ChildSavers - Memorial Child Guidance Clinic

General Information

Contact Information

Nonprofit
Address
200 N. 22nd Street
Richmond, VA 23223
Phone
804 644-9590
Fax
804 644-9596
Web Site
www childsavers org
Facebook
facebook.com/ChildSaversRVA
Twitter
@ChildSaversRVA

At A Glance

Year of Incorporation
1952
Former Names
Children's Memorial Clinic
Memorial Child Guidance Clinic
Organization's type of tax exempt status
Public Supported Charity
Statements & Search Criteria

Mission
ChildSavers guides our community’s children through life’s critical moments with trauma-informed mental health and child development services.

Background
ChildSavers respectfully asks your consideration of a gift of $5,000 in support of ChildSavers’ mission. This commitment provides critical mental health and child development services, particularly for marginalized members of our community, and creates avenues for parents to make better decisions about the quality care their children deserve.

Since 1924, ChildSavers has provided high-quality mental health services for children. In the last nine decades, we have added other programs to help ensure that Central Virginia's children have the best possible chance to grow up strong and healthy. Today, our mission is to guide our community’s children through life’s critical moments with trauma-informed mental health and child development services.

Ninety-one years ago, Martha Patteson (Mrs. Melville C.) Branch gathered together many of Richmond’s wealthiest and most prominent citizens to found the Children’s Memorial Clinic in memory of Dr. McGuire Newton, one of Richmond’s first pediatricians. ChildSavers was one of the first ten child guidance clinics in the United States, and the first in the South. We are the oldest provider of mental health services for children in the metro Richmond area licensed by the Virginia Department of Behavioral Health and Developmental Services.

ChildSavers serves children ages 0 – 17 and their families throughout Central Virginia, primarily residents of the City of Richmond and the immediately surrounding counties. More than 80% of our clients’ incomes are at or below the Federal poverty line. Most clients receive Medicaid benefits or are participants in similar health care programs run by the Commonwealth of Virginia, and receive our programs regardless of their ability to pay. The majority live in relatively high-crime, urban neighborhoods, and many live in single-parent households or foster care homes.

Our clients come from all cultural and socioeconomic backgrounds, but most have experienced the hardships of poverty and family turmoil. In our clinical services, 80% of clients experience a traumatic event such as domestic violence, abuse, bullying, fire, robbery, etc., and we help them understand and cope with their new reality.

ChildSavers ensures that all children are safe, happy, healthy, and ready to learn. Our goal is to provide outpatient mental health counseling and early childhood development services so that children have a chance to reach their potential and thrive. Your gift deepens our long history of services to Richmond and allows us to focus on the critical needs of our community’s children. ChildSavers currently offers two unique program areas to meet those needs.

Impact
During our program year (July 1, 2013 through June 30, 2014), our program accomplishments included the following:

1) Mental health counseling for 436 children through 5,249 clinical hours of service;
2) 1,949.5 hours of trauma informed counseling to children and teens that witnessed or experienced a traumatic event; and
3) Mentoring and training for child care professionals to improve the quality of care and learning in preschool for 1,649 children 0-5 years old.
Needs
ChildSavers works to ensure that all children are safe, healthy, happy, and ready to learn. The goal is to provide immediate response, outpatient mental health counseling and early childhood development services so that children have a chance to reach their potential and thrive. ChildSavers accomplishes this goal through three programs:

Outpatient Therapy—ChildSavers’ professional clinicians are trained in trauma informed care and use evidenced based tools to work with children and adolescents ages 2 -17. Specialized therapies include Art therapy, Sand tray therapy, and Animal-Assisted Play therapy.

Immediate Response—ChildSavers’ immediate response team responds to traumatic scenes as well as crises. Crisis services are supportive and short term. The goal is to make appropriate referrals, either internally or externally, to longer term care and to prevent hospitalization.

Child Development Services—ChildSavers’ highly qualified early childhood specialists provide a broad range of support services to the adults who care for and educate preschool children. Services include...professional development training, credentialing, mentoring and nutrition education.

