

## 2023 Annual Report



Celebrating over **\$3.7 million** donated since inception to children's health and life services!





## About Us

### OUR MISSION

The Kids-N-Hope Foundation enhances children's health and life services as well as music therapy programs at hospitals and not-for-profit organizations.

### HOW WE STARTED

In 1996, American Heritage became the first credit union in the country to form a charitable organization when it began the Kids-N-Hope Foundation. Since then, the Foundation has donated over \$3.7 million to local hospitals and not-for-profit organizations, including Children's Hospital of Philadelphia (CHOP).

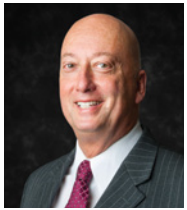
### PROGRAMS WE SUPPORT

We support pediatric health and life services, including music therapy programs, children's centers, and after school music programs.

**Music therapy** is the applied use of music by a certified music therapist to target clinical goal areas with music-based strategies to promote positive health outcomes. We believe every child undergoing medical treatment has the right to receive music therapy as an integrated component to their medical care.



## Chairman's Report



As 2023 comes to an end and we look back on the Foundation's history, we can be proud of all that it has achieved in its 27th year. We generated over \$743,000 in revenue and contributed a record \$602,500.

We now have a reserve of more than \$362,000, allowing us to invest in new fundraising opportunities in 2024.

Our Cornhole Tournament, which was introduced in 2022, proved to be popular and successful in both its inaugural debut and in 2023 as well. Additionally, our virtual walk-a-thon continues to bring new participants and supporters to the Foundation. The Kids-N-Hope Foundation has continued to make tremendous impacts on the lives of children in local area hospitals and organizations. Since its inception in 1996,

the Foundation has raised and donated over \$3.7 million to Children's Hospital of Philadelphia's Music Therapy Program as well as other local hospitals and not-for-profit organizations.

I'm very proud of the Kids-N-Hope Board of Directors, our community partners, and Foundation supporters for contributing their time and financial support to pediatric patients in need. The Foundation continues to develop new and innovative ways to raise funds, and we have high aspirations to expand our efforts in 2024 and beyond.

Thank you to the Board of Directors, our volunteers, event participants, and American Heritage partners who continue to support the Foundation and further our mission each year.

Respectfully submitted, *Bruce K. Foulke*  
Bruce K. Foulke *Chairman & Founder*



## Treasurer's Report



In 2023, we increased our net fundraising revenues by over \$75,000, or 13%, to \$671,469. Our top fundraising campaign was once again the Penny A Purchase program with \$309,608. In partnership with American Heritage, the Foundation

received a penny for every transaction that an American Heritage member made using an American Heritage credit or debit card as a part of the "Banking With A Heart" campaign. Our second highest source of fundraising was American Heritage members in the amount of \$162,733. In individual events, we also raised \$143,189 at our Golf Classic, \$27,707 at the Purse and Power Tool Bingos, \$27,232 from our Walk-A-Thon, \$19,410 at the Car Show, and \$11,781 at the Cornhole Tournament.

We then donated \$602,500 to 12 charities supporting children. The largest donation made was \$500,000 to provide support for the Music Therapy Program at Children's Hospital of Philadelphia (CHOP). Through the years, the Kids-N-Hope Foundation has donated over \$3.3 million to CHOP. We ended the year with \$362,061 in fund balances to host more great events and expand benefits in 2024.

I encourage you to become part of our vibrant organization and prioritize your time by donating your talent to participate in such fun and worthwhile events that will make life better for all who participate. We hope that you will continue to support the children that need our efforts the most, and on behalf of the Kids-N-Hope Foundation, we thank you.

Sincerely, *Brian W. Schmitt*  
Brian W. Schmitt, CPA *Treasurer*





# 2023 Fundraising Initiatives

## WALK-A-THON & 5K

The Kids-N-Hope Foundation's Rhapsody & Rhythm Walk-A-Thon & 5K is a week-long virtual event held in the Spring where participants walk to support the Foundation. In 2023, the event raised over \$27,000 for the Foundation.

## 19TH ANNUAL CAR SHOW

Each year, American Heritage hosts its annual Car Show and Member Appreciation Day benefitting the Kids-N-Hope Foundation. This event invites the community, credit union members, and Foundation supporters to enjoy a day full of cars, a family fun zone, craft show, and more! The event raised over \$19,000 in 2023 for the Foundation.

## CORNHOLE TOURNAMENT

The Kids-N-Hope Foundation hosted its 2nd annual Cornhole Tournament in September. Over 180 individuals participated in the event, representing members, neighbors, and employees of American Heritage, as well as other local credit unions and community partners. Cash prizes and trophies were awarded to the top three teams of the tournament. Thanks to the sponsors and participants, the event raised approximately \$12,000.

## 27TH ANNUAL GOLF CLASSIC

Every Fall, The Kids-N-Hope Foundation hosts its Annual Golf Classic. In 2023, over 140 golfers participated in the tournament and enjoyed a day of golf, took part in a silent auction, as well as participated in the Helicopter Golf Ball Drop for a cash prize. Thanks to the sponsors, donors, and golfers, the Foundation raised over \$143,000 at the event.

## PURSE AND POWER TOOL BINGOS

Throughout the year, the Kids-N-Hope Foundation hosts three Purse & Power Tool Bingos. In 2023, a total of 450 attendees enjoyed the bingo events, raffles, and time with friends and family will supporting the Foundation. These bingo events raised over \$27,000 in total.



