2016 Annual Report  CELEBRATING 35 YEARS

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Dear Friends, Spring 2017

Through turbulent times, we’re keeping our eyes on the prize. For us, the prize is more self-reliant families and healthier communities everywhere, but especially for those in low wealth, urban places.

How do we do that? We tackle the basics by partnering with communities (or “isles”) to educate and train, build wealth, revitalize places, and promote green, healthy living. This 2016 Annual Report shines light on why these four business lines fit together and how we innovate for results.

Changing political winds in Washington, D.C. bring many questions about the future of resources and the health of cities. Proposed federal cuts will hit our communities hard. About 25% of Isles’ funds come from federal sources to eliminate lead poisoning and educate and train high school dropouts. If these funds are cut, any short term taxpayer “savings” will be spent many times over when more kids get poisoned and/or end up in prison.

In short, Isles strives to get to the source of problems, not just treat symptoms.

Isles builds local solutions, but we feel a responsibility to learn from and inform others outside our region. For example, Isles tested and learned new ways to prevent childhood lead poisoning this year. We also helped others around the state and country re-think how they might apply the same lessons. We worked to bring smart new investments in lead remediation across New Jersey. By stretching and helping others, Isles impacts current and future Trenton kids—and many more.

By the way, this “learning, researching, and educating” part is powerful but really hard to fund! As a result, we increasingly rely on others like Princeton University to support our research, teaching, and sharing. In 2016, the Woodrow Wilson School and Isles hosted the first-of-its-kind conference on lead poisoning and education, bringing together experts from around the east coast. In addition, I continue to teach social entrepreneurship half-time at Princeton University.

Isles needs flexible funding to innovate, impact communities, build for the future, and now help others. That is where you come in. Your support and friendship are more critical than ever!

Take a look at this report, and tell us what you think. We can’t thank you enough for being there, especially during these times.

In community,
Marty
Pathways to Our Mission

Fostering Self-Reliant Families & Healthy, Sustainable Communities

Train & Educate
Youth & adults prepare for work and life.

Build Wealth
Families manage, protect, and grow assets.

Promote Green, Healthy Living
Communities build gardens, parks, & healthy, efficient homes.

Revitalize Communities
Neighbors plan and create safe, thriving places.
Isles Gets the Lead Out

When Joy Ingram-Robinson’s 2-year-old daughter started acting sick, her mother thought it was because she was a premature baby. “Her fingernails came off but she wasn’t in any pain,” Joy described. So Joy took little J’Selle to the doctor and found that the 2-year-old’s blood lead levels tested at 5 micrograms per deciliter, the Center for Disease Control and Prevention’s reference point for action.

There is no cure for a child that has been poisoned by lead. Lead affects cognition, behavior, health, and IQ. The damage is permanent, though its effect on J’Selle will probably not be known for years. And J’Selle’s poisoning was preventable. It came from lead dust from old paint in her family’s home. A few new windows, encapsulating paint, and a roof repair could have spared this child from the lifelong effects of lead exposure.

J’Selle is not alone. Thousands of homes in Trenton—and other older NJ cities—have not been made lead-safe, and too few families know the potential danger in and around their homes. Thanks to funding from the NJ Department of Community Affairs and US Department of Housing and Urban Development, her home and 200 more will be made safe and energy efficient by Isles in the next 3 years.
Healthy Food, Strong Bodies!

This year, Isles joined Novo Nordisk’s Community Health Collaborative (CHC). The CHC works to prevent early onset diabetes and cultivate healthy lifestyles among second and third grade students at four elementary schools.

As part of the CHC, Isles educates students through gardening, cooking, and nutrition classes. Students discover where food comes from through hands-on gardening lessons and preparing healthy dishes in their classrooms. Fun and engaging lessons foster positive experiences with healthy foods. With more frequent exposure to healthy foods, kids are more willing to try them and more likely to improve their attitudes about health.

Just five months in, students’ perceptions of healthy food are beginning to shift. Each week, they cheer as they prepare a healthy dish or care for the plants in their garden. They request fruits and vegetables more frequently, and they more easily recognize healthy food. It’s amazing to see their excitement grow about trying these foods.

“Isles helped push the state of New Jersey to ADOPT THE NATIONAL STANDARD for identifying children who have been exposed to lead and require case management.”

