

miriam

THE LEARNING DISABILITY EXPERTS



A Different Approach to Unlocking Potential

Thank you for making 2017-18 another great year for Miriam's students!

Our programs, Miriam School, Miriam Learning Center and Miriam Academy, are serving more children than ever and the Miriam Switching Post continues to generate record-setting sales. Thanks to generous support from the community and the dedication of our families, volunteers, and staff, Miriam has continued to expand and improve our programs to meet the needs of our students.

A few accomplishments during this fiscal period include:

- Miriam School, Miriam Learning Center, and Miriam Academy served over 1,200 children with learning differences.
- Thanks to the generosity of our donors, Miriam provided \$1.5 million in need-based tuition assistance to 60% of students at both schools.
- Miriam Switching Post generated annual net income of nearly \$450K to support Miriam's programs, a 6% increase from the prior year, and the highest in the Switching Post's history
- The Learning to Succeed campaign, which has funded the opening of Miriam Academy and the expansion and renovation of Miriam School, raised an additional \$2 million.



Miriam's growth continues as students at Miriam School enjoy their first year in the new middle school wing and renovated building, and Miriam Academy adds another class to now serve grades 9-12. We look forward to the future and are so grateful for your support. Thank you for making a difference for our families!

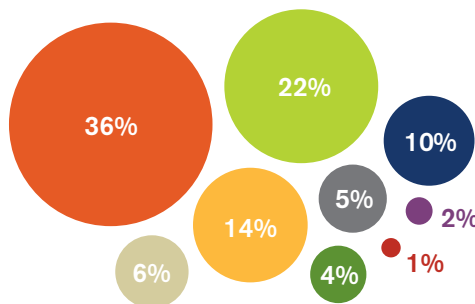
Andrew Thorp, Executive Director

Revenue and Expenses

Fiscal Year July 1, 2017 – June 30, 2018

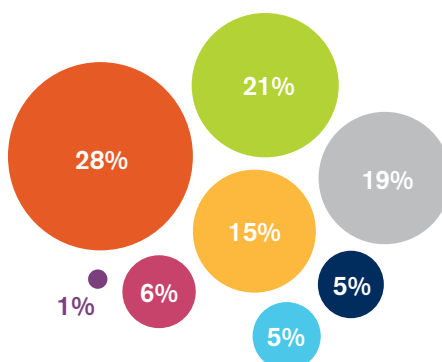
Revenue

● Miriam School Tuition and Other Revenue	\$2,788,580
● Miriam Academy Tuition and Other Revenue	\$1,060,957
● Miriam Learning Center	1,690,834
● Miriam Summer Camp	139,480
● Resale Services	797,541
● Special Events	368,559
● Donations (annual giving and grants)	342,375
● Learning to Succeed Campaign (released)	468,271
● Miscellaneous	73,113
Total Revenue	\$7,729,710



Expenses Before Depreciation

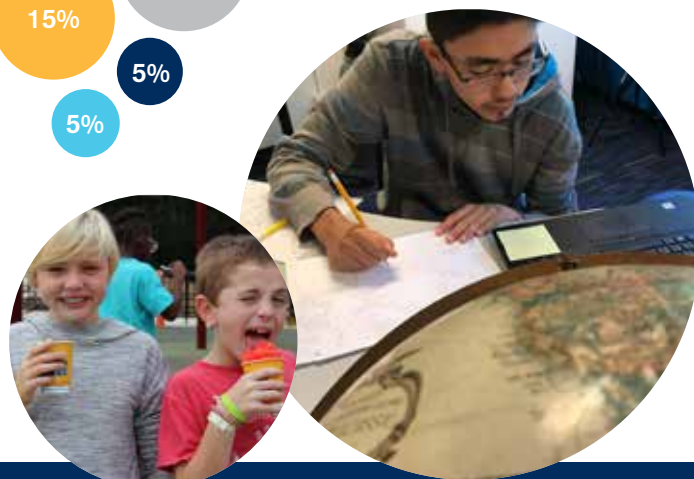
● Miriam School	\$2,150,524
● Miriam Academy	1,169,821
● Miriam Learning Center	1,644,212
● Miriam Summer Camp	96,348
● Resale Services	344,610
● Fundraising	398,856
● Tuition Assistance	1,492,210
● Management and General	496,903
Total Expenses Before Depreciation	\$7,793,484



Miriam is **more than a school.**

It is a place where children thrive in an atmosphere that embraces different ways of learning while nurturing each student."

