

Lighting the way to a brighter future...



Learning Lamp



2012

ANNUAL REPORT

Our Mission

Engaging all children in the support they need to succeed.

Our Philosophy

Success in education translates into success in life. That's why The Learning Lamp works in partnership with schools, parents, and community-based organizations to provide children with high quality and affordable preparatory, reinforcement and enrichment activities that enhance classroom learning.

Our Services

- One-to-one tutoring and SAT prep
- Quality, educationally-focused child care
- Literacy-based preschools
- Before and after school programs
- Engaging summer camps
- Evidence-based prevention programs
- Credit recovery and summer school
- Enrichment classes
- Online learning
- The Learning Lamp *To Go* portable programs for schools
- The Children's Book Festival of Johnstown
- Professional development for teachers and paraprofessionals
- Alternative education programs for schools
- Staffing services for schools
- Grant writing, communications and project consulting for schools



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Opening Doors

- A Home of Our Own
- Positive Outcomes
- Launch of EcoKids



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Advancing Education

- iStartSmart in Preschool
- Keystones to Opportunity



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Expanding Opportunities

- New Bedford Preschool
- Solutions for Busy Families
- Online Learning Options



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Identifying Needs

- Too Good For Drugs
- Promoting Family Literacy

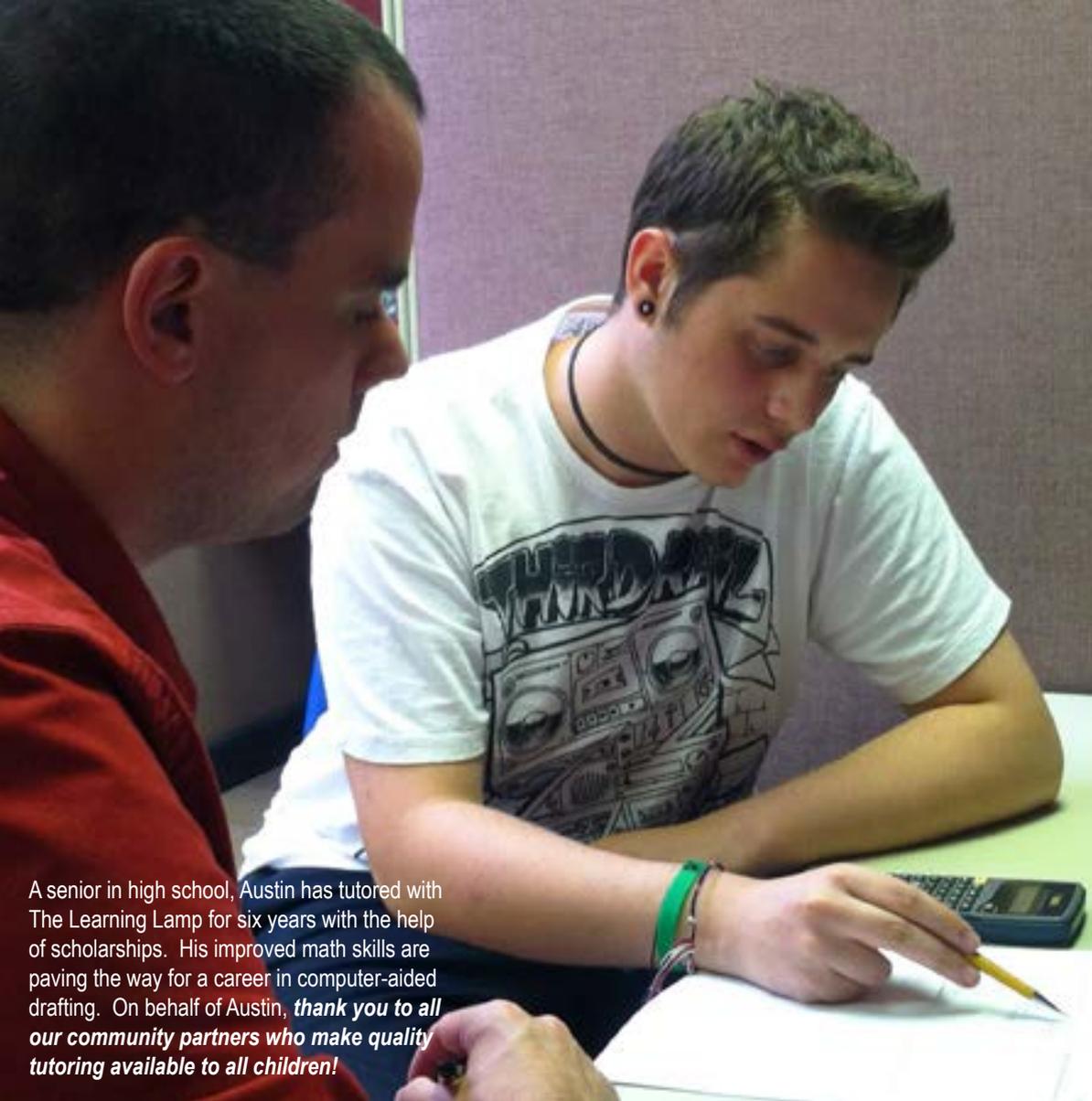


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By The Numbers

- Who We Serve
- How Families and Schools Benefit
- 2012 Revenue and Expenses





