2013 was a year of change and opportunity at Sarah Heinz House. New leadership brought new opportunities for community partnerships and support while our commitment to serve area youth remained resolute. We provided more than 1,000 members, ages 6-18 years old, with safe, quality and diverse after school and summer programs and served an additional 2,000 youth through community initiatives and outreach activities. On average, over 300 kids from 90 different schools, diverse backgrounds and varied socio-economic classes entered our doors each day. This is truly what makes Sarah Heinz House impactful and unique!

To keep our programs affordable and accessible for all kids, our annual membership fee remained steady at just $25 per child. Our average organizational cost per member totaled $1,500 and although this differential presented a financial challenge, it did not alter the quality of our services. Instead, it motivated us to look for creative ways to ensure that kids continue to have a safe place to go to pursue their interests, expand their horizons and have fun.

Our wide-range of more than 100 programs kept kids active and engaged. Beyond serving school-aged children who attended our after school programs, we responded to the needs of families by expanding our preschool programs. This expansion resulted in an 87% increase in preschool attendance.

We implemented key initiatives to increase educational programming and enrich learning opportunities. A certified teacher was hired to lead our Education Nation program. Our new Media Lab program helped to enhance our STEAM-based learning (Science, Technology, Engineering, Art and Math) and was a nice addition to our robotics and sustainable design programs. Our Healthy Choices for Life program remained an important platform to promote healthy lifestyles and nutrition. In 2013, we served 17,726 meals and 21,868 snacks at no cost to our members. Our Learning Gardens highlighted organic gardening concepts and showed kids how gardening can be a fun family activity. Our gym programs, swimming lessons, sports leagues, gymnastics classes and other fitness programs gave our members many ways to have fun while staying fit and active.

With a dedicated staff and nearly 300 volunteers, we continue to provide kids with the encouragement and support they need to lead them on the path to success. Our leadership development program upheld its strong tradition of promoting community service, cultural pride, leadership skills and educational goals for teen members. We also remain a vital community resource for all ages through our adult fitness programs. Last year, we served 103 adult fitness members and provided fitness classes and social activities for more than 385 senior citizens.

We are proud of the success experienced in 2013. For the second consecutive year, Sarah Heinz House received the “Top Rated Non Profit Award” from Great NonProfits. Moreover, 100% of our eligible members graduated from high school and 89% enrolled in post-secondary education. Our retention rate increased and we proudly report that approximately half of our membership has participated in our programs for two or more years. Additionally, one of our members was named to the 2013-14 Teen Advisory Council of the Boys & Girls Club of America, a distinct honor.

Our work would not be possible without the support of the Pittsburgh community. In 2013, we saw an increase in individual, foundation and corporate support including an increase in the number of companies participating in EITC (Educational Improvement Tax Credit) funding. Community involvement also increased. Employees from area companies donated new bikes and helmets, cleaned our classrooms, participated in golf outings, painted our facility, weeded our gardens and served as mentors in our youth programs. While financial challenges remain, we continue to work diligently to increase community awareness and support to broaden our reach and give area kids the best programs and experiences possible.

As we look forward to another year, we are inspired by the generosity of our donors and volunteers, and motivated by the laughter of the kids who depend on us. We invite you to join us in making a difference in the life of a child through your support of our mission.

Thank you,

Jennifer Cairns  Geoffrey Stillson  
Executive Director  Board Chairman

Our Mission:
To empower all youth, especially those who need us most, to LAUGH, LEARN & LEAD.
“Children want the same things we want. To laugh, to be challenged, to be entertained and delighted.” – Theodor Seuss Geisel

We thank our generous donors for helping kids to “Laugh, Learn and Lead.”
SARAH HEINZ HOUSE
SUMMARY OF AUDITED FINANCIALS

<table>
<thead>
<tr>
<th>Revenue</th>
<th>2012</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>Corporations/Foundations</td>
<td>$1,444,478</td>
<td>$1,486,503</td>
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<tr>
<td>Government</td>
<td>129,602</td>
<td>323,249</td>
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<tr>
<td>Individuals</td>
<td>90,614</td>
<td>94,495</td>
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<tr>
<td>Program Fees</td>
<td>408,381</td>
<td>466,054</td>
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<tr>
<td>Other</td>
<td>26,461</td>
<td>37,942</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>2,099,536</td>
<td>2,408,243</td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th>2012</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>Program</td>
<td>$1,895,631</td>
<td>$2,022,888</td>
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<tr>
<td>General and Administrative</td>
<td>271,139</td>
<td>238,526</td>
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<tr>
<td>Fundraising</td>
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<td>233,728</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>2,362,176</td>
<td>2,495,142</td>
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</tbody>
</table>

| Changes in Net Assets        | ($262,640) | ($86,899) |

2013 Revenue
- Corporations/Foundations
- Individuals
- Government
- Program Fees
- Other

2013 Expenses
- Program
- General and Administrative
- Fundraising
- Other
Executive & Administrative Staff
Jennifer Cairns – Executive Director
Bob Bechtold – Director of Outreach & Corporate Partnerships
Charley Chmura – Director of Operations
Julie Cornelius – Director of Finance & Business Operations
Mary Cristallini – Bookkeeper
Janice Wasson – Director of Development & Marketing

Program Staff
Valerie Singleton – Senior Program Director
Emily Ecker – Program Director
Cathy Fodor – Program Support
Kyle Glaser – After School and STEAM Program Coordinator
Kyle Kenia – Program Director/Aquatics Director
Maggie Martone – Program Director
Dan Turkovich – Program Director/Education Director

Maintenance Staff
Steve Basel – Maintenance Director

“The staff and volunteers had an incredibly positive impact on my life. I would not be the man I am today without Sarah Heinz House.” — David, SHH alum

OUR STAFF
SARAH HEINZ HOUSE
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www.sarahheinzhouse.org