

### Dear YES Community:

We hope this letter finds you and your families healthy and well. As we write this, King County is experiencing increased vaccine access and things are starting to open back up. While we are not clear on what this will mean long-term for our young people and their families, we do feel optimistic. Our optimism comes from the fact that, although YES saw first-hand how 2020 brought the children, youth and families we serve challenges that at times seemed insurmountable; we also saw how our community of staff and supporters stepped up to help during this unprecedented time.

#### THANK YOU ALL

First, we want to thank all of you who supported YES in 2020. Because of your continued generosity, and in many cases even deeper investment, we were able to offset financial reductions experienced due to the impact of COVID-19, and a simultaneous change in the Medicaid reimbursement system that significantly reduced mental health benefits for our lowest income clients. Literally, without your support we would have had to reduce our impact and reach at a time that we saw a dramatic rise in behavioral health needs.

#### COMMUNITY CHALLENGES IN 2020

The 2020 behavioral health needs (mental health and substance use) of our community were complicated. In short, the

pandemic created a significant rise in serious issues such as depression and anxiety, while also creating the challenge of getting youth connected to our services for help. The shutdown of schools and community sites where YES staff are normally located is just one example of a barrier we encountered. While some youth who had already been receiving our services continued to do so and remained stable, others had their mental health issues escalate,

requiring deeper work with us. Additionally, many youth who had never experienced mental health challenges found themselves in need of help for the first time. Unfortunately, the best predictive models show this impact will continue for many youth long-term, well beyond pandemic recovery.

#### YES' IMMEDIATE COVID-19 RESPONSE

At YES, when the world closed down, WE DID NOT. Amazingly, within a 36-hour period in March 2020, we shifted all of our services to telehealth platforms. Knowing we would not have the school and community sites in which to reach youth, we put in place secure HIPAA compliant encrypted email and texting ability in order to communicate with kids. We also worked

with the school districts and modified our YES sites to facilitate access to technology so clients without computers or devices could access our services virtually. We did extensive phone and mail outreach to those clients and families who did not transition well to our virtual services, in order to engage them and provide support. As soon as safety protocols allowed, we quickly put in place a hybrid model of offering in-person services to engage those young people and families who were not utilizing telehealth, and continued virtual services for those who were.



#### FOCUS ON RACIAL INJUSTICE

We must also acknowledge both the amplification of and focus on the impact of racial injustice and social tension locally and nationally during 2020. We are proud to have supported the young people and families in all of our programs in the context of this, especially those in our Latinx and LGBTQ+ groups. We were also able to focus on and grow our behavioral health services supporting the Asian/Pacific Islander community, a group known to have experienced an increase in discrimination amidst COVID-19.

#### FACING THE FUTURE WITH CONFIDENCE

As we stated at the beginning of this letter, we at YES face the future with confidence and optimism for our youth, their families and our community. We thank you again for your continued deep support of the mission of YES, and we look forward to our continued journey with you to make a lasting positive impact on the future and well-being of youth and families.

Kind Regards,



David W. Downing  
YES CEO



Phil Kasin  
2020 YES Board of Trustees  
President

# 2020 FINANCIALS

## REVENUE

Government & School Districts	\$ 3,429,141
Contributions & Special Events	\$ 2,109,297
Private Insurance	\$ 638,865
Investment & Other	\$ 199,631
In-Kind	\$ 286,045
<b>Total Revenue</b>	<b>\$ 6,662,979</b>

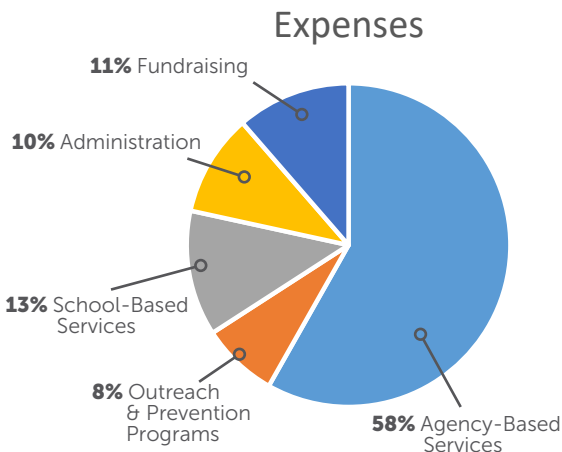
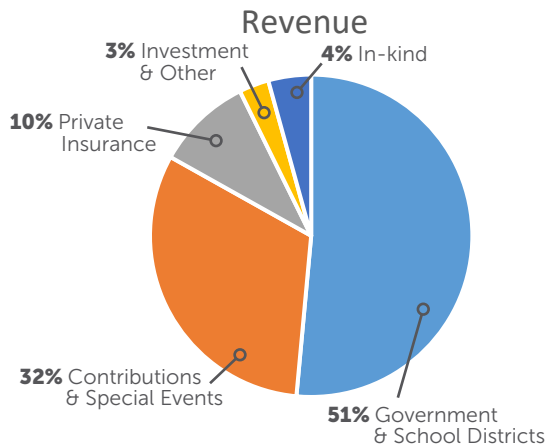
## EXPENSES

Agency-Based Services	\$ 4,031,725
School-Based Services	\$ 868,561
Outreach/Prevention/ Community Education	\$ 531,952
Administration	\$ 706,960
Fundraising	\$ 788,131
<b>Total Expenses</b>	<b>\$ 6,195,620</b>

**Total Assets** \$ 12,797,243

**Total Liabilities** \$ 911,161

**Total Net Assets** \$ 11,886,086



# Thank you to our generous donors in 2020. We are grateful for every gift!

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We are very grateful to Sherry and Jim Ladd for their generous \$250,000 legacy gift in honor of Sherry.

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## Provide for the Future and Help the Most Vulnerable

Making a gift to YES in your will, trust or beneficiary designation is an easy and meaningful way to invest in the future of our community. Your planned gift can help provide critically needed mental health and substance use services to children and youth regardless of their family's ability to pay, well into the future. **CHOOSE THE RIGHT GIFT FOR YOU:**

- Gifts in your Will or Living Trust
- Gifts by Beneficiary through your IRA, Life Insurance Policy, Bank or Brokerage Accounts, or Savings Bonds.
- Gifts through your annual IRA distributions

Be remembered as someone who made our community better by helping children and youth grow up living their lives to the fullest.

To notify us of your legacy gift and join YES' Legacy Society, please contact Lisa Hay, Chief Advancement Officer at **425-586-2328** or [lisha@youtheastideservices.org](mailto:lisha@youtheastideservices.org). For more information about legacy giving visit [youtheastideservices.org/legacy](http://youtheastideservices.org/legacy)

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