WHAT A FANTASTIC YEAR!

AEA’s national member network continues to impact the lives of children each day.

Our network has grown significantly over the past two years!

AEA celebrated its 35th anniversary this year with a celebration and exhibit at our national conference in Las Vegas. We paid homage to our founder, Marilyn Panichi, and provided the Generosity of Spirit award to our Board President, Ernesto Loperena.

With innovation at the forefront of our “Forward Thinkers in Adoption” conference, we hosted the country’s first National Match Event and Institute. The match event was well-attended and provided adoption professionals with access to one another to discuss potential adoption matches.

To kick-off the conference, Fostering Great Ideas facilitated a unique experiential exercise, Life In Limbo, where all conference participants experienced life in foster care from the perspective of a child, birth parent, or social worker. Conference participants learned about many best practices. Of special note was the presentation by our luncheon speaker Derenda Shubert, CEO of Bridge Meadows. Bridge Meadows is an innovative intergenerational living community program based in Oregon where youth formerly in foster care, their adoptive parents, and elders live together and support one another.

Following the conference, our networking and skill-building continued online. AEA revamped our web-based continuing education program, Learn with AEA and Child Welfare Leadership series, for professionals nationwide. You can read more about our member services on page 3 - 4.

Just before we ended the year, AEA was informed that our application to continue to operate AdoptUSKids was accepted by The Administration for Children and Families (ACF), Administration on Children, Youth and Families (ACYF), Children’s Bureau (CB). We are thrilled to continue the AdoptUSKids program to assist States, Tribes and Territories to recruit and retain foster and adoptive parents for children in public foster care.

We are extremely grateful to all AEA supporters – page 7. Our partners and donors are committed to ensuring we continue to help children and build adoptive families. We cannot do this important work alone, so thank you for being a member, friend, and supporter of AEA!

Sincerely,

Kamilah Bunn
Chief Executive Officer
Adoption Exchange Association (AEA)

Ernesto Loperena
President, Board of Directors
Adoption Exchange Association (AEA)
**AEA helps children and builds families through our national network:**

- **437,465** - The number of children in foster care¹

- **117,794** - The number of children waiting to be adopted in foster care²

- **28,000** - The number of children previously photo-listed who are in adoptive families

- **205** - The number of members of AEA national member network

- **97%** - The average satisfaction score following our peer-to-peer online educational courses

**AEA serves its members year-round:**

- **BIENNIAL** - National Conference

- **BI-ANNUALLY** - National password-protected match catalog

- **QUARTERLY** - Peer-to-peer Leadership Series for Executives

- **BI-MONTHLY** - Learning with AEA webinars with CEUs for Adoption Workers

- **MONTHLY** - Member of the Month National Publications on Best Practices

- **DAILY** - Online Community


Members rely on AEA for continuing education, credentialing, networking, and skill-building.

• 200+ Members • 35 States & DC

- Current AEA members

CALIFORNIA

Latino Family Institute offers post-adoption support for relatives who adopt their family members. Kamilah Bunn, CEO of AEA, visited the Executive Director, Maria Quintanilla (both shown here) to learn about their successful program.
WEST VIRGINIA

Rachel Kinder of Mission West Virginia, collects and provides critical items to foster children. Their work was featured in our Member of the Month publication.

SOUTH CAROLINA

Dave White (far right) delivered “Life In Limbo” with Chauncey Strong (left) at the AEA National Conference - an empathy inducing experimental training about life in foster care.

PENNSYLVANIA

Ja-Neen Jones of Pittsburgh’s Three Rivers Adoption Council shared their successful matching event model for teens at the AEA National Conference.

OHIO

The Dave Thomas Foundation for Adoption President & CEO, Rita Soronen, shared the outcomes and future plans for the evidence-based Wendy’s Wonderful Kids program at the AEA National Conference.
AEA OPERATES ADOPTUSKIDS WITH PARTNERS TO FACILITATE ADOPTIONS NATIONWIDE

*AdoptUSKids raised public awareness about the need for foster and adoptive families:*

- Over **5,300** children and youth waiting to be adopted are highlighted on the national photolisting site
- Over **2,386** families adopting are highlighted on the national database
- Adoptuskids.org received **1,200,000** page views per month from more than **300,000** users.
- Our national speakers bureau trained **92** adoptive families to share their story with the media
  - Our public service campaign “You Don’t Have to be Perfect to Be a Perfect Parent” and its media tour on November 15, 2016 resulted in 11 television and 19 radio interviews reaching a total audience of **5,914,899** people

*AdoptUSKids supports states, tribes, and territories:*

- More than **28** States and **8** Tribes received technical assistance and capacity building support
- Over **1,000** professionals attended AdoptUSKids webinars, and received technical assistance on evidence-based practice to recruit, develop and support families.
Since 2002, nearly half of the children photolisted on AdoptUSKids were placed for adoption. Out of the 53,373 waiting children that have been photolisted on AdoptUSKids, **26,641** were placed with adoptive families.

### WHO ARE THE PLACED CHILDREN?

**GENDER**
- **42%** female
- **58%** male

**DISABILITIES**
- Multiple: **27%**
- One: **22%**
- None: **52%**

**SIBLINGS**
- One or more: **44%**
- Registered as individual: **56%**

**AGE**
- 12 and under: **66%**
- 13 and older: **34%**

### RACE AND ETHNICITY

- Black or African American
- American Indian or Alaskan Native
- Asian
- Caucasian
- Hispanic or Latino ethnicity (of any race)
- Native Hawaiian or Pacific Islander
- 2 or More Races

### MEETING THE GREATEST NEED

AdoptUSKids serves the children and teens in foster care who are considered “harder to place.”