Isles’ Get the Lead Out campaign positions us to eliminate the threat of lead in Trenton by 2025.

We’re working to raise $900k over the next three years to make this possible. Join us by contributing to this critical effort!

Learn more at www.isles.org/GLO.

“Isles helped push the state of New Jersey to ADOPT THE NATIONAL STANDARD for identifying children who have been exposed to lead and require case management.”

$$$$$ Media & public attention led by Isles and others persuaded the state of New Jersey to commit $20 million to lead testing and home remediation.

Students practice voting on their favorite leafy green.
Isles’ Trenton: Safe City

Trenton’s neighborhoods often make headlines because of what they appear to lack—stable housing, clean and safe parks, recreation, or residents committed to making a difference.

At Isles, we know the real Trenton is better defined by its unique assets—residents and workers committed to a safer, greener city that links to the broader region. Revitalizing and protecting Trenton’s places—its parks, gardens, homes, and more—also creates a safer city. Isles helps create collaborations across the city that involve residents and stakeholders. Trenton: Safe City coordinates community leaders, Trenton city agencies, and nonprofits to prevent violence, strengthen neighborhoods, and increase intolerance for violence in our communities.

This year, T-Recs held 144 events to activate 20 underutilized spaces for 592 hours of operation—that’s 360 miles of fun in 365 days!

In 2016, T-Recs accounted for:

- 252 pieces of chalk used
- 1,080 water balloons thrown
- 1,536 pool balls scored
- 15,552 football passes and catches
- 80,352 ping pong strikes
- 1,555,200 basketball dribbles

“Volleyball? I’d play anything—it’s better than playing video games inside.”
—RJ (age 15)

Trenton Arts in Focus

With funding from the NEA and in collaboration with Passage Theatre and many other local organizations, Isles led a city-wide community-driven planning process to develop a plan for Trenton’s first arts and culture district, the downtown Creek to Canal Creative District. More than 750 people shared their thoughts about how the arts can help to drive community and economic development in Trenton. This project enhances Isles’ long-term revitalization work in the Old Trenton Neighborhood, links it to broader downtown planning and redevelopment efforts, and highlights the strength of Trenton’s existing artists and arts organizations. Implementation of the plan is already underway with several catalytic projects and an active team of Trenton stakeholders committed to making the Creative District a reality.
The Social Profit Center at Mill One

Isles is converting the historic former Atlantic Products mill into a shared space for nonprofits, social for-profit businesses, and artists. New windows, elevator, masonry, and a green and solar roof system were installed this year. The Social Profit Center is about 1/3 leased with artists, Isles training spaces and offices, and nonprofit tenants involved in literacy, job training, recycling, and the arts.

Generous donors to the Volcker Capital Challenge are highlighted on page 11. The 70,000 sqft center will serve a vital role in the region. As we near completion, we’re grateful to all who make this ambitious project possible.

Come take a tour of this exciting space! Call Corey Waldron at 609-341-4734.

Last year, Clean & Green improved and maintained

4 parks and 100 vacant lots, making them safe and beautiful places.

Anthony Cannon, our Clean and Green Crew Foreman maintains a vacant lot.
The Healthy Homes training was very informative, well organized, and helpful. Both Emily and Andre were great speakers, very knowledgeable, friendly and well prepared. I personally would use this training to inform family child care providers of any problems that I may see in the home apart from our inspection report. The training helped me feel confident about sharing the information. My favorite part of the training was interacting with other professionals and hearing about their experiences inspecting homes. I recommend that everyone who owns, rents, or works in homes be educated on keeping homes healthy.”

— Liz Willingham
Family Child Care Specialist

Building a Culture of Health One Home at a Time

For too many children, home is the most dangerous place to be. Studies show that high-quality home visiting programs counter that cruel reality and improve family health, school attendance, and family self-sufficiency. Isles trains and supports an array of home visitors—social workers, peer educators, weatherization professionals, and building inspectors—on lead and other indoor hazards. Home visitors learn to perform lead and healthy homes assessments as part of their in-home duties, helping families make simple changes that can greatly decrease lead poisoning, asthma attacks, falls, and fire hazards.

Andre Thomas, our Training Manager, trains and certifies people in energy efficiency, healthy homes, and environmental health. In 2016, Isles trained 330 individuals.

