

**ANNUAL
REPORT
FY12**

Language ETC

**Improving the lives of immigrants
through education**



OUR MISSION

Our mission is to provide excellent and affordable English classes and other educational programs to immigrants using volunteer teachers.

A Message from the Director



It has been an exciting year of change and growth for Language ETC (LETC). Taking the helm as the new Executive Director in July, 2011 was like coming home. Having previously served as Executive Director from late 2002 through 2005, it was great to find that the organization was still the welcoming, warm community of volunteers and adult immigrants that makes Language ETC so special. While the organization had evolved in many ways, our commitment to continuous improvement resulted in a long list of accomplishment and new ventures for the year. Expanded programs, an increase in student enrollments and new partnerships are just a few of our latest accomplishments. With more than 19,000 foreign-born persons age 5 and older in the District of Columbia currently identified as LEP (Limited English Proficient) and thereby held back in education, earnings, and access to many services, the goal of LETC is to provide affordable, accessible, high-quality English classes and other educational programs to adult immigrants so that they may build a better future for themselves, their families and their community. In recent student surveys, 86.3% of our students strongly agreed that "Learning English has helped me find a job," of those that had a job, 91% strongly agreed that, "Learning English has helped me be better in my job." It is truly rewarding to be part of an organization that has such an impact on our students and their families. We could not do it without the support of our amazing volunteers and generous donors. We are grateful to all our wonderful supporters!

Mercedes Lemp,
Executive Director

A Message from the Chair of the Board of Directors



It is a privilege for me to serve as Chair of the Board at Language ETC. The students who come through our doors everyday are an inspiration to all of our volunteers. Each of them has a compelling story, and they all work incredibly hard to learn English and other skills in order to succeed in their newly adopted home and provide a better life for themselves and their families. We see so many students working two jobs and yet still making it to every class. We see their joy when they report to us that they understood what was being said at work or in a meeting with their children's teacher. We see their pride when they acquire a new job or a promotion where they work because of what they have learned at Language ETC. We revel in the connections they make with each other in class and with their dedicated teachers. Language ETC is more than a place to take classes; it is a community of dedicated staff, volunteers and students, who support, respect and encourage one another. We thank you for your ongoing support of our program and look forward to your involvement in our future endeavors. Thank you!

Karen Yudelson Sandler,
Chair of the Board, LETC

More
than **300**
volunteers
serve as
teachers
and tutors
each term



SERVICES



Language, ETC (LETC) was founded in 1993 to provide English and literacy training to low-income adult immigrants. Since 1993 our volunteer teachers and tutors have provided students with the education and support they need to build a better future for themselves and their children. Our commitment is to provide high-quality educational services to all low-income immigrants in the Washington area, regardless of ability to pay.

PROGRAM OVERVIEW

- **ESL Classes: Weekday, Evening and Weekend**
- **Spanish Literacy**
- **Citizenship Classes**
- **Computer Skills Program**
- **Drop-in Conversation Classes**
- **Weekly Tutoring**
- **Language Lab**
- **Summer Conversation Classes**

LETC provides classes in *English as a Second Language* (ESL) covering 11 levels, from Basic through Advanced. We also offer *Spanish literacy, citizenship and computer applications* in Spanish and English. More than 300 volunteers serve as teachers and tutors each term. The cost of tuition and books is discounted and scholarships are available to ensure all are able to attend, regardless of their ability to pay.

ESL classes are focused on work- and life-skill topics that help students as they go through their daily activities, as well as helping them to advance in their jobs. To meet the varied schedules of our students, classes are held weekday mornings and evenings, Sunday mornings, and Saturday and Sunday afternoons. Twelve-week terms begin in September, January and April. In the summer, a six-week course is offered that covers basic, intermediate and advanced conversation. On Monday and Wednesday mornings we offer free writing classes for enrolled ESL students. ESL students can also take advantage of free one-on-one tutoring, unlimited access to the Language Lab and receive a discount on computer classes. We also provide free conversation groups before and after classes.

Spanish literacy classes are held on Sunday mornings using "Plaza Comunitaria," a web-based program sponsored by the Mexican government. Citizenship classes are held Saturday mornings. Computer classes are held in the evenings and on weekends.

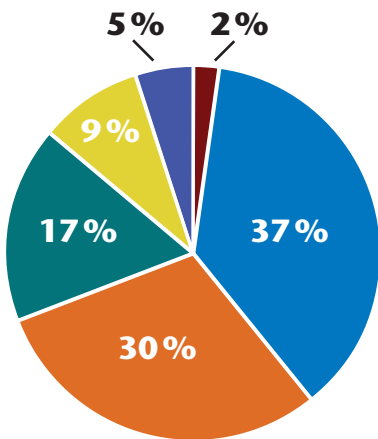
With over **2400 annual enrollments**, **Language ETC**, a 501(c)(3) charitable organization, is **one of the largest non-profit ESL providers** in the Washington D.C. area.

OUR STUDENTS

"I started at the basic level and now I'm in the advanced level. I've learned a lot since I have been in school. Thanks to that, now I have a better job where I speak English all the time. LETC has been really helpful. It helped me to improve my life and the lives of many other people. I've also told my friends and cousins about LETC because I believe it is a good place to study."

