Plan to thrive, not merely survive.

Friends,

We recently announced that Community Action Southwest has changed its name to Blueprints. After 53 years of service to our community, we set out to rebrand our agency in order to increase awareness of our good work by making our message clearer and simpler. We wanted to create a consistent message across our many programs; one that will grow with us and is flexible as we embark upon the future. Most importantly we wanted our brand to clearly communicate what we do – equip and educate people to improve their lives.

We also sought to clarify misconceptions. Many in our community still believe we are a governmental agency, which we are of course, although we do receive much of our support from government grants. The “southwest” part of our name was confusing, particularly now that we’ve expanded some of our services into West Virginia. And our old logo – depicting a traditional family, no longer represented the majority of the people we serve today.

Our new name and brand are the result of an exhaustive process involving our staff, board of directors and stakeholders. Our new name, Blueprints, symbolizes the role we play in the futures of our clients and the community. With our help, our clients can work toward a new master plan for their lives, regardless of which program or service they need. Our new logo, a heart made of thumbprints, reflects that each client is unique, as is the plan we craft together to “break barriers and build futures.”

Our secondary tagline “powered by community action” reflects our identity as a community action agency and our pride in our history and the national network of community action agencies. Moreover, it reflects one of our greatest strengths – the ability to engage the community at all levels in developing local solutions to local issues.

To simplify the description of our many programs, we’ve adopted four pillars – Mind, Home, Health and Wallet to help illustrate and define our programs. Together with our new name and logo, the pillars help us tell our story as a change agency that inspires people to help themselves. We invite you to experience the spirit and energy of our new brand! Visit our website www.myblueprints.org, advocate for our mission, join us at our events and encourage others to make a difference.

Michael L. Chaido
President, Board of Directors

Darlene J. Bigler
Chief Executive Officer
To serve as the catalyst to mobilize the resources of the entire community to enable families and individuals in our service area to attain the skills, knowledge, motivations and opportunities to become self-sufficient.
2016 HIGHLIGHTS

Blueprints launched its Little Free Library Project. Fourteen LFLs have been placed throughout Washington and Greene Counties. Mr. McFeely, from Mr. Rogers Neighborhood fame, attended the inaugural ribbon cutting.

Blueprints Head Start presented at the PA Education Summit.

Blueprints received the Innovative Program of the Year Award, presented by the Community Action Association of Pennsylvania (CAAP). Blueprints partnered with Jefferson-Morgan School District this past year on an initiative called Community Innovation Zones.

Blueprints and the Southwestern PA Area Agency on Aging hosted a volunteer luncheon to celebrate the 271 volunteers that donated their time to our aging programs.

WIC’s Carnival of Colors was a great success! Participants learned about health, nutrition and resources in the community.

Here are some photos from one of our adoptions consummated in 2016! Congratulations to the happy family.

Blueprints and the Redevelopment Authority of the County of Washington hosted a Ribbon Cutting and Open House at the Maple Terrace Head Start to celebrate the completion of the center’s parking lot improvement project.

Blueprints’ Staff Member, Irene Keirsbilck, recognized as Staff Person of the Year by the Community Action Association of Pennsylvania.
BLUEPRINTS’ ADVOCACY

We are committed to breaking barriers and building futures through personal success and community progress.

GETTING AHEAD

Our 16-week course helps participants understand the impact of their personal situation in poverty, develop resources and create goal plans to build a better financial future.

GETTING AHEAD WHILE GETTING OUT

We work with incarcerated women pre-release and follow through with long-term support using the “Getting Ahead While Getting Out” curriculum.

HEAD START POLICY COUNCIL

Dedicated Head Start representatives and parents work in partnership with staff to make decisions about policies, programs and procedures that affect the future of our community.

OMBUDSMAN PROGRAM

Our “citizen representatives” advocate for residents in nursing, personal care or domiciliary care homes and act on behalf of older adults who have issues concerning their long-term care services.