IYI Alumni Association

Since 1995, Isles Youth Institute has been a powerful force within Trenton, helping over 1,000 disconnected young people gain diplomas and careers. Today, our alumni are part of the fabric of Trenton: they run businesses, own homes, and lead community improvement efforts. They prove the potential for self-reliance.

Our alumni can be a powerful resource for each other and current students. Recently, Isles launched an Alumni Association, similar to alumni groups of local colleges and universities. The Alumni Association helps current and former students network, learn, and find support. For more info, contact Cherie Hooks at 609-341-4756 or chooks@isles.org.
Isles Youth Institute: A National Award

This year, Isles Youth Institute’s Sha’Kiera Davis was selected as one of only twenty national 2016 Helene D. Stoneman Scholars by YouthBuild USA.

Sha’Kiera joined Isles Youth Institute in April 2014. Motivated by her two young children, Sha’Kiera earned her high school diploma and Certified Nursing Assistant license in June 2016. Since then, Sha’Kiera gained a job as a CNA and entered an Associate’s program for nursing at Mercer County Community College. She credits the support of IYI staff, her peers, and her family for her success, noting, “I always planned to follow my mother’s footsteps to become a registered nurse. IYI’s education and hands on learning have taught me what I need to know.”

Sha’Kiera plans to continue working as a CNA while she attends school. She tells us,

“I plan to involve myself in a lot of community service to give back to an inner city clinic to help those in need.”

Sha’Kiera is positive, eager to learn, and committed to her long term goals, traits that will lead to her continued success. The Helene D. Stoneman Scholarship will bolster her on her journey.

Isles’ Leadership Academy at Isles Youth Institute

With targeted support from individual donors, Isles created the IYI Leadership Academy to produce Trenton’s next generation of community leaders. The academy helps students develop skills to counter violence, create safe spaces, improve their relationships, and set and achieve personal goals. Students learn how to be civically engaged and develop long-term, positive habits. Stay tuned for updates from the first cohort of student leaders!

“Though the leadership academy is in its early stages, we’re already seeing progress in our students! They are applying skills learned in the academy to become leaders in the school and their community. It’s great to see students make the connection between the academy and their decision-making and behavior in other settings.”

— Andre Thomas
Isles Training Manager
A Counselor, An Advocate, A Friend

In early January, Eliza Perez came to Isles in tears. A predatory mortgage company was about to take her home. Based on our experience with this company, we knew this would be tough. They often tried to foreclose on homeowners rather than modify loans. Our senior housing counselor, Markese Humphrey, set out to help. Markese and Eliza moved quickly, gathering documentation and preparing for the mortgage company’s questions. As a result, Eliza secured a trial payment plan that turned into a permanent one. Instead of a mortgage increase of hundreds of dollars, Eliza’s increased by $17, a change she could afford. Isles is proud to have helped Eliza succeed, along with hundreds of others like her, since 2008.

Isles provided innovative employer-based financial solutions to 205 employees of Princeton University, the YMCA, Community Options, WomanSpace and Capital Health.

80% of financial counseling customers met their finance goals for credit, savings, or debt.

Last year, Isles helped 12 families save their homes from foreclosure and 11 families buy their first home.
FINANCIAL SUMMARY 2016

2016 ACTUAL REVENUE

- Other Income: 4%
- Individuals: 14%
- Release from campaign: 14%
- Rental Income: 5%
- Foundation and Corporate Grants: 14%
- Government Grants: 47%
- Events: 2%

Total: $5,626,324

2016 ACTUAL EXPENSES

- Administration: 21%
- Community Planning & Urban Ag: 30%
- Resource Development: 12%
- Job Training and Home Energy: 13%
- Financial Services: 4%
- Real Estate: 1%
- IVI: 19%
- Government Grants: 47%
- Resource Development: 12%
- Financial Services: 4%

Total: $5,332,933

A complete audited financial statement will be available at our office or at isles.org/about/publications/financials.

Volcker Challenge

In 2015, Paul and Anke Volcker established a $1 million challenge grant to support the development of the Social Profit Center at Mill One. Thank you to the following donors who helped match these funds.

