



Down Syndrome Achievement Centers
educate. inspire. believe.

Nashville, TN



2022 ANNUAL REPORT

*Changing the Way
the World Views
Down Syndrome*

A WORD FROM OUR LEADERSHIP TEAM

Dear Friends of GiGi's,

It's hard to believe that we are already looking at the end of the year. Since joining this organization in April of 2023, I have been inspired by all of you who are involved with GiGi's. Whether you are a participant with Down syndrome, a volunteer, a donor, or our GiGi's staff, you shine a bright light on possibilities, achievement, and self-advocacy in our community.



In reflection of 2022, we were excited to fully return to in-person programming and family events, as well as add a few new programs. Our dedication to a lifetime commitment to our participants led us to launch pilot sessions of GiGi Prep—teaching critical life and job skills for adults—and also offer improved cooking classes due to our newly renovated kitchen at Brentwood and our partnership with The Sumner Center at Northfield Church, Gallatin, TN. It was a year of regrowth, impact, and dreams becoming reality. And all of this was made possible because of you!

Our free educational programs and tutoring were led by hundreds of volunteers who graciously gave of their time and talents and are the heartbeat of our services. We are grateful for our community partnerships with universities, churches, hospitals/clinics, and other nonprofit organizations who have rallied with us to extend our reach farther than we could ever do alone. It truly takes a village and we are thankful for the individuals, companies, and foundations who generously support the mission of our organization financially, ensuring our commitment to free services for the participants and families that we serve. We are here and continue to grow because you believe in our friends with Down syndrome and you share your time, talents, and resources to allow us to make an impact and expand our needed services in the Greater Nashville community.

On behalf of all the individuals and families who call GiGi's a haven, thank you!

Denise Bayles
Denise Bayles, Executive Director



A LIFETIME COMMITMENT



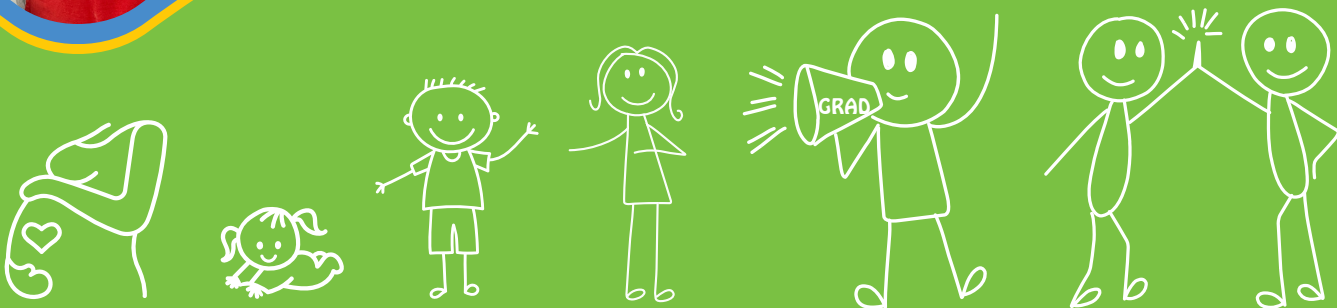
Our Mission... To change the way the world views Down syndrome and to send a global message of acceptance for all.



Our Vision... To see a world where individuals with Down syndrome are accepted and embraced in their families, schools, and communities.



Our Niche... We change lives through consistent delivery of free educational, therapeutic, and career development programs for individuals with Down syndrome, their families, and the community.



OUR PROMISE... A LIFETIME COMMITMENT TO FAMILIES.

From prenatal diagnosis through adulthood, families will always have the support of GiGi's.