A senior in high school, Austin has tutored with The Learning Lamp for six years with the help of scholarships. His improved math skills are paving the way for a career in computer-aided drafting. On behalf of Austin, *thank you to all our community partners who make quality tutoring available to all children!*



The Learning Lamp Takes Up New Residence, Sets the Stage for Growth

In 2012, The Learning Lamp relocated from a cramped 2,700-square-foot leased space to a home of its own with 19,000 square feet and room to grow. The building, at 225 Bedford Street in Johnstown, houses two floors of administrative offices, as well as a large space for educational programs such as tutoring and art classes.

More space was an absolute necessity for the organization, which is now a decade old. When The Learning Lamp began in 2003, the organization had one employee. To date, The Learning Lamp has grown to 239 full- and part-time workers.

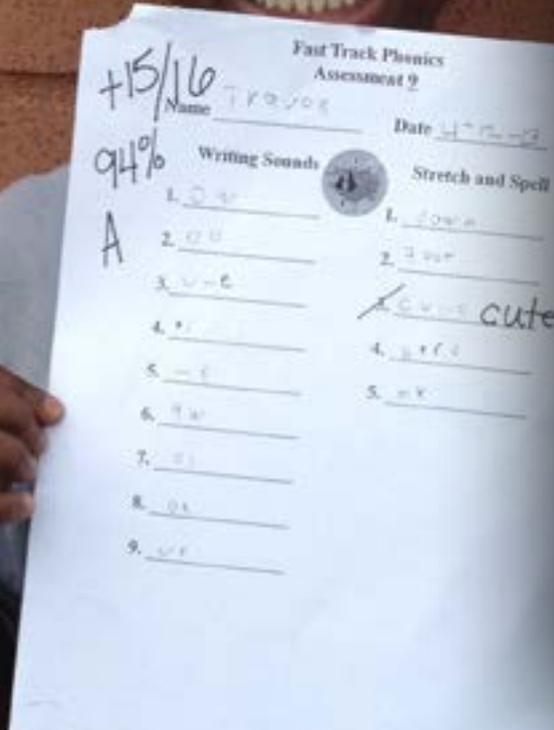


Outreach Program Makes Success Possible For At-Risk Learners

The Learning Lamp enrolled 151 children in our free after school and summer outreach programs for economically disadvantaged children in 2012. More than one in three attended the sites in Johnstown's Moxham, Prospect, and Oakhurst neighborhoods regularly. Of those, 57 percent completed homework on-site all or most of the time. More than two-thirds earned good or better grades!

Travon's Story

A first grader, Travon came to our Prospect location in November after being asked to leave another program. He had failing grades in almost every subject and exhibited aggressive behaviors, both physically and verbally. With intense one-to-one homework help, Travon's academic performance slowly improved. So did his behavior. Staff discovered that Travon acted out because he was embarrassed when he struggled to read in front of the other children. When we removed him from the table and away from his peers during homework time, Travon was able to focus. As he improved his skills, his confidence climbed and his outbursts diminished. The transformation was dramatic!