VOTER REGISTRATION

We ensure all voices in our communities are heard through direct action. We help people exercise their right and responsibility to choose our leaders and change our laws.

LEGISLATIVE BREAKFAST

We lead a discussion with local and state political representatives on the most pressing issues in our communities. We inform lawmakers of the critical needs regarding our clients.
From ABCs to GEDs—we give them a head start that counts.

EARLY HEAD START, HEAD START and PA PRE-K COUNTS

Our federally and state funded preschool education programs are designed to help low and moderate income families and their children (ages 0-5) achieve greater levels of self-reliance.

779 families served by Early Head Start and Head Start

325 children served by Pre-K Counts

100% of children served met eligibility requirements

100% enrollment maintained throughout the year

91% of children met or exceeded school readiness expectations

86% of children received immunizations throughout the year

87% of children were up to date on their immunizations

80% of children were up to date on dental exams

100% of children received dental screenings & preventative dental care

85% received physical exams
ADULT EDUCATION/POSTSECONDARY TRANSITIONS
Adults receive education and guidance to strengthen their financial well-being.

37 adults obtained GED credential | 51 adults transitioned to strengthen their financial future

TIPP (TRUANCY PREVENTION INTERVENTION PROGRAM)
We ensure students complete their education with the support they need to strengthen their futures.

1,411 students participated | 94% resolved truancy issues

AFTER SCHOOL PROGRAM
At-risk youth learn coping and life skills to support family stability.

51 students served | 86% improved grades
93% achieved/maintained housing stability | 96% had no instances of criminality
From safety for kids to stability for families, our services help families break barriers and build futures.

HOME OWNERSHIP CENTER
We help potential homeowners of all income levels. Participants can become a homeowner, repair credit or obtain foreclosure assistance. Our programs help those who are homeless, near homeless or unable to pay their utilities.

54 people purchased their first home
184 homeowners avoided foreclosures
223 households received emergency assistance to avoid homelessness
We definitely learned along the way that belonging to an agency makes things a lot easier. It wasn’t easy for us, but when it’s hard, you just think of all the kids that need help.”

Kayla and Renee Conneway, Blueprints Adoptive Parents

104 CHILDREN FOUND THEIR FOREVER HOME

33 adoptions | 40 families reunified
31 achieved permanent legal custody

“We definitely learned along the way that belonging to an agency makes things a lot easier. It wasn’t easy for us, but when it’s hard, you just think of all the kids that need help.”

Kayla and Renee Conneway, Blueprints Adoptive Parents
From health checks to healthy greens and grains, we help our neighbors stay active and strong from cradle to gray.

Women, Infants and Children (WIC)

Our services increase the probability of positive birth outcomes and improve the health of participants through critical stages of growth and development.

6,639 mothers and children served
$2.4 million WIC vouchers spent in 21 local grocery stores
8,975 referrals made from WIC to other support services
90% of Head Start children are using WIC

“It’s so fulfilling to see the positive changes our families are able to make to improve their health because of this program.”

Chandra S., Blueprints WIC Staff Member
HEALTH

SENIOR CARE MANAGEMENT/COMMUNITY CENTERS
We support our senior population to age gracefully, independently, and safely.

1,311 older adults served this year
336 older adults received ongoing care management services to remain independent in their homes
44,423 meals delivered to older adults
271 volunteers contributed 20,374 hours

“I enjoy all of the fellowship and the lunches are so good.”
Kathleen R., Blueprints Client

“The meals have made a big difference. I couldn’t afford to buy much food, so before I just went without.”
Dorothy M., Blueprints Client
FINANCIAL EMPOWERMENT CENTER

We help clients gain employment, advance education, and acquire assets to achieve greater self-sufficiency

50 people opened matched savings accounts to acquire homes, continue their education, or to help start/expand a small businesses

19 people acquired their matched savings account asset

449 people received financial education/repaired their credit

214 placed in employment

“I truly appreciate everything the Work Ready program and the people working for it have done for me. For so long I felt so stuck. But now I am a GED graduate, have my driver’s license, my daughter’s enrolled in daycare and I have the means to accomplish my goals and better my life for my children.”

