

# Starting at Home

## ANNUAL REPORT 2006

This annual report departs from the traditional format. On the flip side of each of these six pages is a mini-poster, suitable for framing.

## GREAT HOME START SERIES

This year we introduce The Great HomeStart Series, a collection of photographs and inspirational quotations. The photographs were generously donated by Justin Hudnall, Katie McEvoy, and Chris Woo.

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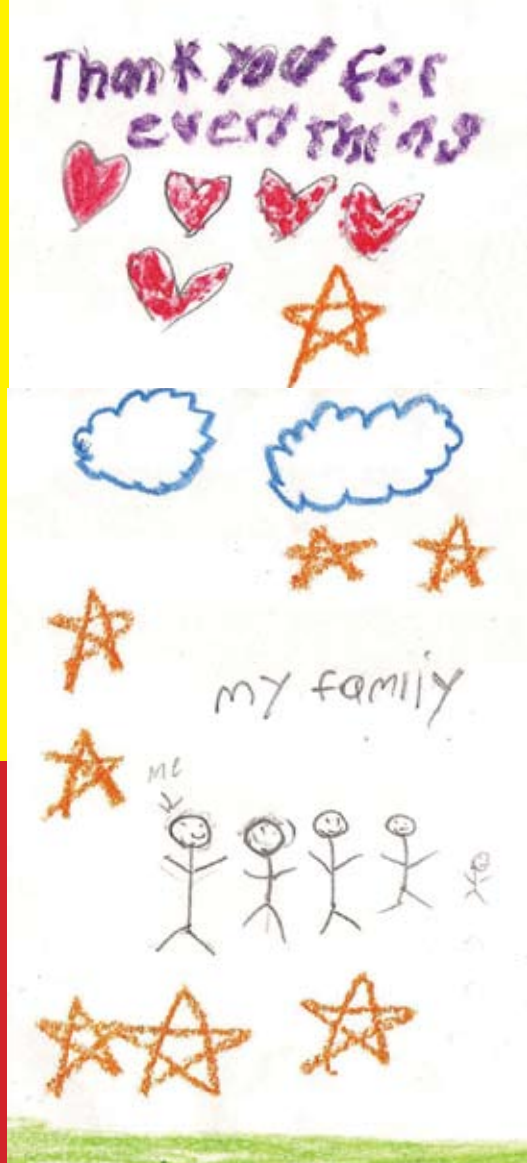
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It takes hands to build a house,  
but only hearts  
can build a home.

*Author Unknown*



San Diego enjoys one of the sunniest climates in the world and, for many residents, a standard of living that is among the highest in the nation. Yet our region also is home to families who struggle daily to meet their children's most basic needs. Too many families live only one event away from irrevocable loss . . . through child abuse or violence, a preventable childhood illness, poor access to health care, or the devastating absence of a parent. Others struggle to escape the relentless, punishing stresses of poverty and their subsequent failure to provide a stable, secure home for their children.

For these families, Home Start is a community "safety net." The caring help provided by our staff through home visits or through our neighborhood resource center is often the critical human contact they need to prevent tragedy and step toward a healthy, more promising future.

This report summarizes the services delivered by Home Start in Fiscal Year 2005-2006 to over 6,000 families. But it scarcely does justice in conveying the life-changing results achieved for more than 11,000 adults and youth by fewer than one hundred staff and volunteers. These outcomes were made possible through funding from government agencies, foundations, businesses and concerned individuals.

To everyone who has given their support to Home Start, we say "thank you" – for your willingness to make a difference and for sharing our conviction that *every child* deserves to live and thrive in a safe, stable and nurturing home.

We hope you and your associates will join us in 2007 as a Blue Ribbon partner in our campaign to prevent child abuse by strengthening families.



With warm regards,  
Bryan D. Lee, President  
Board of Directors

Home Start is now entering its 35th year of providing vital assistance to families with children throughout San Diego County. Beginning a new chapter with Home Start as Chief Executive Officer, I feel privileged to be part of this remarkable agency and extremely proud of the work that has been accomplished over its history. It is our vision that we remain passionately committed to a mission that is as relevant and urgent today as it was over three decades ago: "promoting the safety and nurturance of children by fostering healthy families and communities." We are deeply grateful to the many partners and community supporters who have contributed to Home Start's success.

Sincerely,  
Laura A. Mustari, MSW,  
Chief Executive Officer



Our Mission:

To promote the safety and nurturing of children by fostering healthy families and communities.

Agency Description:

Since 1972, Home Start has prevented and alleviated the damaging consequences of child maltreatment. We work with lower income families throughout San Diego County to provide children with optimal opportunities to thrive in safe, stable and caring environments.

