2016-17 Staff:
Leah Okimoto, Founder & Executive Director
Kimberly LaBonte-Kay, North Shore Regional Director
Amanda Atkins, Lowell Project Mentor
Nana Younge, Lowell Project Mentor
Katelyn Adams, Special Projects Manager

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President: Marianne Cashman, Realtor, William Raveis Real Estate, Andover
Vice President & Clerk: Kathy Egmont, Executive Director, Salem Academy Charter School, Salem
Treasurer & CFO: Teg Rood, Principal, Rood Consulting, Lowell
Dr. Connie Chung, Research Program Director, Harvard Global Education Innovation Initiative, Cambridge
John Hilliard, Senior Director, Next Jump Inc., Cambridge
Rosemary Infante Costello, Philanthropy and Social Advocacy Professional, Beverly
Dinesh Makhija, Software Development Manager, Amazon Lab126, Cambridge
Aldonsa Pereyra, Comptroller’s Office, Phillips Academy, Andover
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Heidi Burgess
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Jooé Kim
Fabio Malagisi
Dr. Paul Nguyen
Natalie Nicholson
Barb Petricone
Victor Sheen

“When I see how...joyful [people] get when they see us coming, it gives me joy and hope. Thank you so, so, so much for always believing in all of my ideas.”
- Ernestine, 7th grade

“Aaron’s Presents has taught me to focus on the positive in life, and do the best I can to solve the negative.”
-Mablean, 8th grade
From our Founder and Executive Director

Dear Friends,

As I write this, the news from around the world feels completely overwhelming. There is so much devastation from natural causes, and so much pain that humans are inflicting on each other. But as always, in the midst of struggle and loss, there is hope and beauty also in the form of human beings sharing kindness, strength, compassion, humility, forgiveness, courage, character, skills and knowledge with others.

Some of these people are the 327 children we have had the honor of mentoring this year as they carried out their vision for making others’ lives better in some way, big or small. It is our experience that this generation of youth, which often gets a bad rap as narcissistic and low in empathy, is as eager to give and contribute to society as any. They have a lot of choices and negativity being thrown at them constantly, but given the opportunity to experience the sense of purpose and empowerment that comes from making a positive difference in someone else’s life, they only want more.

You have given them that powerful opportunity, and I hope that you will feel the impact as well as our and their immense gratitude on every page of this annual report. You have given them what each of us is ultimately seeking: the assurance that their lives matter, and that they are needed and valuable exactly as they are. Combine that with fun and laughter, and the result is utterly magical.

Thank you!

From the President of our Board of Directors:

What a year it has been!

On behalf of the entire board, thank you to all of you for supporting us in so many ways. Your generosity has allowed us to support 327 kids this year dream up and carry out 137 (Wow!) projects and impact the lives of over 4,400 individuals or animals.

Our participants continue to inspire and astound me! I am touched to my core when I reflect on the projects that these kids came up with – filling backpacks full of supplies for homeless adults, planning a visit with veterans, visiting an elderly man and his dog, and planning activities for foster children. I am moved not only by the fact that these were the kids’ own ideas but also by what they learned and experienced while bringing them to life. They have learned about people’s struggles and to think of others, not only themselves. They have also seen firsthand the positive impact that their projects have made, because of their initiative and willingness to act. These kids are making a difference – and getting a charge out of it – and their words and faces clearly express their desire to continue bringing about positive change in this world. That is a home run!

As you read through our Annual Report, I am sure you will enjoy learning more about Aaron’s Presents, the kids and the impact they are making every day. Get ready to be amazed!

Marianne Cashman

Marianne Cashman
Realtor, William Raveis, Andover
### OUR IMPACT

#### 57%
Children of color

#### 51%
Are economically disadvantaged

#### 7-14
Age of Participants

#### 2nd-8th
Grade

#### 52
Avg. # of people/animals impacted per project

**“I realize that many struggle.”**  
- Josiah, 6th grade

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**Diagram:** Map of participating cities and towns.

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<thead>
<tr>
<th></th>
<th>% of Boys</th>
<th>% of Girls</th>
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<tr>
<td>Jan - June 2014 Pilot</td>
<td>26</td>
<td>74</td>
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<tr>
<td>July 2014 - June 2015</td>
<td>25</td>
<td>75</td>
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<tr>
<td>July 2015 - June 2016</td>
<td>27</td>
<td>73</td>
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<tr>
<td>July 2016 - June 2017</td>
<td>38</td>
<td>62</td>
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**Table:**

