



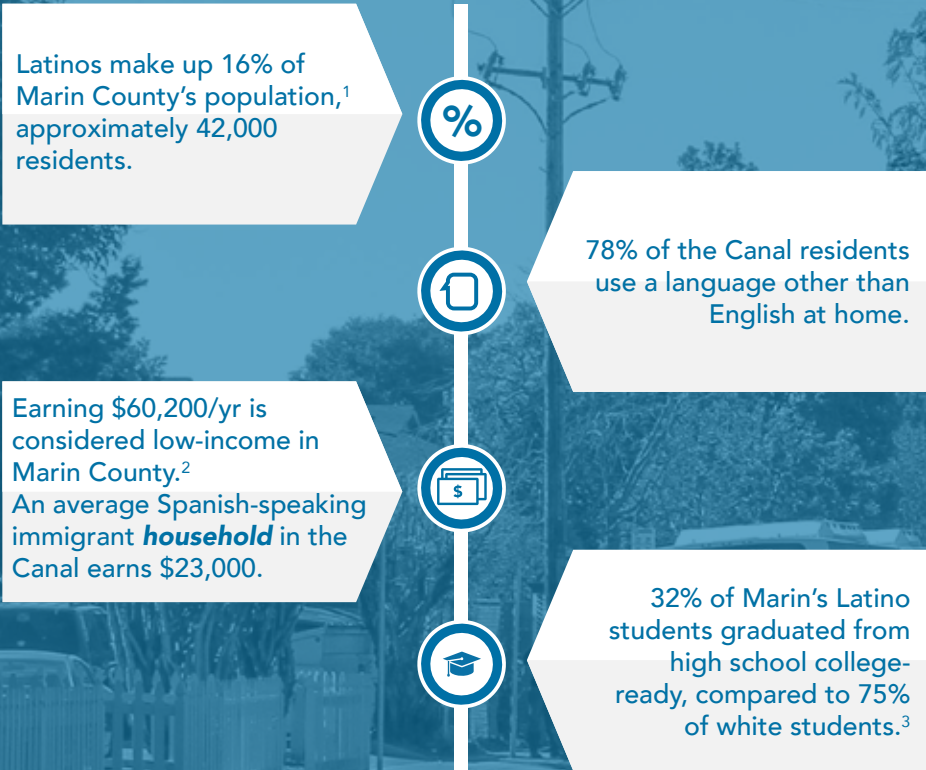
**2016 ANNUAL REPORT**



**canal alliance**

Most Spanish-speaking immigrants living in our community experienced trauma in their home countries and during the harrowing journey to get here. Each one faces difficult challenges navigating a new life. They have little formal education, speak only Spanish or an indigenous language and need basic skills to counteract the consequences of poverty.

They come to Canal Alliance for help, bringing intelligence, a tremendous work ethic, unflinching perseverance and great passion for a better life.



1 U.S. Census Bureau (July 2014)  
2 San Francisco Standard Metropolitan Statistical Area Chart of Upper Income Limits for Marin County (2015)  
3 Lucile Packard Foundation for Children's Health. (2015). High School Graduates by Race/Ethnicity [Data File]. Available from Kidsdata.org.



## A MESSAGE FROM THE PRESIDENT

We are a nation founded and built by immigrants, who are and always will be an essential component of America's success. The immigrant struggle to become valuable contributors to society is a strong and time honored thread throughout our history. It is a theme that plays itself over and over each day and one that resonates strongly for me and my family.

I was born and raised in Panama, where my grandfather had moved from Greece when he was 14 years old, hoping to build a better life. He faced the challenges of being alone in a country with a different language and customs. He brought the little education he had, a willingness to work hard, and a burning desire to succeed. Starting off as a water boy in the construction of the Panama Canal, with grit, determination, and perseverance, he became a successful businessman and lifted the rest of his family from the despair of poverty.

My parents continually reminded me of the humble origins of my family and infused me with values that helped me succeed: hard work, education and a spirit of enterprise. I got my college degrees in the U.S., developed my skills, became successful at finance, and settled here to build a life and raise my own family.

These same traits are common to the Latino families who come to Canal Alliance. They dream of a better life, have undeniable skills and the strength and fortitude to persevere through adversity. They are contributing to our community. With our help they can grow, prosper and thrive.

How fortunate we are for the opportunity to make such a profound difference at this moment in time. We continue to build on the success that is our legacy - the success of every wave of new Americans that came before us and will come after.

