



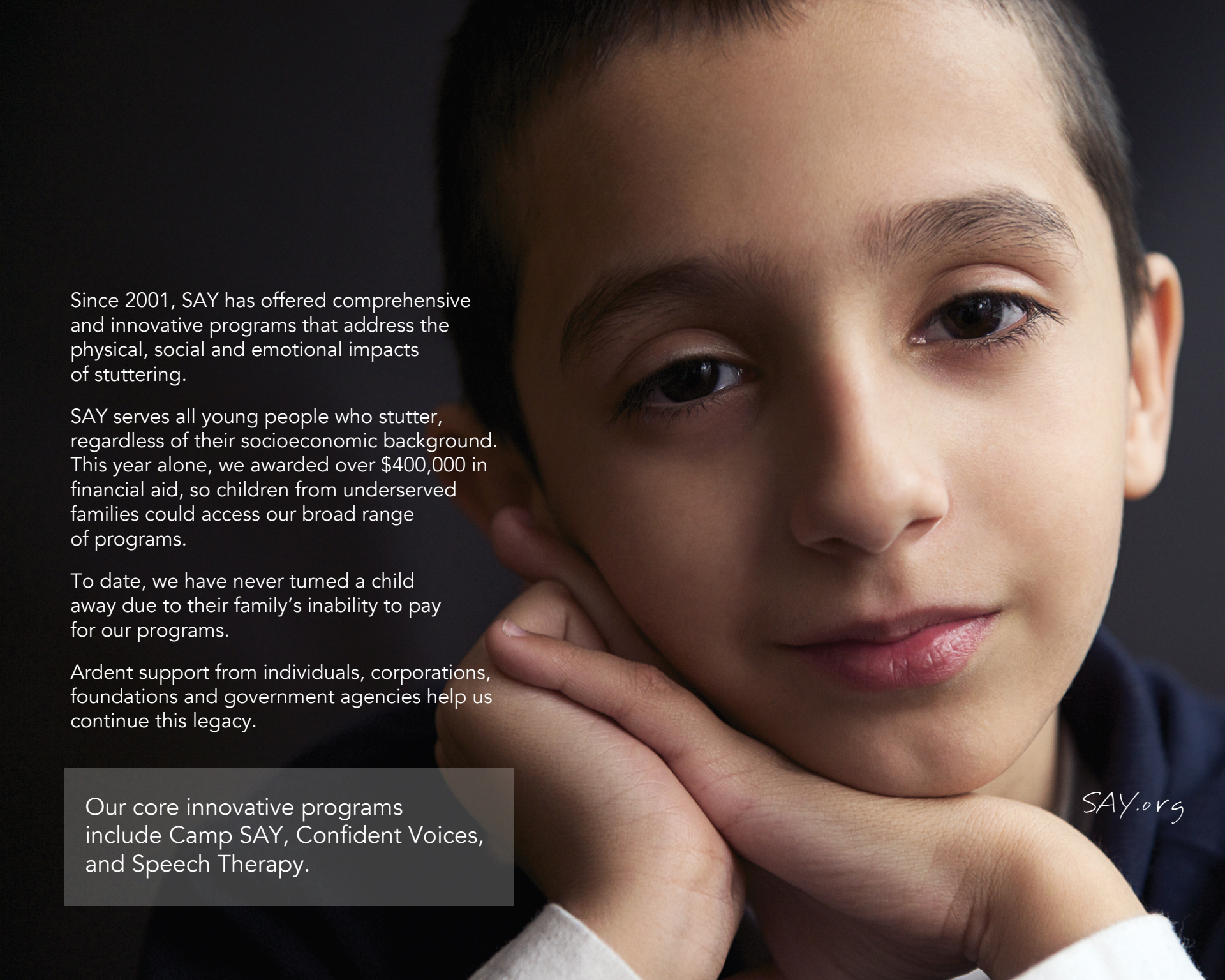
SAY:

The Stuttering Association for the Young

Annual Report

FY2016

September 1, 2015 - August 31, 2016



Since 2001, SAY has offered comprehensive and innovative programs that address the physical, social and emotional impacts of stuttering.