Sales From Consignment Store Sustain Free After School Programs

Before The Learning Lamp renovated its permanent home, the building had a long history in retail. Recognizing the possibilities, The Learning Lamp repurposed a large retail space in the front of the building into a children's consignment boutique. The idea stemmed from the agency's biannual children's consignment sales. The premise of EcoKids was to create a steady revenue stream for The Learning Lamp's free after school and summer outreach programs. It works by directing half of the proceeds of sales of consigned items to our outreach initiatives and returning the other half to consignors. The store also features the wares of more than a dozen local artisans and hand-made items from around the world. The Learning Lamp opened EcoKids in July 2012 with 85 consignors. More than a year later, EcoKids boasts five times as many consignors and growing weekly sales.



The Learning Lamp Puts iStartSmart Computers in the Hands of Preschoolers

The Learning Lamp aims to level the academic playing field by making high quality preschool available to all children—regardless of income or geography. And that includes the use of research- and standards-based computer software targeted at improving preschoolers' math and reading skills. In 2012, The Learning Lamp began a campaign to outfit each of its pre-k classrooms with five iStartSmart (iSS) mobile tablet computers.

To date, more than 200 students in our programs in Cambria, Somerset, and Bedford Counties have used or are in the process of being introduced to the iSS preschool computers. The Learning Lamp kicked off the iStartSmart in Preschool project through a partnership with North Star School District. Funding from PNC's Grow Up Great initiative and grants from Lee Initiatives and David A. Glosser Foundation purchased iSS units at other sites. The iSS system uses interactive and adaptive learning software to help preschoolers gain mastery of 18 core skills essential for school readiness.

