

TEACHERS' TEAMMATES



ANNUAL REPORT

FY 2022-23

October 2023



LETTER FROM OUR BOARD

As we reflect on the close of another fiscal year, Teachers' Teammates offers a giant THANK YOU to all our donors, volunteers and staff. Because of you, students and teachers throughout Delaware County are getting more of the resources they need to thrive in the classroom.

The support of Teachers' Teammates this past fiscal year put at least \$593,854.58 in donated supplies into schools serving students with the greatest financial need. Our membership has grown to more than 500 teachers, and we expect that number to continue to expand in the coming year.

Grants and in-kind donations from major sponsors combined with the generosity of local families and individuals have bolstered our efforts to reach more educators and bring in much needed school supplies. We also reconfigured our staffing and hosted interns who added dedicated hours and expertise to support our mission.

And we anticipate major improvements in the coming year. Most notably, we will be able to DELIVER ALL ORDERS, eliminating an obstacle to membership for many who would not have been able to pick up orders at our Folcroft warehouse.

This progress is only possible because of the remarkable generosity and limitless energy of our supporters.

With gratitude,

The Board of Teachers' Teammates

BOARD MEMBERS



Nancy Gilhool
Board Member



Raelyn Harman
President &
Executive Director



Adriene Irving
Vice President



Jamie Kovatch
Secretary



Sharon Parker
Board Member



Bob Simpson
Treasurer



Joe Teodoro
Board Member



Karen Testa
Board Member

COVER PHOTOS:

Row 1: CADES Weekly Volunteers and Staff • New 12' Shelves • Ryan Conte and Shane Piccara, BHCU Volunteers Delivering Teachers' Orders

Row 2: Boeing Employees' Liftoff for Learning Supply Drive, 2022 • Temple University Neuroscience Lab Staff

Row 3: Tyler and Jamir, Delco HS Logistics and Inventory Management Program • Springfield Boys and Girls Travel Soccer Teams • Girl Scout Volunteers

OUR DONORS

Donations to Teachers' Teammates come in all shapes and sizes, from an outgrown children's book or gently used set of crayons to a five-figure financial grant. Each donation is fundamental to our program and helps us meet our mission to supply educators with the tools they need to help children thrive in the classroom.

Here are our top financial donors from FY2022-23:

Phillies Foundation (\$25,000)
The Foundation for Delaware County (\$20,210)
Wilbur C and Betty Lea Henderson Foundation (\$10,000)
Franklin Mint Federal Credit Union (\$6,500)
WSFS Cares Foundation (\$5,000)
SAP (\$5,000)
Sun East Foundation (\$3,000)



And the good news keeps coming:

➤ Teachers' Teammates has won a \$75,000 grant from the state Department of Education, which will become available in the 23-24 fiscal year. This will help us bolster membership and expand our staff.

Additional donors helped pave the way for educators to become part of Teachers' Teammates:

- BHCU, a local Credit Union paid the cost of all 53 educators at Highland Park Elementary School
- Darby Township Police Department Sunshine Club paid for all the educators' memberships at Darby Township Elementary and SE Delco Kindergarten Center
- The Eddystone Youth Fund paid for all memberships at Eddystone Elementary School
- And the principal of Drexel Neumann Academy arranged for all its teachers to join.

IN-KIND DONATIONS

Donations of supplies and services make as significant an impact on our reach as financial offerings. Our top in-kind donors of this past year include:

Ashley USA (\$62,901 in discontinued products.)
Kids in Need Foundation/Joann Stores (\$37,527 in out of season products.)
STAPLES, Springfield and Narberth Stores (\$22,328 in school supplies.)
Haverford Township Free Library (\$14,520 in books.)
Troutman Pepper Law Firm (\$8,523 in office supplies and branded merch.)
Pfizer (\$12,250 in surplus office supplies)
Sara Hodgson (\$6,728 includes new classroom materials for teachers)
Joe Teodoro/Total Fulfillment Services, LLC (\$6,050 includes storage, Teachers' Teammates T-shirts and bags, printed materials and surplus inventory.)
PECO Small Business Solutions Energy Efficiency Program (\$5,875)
Franklin Mint Federal Credit Union (\$5,590 value of school supply drive)
Holy Family Regional Catholic School (\$6,470 - value of donated tablets.)
Barclays Bank (\$4,167 in office supplies and equipment.)
Many Anonymous Donors dropped off supplies at the YMCA, altogether valued at \$1,000s

VOLUNTEERS

We cannot possibly do what we do without our tireless corps of volunteers!

An astonishing 511 people donated their time and talents at our Folcroft warehouse, and countless others worked for us offsite. Many of them came from 65 different organizations, including sports teams and scouts; communities of faith and residents of recovery programs; employees of local companies, such as Boeing, CHOP and Villanova University; and programs for developmentally disabled students and adults. Others include retired educators, who know all too well how often teachers need to reach into their own wallets for basic supplies.

