BUILDING BETTER COMMUNITIES

2018 ANNUAL REPORT
East Tennessee is tomato country.

Each summer, migrant workers arrive en masse to pick tomatoes and put food on our tables. They travel lightly, bringing strong backs and calloused hands, and sometimes, bringing their children and families. Like many people experiencing poverty, farmworkers struggle to access basic services such as childcare and medical care, but in the foothills of Southern Appalachia, a partnership between Rural Medical Services, Inc. and Telamon is helping to meet those needs and build a better community.

Through this unique collaboration, Rural Medical Services provides no-cost physicals and health screenings for children enrolling in our Migrant and Seasonal Head Start (MSHS) program. Karin Hoffman, Rural Medical Service’s Migrant Program Director, was instrumental in establishing this partnership in 2007. Twelve years later, she and her staff are still some of our best recruiters! They continue to refer families to our program, promote our services to parents, and work closely with Telamon staff members like Sabrina and Tiffany.

Farmworkers and their families often face many challenges. We believe that by partnering with people like Karin and organizations like Rural Medical Services, we can more effectively meet the needs of all families and build stronger, healthier communities for everyone.

To learn more about Telamon-TRC’s Early Childhood & Family Support program: telamon.org/what-we-do#EARLY

“...A recommendation to consider Telamon from us goes a long way in the eyes of the parent.”
—Karin Hoffman
Dear Telamon-TRC Friends,

Individuals, families, organizations, schools, business — these are just a few of the building blocks that make a community. At Telamon-TRC, our mission is grounded in improving communities, and we believe that better communities become a reality as individuals achieve better jobs and better lives which allow them to give back to the community. As an organization we also believe collaboration is a key to improving communities.

Whether it’s the partnership we establish with an organization to provide health screenings for children entering our Head Start program; our collaboration with organizations that aim to help veterans find permanent housing and employment; or the partnership we have with organizations that help families achieve financial stability and homeownership — we believe that our strength lies in working together.

Our three unique lines of business — Early Childhood & Family Support, Workforce & Career Services, and Housing & Financial Empowerment — work collaboratively with each other, and within the communities we serve, to extend our reach and provide a more comprehensive system of support. By providing our customers with access to a diverse array of resources, all with the common goal of utilizing education to promote greater self-sufficiency, we build better communities. By nourishing the aspiration of individuals who wish to achieve more, we help equip people with the tools to achieve long-lasting, sustainable change.

It is said that the health of a community is reflected in the people who inhabit it. For the dedicated staff and board at Telamon-TRC, the health of our communities is reflected not only in the people, but also in the organizations that collaborate and work toward a common goal. We believe that by helping to change one life, we change our communities.

Thank you for being our partner in building better communities.

Sincerely,

Suzanne Orozco
Executive Director
THANK YOU
to our 2018 donors and funding contributors, who make our work to strengthen communities possible.

FOR GRANTS/PROGRAM FUNDING IN FISCAL YEAR 2018
October 1, 2017 – September 30, 2018

MULTI-STATE SUPPORT
Association of Farmworker Opportunity Programs
NeighborWorks America
U.S. Department of Agriculture, Child & Adult Care Food Program
U.S. Department of Homeland Security, Emergency Food & Shelter Program
U.S. Department of Health & Human Services, Administration for Children & Families, Office of Head Start
U.S. Department of Housing & Urban Development, Comprehensive Housing Counseling
U.S. Department of Labor, Employment & Training Administration, National Farmworker Jobs Program
U.S. Department of Labor, Employment & Training Administration, Veterans’ Employment & Training Service, Homeless Veterans’ Reintegration Program
U.S. Environmental Protection Agency

MARYLAND
Bank of America Charitable Foundation
City of Salisbury, Maryland
Community Foundation of the Eastern Shore
Lower Shore Workforce Alliance
Maryland Department of Agriculture
Maryland Department of Housing & Community Development, Community Investment Tax Credits
Maryland Emergency Food and Shelter Program
Mr. Robert Margolis
NCALL Research, Inc.
United Way of the Lower Eastern Shore
Wicomico County Department of Social Services

INDIVIDUAL STATE SUPPORT

DELAWARE
Delaware Department of Education, Early Childhood Assistance Program
Delaware Department of Health & Social Services
The Delaware Financial Empowerment Partnership

GEORGIA
Georgia Department of Early Care & Learning

INDIANA
Ball Brothers Foundation
The Annie E. Casey Foundation
The Community Foundation of Muncie & Delaware County, Inc.
Delaware Community Foundation
EmployIndy
Fayette County Foundation
Indiana Housing & Community Development Authority
Navient Foundation

MICHIGAN
Aida Ortiz Professional Development Fund
Chemical Bank Foundation
Michigan Department of Education
Michigan Department of Health & Human Services
Michigan State University, Farm to School
State of Michigan, Assets for Independence
US Department of Education, Migrant Identification & Recruitment