The whole is greater  
than the sum of the parts.

*Anonymous*





### **Family Self Sufficiency:**

The majority of child maltreatment situations actually

### **Health Care Access:**

Children whose families cannot afford health insurance often do not receive pediatric care until an urgent health crisis develops. An undiagnosed medical problem may also result in serious developmental delays for these children, impairing their readiness to enter school and succeed academically and socially.

With funding from the First 5 Commission of San Diego, our dedicated team of bilingual Certified Application Assistors and outreach workers enabled 1,000 uninsured children under the age of 5 and 250 pregnant women to enroll in state health insurance plans. In addition, 1,421 families received information about immunizations and other children's health topics.

### **Community Services for Families:**

A family identified by Child Protective Services as being at-risk for abuse has only one realistic option in order to remain together. The demonstrated willingness and ability of these parents to address safety, discipline, substance abuse and other issues in the home is key to preserving their family.

Home Start offers intensive, home-based case management in collaboration with a countywide network of partnering agencies to reduce the need for children to be placed in foster care. Our services include parenting education, support for foster care and adoptive parents, counseling and intensive case management services. Of the 282 clients who worked with our CSF case managers for at least six months, 92 to 81 percent significantly improved their family functioning.

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Our Central and East Region FSS teams worked as problem-solving partners with 711 clients experiencing debilitating poverty. Our services include intensive case management, financial literacy training, and linkages to job training and employment opportunities. At least 1,000 persons benefitted from emergency food assistance and in-kind donations of clothing and housewares from individuals and local businesses, including Geoffrey Beene, Bed, Bath & Beyond, Pottery Barn, West Elm, and Sleep Train Mattress.

The success rate of clients who improved their self-sufficiency and family functioning averaged 73% to 89% -- more than three times higher than indigent families who did not receive assistance.

Home Start's FSS staff and volunteers provided no-fee tax preparation services to 1,092 families eligible to file for the Earned Income Tax Credit. As a result, over \$3 million in state and federal refunds that would otherwise not be claimed were received by lower-income taxpayers to help them meet their family's basic living needs.

We offer special acknowledgement for funding our FSS and EITC Services to the County of San Diego Health & Human Services Agency, Price Charities Community Builder Fellowship, Jacobs Family Foundation/ Neighborhood Funders Association and United Way of San Diego.

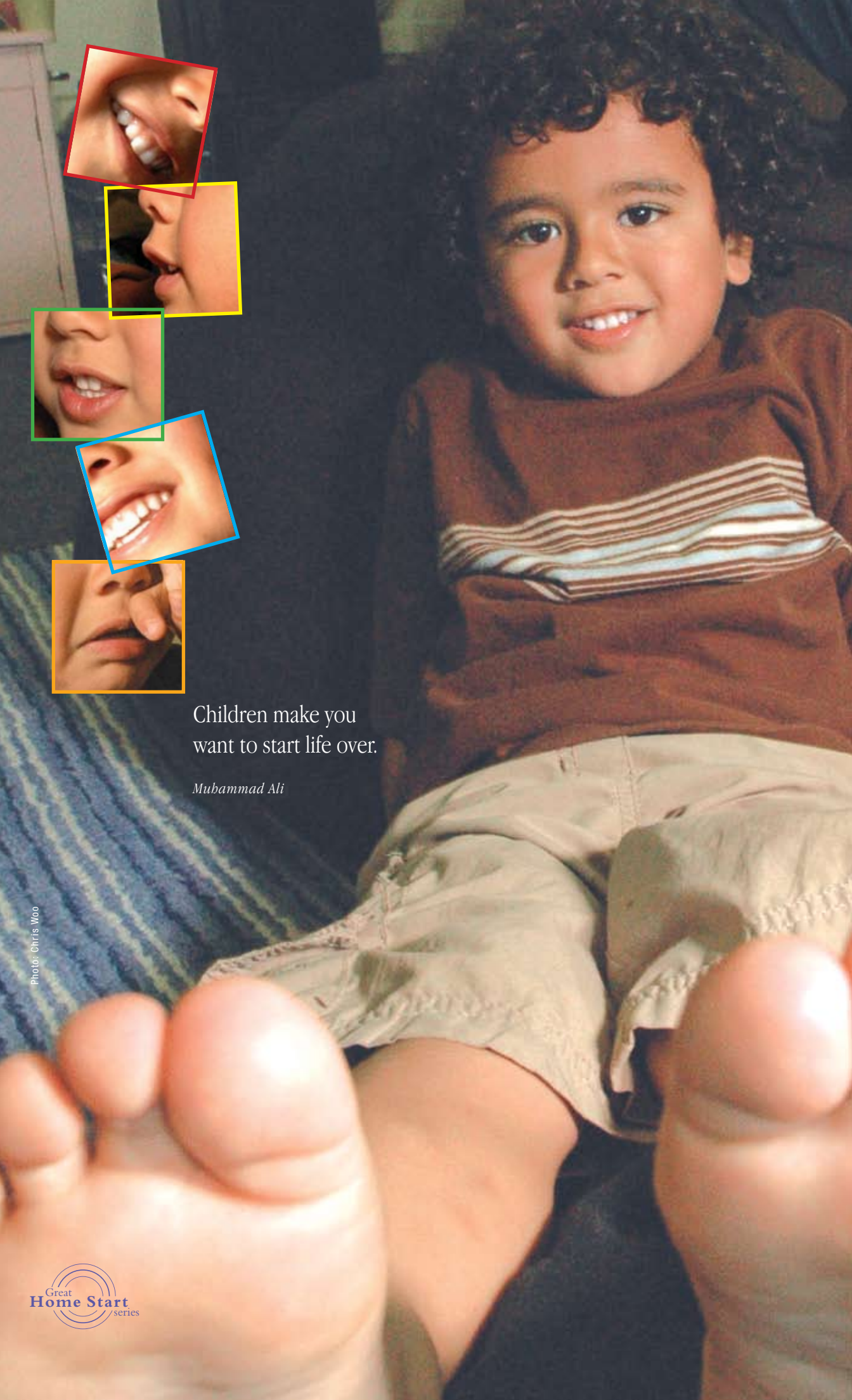
### **Child Abuse Treatment and Mental Health Services:**