As this FY 2015 graph illustrates, 72% of the photolisted children and teens on AdoptUSKids who were placed in adoptive homes were 9 and older (Age=11-12 yo), whereas 24% of this age group were reported as adopted in AFCARS. (Age=6 yo).

1. Adoption and Foster Care Analysis and Reporting System

### Campaign Costs (2003-2016)

- **$15 million in campaign costs**
- **$545 million in donated media support**
- **50 billion media impressions**

**112,000** children in US foster care are waiting to be adopted. **1 in 5** are teens.
2017 Supporters:

**Federal Government**
The Children’s Bureau of the US Department of Health and Human Services

**Foundations**
The Max and Victoria Dreyfus Foundation
Barry J Goldstein Philanthropic Fund at the JEWISHColorado Foundation
Deutsche Bank Americas Foundation

**Event Sponsors and Non-Profit Contributions**
Amazon Smile
Bridge Meadows
Dave Thomas Foundation for Adoption
Human Rights Campaign
Illinois Center for Adoption & Permanency

**Individual Donors**

*Partners ($500-$2,499)*
Anonymous
Jill Sung
Kelly Katsnelson
Rebecca Wasyk

*Allies ($100-$499)*
Anonymous
Kimberly Allison
Janice Goldwater
Lauren Hale
Delisa Harris
Jacky Hardy
Tyler Helbach
Jenna Henchey
Philip Lewis
Trenton Mead

Tony Perrin
Angela Pederson
Christopher Rice
Robert Rooks
Delores Rubin
Richard Valenza
Kenneth Weiner
Keturah Winter
John Zabetakis
Friends (Up to $99)
Cynthia Adams
Darlene Allen
Kamilah Bunn
Oriana Carey
Colleen Ellingson
Lisa Funaro
Vanessa Goodrow
Arbrister Gowdy
Joe Haynes
Elisha Holland
Crystal Johnson
Lashaunda Jackson
Ja-Neen Jones
Melissa Lakas
Sean Lansberry
Ernesto Loperena
Beth-Ann Nelson
Maria Quintanilla
Michelle Pollock
Heidi Raubenolt
Liane Sauda
Wendy Spoerl
Brandi Stocksdale
Willie Suhre
Kyla Sullivan
David Szymanowski
Steven Clark Toth
Jacqueline Wilson
# 2017 Financial Information:

**As of September 30, 2017**

<table>
<thead>
<tr>
<th>Category</th>
<th>2016</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td><strong>Total assets</strong></td>
<td>$1,108,715</td>
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</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>$654,196</td>
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</tr>
<tr>
<td><strong>Net assets without donor restrictions</strong></td>
<td>$447,955</td>
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<tr>
<td><strong>Total change in net assets</strong></td>
<td>$58,115</td>
<td></td>
</tr>
<tr>
<td><strong>Cash &amp; cash equivalents year-end</strong></td>
<td>$533,418</td>
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### Income by type

<table>
<thead>
<tr>
<th>Category</th>
<th>2016</th>
<th>2017</th>
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</thead>
<tbody>
<tr>
<td>Federal Grant</td>
<td>$5,207,229</td>
<td>$4,986,363</td>
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<tr>
<td>Foundations</td>
<td>$0</td>
<td>$5,250</td>
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<tr>
<td>Memberships</td>
<td>$22,220</td>
<td>$30,593</td>
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<tr>
<td>Fee for Service</td>
<td>$65,216</td>
<td>$59,292</td>
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<tr>
<td>Donations</td>
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<td>$115,918</td>
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<tr>
<td>Campaigns</td>
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<td>Events</td>
<td>$0</td>
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<tr>
<td>Other</td>
<td>$2,741</td>
<td>$2,858</td>
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</table>

### Expenditures by function

<table>
<thead>
<tr>
<th>Category</th>
<th>2016</th>
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<tbody>
<tr>
<td>AdoptUSKids</td>
<td>$4,985,047</td>
<td>$4,779,576</td>
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<tr>
<td>General &amp; Administrative</td>
<td>$164,368</td>
<td>$237,058</td>
</tr>
<tr>
<td>Programs &amp; Member Services</td>
<td>$222,181</td>
<td>$206,785</td>
</tr>
</tbody>
</table>
## AEA Members:

### October 1, 2016 - September 30, 2017

1. Adopt America Network, OH
2. Adoption Advocacy, SC
3. Adoption Rhode Island, RI
4. Adoptions Together, MD
5. Bethany Christian Services, MI
6. Barker Adoption Foundation, MD
7. Children Awaiting Parents, NY
8. Coalition for Children, Youth & Families, WI
9. DC Child and Family Services, DC
10. DCCCA, KS
11. Eckerd Youth Alternatives, FL
12. Family Builders by Adoption, CA
13. Family Connections Christian Adoptions, CA
14. Family Design Resources, PA
15. Family Focus Adoption, NY
16. Florida’s Adoption Information Center, FL
17. Georgia Department of Human Resources, GA
18. Adopt Kansas Kids, KS
19. Latino Family Institute, CA
20. Lutheran Social Services of WI and Upper MI, WI
21. Maryland Department of Human Resources, MD
22. Massachusetts Adoption Resource Exchange, MA
23. Metropolitan Washington Council of Governments, DC
24. Michigan Adoption Resource Exchange, MI
25. Mission West Virginia, WV
26. NACAC, MI
27. National Adoption Center, PA & DE
28. New York Council on Adoptable Children, NY
29. North Carolina DHHS Children’s Services, NC
30. Northwest Adoption Exchange, WA
31. Raise a Child, CA
32. Sierra Forever Families, CA
33. Spence-Chapin Services to Families and Children, NY
34. The Adoption Exchange, CO
35. Three Rivers Adoption Council, PA
36. Virginia Department of Social Services, VA