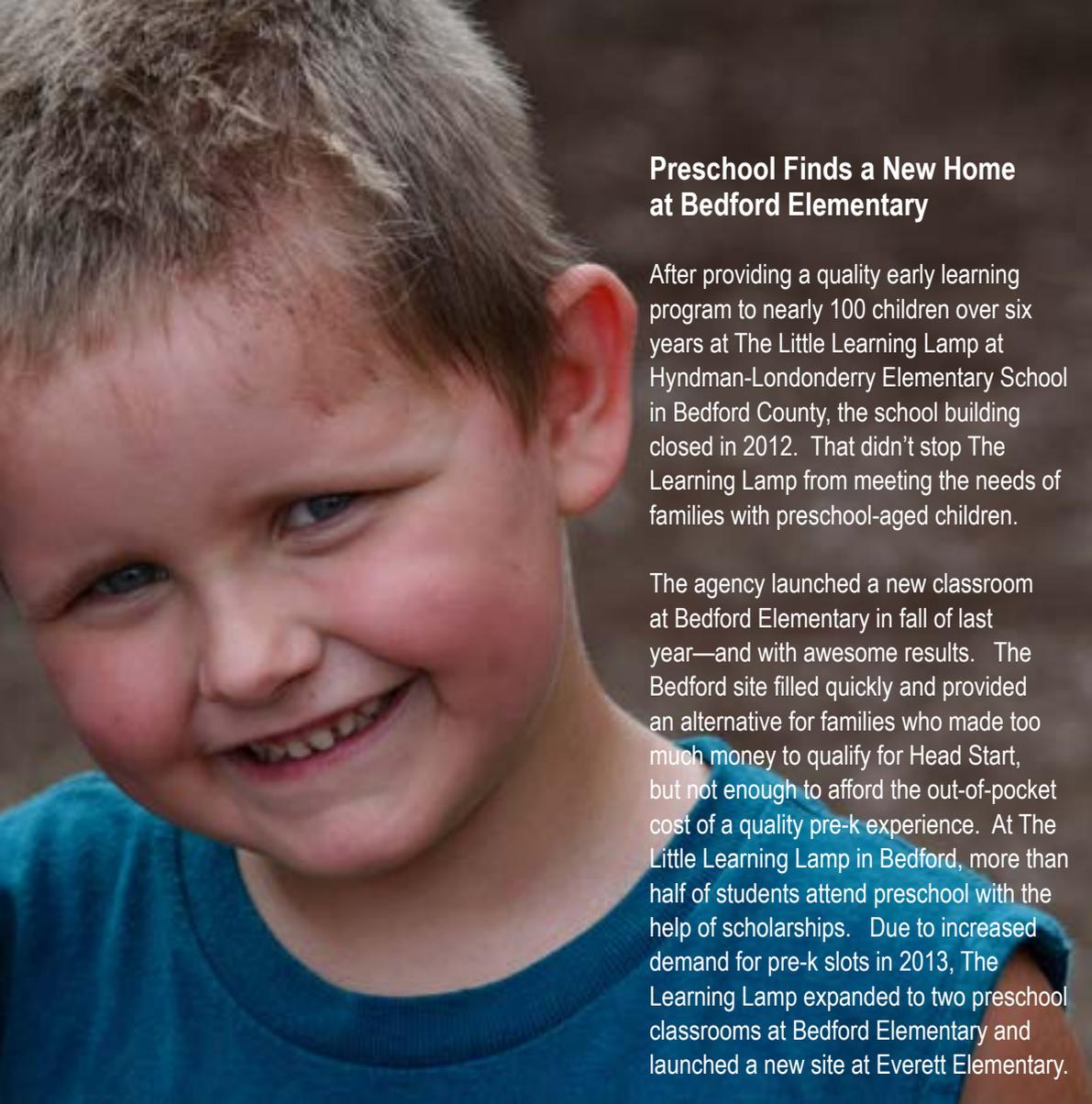


North Star Partners with The Learning Lamp on Comprehensive Literacy Plan

The Learning Lamp became a partner in Pennsylvania's Keystones to Opportunity (KtO) initiative in 2012. The PA Department of Education was awarded \$38 million from the U.S. Department of Education's Striving Readers Comprehensive Literacy Program. The funding was to be used to support Pennsylvania's own comprehensive approach to improving literacy outcomes for children of all incomes and abilities.

North Star School District was among 56 Pennsylvania school districts selected to share in the money. The district reached out to The Learning Lamp to serve as its primary provider of early childhood education. The bulk of children enrolled in The Learning Lamp Center for Children in Jennerstown transition into kindergarten at North Star Central Elementary School.

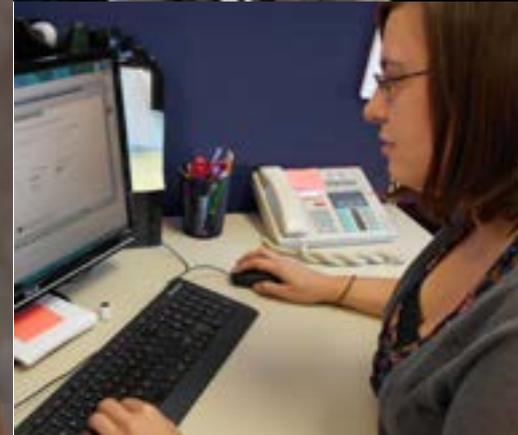
Through North Star's KtO grant, The Learning Lamp received 10 mobile tablet computers and a touch screen table top computer aimed at improving preschoolers' kindergarten readiness in math and reading. The district also invested KtO funds in supplies and learning materials for the site, as well as professional development for staff.



Preschool Finds a New Home at Bedford Elementary

After providing a quality early learning program to nearly 100 children over six years at The Little Learning Lamp at Hyndman-Londonderry Elementary School in Bedford County, the school building closed in 2012. That didn't stop The Learning Lamp from meeting the needs of families with preschool-aged children.

The agency launched a new classroom at Bedford Elementary in fall of last year—and with awesome results. The Bedford site filled quickly and provided an alternative for families who made too much money to qualify for Head Start, but not enough to afford the out-of-pocket cost of a quality pre-k experience. At The Little Learning Lamp in Bedford, more than half of students attend preschool with the help of scholarships. Due to increased demand for pre-k slots in 2013, The Learning Lamp expanded to two preschool classrooms at Bedford Elementary and launched a new site at Everett Elementary.



Windber Before and After School Program Finds Niche in Community

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The Learning Lamp Before and After School Program at Windber Elementary School opened its doors in fall of 2012 to an appreciative group of parents.

The program, one of nine in Cambria and Somerset counties, enrolled 54 students in grades K-5 in its first year. The positive response reflects the tremendous need for such care among working families in Windber and surrounding areas. In fact, because the program drew a greater number of participants than could fit in one classroom, our staff worked with the school district to extend after hours activities to the cafeteria, gymnasium, and library to meet demand.

Online Learning Gains Momentum in 2012

The Learning Lamp grew its online learning program in 2012, both in terms of students served and number of participating school districts. During the 2012-13 school year, our teachers worked with 415 students in 31 school districts in 20 Pennsylvania counties. That's a 14 percent increase in students and more than double the number of participating districts from the previous school year. Our online credit recovery program extended its outreach as well. Participation in online credit recovery increased 30 percent from the summer of 2011 to summer of 2012. Plus, the program added students from 16 additional school districts.