Physical injury, sexual abuse, emotional trauma, witnessing a parent harmed by a spouse or domestic partner . . . the suffering experienced by a child does not remain with the victim. It ultimately wounds us all.



Delivering clinically-proven, therapeutic services to foster the healing of a young victim of abuse or violent crime lies at the core of Home Start's mission. In FY 2006, 680 people called our Child Abuse Treatment (CHAT) Info-line for assistance or referrals. A total of 83 child victims received intensive therapy services through the CHAT program, with 75% showing reduced psychological and social symptoms from trauma after completing treatment.

Eighty-five percent of child victims receiving treatment from Home Start are between 3 and 12 years of age. In addition to standard counseling, our therapists offer Parent-Child Interaction Therapy (PCIT) to help parents learn how to safely discipline and support children who have seriously challenging behaviors. Through a 2-year \$263,244 grant from The California Endowment, we are demonstrating the effectiveness of PCIT as a home-based therapy while targeting families with high-risk children in the Child Welfare system. This innovative, promising model is being evaluated by researchers at the University of Davis' CAARE Center.



Children make you  
want to start life over.

*Mubammad Ali*

Photo: Chris Woo

**Home Start, Inc.**  
**Statement of Financial Position**  
**As of June 30, 2006**

	<b>2005</b>	<b>2006</b>
<b>ASSETS</b>		
Current Assets		
Cash	233,086	136,146
Grants and Accounts receivable, net	1,272,602	1,310,611
Other	37,301	41,131
Total current assets	1,542,989	1,487,888
Furniture and Equipment	72,072	53,910
<b>Total assets</b>	<b>1,615,061</b>	<b>1,541,798</b>
<b>LIABILITIES AND NET ASSETS</b>		
Current Liabilities Line of credit		
	284,939	249,189
Accounts payable	458,898	314,726
Accrued expenses	235,807	190,460
Unearned revenue and contract advances	105,844	58,653
<b>Total current liabilities</b>	<b>1,085,488</b>	<b>813,028</b>
<b>NET ASSETS</b>		
Unrestricted	488,433	623,565
Temporarily restricted	41,140	105,205
Total net assets	529,573	728,770
<b>Total liabilities and net assets</b>	<b>1,615,061</b>	<b>1,541,798</b>

**STATEMENT OF ACTIVITIES**  
**As of June 30, 2006**

	<b>2006</b>
<b>REVENUE</b>	
Contracts and Grants	4,136,792
Contributed Services and Materials	781,571
Program Service Fees	377,895
Contributions - Foundations	195,206
Contributions - Individuals and Other	111,471
Special Events	65,500
Interest Income and Other	3,285
<b>Total Revenues</b>	<b>5,671,721</b>
<b>EXPENSES</b>	
Salaries	2,350,937
Benefits	571,458
Contributed Services and Materials	781,571
Subcontracts	804,683
Occupancy & Utilities	462,846
Mileage	62,874
Emergency Assistance	178,067
Equipment	72,790
Other	187,296
<b>Total Expenses</b>	<b>5,472,524</b>



“Home Start remains committed to providing quality services cost-effectively while maintaining increased and distinctive levels of accountability. Our commitment to fiscal fitness is evident in FY 2006 by the positive net change in assets of \$199,197.”