Susan B., Blueprints Client

From budget basics to saving strategies, we help our neighbors thrive.
WALLET

VOLUNTEER INCOME TAX ASSISTANCE (VITA)

We offer free tax return preparation and e-filing by IRS trained volunteers.

- 523 tax returns prepared and e-filed for free
- $776,690 in federal refunds
- 236 eligible for Earned Income Tax Credits
- $15,199 was the average adjusted gross income of households served
- 24 volunteers helped prepare the returns

WORK BASED LEARNING EXPERIENCES

We give high school students with disabilities educational opportunities by connecting them to local businesses.

- 154 high school students with disabilities placed in work based learning experiences with area employers
- 72 completed 90 hours of employment
- 82 working towards 90 hours of employment
Head Start Parent Engagement

HS/EHS parents are encouraged to assume leadership positions in shared governance by participating in Policy Council and parent committees. Parents are engaged in their child’s learning, volunteer in the classroom, and participate in self-sufficiency-based programming. Opportunities are available for parents to work on employment/career development, skill building, asset development and post-secondary educational pursuits. Ongoing professional development opportunities are provided for staff to learn about and implement the latest best practices for engaging parents, families and communities to be able to support the development and learning of young children.

Head Start Federal Review and Financial Audit

The statement of financial position and related financial statements were audited by Guthrie, Belczyk & Associates, LLC. The auditor’s report was an unqualified opinion, and there were no significant deficiencies or material weaknesses in internal control and no instances of non-compliance. The Federal Department of Health and Human Services, Administration for Children and Families (ACF), last conducted an on-site monitoring review of the Blueprints Head Start and Early Head Start programs in November 2013. There were no instances of material weakness, and it was determined that both programs were in compliance with all applicable Head Start Program Performance standard laws, regulations and policy requirements.

### Head Start Expenditures

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>$2,566,363.00</td>
<td>$2,557,714.91</td>
</tr>
<tr>
<td>Fringe Benefits</td>
<td>$1,066,493.00</td>
<td>$1,064,227.76</td>
</tr>
<tr>
<td>Travel</td>
<td>$43,550.00</td>
<td>$47,105.76</td>
</tr>
<tr>
<td>Equipment</td>
<td>$24,034.00</td>
<td>$25,364.05</td>
</tr>
<tr>
<td>Supplies</td>
<td>$156,064.00</td>
<td>$154,408.60</td>
</tr>
<tr>
<td>Contractual</td>
<td>$252,249.00</td>
<td>$246,480.61</td>
</tr>
<tr>
<td>Other</td>
<td>$510,419.00</td>
<td>$503,226.27</td>
</tr>
<tr>
<td>Indirect Costs</td>
<td>$460,441.00</td>
<td>$481,085.04</td>
</tr>
<tr>
<td>In-kind</td>
<td>$1,269,903.25</td>
<td>$1,269,903.25</td>
</tr>
<tr>
<td>Total</td>
<td>$6,349,516.25</td>
<td>$6,349,516.25</td>
</tr>
</tbody>
</table>

### Early Head Start Expenditures

<table>
<thead>
<tr>
<th>Category</th>
<th>Budget</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>$428,916.00</td>
<td>$424,610.66</td>
</tr>
<tr>
<td>Fringe Benefits</td>
<td>$133,913.00</td>
<td>$134,940.70</td>
</tr>
<tr>
<td>Travel</td>
<td>$6,650.00</td>
<td>$10,248.74</td>
</tr>
<tr>
<td>Supplies</td>
<td>$26,314.00</td>
<td>$25,586.15</td>
</tr>
<tr>
<td>Contractual</td>
<td>$25,334.00</td>
<td>$22,655.39</td>
</tr>
<tr>
<td>Other</td>
<td>$62,141.00</td>
<td>$60,821.93</td>
</tr>
<tr>
<td>Indirect Costs</td>
<td>$67,133.00</td>
<td>$71,537.43</td>
</tr>
<tr>
<td>In-kind</td>
<td>$187,600.25</td>
<td>$187,600.25</td>
</tr>
<tr>
<td>Total</td>
<td>$938,001.25</td>
<td>$938,001.25</td>
</tr>
</tbody>
</table>

