



OUR 126TH YEAR OF SERVICE

October 1, 2016 - September 30, 2017

126

YEARS OF SERVICE.



YEAR TWO OF THE STRATEGIC PLAN COMPLETE.

From Kathryn R. O'Day, President/CEO

In 1891 and before they had the right to vote, a group of courageous women recognized the need to house homeless children and mothers on the streets of Birmingham. Significantly ahead of their times, they founded the city's first orphanage and social services agency. One hundred and twenty-six years later, Gateway continues the innovative legacy of our founders as Alabama's leader in family solutions. Our mission is clear and simple:

Gateway is a game changer for Alabama children and families.

We lead transformational change through three key objectives:

1. Make sure families are first in the conversation.
2. Deliver world-class outcomes, better and faster than anyone else.
3. Partner with other game changers to move the needle.

Gateway pioneers leading-edge programs, based in the latest knowledge of trauma, brain science and behavioral healthcare.

By providing proven mental health, financial counseling and foster care services for children and families, we are able to solve many of Alabama's most difficult problems:

- In one year, Gateway has kept 146 families together through counseling.
- Gateway school therapists have improved at-risk student performance and behavior, increasing their grades to "B" averages.
- Gateway financial counselors have helped families pay back more than \$69 million of debt.
- Gateway foster parents and staff have made it possible for 140 foster children find forever families in the last five years.

RESULTS OF YEAR TWO

Continued

At the start of Gateway's 125th year of service, our Board of Directors asked a bold and courageous question: How do we serve more children and families than ever before in the face of exponential change?

We launched a 10-year strategic plan to meet the increasing needs of those we serve despite challenging social, political and economic climates. We carefully examined ourselves and made significant changes in our operating environment to meet the needs of more children and families better and faster.

We have now completed year two of our strategic plan, which is smoothly navigating Gateway into today's uncertain future for nonprofits. After studying *The 4 Disciplines of Execution* and Peter Drucker's *The Effective Executive*, Gateway staff were able to accomplish the following "Wildly Important Goals" during 2016-2017:

- Listed as one of Birmingham Business Journal's Top Five Best Nonprofits
- Assisted in developing the Governor's recommendation for Alabama's opioid crisis
- Licensed 20 new therapeutic foster homes
- Continued successful statewide expansion of Intensive In-Home Services from two to 33 counties while improving outcomes
- Became Alabama's exclusive trainer of The Mandt System®, one of the nation's leading positive behavior support systems

- Recruited two significant community leaders to serve on Gateway's Board of Directors
- Surpassed financial targets and received more than \$2,000,000 of private contributions
- Continued our 94-year-old partnership with the United Way of Central Alabama to build strong families and stronger communities

We know that 2017's accomplishments would not be possible without generations of support we have received from the community and the United Way of Central Alabama. With an uncertain forecast for government funding and public services, nonprofit agencies like Gateway must step up with the strongest local support possible in order to continue meeting rising needs in the face of flat or declining resources.



PHILOSOPHY OF PRACTICE

American families carry the planet's largest responsibility...

American families carry the planet's largest responsibility: we raise the people who build the world's strongest country. At the end of our work day, we return to where the real work begins. It is the work that determines the strength of our communities. It is the work that can move our nation forward.

Though each of our families, dreams and situations are different, we are designed with three basic drives in common: to belong, to reach our fullest potential and to live a life of purpose. When we hit roadblocks to these instinctive drives, our health, wellbeing and ability to contribute suffers.

Gateway's mission is not accomplished until the children and families we serve are connected, competent and contributing.

Our method is simple, but proven. We work with the most essential building block of society: the family. We help families heal from traumas that may result from loss, separation, death, injury, poverty, violence, illness and disasters. We meet families where they are and help them realize and build on their strengths to achieve their visions of success. Paying it forward as a contributing member of your community is part of the healing process, and it is essential for communities to succeed.



We work with the most essential building block of our nation: the family.