Areas Of Service

Areas Served
### Areas

<table>
<thead>
<tr>
<th>Areas</th>
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</thead>
<tbody>
<tr>
<td>Metro Richmond</td>
</tr>
<tr>
<td>Tri-cities Region</td>
</tr>
<tr>
<td>Richmond, City</td>
</tr>
<tr>
<td>Ashland</td>
</tr>
<tr>
<td>Chester</td>
</tr>
<tr>
<td>Chesterfield County</td>
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<tr>
<td>Colonial Heights, City</td>
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<tr>
<td>Dinwiddie County</td>
</tr>
<tr>
<td>Ettrick</td>
</tr>
<tr>
<td>Goochland County</td>
</tr>
<tr>
<td>Hanover County</td>
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<tr>
<td>Henrico County</td>
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<td>Hopewell, City</td>
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<tr>
<td>Matoaka</td>
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<tr>
<td>Petersburg, City</td>
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<tr>
<td>Powhatan County</td>
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<tr>
<td>Prince George County</td>
</tr>
<tr>
<td>Sussex County</td>
</tr>
<tr>
<td>Charles City County</td>
</tr>
<tr>
<td>Gloucester County</td>
</tr>
<tr>
<td>King and Queen County</td>
</tr>
<tr>
<td>Lancaster County</td>
</tr>
<tr>
<td>Louisa County</td>
</tr>
<tr>
<td>Mathews County</td>
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<tr>
<td>Middlesex County</td>
</tr>
<tr>
<td>New Kent County</td>
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<tr>
<td>Northumberland County</td>
</tr>
<tr>
<td>Charlottesville-Albermarle</td>
</tr>
</tbody>
</table>

We serve children/adolescents and their families and caregivers from throughout Central Virginia. The bulk of our clients live and work in the greater Richmond region, including the independent Cities of Richmond, Colonial Heights, Hopewell, and Petersburg and the Counties of Charles City, Chesterfield, Goochland, Hanover, Henrico, New Kent, and Powhatan.

### Service Categories

- Mental Health Treatment
- Human Services
- Job Training
Child Development Services

**Description**
The first few years of a child's life are critical to his or her development and future success. Our highly qualified early childhood specialists provide a broad range of support services to the adults who care for and educate preschool children. Services include professional development training, credentialing, mentoring and nutrition education.

During our 2013/14 program year, our Child Development Services staff served 1,649 children, 88 child care centers and 355 home child care providers.

**Budget**
$1,750,000.00

**Long term Success**
Child care providers/early childhood educators will have access to the important services and resources, including professional development training, that will enable them to offer the best possible care and education to the countless thousands of young children with whom they will work throughout their careers. Moreover, parents and guardians will have improved access to safe and nurturing care options for their young children.

**Short Term Success**
Our Child Development Services Department offers a myriad of services for child care providers and the families with whom they work. Among the short-term goals for some of the services we provide are:

- Participants in our trainings/workshops will complete post-tests with scores of 80% or better, thus demonstrating mastery of the subject matter.
- Eighty or more percent (80%+) of home-based providers receiving our Van Visits (through which we offer mentoring/assessment services and provide educational toys/games and health/safety equipment to those who, because of time and financial constraints, cannot come to us) will achieve an improvement of at least 5 points on their environmental rating scales, administered by our program specialists during the course of visits.
- Our program specialists will assist mentoring clients in the setting and accomplishment of 700 short-term goals.
Outpatient Therapy

Description

Unresolved childhood mental health issues have been linked to poor academic performance, high dropout rates, and an increased use of public services later in life (i.e., more tax dollars spent on incarceration and criminal justice, welfare, etc.). Our professional clinicians are trained in trauma informed care and use evidenced based tools to work with children and adolescents ages 2-17. Specialized therapies include Art therapy, Sand tray therapy, and Animal-Assisted Play therapy.

During our 2013/14 program year, our Outpatient Therapy staff worked with 436 children and provided 5,249 hours of therapy.

