



# Frankie's World Foundation 2021 Annual Report

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Paul Lockwood, Secretary



# 2021 Annual Report

## Winter 2021

At Frankie's World Foundation, we had a rocky start to 2021. We had just ended 2020 with an operational deficit of \$149K, offset by charitable contributions, CaresAct funds and PPP1 funds. And because of COVID-19 closures in December, the children didn't open their holiday gifts until December 30. Then Administrator, Eve Townsend, announced she was leaving Frankie's World as of mid-January.

With Eve Townsend's departure, we combined the positions of Director of Nursing and Administrator, and promoted Marianne Carroll into the role. Since then Marianne has been doing a superb job improving all aspects of our Medical Day Care Center, including hiring, staff morale, and staying on top of our billing.

Enrollment continued to be low throughout the year, mostly due to COVID-19 apprehension by families. We operated in the red for most months of 2021 except for May, August and September. The operational deficit was \$311K, offset again by charitable contributions, CaresAct funds and PPP2 funds. We are grateful for Ann Marie's hard work obtaining all the available government funding and keeping our doors open despite the pandemic challenges.





# 2021 Annual Report

## Spring 2021

Under Dr. Kelley White's guidance, we made history in May as one of the first healthcare organizations in Philadelphia to announce a mandate for COVID-19 vaccination among its staff. We lost 4 staff members as a result, but we saw a significant reduction in closures, thereby fulfilling our mission to be a reliable resource for families.

Our President, Conny Lockwood, developed a strong working relationship with our new Administrator, Marianne, and began volunteering onsite multiple days per week to fill the gaps in our staffing ratio. Conny witnessed an urgent need to restore our classroom spaces and resources to Keystone Stars compliance, and reinvigorate the educational experience for our children.

We hired Educational Consultant, Samantha Cicchini, to develop a curriculum for our pre-kindergarten classroom, and with her help Paul, Conny, Alexandra and Maintenance Manager Danny Sanchez spent many weekends reorganizing the classroom spaces to engage young imaginations. The Lockwood's donated art supplies, toys, games, books, bookcases, wall panels and storage units for the classrooms.





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## Summer 2021

Since 2017 we've been providing our children with a free breakfast, lunch and afternoon snack. This summer we renegotiated with our provider, the CBS Kosher Food Program, to upgrade from cold to hot lunches. We hired a new Kitchen Manager, Sharon Muldrow, and we purchased a commercial grade refrigerator and oven. Other purchases in 2021 included new security cameras, a new washer, lockers for the staff (from Tim Lawn) and 2 handwashing sinks (from MarsCare).

Frankie's World first opened its doors in July 2006, so to celebrate our 15<sup>th</sup> Anniversary we hosted a modest, COVID-friendly gathering with grilled burgers and hot dogs for our children, staff, Board and invited guests. We launched a 15<sup>th</sup> Anniversary Appeal asking our donors for \$15, \$150 or \$1500, resulting in over \$17,000 through November 1<sup>st</sup>.

During the summer, music therapist Sarah Mosden worked with our children to get them moving, dancing and playing instruments as a way to help them reduce stress and improve their communication and social skills. In 2021 we did not have a formal summer camp program for returning graduates, which was a missed income opportunity.





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Fall 2021

We had been without a Lead Teacher for 2 years when we finally hired Shaterra Starkes in October of this year. She began helping us fulfill our mission to support each child physically, socially and intellectually.

Among Conny Lockwood's many accomplishments this year as Board President was to reinstate our volunteer program, internships, and partnerships with like-minded non-profits. This year we welcomed interns with developmental disabilities from a partnership of *Temple University* and *Community Integrated Services*. Our Thanksgiving luncheon for the staff and children was sponsored by the *McLain Foundation*. And we partnered with *Little Smiles* and the *Live Life Like Lois Foundation* to fund our children's holiday party.

Our Fall Appeal resulted in over \$33,000. In all we raised \$50,671 in 2021 from 129 donations, our second highest year. The Board voted that Frankie's World Foundation should become a subsidiary of the Szucs Foundation to ensure its stability and longevity, and work was begun revising our by-laws accordingly. We ended the year with a negative cash flow again, which was once again offset by extra funding sources, leaving us at the end of 2021 with a small surplus.





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## Financial Summary by Ann Marie Melady

### 2020:

- Operational deficit (loss) was (\$149K).
- This was offset by charitable contributions of \$60K, CaresAct money \$80K and PPP1 funds of \$221K.
- The end result was positive cash flow for the year of \$212K.

### 2021:

- Operational deficit (loss) was (\$311K).
- This was offset by charitable contributions of \$57K, CaresAct money of \$8K and PPP2 funds of \$170K.
- The end result was negative cash flow of \$76K.

So, the net of the 2 years is a positive cash flow of \$136K of which Ann Marie restricted \$85K to the playground.  
***This leaves us with a small surplus of \$51K at the end of 2021.***

### 2022:

- The projected losses for Q1 2022 (Jan/Feb/Mar) are about \$40K and growing as a result of the closures.