- Everyone begins and travels through life as part of a family. Families are systems, thus any change in one member affects all the rest.
- No matter how disconnected from family our clients may be, we are centered on the power and influence of families in their lives. The North Star that guides our work is our understanding of how family shapes the course of each and every life.
- Nowhere is this more evident than with children. Mental health for children begins with a safe, stable and permanent family.

We help families heal from traumas.

- Trauma can keep a child or adult from developing into a fully connected, competent and contributing member of the family and community. It interrupts, impedes and arrests the basic drives that fuel healthy development.
- Trauma affects how the brain responds to the world around it. It affects emotion, behavior, relationships and decision-making whether you know it or not.
- Families may unknowingly transfer trauma to the next generation as parents cope with untreated trauma.

We meet families where they are and help them design individual blueprints for success.

- We begin with what the client wants for his or her life. We meet clients where they are without judgment.
- We treat families as experts in their own lives, helping them discover and build from their strengths to achieve their goals.

Contributing to your community is part of the healing process.

- As trauma heals, families become more connected, competent and contributing.
- Trauma healing begins a self-sustaining cycle of success, as families are able to fully contribute to their communities, which in turn grow stronger.

Gateway's mission is to our communities, state and nation forward by being a game changer for children and families. Family is the crucible of human and community development. There simply is no substitute.



OUR SOLUTIONS.

Gateway is Alabama's leader in trauma-informed care, building strong families through the following solutions:

Designing Family Foundations

Gateway Family Counseling
Go2U School Based Counseling

Crisis Remodeling

Intensive In-Home Services

Building Young Adults

Residential Program
Independent Living Program

Finding Therapeutic Foster Homes

Gateway Therapeutic Foster Care

Strengthening Financial Stability

Gateway Financial Freedom





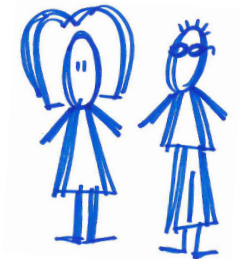
DESIGNING FAMILY FOUNDATIONS.

Gateway Family Counseling

In a state ranked 50 for access to mental health care, Gateway provides affordable, high quality therapy to individuals and families of all income levels. Bilingual counseling is also available for Alabama's expanding Latino/Hispanic population. Thanks to generations of community support, no one is turned away due to inability to pay.

Go2U, School-Based Counseling

Thanks to Gateway therapists in two inner-city schools, 70 percent of teachers are seeing improvements in classroom behavior and performance. Our licensed therapists work with students and their parents to provide access to high-quality mental health care and heal previous traumas.





CRISIS REMODELING.

Gateway Intensive In-Home Services

In 2016, 10,157 Alabama children were the victims of 39,755 unduplicated reports of abuse or neglect. Through an evidence-based curriculum, Gateway operates the state's largest, most successful solution to child safety and effective parenting. Our highly trained and dedicated staff provide intensive, in-home counseling to families at risk of abuse, neglect, domestic violence, substance abuse and other life-threatening issues. In one program, this program has helped 146 families stay together.

BUILDING YOUNG ADULTS.

Residential Program

Gateway's Residential Program is Alabama's leading mental health service for adolescents from the harshest backgrounds of abuse and neglect. We provide a therapeutic living space as well as a specialized school for teens to heal and progress to a lower level of psychiatric care. This program is located on our historic campus that has housed thousands of children since 1929.

Independent Living Program

Youth growing out of foster care transition into successful adults through Gateway's Independent Living Program. Clients live in agency-leased apartments and learn essential skills such as budgeting, job searching, cooking and building healthy relationships. Participants must be employed and many are attending college. Thanks to these learning outcomes, Gateway significantly prevents former foster youth from homelessness, incarceration or even death.



FINDING THERAPEUTIC FOSTER HOMES.

Therapeutic Foster Care

Every child should feel the power of love and a sense of belonging, otherwise severe emotional damages occur. We help foster children from unimaginable backgrounds of abuse or neglect find healthy, stable homes. Simultaneously, Gateway supports strong foster parents with continued training, various living expenses and in-home counseling. Thanks to those willing to open their hearts and their homes, foster kids have a chance to thrive in family settings.