Budget

$1,215,000.00

Long term Success

Unresolved childhood mental health issues have been linked to poor academic performance, high dropout rates, and an increased use of public services later in life (i.e., more tax dollars spent on incarceration and criminal justice, welfare, etc.). It is therefore essential to intervene early, during children’s crucial formative years, to provide access to mental health services for those who would otherwise be likely to go without. Through age-appropriate, best-practice methods such as play therapy and art therapy, our Guidance Clinic offers Central Virginia’s young people a better chance to grow into healthy, productive adults. We offer our services without regard for clients’ families ability to pay.

Short Term Success

Annual Guidance Clinic goals include:

- 70% of clients whose cases are closed during the course of any given program year will show improvement (i.e., behavioral/therapeutic);
- 65% of clients will achieve at least three-quarters of their treatment goals.

Treatment goals are set by clients in conjunction with their clinicians, our staff psychiatrist, and other relevant individuals (e.g., parents, guardians) as appropriate. Typically, clients with treatment goals are those who have attended at least four sessions. Examples of treatment goals include avoiding conflicts with siblings, ceasing to get into trouble at schools, exhibiting ability to manage anger appropriately, etc.
Immediate Response

Description

Responding to children's needs in the immediate aftermath of traumatic events or mental health crises can help prevent, or decrease the severity, of future mental health and behavioral problems. Our Crisis Intervention team responds to traumatic scenes as well as crises. Crisis services are supportive and short term. The goal is to make appropriate referrals, either internally or externally, to longer term care and to prevent hospitalization.

During our 2013/14 program year, the Crisis Intervention staff provided 1,950 hours of therapy to children & teens that witnessed or experienced a traumatic event.

Budget

$525,000.00

Long term Success

Unresolved childhood trauma is correlated with poor academic performance, substance abuse, gang membership/violent behavior, and other indicators of poor social/emotional development. By providing immediate-response therapeutic services to children and adolescents affected by trauma, which include helping them develop coping skills that can be used in future stressful situations, we help ensure that they have a better chance to grow into strong, healthy, productive adults.

Short Term Success

Our annual goals are for 55% of program clients to show improvement by the time their cases are closed, and for 70% of program clients to show no psychological/behavioral health deterioration as a result of their traumatic experiences.
Board & Governance

Board Chair

Mr. Clayton A. DeArment

Company Affiliation

Associate, Troutman Sanders

Term

July 2016 to June 2018

Email

clayton.dearment@troutmansanders.com

Board Members

<table>
<thead>
<tr>
<th>Name</th>
<th>Affiliation</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mr. Jon Baliles</td>
<td>City of Richmond, City Council</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. P. Rodney Blevins</td>
<td>Senior VP and Chief Information Officer, Dominion</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Roger L. Boeve</td>
<td>Community Volunteer</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Clinton M. Bowes</td>
<td>Ernst &amp; Young</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Ron Carey</td>
<td>Studio Squared</td>
<td>Voting</td>
</tr>
<tr>
<td>Ms. Ana Cristina Clark</td>
<td>Community Volunteer</td>
<td>Voting</td>
</tr>
<tr>
<td>Ms. Jenny Connors Esq.</td>
<td>Partner, WilliamsMullen</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Clayton A. De Arment</td>
<td>Troutman Sanders LLP</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Robert P. Gorrell Jr.</td>
<td>Nationally Syndicated Political Cartoonist</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Gregory Hillman</td>
<td>Retired, IBM</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. James E. Hinterlong</td>
<td>VCU School of Social Work</td>
<td>Voting</td>
</tr>
<tr>
<td>Ms. Judy Pahren</td>
<td>Capital One</td>
<td>Voting</td>
</tr>
<tr>
<td>Ms. Eileen Pedante-Stone</td>
<td>UPS Freight</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Gregory Robins</td>
<td>Robins Foundation</td>
<td>Voting</td>
</tr>
<tr>
<td>Mr. Richard P. Solana D.V.M., Ph.D., DABT</td>
<td>Retired, Altria Client Services</td>
<td>Voting</td>
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<tr>
<td>Mr. Fred Thompson</td>
<td>Senior Strategic Advisor, ScoutComms</td>
<td>Voting</td>
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<tr>
<td>Mr. E. Carlton Wilton Jr.</td>
<td>Real Estate Developer</td>
<td>NonVoting</td>
</tr>
<tr>
<td>Mr. Thomas L. Winston</td>
<td>Wells Fargo Bank</td>
<td>Voting</td>
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Board Demographics - Ethnicity