NORTH CAROLINA
Altria Client Services
Cape Fear Workforce Development Board
North Carolina Department of Health & Human Services
North Carolina Housing Finance Agency
North Carolina Office of Economic Opportunity
Philip Morris International
Triangle South Workforce Development Board
Turning Point Workforce Development Board
Wells Fargo Housing Foundation
W.K. Kellogg Foundation
SOUTH CAROLINA
South Carolina State Housing Finance & Development Authority
U.S. Department of Agriculture, Rural Development, Housing Preservation Grant
U.S. Department of Labor, Employment & Training Administration, YouthBuild

U.S. Department of Agriculture, Rural Development, Housing Preservation Grant
U.S. Department of Labor, Employment & Training Administration, YouthBuild

TENNESSEE
Art 4 Moore Fund of Tides Foundation
Tennessee Department of Education

VIRGINIA
Danville Community Housing Development Organization
NCALL Research, Inc.
The Theodore H. Barth Foundation, Inc.
U.S. Department of Energy
U.S. Environmental Protection Agency
Virginia Department of Agriculture & Community Services
Virginia Department of Housing & Community Development
Virginia Department of Social Services
Virginia Housing Development Authority

WEST VIRGINIA
U.S. Department of Veterans Affairs, Supportive Services for Veteran Families
U.S. Department of Veterans Affairs, Homeless Providers Grant & Per Diem Program
United Way of the Eastern Panhandle
West Virginia Community Action Partnership
West Virginia Department of Health & Human Resources
West Virginia Housing Development Fund, STEPS Transitional Housing
West Virginia Office of Economic Opportunity

For more information about our programs and services, please visit:
www.telamon.org  |  www.transitionresources.org
May 14, 2018 is a day that Raymond will never forget.

A homeless and unemployed veteran who had been addicted to drugs for over 30 years, Raymond walked into the Salvation Army’s Community Residential Center (CRC) to begin the journey of putting his life back together.

After participating in the CRC program for over a month, Raymond was ready to take the next steps on his journey and look for employment. Referred to Telamon’s Homeless Veterans’ Reintegration Program (HVRP) in South Carolina, Raymond worked with our staff who assisted him with job readiness training, writing his resume, and identifying job leads. We were also able to get Raymond placed in a forklift certification program at Greenville Technical College.

In November, Raymond graduated from the CRC program. In January, he completed his forklift certification, and today, he is employed at a local manufacturing company. In addition to Raymond’s commitment and willingness to work hard toward his recovery, he also received a great deal of support along the way from the Salvation Army, the community college, and others along the way—such as Benjamin Pressley of the SC Department of Workforce and Development. At Telamon, we believe in the importance of collaborating with community organizations. Working together, we are able to take the kind of comprehensive approach that helps people like Raymond navigate the rough patches on life’s journey, and in the process, build better communities for all residents.

To learn more about our Workforce & Career Training program: telamon.org/what-we-do#WORKFORCE.
**Telamon-TRC**

**AT-A-GLANCE 2018**

Total number of customers served: 21,242

Some customers receive services through more than one line of business & program

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**EARLY CHILDHOOD & FAMILY SUPPORT**

5,444 Customers served in the states of DE, GA, IN, MI, NC, & TN

Comprehensive early childhood services are provided to eligible children and families, including migrant and seasonal farmworker families via Head Start Centers and home-based services. Our programs are focused on preparing young children for school and strengthening families through education and family support services. Our services are augmented by collaborations with local community agencies and partners.

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**HOUSING & FINANCIAL EMPOWERMENT**

4,631 Customers served in the states of AL, DE, GA, IN, NC, SC, VA, & WV

Telamon-TRC’s Housing & Financial Empowerment programs help customers build financial security through education and to secure affordable, revitalized and safe housing options. We offer a variety of Housing & Financial Empowerment workshops and customized services, specializing in: financial management and budget counseling, credit education, pre-purchase homebuyer programs, rental education and counseling, foreclosure prevention and loss mitigation services, and personal financial coaching.

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**WORKFORCE & CAREER SERVICES**

6,714 Customers served in the states of AL, DE, GA, IN, MD, MI, NC, SC, VA, & WV

Our Workforce & Career Services encompass a broad array of customized work readiness and job skill training programs, focusing on helping farmworkers, veterans and youth who seek to build skills and career prospects. Work readiness and job skill development is often supplemented by language services (ESL), educational support (GED) and includes one-on-one counseling, group workshops and supportive services.

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**COMMUNITY SERVICES**

4,453 Customers served in the states of DE, MD, VA, & WV

Community services are those supportive services we provide to customers participating in our programs. These include health and nutrition services such as immunizations, food pantries, mental health screening and referrals. We also help immigrants and others with language skill development, immigration counseling, and emergency and supportive services.
Sometimes, life throws curve balls.

Just ask Cynthia. She was working as a CNA (Certified Nursing Assistant), pursuing college classes to receive her LPN (Licensed Practical Nurse degree), and juggling the responsibilities of being a mother and wife, when her dad suffered a stroke, requiring her to become a caregiver for her parents.

