

Annual Report



Fiscal Year 2018-19

July 1, 2018 - June 30, 2019

www.EncoreLearning.net

FY2018-19 Overview



Encore Learning is pleased to share the Annual Report for the year from July 1, 2018-June 30, 2019. With 985 members, 63 courses, 44 Special Events, 10 Clubs, 70 instructors, and 150 volunteers the organization continued to grow during this 16th year of programming.

The quality of our courses stands strong. Member evaluations show

- Average instructor rating of “Outstanding”
- 91% would recommend the course to another member.

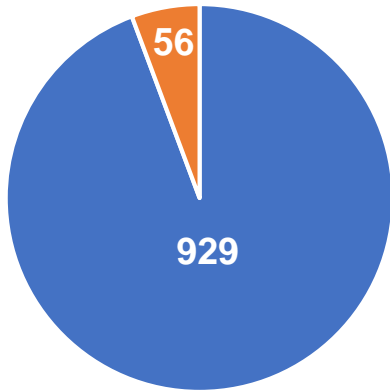
Our members are actively engaged - 94% took at least one course.

As a 501(c)(3) nonprofit organization membership dues and donations are tax deductible as a charitable contribution. The board and staff work diligently to ensure cost-effective delivery of courses and programs. Gifts from members and donors ensure our sustainability, and enable us to support various scholarship funds.

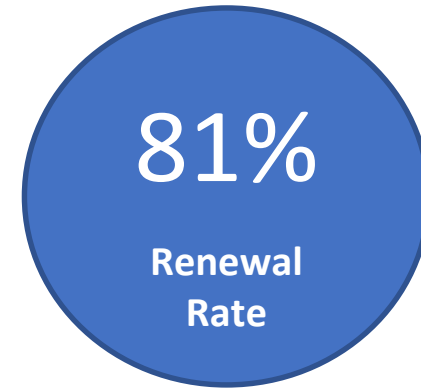
This year was the last year of long-time executive director Marjorie Varner’s tenure. The organization thrived during her 15 years of service and this report reflects her dedication.

Membership

985 Total Memberships



■ Paid ■ Unpaid



Course Registration



Semester (July-Dec/Jan-Jun)	Enrolled	Waitlisted	Dropped	Total	Members Enrolled	Courses Offered	Seats Available	% Seats Sold
Fall 2018	1221	101	50	1382	657	33	1472	83%
Spring 2019	1098	180	91	1369	651	30	1362	81%
Total (FY)	2319	281	141	2751	924*	63	2834	82%

These courses would not be possible without the generous donations of time and talents by our Instructors.

*Note this is 94% of our membership (985 members).

Special Events



Events Open to the Public:

We offered 20 "Encore Learning Presents" lectures, co-sponsored by Arlington County Library.



Author Dr. Chip Beck

We held two Course Previews, one before each semester. We held our first Clubs Open House in April 2019.

Special Events

Events for Members only:

We offered 24 members-only tours with 464 seats reserved. We held our Annual Meeting in May 2019.



Clubs

- Breakfast Club
- Bridge Club
- Cinema Club
- Current Issues Discussion Group
- Ethnic Lunch Club
- Kayak Club
- Mindfulness Club
- Nonfiction Book Club
- Tech Hobbyist Club
- Travel Club – monthly



New this year! Our Tech Hobbyist Club.
Photo courtesy of Club Coordinator Steve Shapiro.

Giving



Annual Arlington Youth Scholarship

Awarded to an Arlington high school graduate who will attend George Mason University or Marymount University. Administered through Arlington Community Foundation (ACF)

Annual John T. Sprott Scholarship

Awarded to a graduate student in Mason's Schar School of Policy and Government

Annual contribution to Arlington Public Schools' **Janice Gentry Scholarship**

The **Encore Learning-McCracken Memorial Endowed Scholarship**

Awarded to undergraduates who are Arlington residents and graduates of an Arlington public or private high school.

Fiscal support for programs offered by Arlington County's Office of Senior Adult Programs

Contributions to our General Fund to cover operating expenses are gratefully accepted



FY2018-19 Financials

Revenue



Membership	\$57,595
Registration	\$126,510
Donations to Arlington Youth Scholarship	\$2,155
Donations to General Fund	\$1,080
Interest Income	\$9,454
Total Revenue	\$196,794

Expenses



Grants and Scholarships	\$10,000
Payroll Expenses	\$95,027
Accounting/Audit Fees	\$5,615
Occupancy	\$6,210
Printing and Publications	\$11,023
Membership & Registration Management Fees	\$13,051
Insurance and Taxes	\$3,203
Computers and Peripherals	\$1,163
Membership and External Events	\$6,172
Class Aides/Instructors (Parking)	\$5,880
Total Expenses	\$157,343