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<th></th>
<th># of Participants</th>
<th># of Projects</th>
<th># Impacted</th>
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<tr>
<td>Jan - June 2014 Pilot</td>
<td>27</td>
<td>12</td>
<td>1,737</td>
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<tr>
<td>July 2014 - June 2015</td>
<td>118</td>
<td>45</td>
<td>4,682</td>
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<tr>
<td>July 2015 - June 2016</td>
<td>282</td>
<td>104</td>
<td>14,675*</td>
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<tr>
<td>July 2016 - June 2017</td>
<td>327</td>
<td>137</td>
<td>4,400</td>
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<td><strong>TOTAL:</strong></td>
<td><strong>754</strong></td>
<td><strong>298</strong></td>
<td><strong>25,494 people or animals</strong></td>
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*Includes one project that impacted the 10,000 residents of Danvers
“I have been changed by the experience. I got way nicer.”
- Thomas, 7th grade

Jessica, Isabella, Isabel, and Michaela,
6th grade, planned an appreciation breakfast for the Peabody Police Department (also pictured: Kimberly LaBonte-Kay, North Shore Regional Director and Chief Thomas Griffin).

Milagros (left) and Larismar,
8th grade, spent 4 hours baking homemade cookies, cupcakes, truffles and cheesecake bites; then spent the afternoon teaching women living at the Psychological Center in Lawrence, a residential treatment program, decorating and frosting techniques.

HANNAH, 3RD GRADE
planned a visit with elderly veterans at the Edith Nourse Rogers Memorial Veterans Hospital in Bedford, creating a craft activity, asking questions about their lives and experiences, and giving out flowers with the help of her younger sister, Sadie.

Aaron’s Presents gave me the courage I needed and gave me a head start helping the community... Because of them, my work in the community will hopefully never stop.”
- Daniella, 8th grade

RAFAEL, JOSÉ AND JONATHAN
8th grade, (left to right) led the first student-led Field Day for 7th-8th graders at their school, with a wide variety of fun activities, games and snacks.
Caring

Liana, 7th grade, Cameron and Stephen, 8th grade (left to right) brought supplies to an elderly man with lung cancer for his beloved dog and visited with both him and his dog, learning about his time serving in the US military and as a music teacher.

Aneris, 8th grade planned two mornings of activities for 80 kindergartners at her school and, with the help of four classmates, led 5 different “centers.”

Empowerment

“I can actually see that the projects I do change people.”
-Mariam, 7th grade

Maria, 4th grade, taught her own dance class for 6-9 year olds at LEO Inc. in Lynn over February vacation week, with help from her sister Sneha (back) and friend Ella, culminating in a performance for children and staff.

“I look at celebrating everyone and not just myself.”
-Nhyira, 6th grade

Ilan, 5th grade, led an hour of fun learning activities for 9 kindergartners at the Community Day Arlington after-school program in Lawrence, with help from his brother, Noah (pictured behind him), who has done two projects of his own!
COLLABORATION

Collaboration is essential to everything we do. We are honored to have partnered with so many people and organizations this year. Many thanks to:

19 youth-serving Partners for introducing us to their kids and families:

- Boys & Girls Club of Greater Lawrence (Amanda Hinchcliffe)
- Boys & Girls Club of Greater Lowell (Alisha Rojas Harrison)
- Brookside Elementary School, Dracut (Lori Goebel)
- Brown Elementary School, Peabody (Keri Kinnaly)
- Centerville Elementary School, Beverly (Julie Grant, Kris Melanson & Julie Smith)
- DanversCARES, Danvers (Danielle LaRoque and Peg Sallade)
- Fecteau-Leary School, Lynn (Erin Nagle)
- Girls Inc. of Greater Lowell (Tracy Reilly Ingersoll, Pamela Larocque & Jennifer Demers)
- Higgins Middle School, Peabody (Todd Bucey, Julie Donnelly & Lauren Burke)
- Holton Richmond Middle School, Danvers (Adam Federico)
- Lowell Community Charter Public School (LCCPS), Lowell (Bridget Russo, Rich Manzi & Rachel Walsh)
- Nettle Middle School VIP (Violence Intervention Program), Haverhill (Kara Melillo)
- PALS, Phillips Academy, Andover/Lawrence (Greg Wilkin & Paul Hurteau)
- The Pike School, Andover (Trisha Gordon)
- Sanborn Elementary School, Andover (Susan Hunter-Jones & Patricia Barrett)
- Si, Se Puede, Lawrence (Lorie Mendoza)
- SquashBusters, Lawrence (Dora Lubin & Vicky Flamenco)
- Wetherbee School, Lawrence (Fran Baggett & Colleen Lennon)
- Youth Development Organization (YDO), Lawrence (Mark Kampert)

With your gifts, you are also supporting the 66 Community Partners who were served by our participants this year and who do so much for our communities:

- Auntie Dog, Tewksbury
- Black Lives Matter, Boston
- Boston Children’s Hospital, Boston
- Boys & Girls Club of Greater Lawrence
- Boys & Girls Club of Greater Lowell
- Bread & Roses, Lawrence
- Brookdale Assisted Living, Chelmsford
- Brookside Elementary School, Dracut
- Brudnick Center for the Aging, Peabody
- Catie’s Closet, Dracut
- Centerville Elementary School, Beverly
- Community Day Arlington, Lawrence
- Cosecha Movement, Lawrence
- The Cotting School, Lexington
- Dedham STARR group home, Dedham
- D’Youville Manor, Lowell
- Elder Services of Merrimack Valley
- Emmaus House, Haverhill
- Family Promise North Shore Boston
- The Fenway Alliance, Boston
- Girls, Inc., Lowell
- Halcyon House, Methuen
- FINA House, Lawrence
- Higgins Middle School, Peabody
- House of Hope, Lowell
- Lawrence General Hospital
- Lazarus House, Lawrence
- LEO Inc., Lynn
- Leukemia and Lymphoma Society
- Little Heroes group home, Dracut
- Lowell Community Charter Public School
- Lowell Community Health Center
- Lowell General Hospital
- Lowell General Hospital Cancer Center
- Lowell Humane Society
- Lucy’s Love Bus, Amesbury
- Aria Marland Place, Andover
- The Mary Baker Eddy Library, Boston
- Mary Immaculate Health/Care Services, Lawrence
- Mass Audubon Society
- Megan’s House, Lowell
- Merrimack House, Lowell
- Merrimack Valley Hospice, Lawrence
- Mill City Grows, Lowell
- Mill No. 5, Lowell
- Minus18, Australia
- MSPCA at Nevins Farm, Methuen
- North Andover SEPAC
- Northeast Animal Shelter, Salem
- North Shore Cancer Center, Danvers
- Parthum School, Lawrence
- Peabody Police Department, Peabody
- Psychological Center, Lawrence
- Residents of Danvers
- Rogers Memorial Veterans Hospital, Bedford
- Rollins School, Lawrence
- Sanborn Elementary, Andover
- Si, Se Puede, Lawrence
- Spaulding Rehabilitation Hospital, Charlestown
- Sunny Acres Nursing Home, Chelmsford
- Sweet Paws Rescue, Essex
- US Military
- Water for South Sudan
- Wetherbee School, Lawrence
- YDO (Youth Development Organization), Lawrence
- YWCA of Greater Lawrence
FINANCIALS

To our Donors: Thank you for your financial support this year! Your generous donations have made everything in this year’s report possible. All of our financial decisions rest on these 3 simple goals:

1. To empower as many children as possible;
2. To maintain the high quality and unique style of our mentoring -- the true “magic” of Aaron’s Presents; and
3. To maximize the impact of every dollar raised, which flows through our kids to thousands of people, animals and organizations.

We truly appreciate all the times you have recommended us to a business, friend or relative for a donation. Because of you, we also achieved these milestones this year:

- Received 11 of the 16 grant applications submitted
- Rented our first office space in Lowell
- Nominee, Greater Beverly Chamber of Commerce’s Business Awards 2017
- Nominee, MNN Nonprofit Excellence Awards 2017
- Grant Recipient, Cummings Foundation’s 100K for 100 grant program (2017-2021)

$250 in materials + 6-8 hours mentor time = $400

**Avg. Cost per Child:** $133

** Avg. # of Children/Project:** 3

**FY2017 Cash Received**

- $46,647 Individuals
- $12,442 Corporate
- $58,260 Grants
- $117,339 Total

**FY2017 Total Expenses**

- $107,500

*Detailed financial statements available upon request.

What we’re excited about for 2017-18:

- Piloting a summer Alumni Engagement program for our high school-aged Alumni (engaged 80 Alumni as of this printing)
- Owning a minivan (rides are #1 obstacle to participation), thanks to UNICO Merrimack Valley, Lodge of St. Andrew, Melissa Marrama of Borislow Insurance and many of you!
- Publishing our book project, featuring photos and voices of our Alumni reflecting on the impact they want to have on the world.
- Hiring Project Mentors in Lawrence, Lynn and Lowell and expanding our presence in all 3 cities
SHINING EXAMPLES

Foundation Supporters:
Andona
Boston Bruins Foundation
Cummings Foundation 100K for 100
Horne Family Foundation
Lodge of St. Andrew
Merrimack Valley General Fund (Essex County Community Foundation)
Greater Lowell Community Foundation
The Lenny Zakim Fund
The Theodore Edson Parker Foundation
Saab Family Foundation
Nathaniel & Elizabeth P. Stevens Foundation
UNICO Merrimack Valley