*Bryan D. Lee, President, Board of Directors*



The smallest act of kindness  
is worth more than  
the grandest intention.

*Oscar Wilde*



## 2006 EVENTS

The 2006 Annual Gala "Dancing Under the stars," met its goal of raising \$50,000, thanks to over 100 attendees and underwriting by QUALCOMM, Inc.



Home Start's "Adopt A Family" campaign participants benefited 45 families – with 130 children receiving Wish List gifts. Special thanks also to Burnham Real Estate Services for selecting Home Start clients as beneficiaries of its company-wide Holiday Toy Drive.



Layla Davis, Paula Guerra-Lynch, Sharon Hudnall, and Gigi Cramer at the St. Germaine Auxiliary 2006 Grantees Award Luncheon.



## Board of Directors

## President

Bryan D. Lee  
Global Projects Manager, Natural Alternatives International, Inc.

## Vice President/Treasurer

Robin Traylor  
Partner, Seltzer, Caplan, McMahon, Vitek

## Secretary

Lynne Fruehling  
President, Red Lizard Creative

## Members-At-Large:

Paul Davis  
Director, Marketing & Sales, Web Technologies, LLC

Evelyn F. Heidelberg  
Senior Counsel, Procopio, Cory, Hargreaves & Savitch LLP

Miranda Klassen  
V.P. Business Banking/Commercial Lending, Sunrise Bank of San Diego

Fiona Mackin-Jha, MSW

Evelyn Wiggins  
Attorney/Partner, Juniper Sanderson LLP

## Executive Management Team

Laura A. Mustari, MSW  
Chief Executive Officer

Paula Guerra-Lynch, Ph.D.  
Director of Programs/Interim Chief Executive Officer

Sharon Hudnall, M.A.  
Director of Planning & Development

## Program Management Team

Layla Davis, LCSW  
Child Abuse Treatment/Mental Health Programs

Joyce Dickau, MPH  
Community Services for Families (East/Central)

Silvia Garcia, MA  
Healthcare Access/Outreach, Enrollment, Retention & Utilization

Jeanene Marshall, MSW  
Community Services for Families (North Inland/North Coastal)

Teresa Smith, Ph.D.  
Family Self-Sufficiency/EITC Services

Aimee Smitherman, Licensed Counselor  
Optimal Health & Development

Don't worry that children  
never listen to you;  
worry that they are always  
watching you.

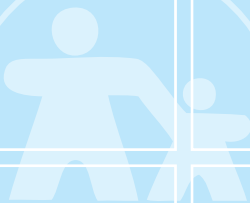
*Robert Fulghum*



Photo: Katie McEvoy

While we try to teach  
our children all about life,  
Our children teach us  
what life is about.

*Angela Schwindt*



# Thank You Home Start Supporters.

## \$10,000 +

Bed, Bath & Beyond  
The Burnham Foundation  
The California Endowment  
County of San Diego Health  
and Human Services Agency  
First 5 Commission of San Diego  
Insuring The Children Foundation  
Jacobs Center for Neighborhood  
Innovation  
Jacobs Family Foundation  
Levi Family Trust of the  
Jewish Community Foundation  
McCarthy Family Foundation  
Pottery Barn  
QUALCOMM, Incorporated  
State of California Governor's  
Office of Emergency Services

## \$9,999 - \$5,000

CIBC WorldMarkets  
Deer Run Fund of the  
San Diego Foundation  
Douglas Wilson Companies  
In-N-Out Burger Foundation  
Rhino Linings USA, Inc.  
Dr. Sanjay Jha and Fiona  
Mackin-Jha  
Stacy A. Matseas  
St. Germaine Auxiliary  
The TJ Maxx Foundation