Head Start Community Assessment Summary

As part of an ongoing process for program improvement, Blueprints completes an annual comprehensive community assessment to determine child and program needs, and identify long range plans for the program. The need for Head Start and Early Head Start services continues, as there are more than 2100 children in Washington/Greene Counties under the age of 5 and living in poverty; 255 children were on the wait list for services in 2016. Integral to the assessment is the parent survey, which enables the recipients of our services to identify the most significant issues they encounter. Responses included employment, economic security, financial literacy and housing related problems. This information is critical to internal program enhancements and referrals generated to Blueprints programs and partner agencies.
BALANCING BLUEPRINTS

SOURCE OF FUNDS
July 1, 2015 — June 30, 2016

Government Grants $3,361,510
Dept. of Health & Human Services-Head Start $5,079,613
Dept. of Health & Human Services-Early Head Start $750,401
Pa Dept. of Education-Pre K $2,494,000
Pa Dept. of Education-State Funded Head Start $924,704
U.S. Dept. of Agriculture-State Funded Head Start-CACFP $268,591
Foster Care and Related Services $5,614,599
Program Service Fees $403,801
In Kind Contributions $294,169
Investments $21,375
United Way of Washington County $97,066
Fundraising & Miscellaneous Income $172,672

Total Source of Funds $19,482,501

USE OF FUNDS
July 1, 2015 — June 30, 2016

Head Start Educational Services $5,079,613
Early Head Start Educational Services $750,401
Pre K Educational Services $2,494,000
State Funded Head Start Educational Services $924,704
Head Start CCFP Services $268,591
Other Educational Services $24,152
Program Implementation $7,602,849
Fundraising $47,970
Management & General $1,980,693

Total Use of Funds $19,172,973

STATEMENT OF FINANCIAL POSITION
June 30, 2016

Assets

Current Assets:
Cash and Cash equivalents $3,350,101
Grants and Fees Receivable $1,665,746
Receivables from Related Entities $23,739
Prepaid Expenses $184,596
Current Portion of Notes Receivable $40,273
Inventory $40,700
Total Current Assets $5,305,155

Non-Current Assets:
Endowments $28,478
Notes Receivable $290,352
Property and Equipment $2,600,632
Total Non-Current Assets $2,919,462

Total Assets $8,224,617

Liabilities & Net Assets

Current Liabilities:
Accounts Payable $741,676
Accrued and Withheld Expenses $637,290
Deferred Revenue $397,443
Total Liabilities $1,776,409

Non-Current Liabilities:
Undesignated $6,419,730
Permanently Restricted $28,478
Total Net Assets $6,448,208

Total Liabilities and Net Assets $8,224,617

Washington County
150 West Beau St., Ste. 304, Washington, PA 15301 (HQ)
365 Jefferson Ave., Washington, PA 15301

Greene County
58 East Greene St., Waynesburg, PA 15370

West Virginia
1800 Locust Ave., Fairmont, WV 26554
103 Euclid Dr., Parkersburg, WV 26104

1.877.814.0788
www.myblueprints.org

For registration and financial information, contact the PA Bureau of Charitable Organizations at 1.800.732.0999. Registration does not imply endorsement. Blueprints is funded in part by the PA Department of Community Economic Development (DCED), the United Way of Washington County, the Greene County United Way, the Southwestern Pennsylvania Area Agency on Aging, the Pennsylvania Department of Aging, and Washington County Children and Youth Services.