

*Fee-for-Service:* Wellspring's ability to increase its Fee-for-Service sales are reflected in the additional sale of Footprints for Life licenses and trainings, We're Not Buying It 2.0 licenses and trainings, as well as Municipal Alliances, and programming to Monmouth County schools.



Another accomplishment earned by Wellspring came when the agency was named a "2018 Top-Rated

Nonprofit" by GreatNonprofits, the leading reviews organization for charities and nonprofits. The Top-Rated Nonprofit Award is based on the agency's rating and number of Wellspring comments received from volunteers, donors and aid recipients. "Wellspring Center for Prevention is a great example of a nonprofit making a real difference in the community," said Perla Ni, CEO of GreatNonprofits, "Their award is well-deserved not only of their work, but the tremendous support they receive, as shown outstanding reviews they have received from people who have direct experience with Wellspring."

## FINANCIAL INFORMATION SUPPORT AND REVENUE

GRANTS & CONTRACTS	\$1,670,118
PROGRAM FEES	256,897
CONTRIBUTIONS & EVENTS	17,435
INTEREST AND OTHER INCOME	7,880
<b>TOTAL SUPPORT AND REVENUE</b>	<b>\$1,952,530</b>

*Though 85% of our revenue comes from grants and contracts, this line item represents diverse funding from the Federal government, multiple State departments, and Middlesex County.*

## EXPENSES

PROGRAM SERVICES	\$1,473,216
MANAGEMENT AND GENERAL	339,836
FUNDRAISING	6,180
<b>TOTAL EXPENSES</b>	<b>\$1,819,232</b>
CHANGES IN NET ASSETS	133,298
NET ASSETS, BEGINNING OF YEAR	408,668
<b>NET ASSETS, END OF YEAR</b>	<b>\$541,966</b>



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# 2018 Annual Report



Wellspring Center for Prevention has provided addiction prevention and recovery services in the form of training and education since 1980. We are proud to work as a nonprofit, community-based health organization in Middlesex, Monmouth and surrounding counties. Our mission is to prevent substance abuse in our community by providing educational programs for healthcare professionals, educators, parents, students, and seniors. Our staff members visit local schools, attend community events, speak at professional development seminars, and publish relevant blog content in an effort to shed light on the devastating effects of substance misuse and addiction. We also aim to serve as a resource to individuals, families, and organizations that have been impacted by substance use. Through our help line and online self-help tool, our Preventionists can help you or your loved ones find an appropriate addiction recovery program, and gain the necessary knowledge and tools to face the challenges associated with substance use.

## 2018 HIGHLIGHTS

2018 was marked with many highs for Wellspring Center for Prevention.

We achieved a high in total income; we increase our staff in both the East

Brunswick office as well as the Pathways program at Carteret High School; and we continued to be awarded grants including the Substance Use Navigator grant (SUN) awarded by the NJ Department of Children and Families, and a special Rutgers University's Talent Development Center grant whereby we provided addiction training to dozens of individuals throughout the state.

We received funding through the state Division of Mental Health and Addiction Services for two grant programs: Preventing Opioid Misuse by Young Athletes and Partnerships for Success working the Children's System of Care partners. Additionally, we received a grant from the Monmouth County Youth Services Commission and all existing grants from Monmouth and Middlesex County were renewed.

Our staff of professionals, interns and volunteers, guided by our Board of Trustees, continued to deliver hundreds of programs to thousands of individuals throughout the county.

*Information and Referrals.* Our staff and our online self-help tool provided referrals to over 1,440 individuals while our agency handled more than 10,500 requests for information.

*Outreach:* Wellspring-related media notices appeared in regional radio and TV stations

including NJ 101.5, and News12NJ as well as numerous newspapers and web-based media outlets. Our outreach efforts generated 66 media mentions referencing Wellspring and its programs, reaching an audience of over 8.6 million individuals, all with an earned income value of over \$188,200.

Our efforts through our websites and social media efforts reached over 25,000 individuals in 2018, a monthly average of over 2,000 folks.

Agency staff delivered over 240 presentations in area communities, attended by over 12,900 individuals. At these events, over 7,600 pieces of literature were handed-out.

*Student Services:* Wellspring preventionists made 1,270 in-school presentations reaching over 4,600 students in both Middlesex and Monmouth Counties.

*Trainings:* Wellspring delivered Certified Prevention Specialist classes to over 240 professionals. The agency also provided renewal training to over 360 addiction professionals. and, over 1,400 online addiction courses were sold in 2018, a 14 percent increase over 2017.