Here are some highlights:



Interboro HS Students and Staff Volunteers

➤ Many groups of students volunteered at the warehouse for a Day of Service i.e. Villanova University, Widener University, Sacred Heart Academy in Bryn Mawr, Academy Park, Chichester, Delaware Co. Technical High School's Logistics and Inventory Management Program, Haverford, Interboro, Lower Merion, Penn Wood, Strath Haven, Upper Darby High Schools.

➤ Groups of employees from corporations (i.e. The Boeing Company, CIGNA, Franklin Mint FCU, GIANT, Nouryon, PECO, Pfizer, SAP, SunEastFCU, Vault Communications and more) performed community service at their site or at the Teachers' Teammates warehouse.



SAP North America 2022 Backpack.Build



FMFCU Volunteers at West Chester Warehouse



Vault Communications Employee Volunteers



Melissa Carrol and Girl Scout Volunteers

➤ Groups of Volunteers from nonprofit organizations volunteered at our warehouse i.e. Ellwyn, CADES, DCIU, Elwyn, Father Bill Atkinson Service Corp, MVP, Ardmore Presbyterian Church, Newtown Sq. Presbyterian Church, Overbrook Presbyterian Church, Girl Scouts.

STAFFING AND LEADERSHIP

In the past year, our growth has necessitated hiring staff to be able to sustain the work of the organization, which includes solicitation of donations and grants; recruitment and development of membership; receipt of donations and fulfillment of orders; maintenance and organization of our warehouse and website, including the online store; relationship-building with corporations and philanthropic groups; and management of volunteers, among other activities.

We have configured our staffing structure to help us continue to expand our reach and sustain our operations:

➤ The Board voted in January to create a paid position as Executive Director, and welcomed our founder **Raelyn Harman** into that role.

➤  In January, we also hired volunteer and member, APHS Theater Producer, **Holly Weber** as our Programs Operations Manager.

➤ A delivery driver started working this fall so all orders this year can be taken directly to teachers.

Our board also experienced some changes. We welcomed:



Bob Simpson,
Treasurer



Jamie Kovach,
Secretary

And we offer our sincere thanks to outgoing members:

- Cherriel Gentles
- Lisa Mark
- Jaqlyn Zalkind



2023 Franklin Mint Federal Credit Union Community Champion Award



Mrs. Ruiz's Class at Stetser Elementary School



SUPPORTING LITERACY

Book Donations

Very generous donors give many new and gently used books to Teachers' Teammates. When books come into the warehouse, our book volunteers (mostly retired teachers led by Board Member and retired Reading Specialist, Nancy Gilhool) look over each book to make sure it is in good condition and is appropriate

to be in a school. At the same time, they determine the best grade for each book by considering reading difficulty and interest levels. Then they put a nice assortment of 30 books in a bag labeled for that grade level.

The bags are then listed on the on-line shopping list. In addition to the grade level bags, we make bags of books that deal with specific topics, such as careers, arts and crafts, and counseling.

Sometimes we receive multiple copies of the same book. We list these sets separately on the online list.

The bags and sets of books are very popular items. The teacher can use the books any way he or she likes: to augment her/his classroom library, to use for instruction, to give to the students, to write in them, even to cut them up.

We have distributed 483 bags of 30 books each, valuing \$47,470 since July 1, 2022. We have distributed 437 sets of books during the same time period, valuing \$26,534.

INCENTIVE BAGS

Sometimes students need a little boost to meet their potential, and that could come in the form of a special toy or pencil or other treat that teachers can offer as an incentive.

We receive many donations of odds and ends for kids, such as little toys, fancy pencils, stickers, note pads, and play dough. Teachers love to use these things for classroom enhancements, rewards and gifts. We also get donations of odds and ends that the teachers can use, such as die cut letters, fancy paper, classroom decorations, reward certificates and colored chalk.

We sort the kids' items and the teachers' items by appropriate grade level and pack bags of 35 items: 30 for the students and 5 for the teacher. These bags are in constant demand.

Between July 1, 2022 thru June 30, 2023, we have distributed 290 incentive bags valued at \$12,020.



OTHER NOTABLE UPDATES:

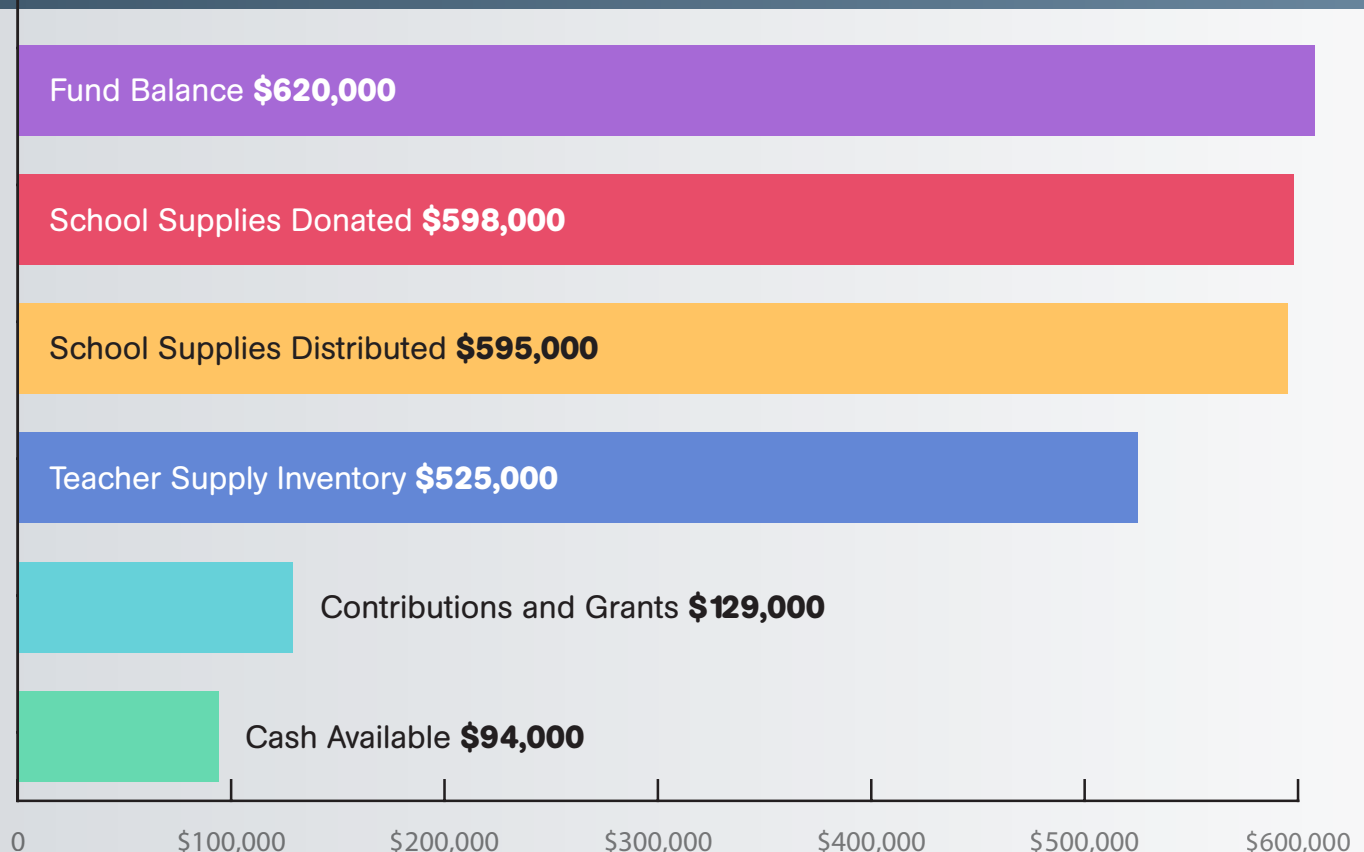
- Teachers' Teammates was named the Franklin Mint Federal Credit Union's 2023 Community Champion.
- 4 New Ceiling Fans were installed at the warehouse thanks to Sun East Foundation.
- 27 New LED Light Fixtures were installed throughout the warehouse thanks to the PECO Small Business Solutions Energy Efficiency Program and the installers, Switch Management Group.
- 56 feet of 12' high shelves were installed allowing us to make better use of the warehouse's vertical space.
- New Hire Gift Bags, valued at \$80 each, were distributed to the newly hired teachers in the schools we serve.
- A sample product was distributed to every educator in the new schools we serve.
- In-person Sales of miscellaneous merchandise were scheduled for Thursdays in August. 106 teachers from a wide variety of schools throughout the Tri-State Region shopped, entered drawings for special prizes and each left with a gift bag.



Teachers shopping at 2022 In-Person Sale

FINANCIAL SUMMARY

Financial Condition June 30, 2023





Row 1: Volunteer, Pete Bradley dropping off boxes of donations from a Joann Store • Harmony and Melody, Weekly Volunteers • Scott Shelley from Sun East Federal Credit Union and Teacher, Lance Bogash, Volunteers and Donors • Weekly Volunteers: Jewel Kurland, TT Board Member Nancy Gilhool and Gail Hollenbeck

Row 2: Students from Drexel Neumann Academy with donated supplies • Ardmore Presbyterian Church Volunteers • Phillie Phanatic and Teacher, Cindy Davis • SunEast Federal Credit Union Volunteers, Terri Lannon and Missy Millison

Row 3: Retired Teacher Patti Mattero, Weekly Volunteer • Stephanie McGrory and Janille Bunney, Pfizer Volunteers • Debbie and Karen, relaying donations from Barclays Bank • Retired Teacher Volunteers, Janet Bowker and Gwen Hayes