Loss Before Other Income/(Expenses)	\$(63,774)
Learning to Succeed Campaign (restricted)	\$1,617,512
Interest and Net Gain on Investments	513,824
Depreciation	(351,892)
Increase in Net Assets	\$1,715,670
Net Assets, End of Year	\$17,770,553



miriam annual report 2018

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Miriam Maintainers make a continuous impact on the lives of our students with recurring monthly gifts.

All gifts are applied to the Miriam Annual Fund unless otherwise specified.

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LEARNING TO SUCCEED

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Additional zip codes not shown on map include:
 29910 – Bluffton, SC
 46038 – Fishers, IN
 98312 – Bremerton, WA
 72422 – Corning, AR

Who We Serve

Learning disabilities know no boundaries.
 The 1,200 students served each year by Miriam School, Miriam Learning Center, and Miriam Academy reside in over 92 different zip codes throughout the bi-state region.

Miriam is committed to making our programs accessible to all children, ages 3-18, who can benefit from our specialized services, and we annually provide \$1,500,000 in need-based tuition assistance to over 60 percent of the students we serve.

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Named Endowment Funds

With a contribution of \$25,000 or more, donors may establish a Miriam endowment fund and provide a permanent, self-sustaining source of funding for a designated purpose.

Arthur & Helen Baer Foundation Scholarship Fund
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 Tesse B. Werner Educational Fund
 Alan A. & Edith L. Wolff Endowment Fund
 Zimring Family Scholarship Fund



Fannie Landau Legacy Society Members

Named for Miriam’s founder and first president, the Fannie Landau Legacy Society recognizes individuals who have included Miriam in their will or other planned giving arrangements.

- | | | | | |
|------------------------------|------------------------|------------------------|--------------------------|----------------------|
| Anonymous – 2 | Katherine Cook* | Ray Hereford | Clarence Mange* | Jeanne Stolar* |
| Gladys Barker* | Gretchen G. Davis | Susan Hereford | Judy Mange | Andrew & Lisa Thorp |
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*denotes deceased



Thanks to our many generous donors, Miriam recently celebrated the successful completion of the **Learning To Succeed campaign**. *With your support,* over \$10 million was raised to open Miriam Academy (9th-12th grade), fund an endowment to provide tuition assistance for Academy families, and add a 12,000 square-foot middle school wing to Miriam School (PreK-8th grade) plus renovate the existing elementary school. *With these additions,* Miriam will be able to continue to improve the quality of life for children who learn differently for many years to come.

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- Susie Luten, *President*
- Laurie Caro, *Immediate Past President*
- Matt Fisher, *Vice-President of Programs*
- Kristen Bowser, *Vice-President of Development*
- Phil Mainquist, *Vice-President of Administration*
- Andy Greenberg, *Secretary*
- Trish Winchell, *At-Large*

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- Beth Rose, MSW, LCSW
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- Dr. Susan Jackson
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- Cyndi Ludwinski, CPA
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- Sarah Scott
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- Dana Glore
Individual Giving & Events Manager
- Laurie Burstein
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- Amber Foster-Hobart
Digital Marketing Manager

Switching Post

Established more than 60 years ago as one of St. Louis' first resale stores, the Miriam Switching Post boasts an eclectic and ever-changing inventory of donated home furnishings. All proceeds benefit Miriam's programs for children with learning disabilities and in 2017-18 the store generated net proceeds of nearly \$450,000 — the highest in the store's history.

Switching Post Staff

- Lynn Maurice, Manager
- Bob Novak, Donations Manager

Switching Post Volunteers

- | | | |
|-------------------|-----------------|-------------------|
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