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Count</th>
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<td>African American/Black</td>
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<tr>
<td>Asian American/Pacific Islander</td>
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<tr>
<td>Caucasian</td>
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<tr>
<td>Hispanic/Latino</td>
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<tr>
<td>Native American/American Indian</td>
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<tr>
<td>Other</td>
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Board Demographics - Gender
Male 14
Female 4
Unspecified 0

Governance

Board Term Lengths 2
Board Term Limits 3
Board Meeting Attendance % 0
Written Board Selection Criteria? Under Development
Written Conflict of Interest Policy? Yes
Percentage Making Monetary Contributions 100
Percentage Making In-Kind Contributions 75
Number of Full Board Meetings Annually 7

Standing Committees

Audit, Compliance and Controls
Board Governance
Development / Fund Development / Fund Raising / Grant Writing / Major Gifts
Executive
Finance
Strategic Planning / Strategic Direction
Marketing
Management

Executive Director/CEO

Executive Director
Mr. L. Robert Bolling
Term Start
Oct 2012
Email
rbolling@childsav.org

Senior Staff

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>Mr. Gene Gregory</td>
<td>Interim Vice President of Finance</td>
</tr>
<tr>
<td>Mr. Thomas P. Millisor</td>
<td>Vice President, Development</td>
</tr>
<tr>
<td>Mr. John Salay</td>
<td></td>
</tr>
<tr>
<td>Ms. Linda Whitaker</td>
<td>Vice President of Administration and Human Resources</td>
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</tbody>
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Staff

Full Time Staff 35
Part Time Staff 5
Volunteers 150
Contractors 4
Retention Rate 0

Plans

- Organization has a Fundraising Plan? Yes
- Organization has a Strategic Plan? Yes
- Years Strategic Plan Considers 1
- Organization Policy and Procedures Yes
- Nondiscrimination Policy Yes
- Whistleblower Policy Yes
- Document Destruction Policy Yes
- Directors and Officers Insurance Policy Yes

External Assessments and Accreditations

<table>
<thead>
<tr>
<th>Assessment/Accreditation</th>
<th>Year</th>
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<tbody>
<tr>
<td>Council on Accreditation for Children and Family Services - Accreditation</td>
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Financials

Fiscal Year

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<tr>
<th>Description</th>
<th>2018</th>
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<tr>
<td>Fiscal Year</td>
<td>July</td>
</tr>
<tr>
<td>Projected Revenue</td>
<td>$4,353,074.00</td>
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<tr>
<td>Projected Expenses</td>
<td>$4,353,074.00</td>
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<td>Endowment Value</td>
<td>1023737</td>
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<tr>
<td>Spending Policy Percentage</td>
<td>Percentage</td>
</tr>
<tr>
<td>Percentage (if selected)</td>
<td>4%</td>
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</table>

Form 990s

Form 990

Form 990

Form 990

Form 990

Form 990

Form 990

Form 990

Form 990

Form 990

Form 990

Detailed Financials

Revenue and Expenses

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$5,091,888</td>
<td>$4,230,990</td>
<td>$3,805,524</td>
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<tr>
<td>Total Expenses</td>
<td>$4,355,685</td>
<td>$4,239,356</td>
<td>$3,805,985</td>
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Revenue Sources