## \$4,999 - \$1,000

Mr. and Mrs. K. Andrew Achterkirchen  
Anthony Block (J. Peter Block  
Companies)  
City of San Diego  
Paul Davis  
Lynne and Bill Fruchling  
Audrey Geisel and  
The Dr. Seuss Fund of the  
San Diego Foundation  
The Hay Foundation  
George Hecht  
Imperial Court de San Diego  
Michelle Lagoy  
Andrew and Pamela Kurz  
Bryan Lee  
John McDonough  
Tom and Michelle McKinney  
Donna Michael  
Money/Arenz Foundation, Inc.  
Norhrup Grumman Employees  
Charitable Organization  
Michael Pack and The Pack Foundation  
Arthur and Jeanette G.Pratt Memorial Fund  
Procopio, Cory, Hargreaves & Savitch  
Red Lizard Creative  
San Diego City Schools Association  
Seltzer Caplan McMahon & Vitek  
Sunrise Bank  
Target Corporation  
Robin and Polly Ann Traylor  
WD-40 Company  
Evelyn Wiggins

## \$999 - \$25

Ali Abdulhayoglu  
The Abbey Café  
Robert W. Aguais  
David Akers

Allison Alberts  
Albertson's Community  
Partners Program  
Erika Alfano  
Altman Family Foundation  
Lyn M. Angene  
Anheuser-Busch  
Anteon Corporation  
Brockman Antiques  
Janet Armstrong  
Kristin Armstrong  
Aneesha Baker  
Geof Bartell  
Mr. and Mrs. Jerry Batanian  
Bee Essential  
Tracy Benedict  
Silvia Bennett  
Moira Berman  
David Berthiame  
Sharmila Bhushan  
Lynsie Binns  
Tracy Bolton, CPA  
Barbara Bonner  
Jacobs Family Foundation  
Candy Borges  
A.C. Bothof III  
Harrison Bowie  
John Boyd  
Christopher Brooke  
Elizabeth Brown  
California Cuisine  
Dennis Calkins  
John Cameron  
John and Susanne Carnaroli  
CASAS  
Nick Cellere  
Debra Chaddock  
Peggy Chatfield  
Cherie Plush (Plush Puppies)  
Amanda Cheyney  
Mr. and Mrs. Mamta Chinnappa  
Jer Chishain  
Miryam J. Choca  
Randall Clark  
Anna Clevenger  
Coast Imaging Systems  
Marjorie Coffey  
Cohn Restaurant Group  
Cheryl Colera  
Jose Cordova  
Alec L. Cory  
Roy Coss  
Gretchen Cowen  
Gigi Cramer  
Custom Laser Center  
Jennifer Danzig  
Brisma Davila  
Layla Davis  
Theodore Davis  
Andica Deen  
Defense Web  
Wendy Demers  
Stacia DeMos  
John Destefano  
Destination Concepts  
Joyce Dickau  
Laura Dishong  
J.B. Domitrowsky  
Mr. and Mrs. Anthony Donaldson  
Dreams, Inc.  
Jennifer Duffy  
Reene Dux  
Eclipse Chocolat  
Dr. Charles C. and Sue Edwards  
Foundation  
Edward Egan  
Melissa Ellefsen  
Energy For Others Sempra  
Fashion Valley Mall  
Bunny Feldman  
Chuck Ferrante  
Ann Fielding  
Robin Fishbaugh  
Peter Fisher  
D.A. Fitzgerald  
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Anna Ford

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Janet Frazer  
French Gourmet  
Tatiana Friesen  
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Fuelhaus Design  
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Anita Green  
David V Greene  
Jacqueline Greulich  
Gulf Coast Grill  
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Dietschs Hac  
Lyn Hall  
Hamburger Mary's  
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Carolyn P. Harvey  
Chris Hausty  
Evelyn Heikelberg  
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R. Hernandez  
Britta Hershman  
Hinah Hessen  
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Karen Hirschfeld & Aleck Karis  
Christine Hlavaty  
LaShaundra Holmes  
Bruce Hopkins  
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HP Employee Charitable Giving  
Program  
Sharon Hudnall  
Charles I. James  
IKEA  
Incredibly Edible Delites  
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Inner Balance Chiropractic  
Petrea Ivey  
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Constance Korn  
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Fred Paisley  
Donald C Payne  
Rob Pedley  
Isabel Perez  
Peter Piper Pizza  
Big Mike Phillips  
Lorena Phillips  
Phil's BBQ  
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Michael R. Pitts  
Craig Platt  
Mr. and Mrs. Neil Pollock  
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Sheryl Radomski  
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Susan Randerson  
Annette Rawers  
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Joseph Reid  
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San Diego Theatre, Inc.  
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Gina Soria  
Laura Spiegel  
St. Andrews Lutheran Church  
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Teresa Steele  
Stepher Group  
Shauna Stokes  
David John Swanson  
Thomas Swanson  
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Taste of Italy  
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Trader Joe's La Mesa  
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Mailee Yang  
Zemenfes Yemane  
Mr. and Mrs. Nathan Zechter



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