Balance Sheet



Encore Learning Balance Sheet

	As of June 30, 2019	As of Jun 30, 2018 (Prior Year)
<i>ASSETS</i>		
Bank Accounts	\$235,872	\$207,044
ACF Fund	\$154,182	\$144,851
TOTAL ASSETS	\$390,054	\$351,895
<i>LIABILITIES</i>		
Credit Card Payments Due	\$364	\$1,656
<i>EQUITY</i>		
Unrestricted Net Assets	\$350,239	\$301,692
Net Income	\$39,450	\$48,547
Total Equity	\$389,689	\$350,239
TOTAL LIABILITIES AND EQUITY	\$390,053	\$351,895

2018-19 Board of Directors



Arthur Gosling	President
David Rhoad	Vice President
Thomas C. Adams	Vice President
Joan Carter	Secretary
John Morton*	Treasurer
Barbara Spangler	Academic Programs Committee Chair
Eileen Janas	Class Aides Committee Co-chair
Gail Massot*	Class Aides Committee Co-chair
Christine T. Milliken	Community Advisory Council Chair
Martin Suydam	Information Technology Committee Co-chair
Stephen Spangler	Information Technology Committee Co-chair
Carol Cochran	Membership Committee Co-chair
Kathy LaPier	Membership Committee Co-chair
Millie Lawson	Publications Committee Co-chair
Jill Neuville	Publications Committee Co-chair
Kris McLaughlin	Special Events Committee Chair
Steven Shapiro	Volunteer Committee Chair

*term ended 6/30/19

2018-19 Community Advisory Council



Kate Bates	President and CEO, Arlington Chamber of Commerce
Robert H. Brink	Former Senior Legislative Advisor, Office of the Governor of Virginia
Katie Cristol	Chair, Arlington County Board
Barbara Favola	Member, Virginia State Senate
Jay Fisette	Former Member, Arlington County Board
David M. Foster	Past President, Virginia State Board of Education
Patrick A. Hope	Member, Virginia House of Delegates
Diane Kresh	Director, Arlington County Library
Kris Martini	Director, Career, Technical & Adult Education, Arlington Public Schools
Patrick K. Murphy	Superintendent, Arlington Public Schools
Una M. Murphy	Director, Arlington Campus Administration, George Mason University
Edward Rhodes	Professor, Schar School of Public Policy and Government, George Mason University
Theo Stamos	Commonwealth's Attorney for Arlington County and the City of Falls Church
Rip Sullivan	Member, Virginia House of Delegates
Tannia Talento	Member, Arlington Public Schools Board
Emma Violand-Sanchez	Founder and Chair of the Dream Project
Mary Margaret Whipple	Member, Virginia Board of Health
Olivia Wong	Director, Public Relations, WETA

Strong Alliances Foster Growth



THANK YOU to our Partners & Affiliates:



Office of Senior Adult Programs



NATIONAL CAPITAL REGION

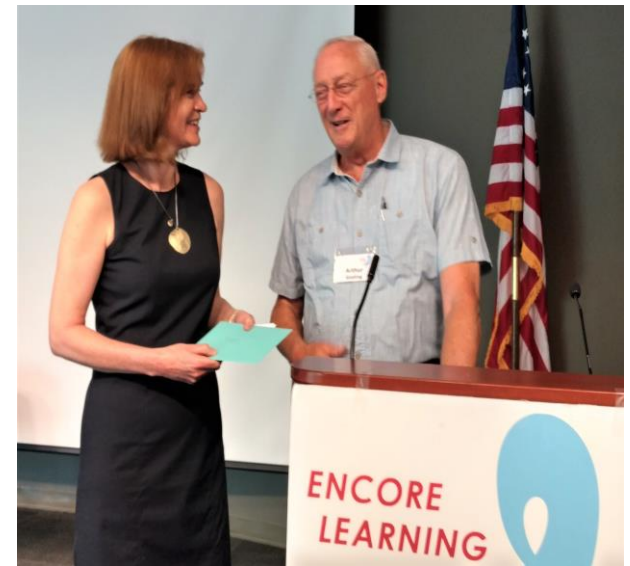
2018-19 Staffing



Each member of our governing Board of Directors is an unpaid volunteer from our membership.

In 2018-19, we had three part time staff members:

- Marjorie Varner, Executive Director
- Patty Rowland, Office Administrator
- Beth Dowd, Data & Communications



President Art Gosling commends Marjorie Varner for her 15 years of service at our Annual Meeting in May 2019.

Changes since July 1, 2019: Lora Pollari-Welbes joined as Executive Director. Added fourth part time staff position, Academic Course Coordinator, filled by Donna Banks.



Photo by Member Lee Cooper.

Thank you!

We appreciate your support of Encore Learning.

Encore Learning

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www.EncoreLearning.net