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Foundation and Corporation Contributions</td>
<td>$1,186,764</td>
<td>$651,219</td>
<td>$291,517</td>
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<tr>
<td>Government Contributions</td>
<td>$1,162,099</td>
<td>$1,236,361</td>
<td>$1,277,972</td>
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<tr>
<td>Federal</td>
<td>$889,233</td>
<td>$957,746</td>
<td>$975,154</td>
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<tr>
<td>State</td>
<td>$272,866</td>
<td>$278,615</td>
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<tr>
<td>Local</td>
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<tr>
<td>Unspecified</td>
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<td>$302,818</td>
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<tr>
<td>Individual Contributions</td>
<td>$899,335</td>
<td>$697,409</td>
<td>$803,426</td>
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<tr>
<td>Indirect Public Support</td>
<td>$225,000</td>
<td>$168,750</td>
<td>$270,500</td>
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<tr>
<td>Earned Revenue</td>
<td>$1,542,433</td>
<td>$1,432,837</td>
<td>$1,140,961</td>
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<tr>
<td>Investment Income, Net of Losses</td>
<td>$24,600</td>
<td>$119</td>
<td>$4,004</td>
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<td>Membership Dues</td>
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<tr>
<td>Special Events</td>
<td>$36,242</td>
<td>$30,975</td>
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<tr>
<td>Revenue In-Kind</td>
<td>--</td>
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<tr>
<td>Other</td>
<td>$15,415</td>
<td>$13,320</td>
<td>$17,144</td>
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### Expense Allocation

<table>
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<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
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<tbody>
<tr>
<td><strong>Program Expense</strong></td>
<td>$3,420,364</td>
<td>$3,343,963</td>
<td>$2,992,379</td>
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<tr>
<td><strong>Administration Expense</strong></td>
<td>$621,152</td>
<td>$577,045</td>
<td>$544,296</td>
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<tr>
<td><strong>Fundraising Expense</strong></td>
<td>$314,169</td>
<td>$318,348</td>
<td>$269,310</td>
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<tr>
<td><strong>Payments to Affiliates</strong></td>
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<tr>
<td><strong>Total Revenue/Total Expenses</strong></td>
<td>1.17</td>
<td>1.00</td>
<td>1.00</td>
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<tr>
<td><strong>Program Expense/Total Expenses</strong></td>
<td>79%</td>
<td>79%</td>
<td>79%</td>
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<tr>
<td><strong>Fundraising Expense/Contributed Revenue</strong></td>
<td>9%</td>
<td>11%</td>
<td>10%</td>
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### Assets and Liabilities

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Assets</strong></td>
<td>$2,245,439</td>
<td>$1,456,032</td>
<td>$1,534,683</td>
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<tr>
<td><strong>Current Assets</strong></td>
<td>$1,860,159</td>
<td>$1,060,397</td>
<td>$944,969</td>
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<tr>
<td><strong>Long-Term Liabilities</strong></td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
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<tr>
<td><strong>Current Liabilities</strong></td>
<td>$370,104</td>
<td>$325,900</td>
<td>$387,185</td>
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<tr>
<td><strong>Total Net Assets</strong></td>
<td>$1,875,335</td>
<td>$1,139,132</td>
<td>$1,147,498</td>
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</table>

### Short Term Solvency

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Ratio: Current Assets/Current Liabilities</strong></td>
<td>5.03</td>
<td>3.25</td>
<td>2.44</td>
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### Long Term Solvency

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<thead>
<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Long-Term Liabilities/Total Assets</strong></td>
<td>0%</td>
<td>0%</td>
<td>0%</td>
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</table>

### Top Funding Sources

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Top Funding Source &amp; Dollar Amount</strong></td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Second Highest Funding Source &amp; Dollar Amount</strong></td>
<td>--</td>
<td>--</td>
<td>--</td>
</tr>
<tr>
<td><strong>Third Highest Funding Source &amp; Dollar Amount</strong></td>
<td>--</td>
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</tr>
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</table>

### Capital Campaign

- **Currently in a Capital Campaign?** No
- **Goal** 0
- **Capital Campaign Anticipated in Next 5 Years?** Yes

### State Charitable Solicitations Permit

- **Permit?** Exempt 0

### Comments

**Organization Comments**

**Foundation Comments**

- Audited financial statements and Form 990s prepared by Mitchell Wiggins & Company.
- Revenue from the Capital Campaign broken out by Individuals and Foundations and Corporations based on paperwork provided to the Community Foundation by the organization.