Elementary School Students Learn They Are Too Good For Drugs

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The Learning Lamp solidified its role as a trusted provider of prevention programs in Cambria and Somerset Counties in 2012 with the award of a two-year, \$122,886 grant from the Pennsylvania Commission on Crime and Delinquency. The grant paved the way for elementary students in both counties to take part in recurring, comprehensive drug and alcohol prevention lessons—sooner rather than later, which is unlike most programs that typically target middle and high school students.

Initially, Too Good for Drugs (TGFD) was to be delivered to 1,380 students in grades 3-5 each year for two years. At the end of year one, our prevention team taught the curriculum to 2,195 students! The Learning Lamp picked up additional schools and expanded its offerings to include a Too Good model for high schoolers enrolled in our alternative education programs and summer sessions for at-risk youngsters participating in our free outreach camps, as well as camps offered by the Boys and Girls Club of Somerset County. And with positive results. Pre- and post-program testing showed across-the-board improved knowledge and positive changes in views on drugs and alcohol.



Children's Book Festival Soars to New Heights

The Children's Book Festival of Johnstown reached new heights in 2012—and raised the bar for future festivals. The free, three-day event aims to foster a love of reading among children and put books in the hands of young readers of all incomes. The 2012 festival featured internationally-known, award-winning author/illustrator Steven Kellogg. It was the first time The Learning Lamp presented an author of Kellogg's caliber.

His notable titles and characters, such as *Is Your Mama a Llama* and his beloved *Pinkerton and Rose* series, drew 1,100 children and adults to the Bottleworks Ethnic Arts Center and neighboring Art Works venues. Another 900 students in five counties also participated in a fun and creative book mark contest. In addition, Kellogg delivered multiple pre-festival assemblies to 533 elementary school children in suburban Johnstown. Kellogg's on-site illustration and storytelling was phenomenal!

The 2012 festival's success was undoubtedly a factor in a National Endowment for the Arts grant award to support the festival in 2013. The \$10,000 grant enabled us to put together a powerhouse lineup of guest author/illustrators that included Nick Bruel and Suzanne Bloom and master storyteller Charlotte Blake Alston. The 2013 festival attendance nearly doubled from the previous year and included triple the number of low-income participants!



By The Numbers

- ✓ The Learning Lamp served **13,339** students from **75 school districts** and **35 counties** of Pennsylvania in 2012.
- ✓ **413 students** participated in school-based and after school tutoring designed to help them close skill gaps and stay on track in school.
- ✓ **962 working families** relied on our child care centers, school-age care programs and summer camps.
- ✓ **241 children** attended preschool at one of The Learning Lamp's eight preschools serving children in Cambria, Somerset and Bedford Counties.



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- ✓ The Learning Lamp invested **\$54,000** in preschool scholarships for low-income families. Every dollar spent on a quality early learning program saves between \$7 and \$17 on social services later in a child's life. Through scholarships, The Learning Lamp helped our region avoid **\$648,000 in future social services spending**.
- ✓ **161 students** participated in alternative education programs targeted at resolving behavioral issues and keeping them on track for high school graduation. If just half of students receive a high school diploma, each will earn an additional **\$7,482 per year** over students that drop out of school. That's an **annual return of \$602,301 or \$6 million over 10 years!**
- ✓ **2,895 children** in Cambria, Somerset and Bedford counties participated in school-based prevention programs designed to help them avoid peer pressure and drug and alcohol use and make good decisions.

REVENUE



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|-----------------------------|-------------|-----|
| Program Income | \$3,765,672 | 71% |
| Donated Support | \$1,059,013 | 20% |
| Grants & Scholarships | \$151,277 | 3% |
| Contributions & Fundraising | \$325,088 | 6% |

EXPENSES

To all of our community supporters, Thank you!

With your help, 87 cents of every dollar contributed to The Learning Lamp goes right back into direct services for children. The future has never looked brighter!



| | | |
|------------------|-------------|-----|
| Program Services | \$4,462,297 | 87% |
| Administration | \$524,165 | 10% |
| Fundraising | \$118,305 | 3% |

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