Presents Funds (personal fundraisers that fund projects):
The Andover Pottery Presents Fund
The Debbie Choi Tsang Presents Fund
The Dr. Alan Metwally Presents Fund
The Elizabeth Atkins Presents Fund
The Sequin of Kindness™ Presents Fund
Emma and Grace’s Presents Fund (7th and 4th birthdays)

Corporate Donors:
Ace Home Medics
AllState
AmazonSmile
Andover Family Dental (Dr. Aparna Sharma)
Andover Pottery
Augmenix
Aura Properties
Barb Petricone
Billerica Access Television
Blackdog Builders
Bond-Pro
Borisol Insurance
Brooks School Summer Programs
Burton’s Grill
Café Nero
Marianne Cashman, William Raveis
Center for the Performing Arts
Colebrook Realty Services, Inc.
Dan Gorfinkle, RE/MAX
Deloitte
Dental Smiles of Nashua
Eckert Seamans
Elder Services of the Merrimack Valley
Electric Insurance Company
Elm Square Oyster Co.
Embarc Studio, LLC
Enterprise Bank
Entrepreneurship for All
FB Billerica Realty Investors
Fuddruckers
Green Banana SEO
Hawk Oil
Heal Your Heart Blog
HomeAdvisor
The Howe Insurance Agency
IBM
in vivo Productions
Initial Design Group
Jester Financial Technologies
Kaiser Permanente
Kiwanis Club of Greater Lawrence
Leonard Orthodontics
The Deborah Lucci Team, William Raveis
Marcum Foundation
Marshall’s Auto Body
McBrie, LLC
Merrimack Valley Insurance Agency
Mill No. 5
Monique’s Bath Showroom
M.S. Walker
North Shore Bank
Oakgrove Residential
Mary O’Donoghue, William Raveis
On the Spot
Orange Leaf, Andover
Radiation Oncology Associates
Dennis Razis, RE/MAX
Reading Rotary Club
RedFin
Rose & Dove
Rotary Club of Dracut
Salem Five
Salvatore’s, Andover
The Savings Bank
Shimon’s Service Station
Stanley Black & Decker
Survey Monkey
TLC Laser Eye Centers
Unique Surety & Insurance Services
Walker Clark Coaching, LLC
Walpole Cooperative Bank
Wells Fargo
Whole Foods Market, Andover
Zinga

Individual Donors:
Anonymous (multiple)
Charles Aggouras
Waqar Ahmad
Yasmine and Jorge Allen
Carlene Alpert
Dr. Nancy Andrews
Lisa Annese
Carol Arsenault
David Atkins
Elisha Atkins
Elizabeth Atkins
Garrett Atkins
Lara Atkins
Micaela Atkins
Natasha Atkins and Scott Wing
Rick and Gerri Atkins
Ruth Atkins
Skip, Maureen, Kirsten and Siobhan Atkins
Warwick Atkins
The Bartlett Family
Michael Battista
Cliffe Beckwith
Emily and Andrew Bedell
Barbara Benson
Tom and Megan Benson
Steve Bertolino
Marjorie Sherman-Bindman and Carl Bindman
Brian Bishop
Robert Bitto
Alexi and Melissa Bobolia
Jeff Boice
Wayne and Mary Lynne Boardman
John and Eileen Boland
Maureen Boland
Judith Brasseur
Amy Bresky
Kimberly Briscois
Brenda and Dave Bryan
Shalva Bukia
Elizabeth Buzney
Bea Caruso
The Casavant Family
Marianne and Neil Cashman
Lesley Casciano
Meghan and Ken Chan
Patrick Chang
Angie Chen
Dr. Kavitha Chinnaian
Mary Chitty

“Thank you for donating money because you help us experience things to help change the world.”
-Roselyn, 6th grade
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Aaron's Presents has provided me with an amazing chance to help people in need...and show our talents through it...If it wasn’t for this program, I wouldn’t be this person I am today."

-Theresa, 8th grade
OUR MISSION
Inspiring kids to give of themselves for the good of the world.

Our Core Values
- Generosity
- Human Connection
- Our Core Values
- Empowerment
- Caring

What Makes Aaron’s Presents Unique

ACCESSIBLE AND NON-COMPETITIVE:
We meet all children exactly where they’re at, regardless of circumstances, skills, available resources or adult support.

PRACTICE, FEEL AND EXPERIENCE:
Our participants get a rare chance to practice critical social-emotional and life skills, feel a sense of purpose and empowerment, and experience making a real impact on people in the larger community.

CHILD-LED:
The kids set the vision, plan and execute their project, and define its success.

CHILD-INITIATED:
Participation is voluntary, and kids may apply individually or in groups of up to 10.

Our Inspiration
Aaron Makaio Schneider was born on June 19, 2013 and lived 8½ days. Aaron inspired his parents to honor his tiny but very meaningful life by empowering other young children to tap into their diverse talents and creativity for the good of others.