STRENGTHENING FINANCIAL STABILITY.

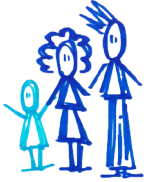
Gateway Financial Freedom

Since 1997, Gateway has helped individuals and families pay back more than \$69 million of debt through affordable and reliable financial counseling. Our solution is simple, but proven. When families become financially stable their mental health and wellbeing improves. From preventing bankruptcy to helping families become mortgage ready, Gateways financial counselors help achieve the cornerstone of family health.



**PROVEN
OUTCOMES**





STRONGER YOUTH.

9

Foster youth adopted into a family

58

Foster youth returned to family

35

Foster youth enrolled in college

47

Foster youth got a job



STRONGER FAMILIES.

146

Families kept together through counseling

1600

Hours of mental health therapy in schools

\$462,081

Families paid back more than \$450,000 in debt

14

Families kept their homes



STRONGER COMMUNITIES.

89% success rate

Helping teens in foster care get a job

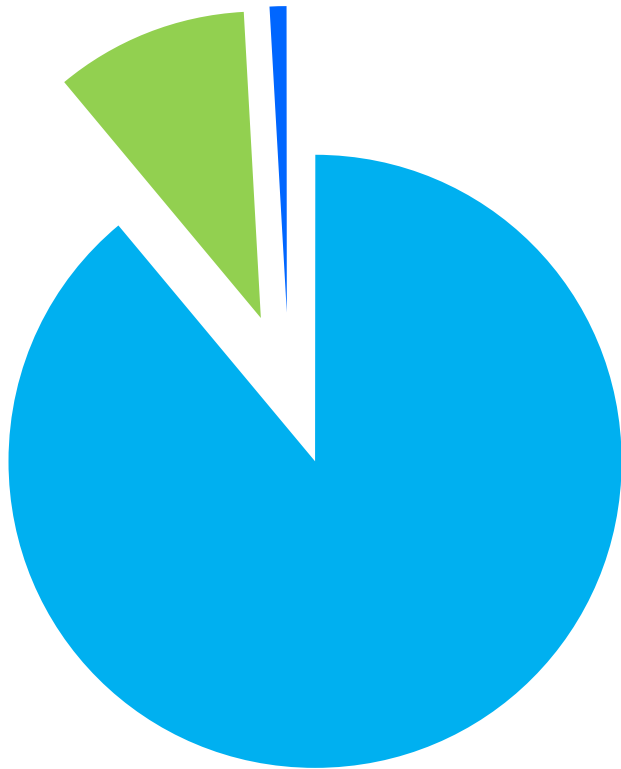
\$69 million

Since 1997, families paid back more than \$69 million of debt

140 foster children

Found forever family connections in five years

YOUR DOLLARS MAKE A DIFFERENCE.



ADMINISTRATIVE EFFICIENCY

-  Program Expenses **\$9,033,363**
-  Management & General Expenses **\$1,032,316**
-  Fundraising Expenses **\$91,207**



SOURCES OF REVENUE



State & Local Funding **\$5,550,833**



Government Contracts **\$2,408,516**



United Way **\$1,184,726**



Contributions **\$1,193,144**



Service Fees **\$107,704**



Investments **\$986,702**



Other **\$103,600**



COMMUNITY SUPPORT.



MAJOR DONORS AND PARTNERS



COMMUNITY FOUNDATION
OF GREATER BIRMINGHAM



THANK YOU FOR HELPING US BUILD.

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YourCause





*Special
Thanks*

Gateway Board of Directors

Due to the continued success of our strategic plan, this annual report is dedicated to Gateway's Board of Directors. With the same courageous and philanthropic spirit as our founders, you have guided Gateway to become a game changer for Alabama children and families. Thank you for all that you do for those we serve.

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