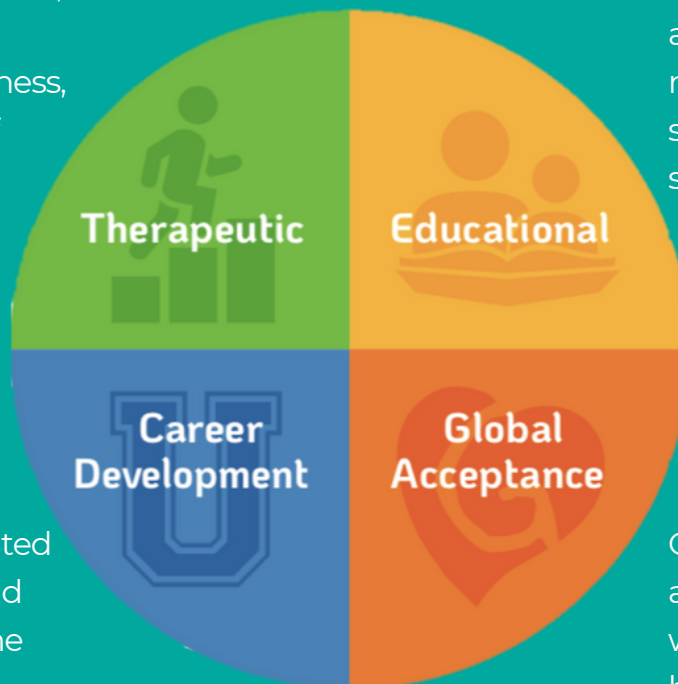
FREE, PURPOSEFUL PROGRAMS



GiGi's offers dozens of therapeutic-based programs that support fine and gross motor skills, speech and language abilities, health and fitness, and other key areas of development.



GiGi's offers one-on-one tutoring in literacy and math to increase success in school, using best practices that address the unique learning needs of students with Down syndrome to equip them for success.



GiGi's offers goal-oriented programs for teens and adults that focus on the development of confidence, real-world skills, health and wellness, and career skills.

GiGi's breaks down barriers and changes the way the world sees Down syndrome by fostering acceptance through global campaigns in partnership with our international network.

**YOUR DONATIONS TO GIGI'S PLAYHOUSE NASHVILLE
ENSURE THAT COST WILL NEVER BE A BARRIER FOR FAMILIES TO
ACCESS THESE LIFE-CHANGING PROGRAMS.**

Thank you for making a difference!

2022 IMPACT



- Provided FREE services to **149** individuals with Down syndrome and **226** additional family members, who logged **3,060** participation hours
- Provided **350** hours of math and literacy tutoring
- Hosted **164** volunteers who generously donated **2,191** service hours
- Remodeled our Brentwood kitchen, allowing participants to be able to emulate what it is like cooking in their home kitchens
- Continued our outreach and providing programs for our families in Sumner County
- Received recognition at the annual national conference for our efforts in program implementation as well as donation processing and data management
- Contributed in helping launch the network-wide single-use contact data model, making our check-in process smoother; served on the Education Excellence Committee, helping to ramp up the tutoring programs network-wide

BETHANY'S STORY



When Bethany Stineman, one of our adult participants, first moved to Nashville, she had never heard of GiGi's. Bethany joined a special-needs dance group and her mom, Pam, met some other GiGi's moms who spread the word.

Since learning about GiGi's, Bethany has become a regular participant in E.P.I.C, Fantastic Friends, and Yoga. She reports, "GiGi's is a place for friends and fun," and Bethany is always excited to come and hang out. When asked about what the family likes about GiGi's programming, Bethany notes that the programs have helped her to have more confidence. Pam adds, "[Bethany] is pretty shy, but I have seen her open up with other friends more. She has become much more conversational since starting at GiGi's."

Bethany was named one of our 2023 Ambassadors (along with fellow participant Ryan Pittman, also pictured). The role came with lots of public speaking responsibilities. Pam says one of her favorite memories of Bethany's time at GiGi's was seeing her up on stage at our 2023 Gala and Auction. "Watching her on stage in front of a group talking with a microphone about GiGi's was awesome. She studied and recited her notes as she prepared her speech just as anyone else would." Bethany adds, "I loved getting all dressed up and dancing!" We think she did a great job mingling with everyone in the room, too!

Pam and Bethany have come to see that GiGi's is not just for people of all ages with Down syndrome, but also for the entire family. Pam notes, "our participation at GiGi's includes me as well. I have made wonderful friends, and we get together while our kiddos are at programming. It's invaluable to have friends that you can discuss things with that know exactly what you are going through."

Not only is Bethany thriving at GiGi's in programming and as an ambassador, but she has other interests as well. "Bethany is a sports lover, especially football." Pam states. "She watches the draft every year; she knows who all the teams' quarterbacks are! She loves participating in Special Olympics. She was selected to participate in Team Tennessee for the USA games in Florida in 2022. She brought home two gold medals in track and field—one for shot put and one for mini javelin!"



We are so proud of all that Bethany has accomplished during her time with GiGi's, and we can't wait to see how she keeps gaining confidence and fostering the friendships that she has made here.

Keep on rockin' it, Bethany!

2022 FINANCIALS - PROFIT & LOSS

GiGi's programs are 100% free for families, but they are not free to offer. Our mission is made possible by generous individuals, organizations, and companies who give of their time and resources to make it all possible, and we are grateful to remain in a healthy financial position even after a tumultuous and unprecedented few years for both GiGi's and our supporters.

