



Frankie's World Foundation 2022 Annual Report

Delivered January 18, 2023

Paul Lockwood, Secretary



2022 Annual Report

Winter 2022

Our main concern at the beginning of the year was hiring. We needed enough staff to maintain our caregiver ratio as we strived to increase enrollment. We also lost our Administrative Assistant, our Kitchen Worker, and our Lead Teacher. Our Board President, Conny Lockwood, and our Administrator, Marianne Carroll, met this challenge through networking and bringing the recruitment process in-house. In the first three months of 2022 we hired 11 new workers at Frankie's World.

Chief among our new hires was Administrative Assistant Joanne McHugh who took over the billing process, interfaced with the transportation company, cleaned up our HR files, and brought stability back to our processes and procedures.

Frankie's World continued welcoming volunteers and interns from across the region. These included medical and therapy students from Drexel University, interns with intellectual disabilities from Community Integrated Services, nursing students from Prism Career Institute, and occupational therapy students from Gwynedd Mercy University.





2022 Annual Report

Spring 2022

By the spring of 2022, preparations were underway for our Summer Camp program. This program brings in additional billable hours from children who previously transitioned to elementary school. Board President Conny Lockwood scheduled visits from regional zoos and science programs and arranged for student volunteers from Drexel's *Bridging the Gaps* program.

During this time, Frankie's World Foundation and the Szucs Foundation partnered for its first joint initiative to donate 20 boxes of needed supplies for orphans in Ukraine during wartime.

In May we invited 2 new Directors onto our Board: Basim Moore (Founder of the non-profit charity *Children of Paradise, Inc*) and Laura Drake (retired from *Wawa*). At this time enrollment and billable hours had not yet recovered to pre-pandemic levels, and government assistance had run out. To make up the shortfall, we gratefully accepted a large donation from our corporate sponsor *Mid-Atlantic Rehabilitation Services*. We borrowed from our credit line, received generous contributions from key Board Members, and received donor approvals for the release of restricted funds.





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Summer 2022

The Summer Camp program at Frankie's World began in June with 7 total campers attending at various times during the summer months. A grant from our sponsor *Little Smiles of PA* covered all expenses, and visitors included The Insectarium, Elmwood Zoo, 76ers Drumline, and the Da Vinci Science program. Haylie from the New Jersey Snake Man brought us a 10-foot python named Limelight that was a big hit with the kids.

Frankie's World first opened its doors in July 2006, so to celebrate our 16th Anniversary we launched a Sweet 16 Appeal. We asked our donors for \$16, \$160 or \$1600, resulting in over \$44.7K raised. This revenue was used for operating expenses while we slowly increased our enrollment and billable hours for insurance reimbursement.

On August 27 Frankie's World Foundation partnered with the Szucs Foundation and Basim Moore's charity *Children of Paradise, Inc.* to host a Community BBQ. Grilled burgers, water ice and raffles brought neighbors together to increase awareness about us and our mission.





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Fall 2022

Frankie's World was challenged in 2022 by the national shortage of Teachers and Registered Nurses. Our annual PA Dept. of Health inspection reinforced the need for us to find and hire more RNs. By the end of the year we were compliant with four full-time RNs. In addition, after losing two Teachers this year, we were fortunate to hire Shantee Snipe in September who follows the Montessori teaching method.

On November 5th we hosted a Fall Fling cocktail reception at Philadelphia's Cavanaugh's Headhouse where we raised \$24.5K thanks to our generous guests and sponsors. We mailed our annual Fall Appeal on November 14th which resulted in an additional \$12.8K raised. Also in November we hired Development Consultant Felix Agosto who will be helping us diversify our revenue more in 2023.

On November 23rd we organized a Thanksgiving lunch to celebrate the holiday and give the staff and children a rare opportunity to share a meal at the same time. We ended the year on a high note with our annual children's Holiday Party on December 21st. The sponsors for this annual holiday celebration included the *Live Life Like Lois Foundation*, *Little Smiles of PA*, and *Erdy McHenry Architects*.





2022 Annual Report

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.

2022:

- Operational deficit (loss) was (\$200K).
- This was offset by charitable contributions of \$100K and grants received of \$42K. Credit line funds were also extended – net draws less payback was \$29K.
- The end result was negative cash flow of \$29K.

2023:

- The projected operational losses for Q1 2023 are about (\$25K).