- Gilchrist and Amy Berg
- Ben and Anna Bernanke
- Madeline and Alan Blinder
- John C. Bogle
- Carnegie Corporation of New York
- Christopher A. and Dianne T. Chambers
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- Robert and Grace Easton
- Essig Enright Family Foundation
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- Greg Gunn and Lisette Nieves
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- Dennis and Connie Keller
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- Martin J. and Tristin Mannion Charitable Trust
- Ron Meier in honor of the future home of Isles@Mill One
- Richard Ober, Jr. and Carol Ober
- Steve A. and Patricia H. Oxman
- Kimberly Ritrievi in honor of Paul and Anke Volcker
- The Sexton Family Foundation
- Vivian and Harold T. Shapiro
- George Soros
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The Karma Foundation
The Little Star Foundation
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Margi and Eli Marie Airens Fund of the Community Foundation of New Jersey
Mary G. Roesbling Foundation
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Meranicas Foundation
New Jersey Conservation Foundation
NJ SIM Foundation
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Pfizer Foundation Matching Gifts Program*
PHC Foundation
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PSE&G Foundation
RBC Foundation
Robert Wood Johnson Foundation*
Rolander Foundation
Roma Bank Community Foundation
Santander Foundation
TD Charitable Foundation
Wells Fargo Housing Foundation
Wells Fargo Regional Foundation
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Capitol Fire Protection Co. Inc.
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Center Jersey Spine
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CT Financial Advisors, LLC
EB Employee Solutions, LLC
First Properties Corporation
Hamilton Family-Owned Jewelers
Herbert, Van Ness, Cayci & Goodell Homesite Company
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NJM Bank
Novartis*
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KeyBank
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RDA Foundation
RBC Foundation
Robert Wood Johnson Foundation*
Rolander Foundation
Roma Bank Community Foundation
Santander Foundation
TD Charitable Foundation
Wells Fargo Housing Foundation
Wells Fargo Regional Foundation
William Penn Foundation*

**Nonprofits and Other Organizations**

Charity Service Centers, P.A.
Dogwood Garden Club of Princeton
EarthShare New Jersey
Garden Club of Trenton
Howell Living History Farm
Jones Farm—NJ Department of Corrections
Lawrenceville School
New Jersey Business and Industry Association
Pennington Presbyterian Church
Presbyterian Church of Lawrenceville
Princeton Friends School
Princeton University
Slackwood Presbyterian Church
The College of New Jersey
Trenton Meeting of Friends
Unitarian Universalist Congregation of Princeton
YouthBuild USA

**Government**

City of Trenton
County of Mercer
New Jersey
NJ Department of Community Affairs
NJ Department of Children and Families
NJ Department of Health
NJ Department of Human Services
NJ Department of Labor and Workforce Development
NJ Housing and Mortgage Finance

US Department of Agriculture
US Department of Energy
US Department of Housing and Urban Development
US Department of Labor
US Environmental Protection Agency

**Matching Gifts**

Isles seeks to recognize all donors who so generously support us. We apologize for any errors or omissions. Please contact us to request any corrections.
Annual donors of $1,000 or more build a bridge between those we serve and those who want to make a difference. They bridge theory with innovative, practical solutions to real life challenges. Join our growing circle of friends for special gatherings to learn about and celebrate the change Bridge Builders bring!

**Donate online** at isles.org/donate or at Isles, Inc., 10 Wood Street, Trenton, NJ 08618.
- Isles also accepts gifts of stock as donations.
- Monthly or quarterly gifts make it easy to join the Isles Bridge Builder circle.

**Increase your donation with a matching gift!**
Your employer may match your gift to Isles. Visit matchinggifts.com/unh to search for your company’s policy and forms.

**Include Isles in your will**
A bequest could be the most important charitable gift you ever make.

It will ensure that future generations benefit from fair, healthy, and sustainable communities.

To assure this work grows, please consider a legacy gift. It can make a big impact. From local to national friends (including Vanguard founder Jack Bogle), people are supporting Isles this way.

For more info on planned giving, visit isles.org/donate or contact Corey Waldron at 609-341-4734 or cwaldron@isles.org.

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Photo: 35 years of work made possible by donors like you!
Consider making a monthly gift to Isles. It helps ensure that Isles can support self-reliant families and healthy communities throughout the year. Monthly giving is convenient, automatic, and makes donating more affordable!

For more information visit www.isles.org or call Corey Waldron at 609-341-4734.