SAY serves all young people who stutter, regardless of their socioeconomic background. This year alone, we awarded over \$400,000 in financial aid, so children from underserved families could access our broad range of programs.

To date, we have never turned a child away due to their family's inability to pay for our programs.

Ardent support from individuals, corporations, foundations and government agencies help us continue this legacy.

Our core innovative programs include Camp SAY, Confident Voices, and Speech Therapy.

SAY.org

Message from our Executive Director

Dear Friends,

This was certainly one of the most exciting years in our organization's history, and a year filled with important changes and achievements at SAY. Building on the highest program enrollment increases in our history, we completed a Strategic Planning Process that confirmed what we knew to be true – SAY is eminently positioned for success – by offering a highly-unique combination of top-quality programs, which address the diverse range of issues that impact young people who stutter, and we welcome children into a lifelong family.

We began implementation of our 2016-2020 Strategic Plan, with major emphasis being placed on capacity building; increasing our full-time staff and enhancing our infrastructure to ensure a strong, effective & efficient organization well into the future. We also expanded our outreach, programming, and developed an enhanced training program to prepare SAY for its next level of growth. We broadened, and deepened, relationships with our individual, foundation, corporate and government donors, generating increased revenue to support continued growth and sustainability.

Ultimately, this year was all about our work with the children. We were inspired by the life-changing results they experienced, and remain so grateful for your continued support. We are excited to share even more news about our programs and accomplishments on the pages that follow.

With deepest gratitude,

A handwritten signature in black ink, appearing to read 'Noah Cornman', with a long horizontal line extending to the right.

Noah Cornman
Executive Director

OUR MISSION

SAY: The Stuttering Association for the Young is a national non-profit organization that empowers, educates, and supports young people who stutter and the world that surrounds them. Through summer camp, speech therapy, and creative expression, SAY builds a community of acceptance where young people who stutter gain confidence and communication skills.

OUR VISION

A world where every voice matters.

CAMP SAY:

A Summer Camp for Young People Who Stutter

"Reuben spent his childhood hiding, and had difficulty making friends. All that changed when Reuben found himself at Camp SAY. No longer hiding, he was talkative, outgoing, confident, and happy."

- Reuben's mother

Our 2-week sleep-away camp is the world's largest & longest-running summer camp for young people who stutter. During its ninth year, camp helped more than 120 kids and teens develop confidence, friendships, independence, improve school preparedness and learn to better advocate for themselves.

In addition to recent, record increases in enrollment, in 2016, Camp SAY received accreditation from the American Camp Association (ACA) – certifying that our camp meets the highest quality facility, staff, & safety standards in the camp industry.

Complementing a broad range of traditional camp activities, our innovative arts programming, and speech therapy were also available at camp, with 3 specialists in stuttering leading individual and group therapy sessions, plus teen support groups.

To measure the profound impact of Camp SAY, we fielded an intensive one-year and longitudinal quantitative research project, which measured camper achievement and confirmed significant camper-reported improvements. This research confirmed that after one summer - just 2 weeks - at Camp SAY children who stutter reported a higher quality of life. Campers that attended multiple summers at Camp SAY, reported improved self-perception and emotional reactions to stuttering, in addition to higher quality of life.

27 States

Campers Joined us
from 27 States

\$443,861

Camp Tuition & Travel
was Underwritten by
SAY Supporters

88%

of Campers Reported
a High Quality-of-Life

86%

of Campers Received
Significant Financial Aid

34%

Recent Increase
in Camp Enrollments

Camp SAY welcomes young people who stutter, ages 8-18, and their young family members and friends.

Camp SAY combines the highest-quality traditional summer experience with programs that empower young people who stutter.

Children from across the US, and beyond, attend our camp for a uniquely fun, highly immersive and life-changing experience.

Learn more about Camp SAY at campsay.org and see the camp fun and our Camp Champions video at bit.ly/campsayblog.

SAY: Confident Voices

After-school & Weekend Programs

"Before joining SAY Vincent wasn't fully participating in school. After a few months at SAY, his teachers noticed a big difference. Now, he's beaming with confidence. What a change."

