



TutorSmart
YOUR TUTORING, TRANSFORMED

Annual Report 2023 - 2024

419-210-1830

info@tutorsmart-toledo.org

www.tutorsmart-toledo.org



Table of Contents

Mission & Vision	Page 3
Success Story	Page 4
Recognition & Results	Page 5
External Validation	Page 6
Tutoring Model	Page 7
Scalability & Sustainability	Page 8
Year in Numbers	Page 9
Financials	Page 10
Leadership Team	Page 11
Board of Directors	Page 12
Donor Acknowledgement	Page 13
Letter from DA	Page 14
Letter from ED	Page 15

Our Vision

The literacy challenge we face is significant, but it's not insurmountable. By partnering with TutorSmart, Schools and Out-of-School-Time providers can tap into a powerful resource that amplifies their efforts and accelerates student success.

Together, we can ensure that every child has the reading skills they need to succeed in school and in life. Let's write a new chapter in our community's story—one of educational excellence, equal opportunity, and a brighter future for all.



Our Mission

1

Helping kids in Greater Toledo reach grade level through targeted, data-driven tutoring.

2

By collaborating strategically with schools and after school providers, we've developed a scalable model that delivers measurable results for students and schools.

3

Our mission is twofold: to help students reach grade level today, while creating sustainable, research-backed tutoring solutions that will serve our community tomorrow

From Struggling Student to Confident Reader



Isaiah, a 4th grader at Reynolds Elementary, used disruptive behavior to mask a painful secret – he couldn't read. His frequent outbursts and trips to the principal's office were desperate attempts to hide his struggle. While most saw a troublemaker, Ms. Warner recognized a child crying out for help. With a gentle invitation to tutoring, she opened the door to an extraordinary transformation.

Isaiah's determination shone through as he arrived early 3 mornings each week to practice reading. His passion for learning grew so strong that he sought additional help on his off-days. By year's end, the once-disruptive student had blossomed into an engaged, confident learner. As his reading skills improved, his behavioral issues melted away.

Through TutorSmart's impact, Isaiah's journey from struggling student to successful learner exemplifies how addressing literacy challenges can profoundly change a child's life trajectory.



Real Results

At the heart of our success lies our unwavering commitment to data-driven approaches. This year, we've doubled down on this commitment, refining our analytics to provide even more precise, real-time insights into student progress.

We're honored that our tutoring model has been recognized by Stanford University's National Student Support Accelerator, which awarded us their **Program Design Badge** for excellence in tutoring program design. We were 1 of 7 organizations to receive this Badge. Additionally, the Ohio Department of Education and Workforce has acknowledged TutorSmart as a **high-quality, high-dosage tutoring model** and we won the **NWO Nonprofit Excellence Award for Strategic Action**.

In Spring 2024:

- 3rd grade TutorSmart students had **significantly higher i-Ready scores** compared to other 3rd grade TPS students at the same schools (mean 473 vs 457).
- TutorSmart 3rd graders also had **higher scores on Ohio's State Tests** (mean 662 vs 655).

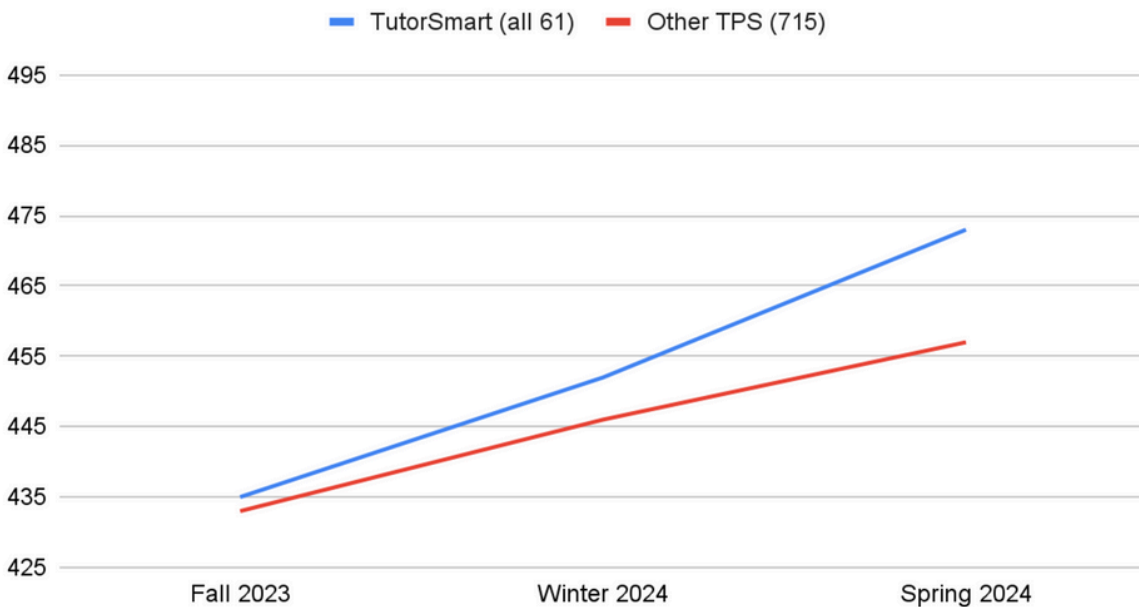
These statistics represent real children whose literacy skills—and lives—have been transformed through our support.