REVENUE

2022

| | |
|-------------------------|-----------|
| • Contributions | \$50,029 |
| • Grants | -- |
| • Special Events Income | \$380,138 |
| • Dividends & Interest | \$1,859 |
| • In-Kind Donations | \$53,329 |

Total Revenue & Support

\$485,355

EXPENSES

| | |
|--|-----------|
| • National Mission Support* | \$32,190 |
| • Business Expenses (office supplies, service fees) | \$5,393 |
| • Professional Services | \$3,735 |
| • Depreciation Expenses | \$663 |
| • Facilities & Equipment (rent, utilities, equipment) | \$97,480 |
| • Operations (program costs, computers, marketing, postage and printing) | \$18,850 |
| • Other Expenses (insurance, filing fees, dues) | \$4,833 |
| • Payroll Expenses | \$159,431 |
| • Special Event Expenses | \$84,110 |
| • Travel & Meetings | \$4,947 |
| • In-Kind Expenses | \$53,329 |

Total Expenses

\$464,961

NET INCOME

\$20,394

** National Mission Support is calculated as 8% of gross dollar revenue, covering vital cost-sharing initiatives across the national GiGi's network such as data systems, marketing, program support, and more.*



2022 FINANCIALS - BALANCE SHEET

ASSETS

| | |
|--|-----------|
| • Cash & Cash Equivalents | \$321,540 |
| • Accounts Receivable | (\$2,919) |
| • Current Assets | \$35,995 |
| • Fixed Assets & Accumulated Depreciation* | \$19,452 |
| • Operating Lease Right-of-Use Assets | \$261,265 |
| • Security Deposit | \$7,268 |

Total Assets

\$642,601

LIABILITIES

| | |
|---|-----------|
| • Accounts Payable | \$1,197 |
| • Accrued Leave & Payroll | \$2,310 |
| • Unearned or Deferred Revenue | \$10,000 |
| • Current Maturities of Lease Liabilities | \$69,828 |
| • Lease Liabilities | \$193,228 |

NET ASSETS

| | |
|-----------------------------|-----------|
| • Fund Equity: Unrestricted | \$366,038 |
|-----------------------------|-----------|

Total Liabilities and Net Assets

\$642,601

* Includes cost of our kitchen buildout in Brentwood to better serve our community.



CORE VALUES:

- **Enthusiastic:** Bringing positive, high energy to our work.
- **Best of All:** Always looking to improve every day, with all that we do. Challenging ourselves every day to embrace a Generation G life.
- **Get It Done:** Making things happen and blasting through barriers when needed. Figuring it out together.
- **Believe:** Believing in ourselves, our mission, and each other... and the history that brought us here.
- **Locally concerned, enterprise minded:** Collaborating, sharing best practices, and leveraging the collective learnings from across the GiGi's network.

2022 LEADERSHIP DONORS

Every donation, both large and small, makes a huge difference in our mission to change the way the world views Down syndrome. We also want to share a special thank you to the following leadership donors that made the work of GiGi's possible this past year!

DREAMERS (\$25,000+)

The Brett Boyer Foundation

BELIEVERS (\$10,000+)

Anisi Family / My Salon Suite
Bellin-Rodriguez Family
Carl & Marianne Case
LKQ
Matt & Dara Mingus

EDUCATORS (\$5,000+)

AP Live
Richard & Tondra Arrendale
Bayham Family
John, Kathleen & Grace Dodd
Jason & Sarah Ezell
HCA Healthcare / TriStar Health
Innova Solutions, Inc.
Judd & Amy Larson
naviHealth, Inc.
Nissan of Cool Springs
Gerd Peters
Pfizer Inc.
TJ & Nicole Rodgers
Simpson Family
Brian & Michelle Supko
Marc & Karen Sperber
Wenzler Family

On behalf of the entire
GiGi's community,

Thank you!

SUPPORTERS (\$2,500+)

Anderson Family
Dr. Elizabeth & Shawn Bailes with
Heritage Medical Associates
Benevity Community Impact Fund
Jim & Lori Birckhead
Britt Family
Coure Family
Erie Insurance
Ernst & Young
Faught Family
FirstBank
Ford Lincoln of Franklin
Gaines Family
Garrett Family
Genesis of Cool Springs
Grow Financial
Gupton Family
Homa Family
Hyundai of Cool Springs
Infiniti of Cool Springs
Josh Kellerhalls
KidPRO
Lipman Brothers and R.S. Lipman Company
LMA Designs
Ludi, Inc.
MEDHOST, Inc.
Moffitt Builders
NorthField Church
Pinnacle Financial Partners
Raymond James
Grant & Lauren Sartain
Catering & Events by Suzette
Tony Wall & Ivette Matos-Wall
Whitson Family