- Vincent's mother



During its 15th year, our Confident Voices program offered Short Play, One-Act-Play, Songwriting and Mentor Project sessions that build confidence, communication and teamwork. This year, Confident Voices was expanded to include SAY: Storytellers & Digital Storytelling to provide even more opportunities for every voice to be heard!

We also developed a comprehensive Teaching Artist Development Plan, creating a training manual that codified the SAY teaching method, provided information regarding a broad range of program-related topics, and helped each teaching artist lead youth participants through SAY's core program activities. This distinctive approach ensures that participants learn core performing arts skills, while building crucial life skills.

154

Confident Voices
Program Enrollments

\$504,851

Program Costs
Underwritten by SAY
Supporters

75,000+

Original Words
Written for Plays, Songs
& Stories in 2016

57

Professional Actors,
Teaching Artists,
Musicians & Mentors

100%

Teaching Artist
Retention Rate

Our after-school & weekend programs help young people who stutter develop essential skills, and enjoy a unique forum to freely express their thoughts, ideas, and dreams.

Utilizing a broad range of effective program formats – all of which build communication skills and self-confidence – our skilled staff taps into each child's individual strengths and interests, creating a highly individualized experience that generates profound results.

Learn more at [**SAY.org/programs**](https://www.say.org/programs) and watch a WPIX TV segment at [**bit.ly/confidentvoicessay**](https://bit.ly/confidentvoicessay)



SAY: Speech Therapy

"Selah's stutter tried to steal her confidence. She didn't want to speak, and as a parent, it was heartbreaking to know my child was unable to fully express herself. Speech therapy taught Selah how to speak with less physical stress and gave her the confidence to participate in class...and in life!"

- Selah's Mother

SAY's Speech Therapy program experienced tremendous growth with the addition of a full-time Speech-Language Pathologist. We provided therapy in our New York City office, plus treated a large number of children across the US, via Teletherapy.

Our speech program continues to offer customized treatment plans, with individual and group sessions designed to meet specific goals, and provide strategies and solutions for kids and teens to translate into real world experiences. In addition to our ongoing Parent Support Groups, in 2016, SAY added education & support groups for Speech-Language Pathologists and educators.

We presented at numerous industry conferences to support the Speech Language trade and the stuttering community.

81%

of Speech Families
Received Financial Aid

\$171,298

Speech Program Costs
Underwritten by SAY
Supporters

64%

Increase in Speech
Therapy Treatment Hours
Over Prior Year

37%

Increase in Number of Children
Receiving Speech Therapy
Over Prior Year

Speech Therapy provides comprehensive stuttering treatment that incorporates physical strategies to make speaking easier, as well as education, fear reduction, counseling and parent/family integration.

We help young people who stutter, ages 2-18, build self-confidence, enjoy greater independence, increase school participation and advocate for themselves more fully.

Learn more about SAY's Speech Therapy program at SAY.org/programs.

15 years of Continued Growth at SAY

2001

7 Program Enrollments

\$15,000 Annual Budget

\$6,500 in Program Costs
Underwritten by SAY Supporters

1 Full-Time Staff

300 Audience Members

2016

327 Program Enrollments

\$1,731,420 Annual Budget

\$1,120,010 in Program Costs
Underwritten by SAY Supporters

8 Full-Time Staff

6,000+ Audience Members

Since our founding in 2001, SAY has presented hundreds of live performances, featuring over 1,000 original plays, songs & musicals created by and starring our young participants, & our performances have impacted more than 50,000 people.

Letter from our Founder

Love. It all starts with love. Everyone wants to feel loved. Everyone wants to feel heard. Everyone wants to feel respected. Tragically, thousands of young people who stutter are growing up right now in a world where they often don't feel loved, heard, and respected.

Countless kids who stutter give up on their dreams every day. Countless teens who stutter remain silent in class, afraid to speak up, even when they know the answers and have something important to share. Countless kids and teens who stutter dread going to school because they are terrified that they will continue to be bullied, teased, and ridiculed. And sadly, sometimes it is not their fellow classmates that are doing these harmful acts, sometimes it is their teachers.