These recognitions validate our methods and inspire us to push even further in our pursuit of educational excellence.

i-Ready results validate TS impact

TPS 3rd graders who engaged in TutorSmart tutoring demonstrated significant increases in i-Ready scores by the Spring testing as compared to their peers at the same schools who did not receive TS tutoring.



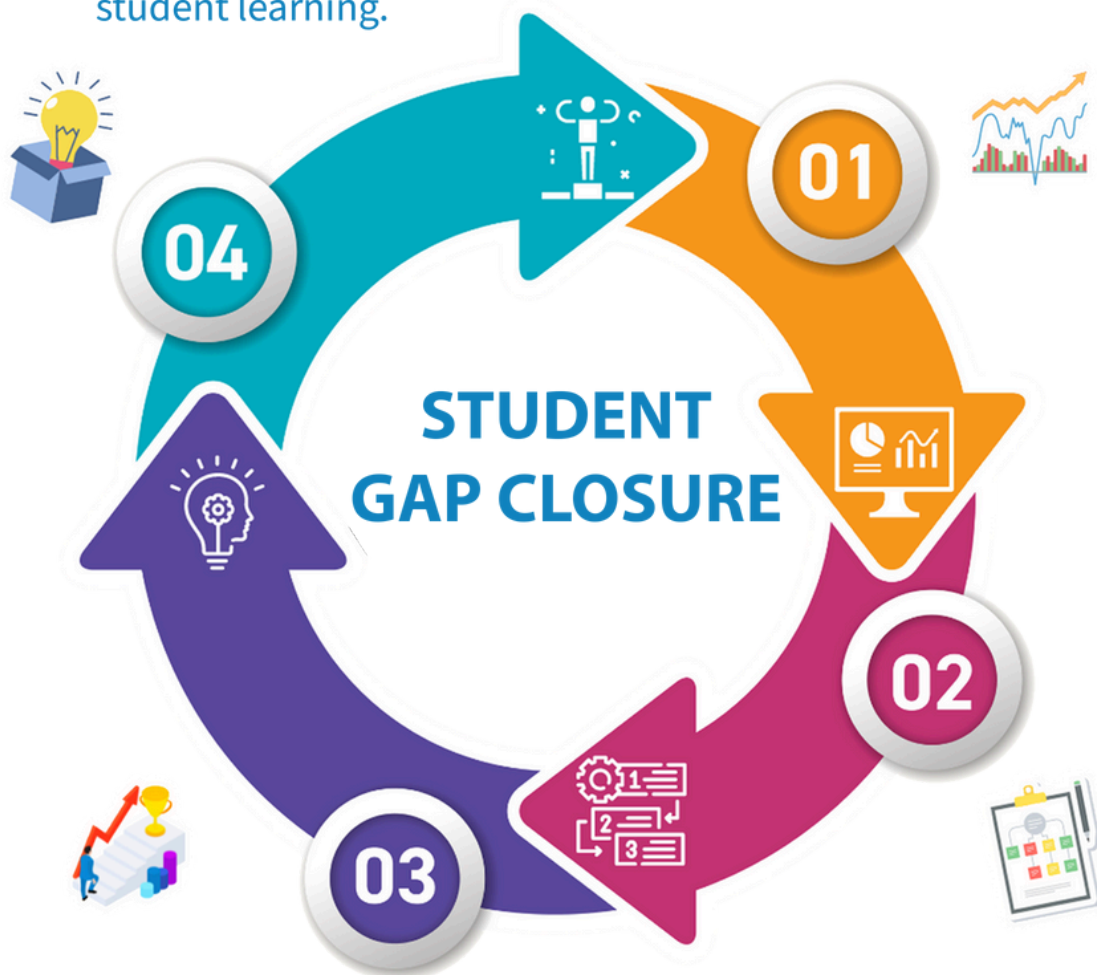
Our High-Impact Tutoring Model

LEARNING INTERGRATION

Through ongoing continuous improvement cycles, TS tutors consistently analyze data, integrating coaching and instructional strategies to enhance their teaching practices and drive student learning.