***Tony Psychoyos,***



***President, Board of Directors***

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## **Every new American deserves the opportunity to thrive.**

We help resolve immigrants' immediate needs – the symptoms of poverty - then help them build a strategy to overcome poverty's root causes. Through our comprehensive wraparound approach, we gain a deep understanding of each individual and family, identifying their strengths and needs in education, health, income, and housing. Using individual and family action plans, we encourage adults and youth to take advantage of educational opportunities and engage in long-term efforts to acquire crucial tools.





**"I have life, good health, and my little job. There is so much possibility, more freedom, time and money. We don't have extra, but we live well."**

**- Carmen Tecum Morales**



**"Learning English is one reason I've worked at a retirement center for 11 years. I'm more confident. I accept tasks I couldn't years ago."**

**- Gustavo Castillo**



Students enrolled in English as a Second Language (ESL) classes report an average of 31% income growth after just one year.



All senior students enrolled in University Prep (UP!) graduated high school in Spring 2015. All are currently enrolled in college.



"It's hard for me to concentrate at home, and UP! is a space where I can focus on my school work. Thanks to tutoring, I have improved in math this year."

-Byron Calderon (7th Grade)





"We donate because of the importance of Canal Alliance to all the people of Marin, those who benefit directly from its services and those who benefit from what it does for all who live here."

- **Bill Pollak**

"I, at almost 84 years old, am an immigrant child. My parents came from Poland for a better life and especially for me and my brother. We knew that doing well, getting a college education and giving back to the world was an imperative. I hear the stories now, and they are mine. We are all immigrant children, and a 'hand up' continues to be my life goal. I am grateful that my parents were given the opportunity to excel and left that legacy for me to do well and pave a path for others in subsequent generations."

- **Ethel Seiderman**



"I support the Latino community. I am pro-immigrant, and I want to help folks who are fleeing difficult and dangerous lives in Central America and Mexico."

- **Mike Mooney**

# — GET INVOLVED —

There is still much work to do. Each individual's active participation results in a huge collective return.

## DONATE

Every gift makes a significant difference.

## JOIN

Leadership Circle - Give \$1,000 + annually

Sustainers Circle - Give monthly via autopay

Legacy Circle - Name us in your will/estate plan

Peer-to-Peer Advocacy - Catalyze giving via digital campaigns

## VOLUNTEER

Share your time and expertise.

Engage others through your personal networks.

*Find out how at [CanalAlliance.org](http://CanalAlliance.org)*

**Everything we've accomplished demonstrates what is possible when caring people come together to create positive change.**





# LEADERSHIP CIRCLES HONOR ROLL

## **Visionary Circle (\$50,000 +)**

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Cohen Family Fund  
Maja Kristin Fund

## **President Circle (\$25,000 - \$49,999)**

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# LEADERSHIP CIRCLES HONOR ROLL

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Judith Valentine\*  
L Margarita Galindo\*  
Lorenzo Ersland<sup>†</sup>  
Patti Breitman\*  
Vera Sparre & Scott Richards\*

*Leadership Circle donors contributed \$1,000 or more between January 1, 2015 – February 29, 2016.*

*<sup>†</sup> Legacy Circle donors have named Canal Alliance in their estate plans.*

*\* Sustainers Circle donors make monthly gifts via mail or autopay.*

## In Memoriam

George Dirkes  
Marty Coman  
Richard Topkins  
Sue F Kramer  
Susanne M Kimball

## Foundations & Organizations

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Alexander M and June L Maisin Foundation  
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Every effort has been made to ensure accuracy. For a detailed list of our family of supporters, please visit [canalliance.org/2016AR](http://canalliance.org/2016AR)

# CANAL ALLIANCE FINANCIAL STATEMENT

Fiscal Year July 2014 - June 2015

**REVENUES**

Foundation Grants	\$1,560,066	35%
Individual Support	\$ 939,450	21%
Government Contracts	\$ 331,461	7%
Corporate Support	\$ 122,430	3%
In-Kind donations	\$1,390,413	31%
Other Revenue	\$ 158,016	4%
<b>Total Revenue</b>	<b>\$4,501,836</b>	<b>100%</b>



**EXPENSES**

Program Services	\$3,343,362	80%
Administration	\$ 528,202	13%
Fundraising	\$ 313,439	7%
<b>Total Expenses</b>	<b>\$4,185,003</b>	<b>100%</b>



<b>Total Net Surplus</b>	<b>\$ 316,833</b>
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canal alliance

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