In Fiscal Year 2016, we devoted our hearts and souls to help, support, educate, and empower young people who stutter and their families. We devoted ourselves to providing a safe and nurturing environment where kids and teens who stutter can gain the strength to come out of the shadows and live a courageous and fulfilled life.

We remain dedicated to our belief that every voice matters. Not some, not most, every voice. We will continue to do everything in our power, each day, to ensure that young people who stutter feel respected, heard, and loved.

From the bottom of my heart, thank you for supporting our mission.

With gratitude,

A handwritten signature in black ink, appearing to read "Taro Alexander" with a stylized circular mark at the end.

Taro Alexander
Founder & President

A Year of Spectacular Performances & Events

Bill Withers Carnegie Hall Tribute Concert

SAY's kids performed with Michael McDonald for almost 3,000 at this spectacular Tribute Concert for music icon, Rock & Roll Hall-of-fame inductee & longtime SAY supporter, Bill Withers. The concert also starred Ed Sheeran, Aloe Blacc, Branford Marsalis, & more, and raised almost \$80,000 for SAY.



Camp SAY Reunion

Almost 100 campers, staff & alumni joined us for an entire weekend of camp-themed events. A great opportunity to reconnect with all of our Camp SAY friends.



Paul Rudd All-Star Bowling Benefit

SAY Board Member, Paul Rudd, hosted his fourth Annual Bowling Benefit. Hundreds of supporters joined us to raise more than \$160,000 to send kids to Camp SAY.



John Lennon Concert at Madison Square Garden

SAY kids performed Happy Xmas with Sheryl Crow, Peter Frampton & Aloe Blacc at this all-star concert celebrating the music of the legendary music icon. The line-up also included Eric Church, John Fogerty, Willie Nelson, The Roots, Steven Tyler, & host Kevin Bacon. The concert was taped and aired nationally on cable.



2016 National Arts & Humanities Youth Program Awards

For a second consecutive year, The President's Committee on the Arts and the Humanities, and its cultural partners - the National Endowment for the Arts, and National Endowment for the Humanities recognized SAY as one of the outstanding arts programs in the country, providing "excellent arts and humanities learning opportunities to young people."

Confident Voices One-Act Shows

SAY teen participants wrote and directed original one-act plays, under the guidance of professional writing and directing mentors. The plays were brought to life on stage by professional actors and designers (sets, costumes, props, music & sound) at The Five Angels Theatre for audiences of family members, friends and more. Talkbacks with the teen writer-directors followed all performances, giving them the opportunity to share their creative insights, experiences and achievements.



Confident Voices Short Play Performances

Kids & teens worked in small groups, under the guidance of professional teaching artists, to write original short plays that they then performed at The Five Angels Theatre for audiences of family members, friends, speech professionals and more. Talkbacks with the participants followed all performances.



A Year of Spectacular Performances & Events (continued)

Confident Voices Songwriters Concert

SAY kids & teens collaborated under the mentorship of staff and professional musicians to write original songs that they performed at Joe's Pub for an audience of almost 200 family, friends and the public.



14th Annual Benefit Gala

Helen Mirren & Kelli O'Hara hosted SAY's Gala honoring Evan R. Bell and Joe Moglia. A star-studded performance, featuring SAY's kids, honorees and celebrity friends, was attended by more than 600 supporters. A benefit dinner followed, with an exciting live auction raising significant funds, so even more children from low-income families could attend SAY programs. Watch the video at: bit.ly/saygala14.



Confident Voices Mentor Project

SAY kids, teens, SAY alumni and adults who stutter worked together to write short pieces they performed at Five Angels Theatre. Performances were attended by hundreds of family members, friends and more. Talkbacks followed all performances.



George Springer Bowling Benefit

Our incredible national spokesperson and MLB player hosted his second annual Benefit in Houston, Texas to support young people who stutter. Hundreds of supporters attended the event, including the Houston Astros.



Camp SAY

From August 2nd-16th, more than 120 campers, and 75 staff & alumni attended Camp SAY.