TRULY DATA DRIVEN

TS supports tutors in collecting, analyzing, and utilizing formative assessment data design personalized and



EXPERT SUPPORT

TS offers ongoing coaching for tutors, helping them effectively implement research-based practices that promote mastery of concepts leading to accelerated gap closure.

TARGETED INSTRUCTION

TS tutors employ positive, research-backed instructional methods with daily lessons designed to address individual student needs and promote academic achievement.

Scalability & Sustainability

- **Scalable:** By training existing teachers, we can rapidly expand our reach without the need to recruit and vet large numbers of external tutors.
- **Sustainable:** Our model builds capacity within schools, creating a lasting impact that extends beyond our direct involvement.
- **Cost-Effective:** By leveraging existing resources and focusing on data-driven methods, we maximize the impact of every dollar invested in tutoring.



By supporting our schools in raising reading proficiency rates, we aim to:



Improve high school graduation rates.

Enhance career prospects for youth.

Break cycles of poverty through education.



A Year By The Numbers

69 Tutors across
17 sites delivered
15,714 hours of intervention
to **478** Students

Closing **159** school years of academic gaps

Removing **30%** of 3rd graders from their RIMPs

Helping **66%** improve their Ohio State Test Scores

Statement of Financial Position

As of June 30, 2024

	Jun 30, 24	Jun 30, 23	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
100 · Signature Bank				
100.01 · Operations	111,338.17	116,366.51	-5,028.34	-4.32%
Total 100 · Signature Bank	111,338.17	116,366.51	-5,028.34	-4.32%
Total Checking/Savings	111,338.17	116,366.51	-5,028.34	-4.32%
Other Current Assets				
120 · PrePaid Expense	0.00	200.00	-200.00	-100.0%
Total Other Current Assets	0.00	200.00	-200.00	-100.0%
Total Current Assets	111,338.17	116,566.51	-5,228.34	-4.49%
TOTAL ASSETS	111,338.17	116,566.51	-5,228.34	-4.49%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Credit Cards				
206 · Signature Visa 3905	3,350.30	1,343.33	2,006.97	149.4%
Total Credit Cards	3,350.30	1,343.33	2,006.97	149.4%
Other Current Liabilities				
210 · Payroll Liabilities	0.00	6,360.69	-6,360.69	-100.0%
211 · Accrued Payroll	15,662.51	12,721.72	2,940.79	23.12%
212 · Accrued Time Off	6,131.67	3,449.04	2,682.63	77.78%
290 · Deferred Revenue	7,535.25	21,500.00	-13,964.75	-64.95%
Total Other Current Liabilities	29,329.43	44,031.45	-14,702.02	-33.39%
Total Current Liabilities	32,679.73	45,374.78	-12,695.05	-27.98%
Total Liabilities	32,679.73	45,374.78	-12,695.05	-27.98%
Equity				
303 · Unrestricted Net Assets	71,191.73	24,698.42	46,493.31	188.24%
Net Income	7,466.71	46,493.31	-39,026.60	-83.94%
Total Equity	78,658.44	71,191.73	7,466.71	10.49%
	111,338.17	116,566.51	-5,228.34	-4.49%

Our Team

At TutorSmart, we believe that transformative education happens through meaningful connections, data-driven insights, and unwavering community support. Our team brings together passionate educators, relationship builders, and innovative thinkers who share a common vision: empowering students to reach grade level proficiency by leveraging high impact tutoring.

What truly sets our team apart is our commitment to building lasting relationships. Our educators take the time to understand each student's individual needs, learning style, and aspirations. This personalized approach, combined with our data-driven methodology, allows us to continuously refine our teaching strategies and deliver measurable results.



Tiffany Adamski

Executive Director



Hyfah Hilou

Director of
Advancement



Scott Andrews

Associate Director of
Strategic Improvement



Chris Soltis

Associate Director of
Teaching & Learning

Our team members share more than just professional expertise – they bring heart, dedication, and a genuine passion for education to everything they do. Whether we're analyzing performance data to optimize learning outcomes, developing innovative teaching techniques, or fostering connections within our community, we work together to create an environment where every student can thrive.