Caregiving and a devotion to family came naturally to Cynthia, but in the back of her mind, she wanted to provide her family with more: greater economic security and a house, rather than the cramped apartment shared by seven family members. As immigrants from Nigeria, Cynthia and her family felt strongly about pursuing the many opportunities available to them in America.

When Cynthia found our Head Start program in Delaware, we learned about her need for early childhood education for her children, and her goal of home ownership. In Head Start, Cynthia’s children are gaining critical school-readiness education. And, through Telamon’s unique partnership with the $tand By Me program, Cynthia worked with one of the program’s financial coaches and obtained preapproval to purchase a house!

We believe in working with community partners to help people like Cynthia navigate life’s curve balls. As a proud new home owner, Cynthia is a testament to the importance of working together to build stronger communities.

To learn more about our Housing & Financial Empowerment program: telamon.org/what-we-do#HOUSING
EARLY CHILDHOOD & FAMILY SUPPORT
- Center-based Head Start & Early Head Start
- Child Care Partnerships
- Family Literacy Services
- Home-based Early Head Start
- Health, Mental Health & Nutrition Services
- Migrant & Seasonal Head Start
- Parent, Family & Community Engagement
- Volunteer Initiatives

WORKFORCE & CAREER SERVICES
- Workforce & Career Services for Adults and Youth
- English as a Second Language
- Career Path Development
- Case Management
- English as a Second Language
- Farmworker IDA Program
- Job Retention (La Cosecha)
- On-the-Job Training
- Pesticide and Safety Training
- Positive Youth Development
- School-to-Career Programs
- STEM Experiences for Youth
- Summer Youth Enrichment
- Supportive Services
- Veterans’ Reintegration Programs
- Work-based Learning Experiences
- Workforce Development Services for Veterans
- Youth Development and Training

HOUSING & FINANCIAL EMPOWERMENT
- Fair Housing Education & Counseling
- Financial Coaching
- Home Purchase Counseling
- Homebuyer Education Programs
- Housing Rehabilitation and Weatherization
- Loss Mitigation and Foreclosure Prevention Counseling
- Money Management and Credit Counseling
- Mortgage & Foreclosure Assistance
- Rental Education & Counseling
- Services for the Homeless
- Transitional & Supportive Housing

Telamon-TRC is a HUD–certified National Intermediary

COMMUNITY SERVICES
- Health & Nutrition Services
- Emergency Food & Support Services
- English in the Workplace Programs
- Immigration Counseling
- Community Resource & Referral Services
- Financial Empowerment Services
- Services for Veterans
- Volunteer Initiatives

Note: Not all services listed here are available in every state where we work. Please visit www.telamon.org or www.transitionresources.org for complete information about the services available in each state.
Telamon-TRC
FINANCIAL REPORT 2018

Support & Revenue
Total $70,854,360

Federal .................................................$67,016,105
Non-Federal ...........................................$2,653,485
Investment ...........................................-$29,102
Donations .............................................$645,805
Miscellaneous Program Income ..........$509,863
Total Support & Revenue .................$70,854,360

Program vs. Administrative Expenses
Total $71,082,307

Program Expenses $65,664,017
Administrative Expenses $5,418,290

Expenses by Program Area
(Line of Business)
Total $65,664,017

Early Childhood & Family Support $11,352,920
Housing & Financial Empowerment $1,827,884
Community Services $1,391,201
Workforce & Career Services $509,863

For Telamon-TRC’s full financial report, please visit www.guidestar.org
Telamon-TRC
GOVERNING BOARD

Since 1965, we have helped individuals to access educational services that lead to better jobs, better lives, and better communities. Through our partnerships within communities, we provide services which strengthen individuals and families. Our committed team of staff and board members also strive to work as partners to support and empower our customers in all of the different communities in which we serve.

Telamon-TRC’s Governing Board membership represents a cross section of the states and lines of business in which we operate. Members include community members, experts from our lines of business, legal and financial professionals, and former recipients of Telamon-TRC services.

Officers:
Mary Wedgeworth, Chair ...................... Montgomery, AL
Delores Dixon, Vice Chair ..................... Greensboro, NC
Herbert Williams, Treasurer ................. Valdosta, GA
Juana Rivera, Secretary ..................... Walkerville, MI

Members:
Tyler Boyd ........................................ Kalamazoo, MI
Mary Brown ....................................... Kearneysville, WV
Annie Graham ..................................... Roxboro, NC
Esther Graham .................................... Wyoming, DE
Margaret Hill ...................................... Midway, AL
Marcus Holley .................................... Greensboro, NC
Jewell Moore ..................................... Vidalia, GA
Nathaniel Orr ..................................... Martinsburg, WV
John Shelton ..................................... Houston, DE
Brandy Smith ..................................... Magnolia, DE
Craig Umstead .................................... Wilmington, NC
David Whitaker .................................. Martinsburg, WV
We believe that better education leads to better jobs. Better jobs lead to better lives, which create better communities. Better communities supply better education... and the cycle of empowering individuals and improving communities continues.

www.telamon.org  |  www.transitionresources.org