Bike Hike 720

Corey Caporale again rode more than 720 miles, from Chicago to Camp SAY, to support young people who stutter. Supporters donated approximately \$20,000 to Corey's 2016 ride with more than \$60,000 raised for his rides to date. Read the Chicago Tribune article at: bit.ly/sayhero.



My Beautiful Stutter Documentary

For a year, documentary crews followed SAY kids & teens, chronicling their challenges and triumphs in school, at home, in their community, and their participation in SAY programs. Principal filming for this exciting documentary has concluded and it is currently in post-production.

SAY: Supporters

We are truly honored for every one of our incredible individual, foundation, corporate, & government donors that supported our life-changing work (*this list reflects generous donors who supported SAY with a gift of \$1,000 or more from September 1, 2015 - August 31, 2016.*)

\$25,000 & Above

Barbara & Evan Bell
Common Sense Fund
Gene Ford, Jr.
The Joseph LeRoy & Ann C.
Warner Fund, Inc.
Bettina & Michael Klein
Nanette & Budd Mayer
Michael Dorf Presents
National Endowment for the Arts
New York City Department of
Cultural Affairs
People's Choice Awards
Maria & Fred Ragucci
TD Ameritrade

\$15,000 – \$24,999

Nancy & Bob Downey
Silvia Martinez & Charles Helme
Moglia Family Foundation
Newman's Own Foundation
Robert Posillico
Camilla & Matt Slauson
TD Bank

\$10,000 – \$14,999

Riki Alexander
Charles Besser
Bloomberg L.P.

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\$5,000 – \$9,999

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Corey Gelman
Kathy & Ken Henderson
The Hersher Family Foundation, Inc.
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Tim Hockey
The Hyde and Watson Foundation
Sylvia & Harold Hyman
Paul Johansen
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The Louis and Rachel Rudin
Foundation
Major League Baseball Charities
Manhattan Borough President's
Office
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The Pinkerton Foundation
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Justin Waller & Michael Stehlik
Winifred & William O'Reilly
Foundation
Marcia & Bill Withers

\$1,000 – \$4,999

Diane & Arthur Abbey
Kathleen & Ernest Abrahamson
Patti & John Allbritton
Linda D'Alessandro & Jay Badame
Randi & Mark Berman
Prashant Bhatia
Blackhorse Limo
BMI Music
Ernie Boch
Bonnie & Jamie Schaefer Family
Foundation
John Booth
Everett Bradley
Stephen Braun
Elaine Brumberg

\$1,000 – \$4,999 Continued

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The Canning Foundation
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Chanticleer Athletic Foundation
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Kathy Chazen & Larry Miller
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Jeremy Neuer
Kristen & Amer Nimr
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Phillips 66
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Henry Rubin
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Maria Santos-Valentin
James J. Sarath
Evelyn & Sol Sassoon
Bonnie & Jamie Schaefer
Allison Schneirov Fisch &
Steven Fisch
Maxine Roth Schweitzer
Andrew Sforzini

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Charles Varvaro
Meredith Vieira & Richard Cohen
The Walt Disney Company Foundation
Ms. Fay Widdowson
Melissa Wilkerson
Ellen Wingard
Beth Zadek & Joph Steckel

See a more comprehensive
list of SAY's generous
supporters at:
bit.ly/saysupport

Support us at:
SAY.org/support

SAY: Financials

SAY has experienced steady growth since its inception, with a level of unprecedented growth over the past 5 years.

Total Income in FY2016 was \$1,731,420, more than doubling over the past 5 years

<u>FY2012</u>	<u>FY2016</u>	<u>Income Growth</u> (over 5 years)
\$851,403	\$1,731,420	103%

Total Expenses in FY2016 were \$1,674,495

Contributed Income - Significant Increases were Generated in all Contributed Income Sources:

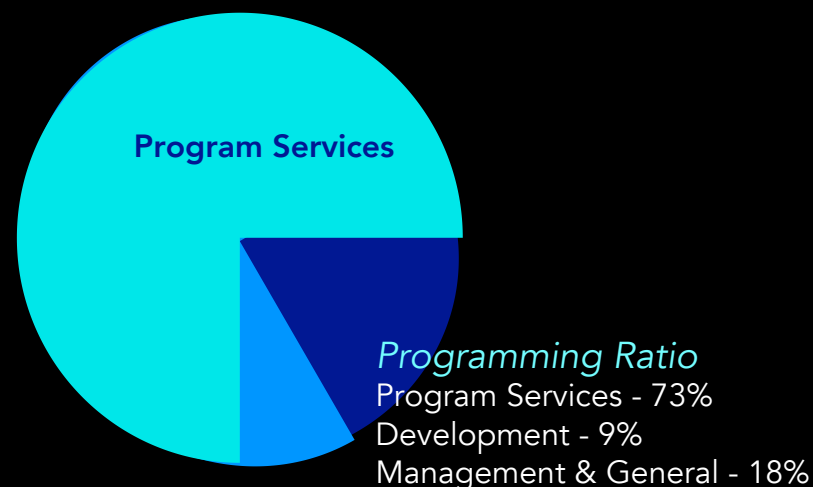
<u>Funding Category</u>	<u>FY2012</u>	<u>FY2016</u>	<u>Income Growth</u> (over 5 years)
Individual Giving	\$378,108	\$729,065	93%
Foundation Income	\$ 79,850	\$305,981	283%
Corporate Support	\$ 40,590	\$192,529	374%
Board Giving	\$130,205	\$325,431	150%

Earned Revenue also Increased by 67% from FY2012 to FY2016

Program Underwriting

SAY continued to underwrite the vast majority of program costs – with a total of \$1,120,010 underwritten in 2016 – so children from underserved families could benefit from SAY programs.

We kept SAY running efficiently – with the vast majority of SAY's budget directly supporting programming, with a low administrative percentage for an organization of our size.



SAY Board of Trustees

Michael Klein (*Chair*)
CEO, Littlejohn & Co., LLC, & SAY Parent

Taro Alexander
Actor, Teacher, Founder & President, SAY

Evan R. Bell
Managing Partner, Bell & Co.

Everett Bradley
Musician, Performer & Musical Director, SAY

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Actor

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Writer

Marc Vetri
Founder, Vetri Family of Restaurants

Marcia Withers
VP/General Manager, Mattie Music Group

Budd Mayer (1918 - 2016)
Chair Emeritus

Words from some of our Amazing Supporters

"I have been inspired for 14 years by the work SAY has been doing. As a parent and a person who has benefited from using my voice to express myself all my life, I want to do everything I can to support an organization for kids that honors their self-expression and helps them find their voices."

- Kelli O'Hara, Tony Award-winning Actor & SAY Gala Host

"I absolutely was blown away by SAY's Gala. There's something very magical about an audience full of people just sitting, without any embarrassment, and waiting for the person onstage to say what they have to say. It's beautiful. It's about making a space to be who you are, and be free and be accepted."

- Helen Mirren, Academy Award-winning Actor & SAY Gala Host

"It is incredibly empowering to be part of a group of people that fiercely support each other as much as the SAY family does. They have been my rock for over 12 years. The confidence I got from SAY has influenced everything I do today. SAY showed me how to accept my stutter, all its challenges, and inspired me to strive to be the best version of myself. Before SAY I spent so much time agonizing over my disfluency. Now I celebrate my stuttering...the person it has molded me into and the people and life it has led me to. My stutter is incredibly humbling yet fiercely empowering."

- Naudia Jones, SAY Alumni

"To see these kids get in front of an audience and speak, which is difficult for anyone, is incredibly moving. What they do just speaks to the power of joining a group and gaining confidence."

- Paul Rudd, Actor, SAY Benefit Host & SAY Board Member

"I'm thrilled to team up with The Stuttering Association for the Young, and wish that I had an organization like SAY when I was a kid. I want to help kids who stutter build the confidence they need to pursue their own dreams."

- George Springer - Professional MLB Player & SAY Spokesperson

"Growing up, I struggled with stuttering, and understand firsthand the anguish, frustration, and anxiety that this common speech disorder inflicts on young people. I hope that every child who stutters has the opportunity to benefit from SAY's program, and that others will support this vital organization."

- Joseph R. Biden Jr.- Former US Vice President