2024 Board of Directors

Officers

Board Chair: Mike Alfarah

Vice Chair: Dr. David Ledrick

Secretary: Maureen Kenney

Treasurer: Ben Klopping

Huntington

Mercy St. V's Medical Center

Retired

Huntington

Directors

Nathan Anderson (Chair Emeritus)

Annie Baymiller (Chair Emeritus)

Fred Dannhauser

Matt Darah

Dr. Romules Durant

Karen Fischer (HR & Governance Chair)

John "Jack" Kelly, JD

Jesse MacDonald

Greg Owens

Michelle Savickas

Chuck Stocking (Strategic Growth Chair)

Steve Zirkel (Development Chair)

Radco Industries

Owens Corning

Focus CFO

Merrill Lynch Wealth

Toledo Public Schools

Retired

Shumaker, Loop, & Kendrick

TFO Marketing Partners

Stars Prep LLC

MVCDS

Principal Business Enterprise

Blue Everest LLC



We extend our heartfelt gratitude to the following supporters whose contributions make our mission possible.

Visionary Circle (\$25,000 & higher)

Toledo Public Schools (in-kind)
United Way of Greater Toledo
John Henry Eldred Jr. Foundation
Ohio Department of Education & Workforce

Leadership Circle (\$5000- \$24,999)

R.A. Stranahan Foundation
The Andersons Foundation
Shumaker, Loop & Kendrick Foundation
Beyond The Horizon Consulting
Owens Corning
Express Wash Concepts
Walter Terhune Memorial
McMaster Family Foundation
McIntosh Family
Toledo Community Foundation
PNC Foundation
Steve Zirkel
North Star Steel LLC
Mike and Karen Fischer
Anonymous Challenge Match Donor
David Ledrick

Champion Circle (\$500-\$4999)

Impact Employment Solutions
SJS Investment Services
Shelby Parton - Health Markets
S.O.S
Decker Fund of GTCF
Hair Chiasso
Shelter Mutual Insurance Co.
Madasz High Performance Coaching
Citizens National Bank
Regan Insurance
McClellan Family Investments
Jim White Honda
Nathan Anderson
Rich Wurst - Skylight Financial Group
Phyllis Bixler - Cruise Planners
Annie Baymiller
Bollin Wealth Management LLC
Bob and Mary Arquette
Matt Darah
Mike Alfarah
Fred Dannhauser
Greg Owens
Maureen and Patrick Kenney
BNI NW Ohio

Thank You

As we reflect on another successful year, we are filled with gratitude and optimism. Throughout the year, we forged meaningful relationships and deepened connections with corporations, small businesses, and individual community members who believe in our mission.

I want to take this opportunity to extend a heartfelt thank you to everyone who contributed to our success this year. Your unwavering support and commitment have been instrumental in helping us achieve our goals. Together, we have made significant strides in advancing our mission, and I am truly grateful for your dedication. The TutorSmart team has worked tirelessly to foster an environment of collaboration and innovation. We are particularly thankful for the new partnerships we've formed, which have enriched our community and expanded our reach.

As we look ahead, we invite you to continue this journey with us. Whether through volunteering, attending our events, donating, or sharing our mission within your networks; your involvement makes a difference. Join us in our upcoming initiatives and help us create an even greater impact together.

Thank you once again for your support and belief in our mission.

Let's make the next year even more remarkable.

Hyfah Hilou

Hyfah Hilou

Director of Advancement

Check out a couple of our sponsors from our 2nd Annual Golf Outing Fundraiser! What a fantastic day it was! It's supporters like you who help us drive our mission forward and make a real difference in our community.



Rich Wurst
Financial Planner
at Skylight Financial

Elliott Brown
Engineer at REPAY

Thank You



Dear Friends and Partners,

As I reflect on this remarkable year at TutorSmart, I am filled with profound gratitude for the extraordinary community that makes our mission possible. Through both moments of celebration and challenge, your dedication to improving literacy outcomes for Greater Toledo's children has been nothing short of inspiring.

To our Leadership team: your strategic guidance and tireless commitment to excellence have been instrumental in scaling our impact while maintaining the high-quality programming that defines TutorSmart. You've navigated our growth with wisdom and grace, never losing sight of the children and families we serve.

I want to particularly acknowledge our Programming and Data teams, whose expertise and innovation have strengthened our high-impact tutoring model. Your attention to program quality and outcomes has ensured that every decision we make is grounded in evidence and focused on maximizing student success.

To our District and School partners: thank you for your trust and collaboration. Your partnership has opened doors for so many students to access transformative tutoring support. Together, we're creating an educational ecosystem that truly serves every child's needs.

And to the incredible teachers who bring our mission to life every day: you are the heart of TutorSmart. Your expertise, patience, and dedication to helping students reach grade-level proficiency have created countless breakthrough moments in classrooms across our community. The relationships you build and the confidence you instill in our students ripple far beyond the tutoring sessions.

As we look ahead, I am filled with optimism about the future we're building together. Thank you for being part of this journey and for your continued commitment to ensuring every child has the opportunity to become a confident, capable reader.

With deepest appreciation,

Tiffany Adamski
Executive Director