# American Heritage Partnership

## CREDIT UNION MEMBERS

Members of American Heritage donated over \$162,000 directly to the Kids-N-Hope Foundation in 2023, highlighting the commitment that American Heritage's members have made to continuing the Foundation's mission to enhance the lives of pediatric patients throughout the region.

## PENNY A PURCHASE PROGRAM

American Heritage donates a penny to the Foundation each time credit union members use their American Heritage credit or debit card to make a purchase. This contributed over \$309,000 to the Foundation in 2023.

## PHILADELPHIA TEAM TICKETS

The Philadelphia Phillies, 76ers, and Flyers partner with American Heritage to offer members discounted tickets to select games each season, with a portion of each ticket sold benefiting the Kids-N-Hope Foundation. Throughout the 2023 seasons, over \$9,500 was donated back to the Foundation.

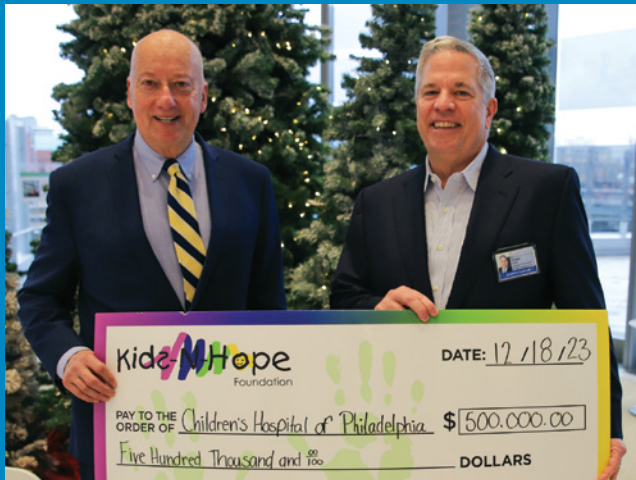
## OTHER CONTRIBUTIONS

American Heritage, its associates, Kids-N-Hope Board of Directors, and general donations that support the Foundation throughout the year raised a combined total of over \$29,000 in 2023 for the Foundation.



# Financial Summary

FOR THE YEAR ENDED (Unaudited)	12/31/23	12/31/22
<b>CONTRIBUTIONS:</b>		
Golf Classic	143,189	153,876
Purse and Power Tool Bingo	27,707	11,848
Walk-A-Thon & 5K	27,232	24,607
Car Show	19,410	24,339
Cornhole Tournament	11,781	14,569
Philadelphia Team Tickets	9,650	8,430
Grand Illumination	2,014	2,838
<b>AMERICAN HERITAGE CREDIT UNION:</b>		
Penny A Purchase Program	309,608	294,561
Members	162,733	121,139
Employees	7,111	—
Other Contributions	22,617	11,222
<b>Total Contributions</b>	<b>743,052</b>	<b>667,429</b>
<b>FUNDRAISING EXPENSES:</b>		
Golf Classic	64,250	61,352
Purse and Power Tool Bingo	2,280	3,418
Walk-A-Thon & 5K	2,935	5,112
Car Show	818	1,042
Cornhole Tournament	490	309
Philadelphia Team Tickets	810	—
<b>Total Fundraising Expenses</b>	<b>71,583</b>	<b>71,233</b>
<b>NET FUNDRAISING REVENUES</b>	<b>671,469</b>	<b>596,196</b>
<b>INTEREST EARNED</b>	<b>620</b>	<b>584</b>
<b>TOTAL NET REVENUE</b>	<b>672,089</b>	<b>596,780</b>
<b>EXPENSES:</b>		
Donations Made	602,500	562,500
Operating Expenses	63,266	49,892
<b>Total Expenses</b>	<b>665,766</b>	<b>612,392</b>
<b>NET CHANGE IN AMOUNT OF FUND BALANCES</b>	<b>6,323</b>	<b>(15,612)</b>
<b>FUND BALANCES, Beginning of Year</b>	<b>355,738</b>	<b>371,350</b>
<b>FUND BALANCES, End of Year</b>	<b>\$362,061</b>	<b>\$355,738</b>



## 2023 Kids-N-Hope Beneficiaries

Children's Hospital of Philadelphia .....	\$500,000
Doylestown Hospital .....	\$25,000
Grand View Health.....	\$10,000
Jefferson Health Foundation.....	\$10,000
St. Mary Medical Center .....	\$7,500
Providence Center.....	\$7,500
KenCrest.....	\$7,500
CORA Services.....	\$7,500
Catholic Community Services.....	\$7,500
SPIN, Inc. ....	\$7,500
Federation Early Learning Services.....	\$7,500
Christ's Home .....	\$5,000

**Total Donation Amount** **\$602,500**



## Board of Directors

**Bruce Foulke**  
*Chairman*

**Lisa Perry Harley**  
*Secretary*

**Todd Kimball**  
*Vice Chairperson*

**Arthur Jones**  
*Development Officer*

**Brian Schmitt**  
*Treasurer*

**Evaleen DeMarco**  
*Membership Officer*

**Kathy Gorski**

**Patrick Kenney**

**Brian Hahn**

**Jaret Lyons**

**Todd Hannigan**

**Mark McGrath**

**David Jacobs**

## Contact Us

PHONE: **484.644.3453**

EMAIL: **info@KidsNHope.org**

MAIL: Kids-N-Hope Foundation  
2068 Red Lion Road  
Philadelphia, PA 19115

**Kids-N-Hope**  
Foundation