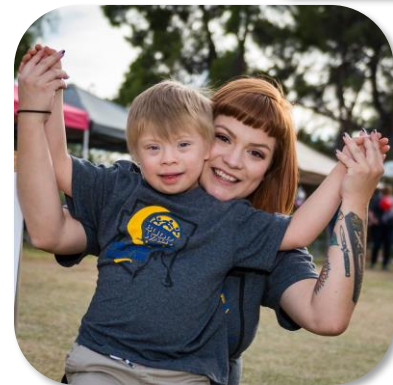
## Board member & Self-Advocate: Sharon Callaway

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: Victoria Garcia

Victoria is mom to Nikolai (DS) and Seren. Victoria currently works at the Tucson Marriott University Park Hotel. She is chairperson of the Community Connections Committee, and assists on the New Parent committee, Website committee, and the Buddy Walk committee.



## Board member: Jonathan (Jay) Rivera

Jonathan is father to Madison (DS), Emma, and JJ. He currently works at Glass Unlimited Inc. Jonathan is Chairperson of the Grants committee, assists on the Audit committee, the Buddy Walk Committee, and is a member of our D.A.D.S. support group.



### **Board Member: Kaitlin Hollywood**

Kaitlin is our newest board member! She is mom to Joseph and Zoey (DS). She is an attorney with the Attorney General's Office. Kaitlin is a Tucson native with many ties to the community! She serves on the Board of Directors Manual committee, New Parent committee, and Grant writing committee.



### **Board Secretary: Karen Poppe**

Karen is aunt to Quinn (DS) and Alex (ASD). She works at Tattoo Manu, Inc., and creates all our temporary tattoos, event flyers, Buddy Walk T-shirt Logos, and Buddy Walk posters. Along with serving as Secretary, Karen is Chairperson of the Board of Directors Manual Committee and Marketing Committee. She also assists on the Buddy Walk committee.



### **Board Treasurer: Camille Stanbery**

Camille has no personal 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 files our annual taxes, organizes the Give it Back program, and serves on the Audit committee, Website committee, and Buddy Walk committee.



### **Board President: Allyson Schug**

Allyson is mother to Jacob (DS). She works as a Tutor at Kids of the King Tutoring Services. Along with serving as President, Allyson meets a lot of our new parents at the hospital. She also is on the New Parent packets committee, Annual Report committee, and Buddy Walk Committee. Allyson has also served as Co-Chair of the Tucson Buddy Walk for the past 3 years.



## **Executive Director: Chelsea Hansen**

Chelsea is mother to Rebekah (DS-ASD) and Logan. She has served as our past Treasurer, Vice-President, and Buddy Walk Co-Chair for SANDS. 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.



# **THANK YOU TO OUR VOLUNTEERS!**

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

**Christina Aguiar:** Buddy Walk Kids Tent

**Tracy Carroll:** Buddy Walk and Teens & Adults Jazzercise

**Brandy Coleman:** Buddy Walk Raffle & Silent Auction

**Adrienne Crawford:** Down Syndrome Clinics & Mom's Nights 2019

**Amanda Griffin:** My Gym

**Christopher Hall:** Miss Nature's Birthday Bash Fundraiser

**Terra Halloran:** Buddy Walk

**Larry McCartin:** Buddy Walk Security

**Estella McClain:** Challenger Little League Liaison

**Lauren Pisani:** Buddy Walk Cake Walk (DSRG)

**Tyra Protho:** Buddy Walk Cake Walk (DSRG)

**Janean Seegmiller:** My Gym

**Christy Stewart:** Buddy Walk

**Eve Stewart:** Buddy Walk

**Dean Strober:** Brain Freeze Ice Cream Festival

**Natalie Tarangioli:** Buddy Walk MC

***A heartfelt thank you to former board members:***

***Steve Freeman and Jennifer Dykstra.***

***Thank you for your many years of dedicated service to our community!***