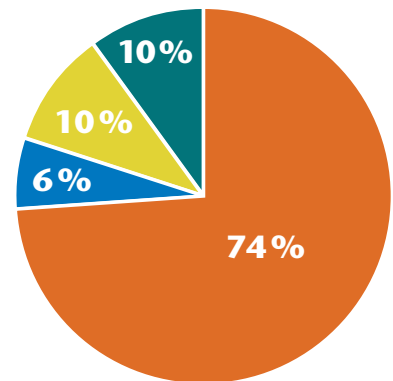
Jose Antonio Martinez (Advanced Sunday AM.)

- **2472 students enrolled in FY2012** from over 60 countries and 5 continents
- Over **65% of students enrolled for more than one term**
- **About 75% are Latino**
- **Approximately 45% have less than a 7th grade education**



AGE

- 14 - 19
- 20 - 30
- 30 - 40
- 40 - 50
- 50 - 60
- 60 +



ETHNICITY

- Hispanic
- Asian
- African
- White

"Now I feel confident. I love this language (English) and my goal is to go to college. I always wanted to go to college but I couldn't. Now I am preparing to go to college and I know I need English if I want to do this. Meanwhile, I am enjoying my classes at Language ETC and taking advantage of all the things that Language ETC can give me as a student."

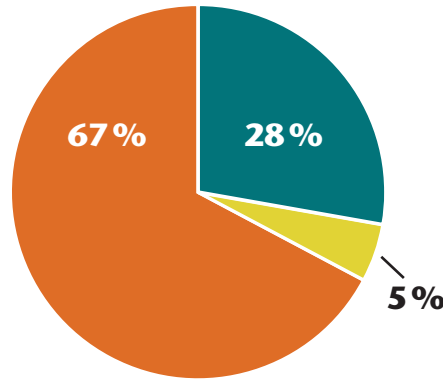
Juliana Lozano (advance Sunday AM.)



“LETC helped me a lot and is still helping me. I found better jobs. I make good money. I drive my own car. I can read and understand everything that people say. When I take my baby to her pediatrician, I can explain to him what is happening with the baby, and I can read and understand all the instructions they give.”

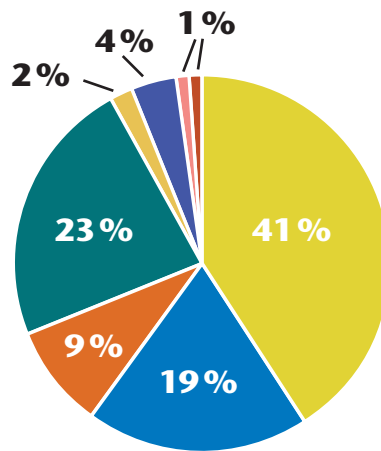
Lucero Leon
(Advanced Sunday AM.)

WHERE THEY LIVE



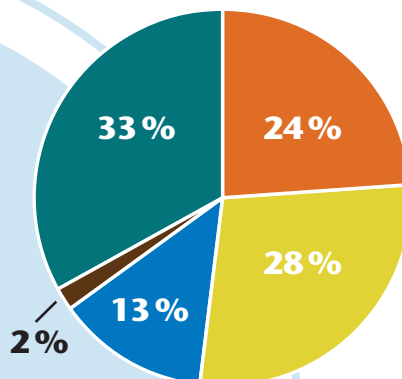
- Maryland
- Virginia
- D.C.

DC WARDS THEY COME FROM



- Ward 1
- Ward 2
- Ward 3
- Ward 4
- Ward 5
- Ward 6
- Ward 7
- Ward 8

INCOME LEVELS



- \$0 - 10 K
- \$10 - 20 K
- \$20 - 40 K
- greater than \$40 K
- unknown

OUR STUDENTS

VOLUNTEERS

- **Over 300 volunteer teachers and tutors** each term
- **Over 80% of volunteers return to teach** a second term



“I teach at LETC because it’s fulfilling and absolutely rewarding...”

From Our Volunteers

“I applied to teach to get involved with a community service organization. My favorite part of the experience is working and interacting with the students. They want to learn so badly and it is wonderful to be able to help them.”

Anna Goldman, 2B

“I teach at LETC because it’s fulfilling and absolutely rewarding. The thought that my three hours of volunteering can make a difference in someone’s life can’t be compared to any material reward. I just love it!!! Thanks for this opportunity.”

Minela Kajmak, 2A

“I really enjoyed watching the students grow and learn over the course of the semester. I feel like for everything I taught them, I received more knowledge in return from them.”

Ben Schaefer, 3A

“This was my first time teaching, and I found out that I loved it! It has actually helped guide my plans for the immediate future - I’m looking at TESL certification programs and jobs as an ESL teacher for the fall!”

Karen Feagin, 4B

OUR ACCOMPLISHMENTS



In FY12 LETC Accomplished The Following:

- **2,472 enrollments**, more than in any other year
- Over **300 volunteer positions** filled each of three terms, also more than in any other year (the abundance of volunteers allowed us to offer new writing classes, more conversation classes and many more one-on-one tutors for students who requested additional help)
- maintained over **80% retention rate of volunteers** (volunteers serving more than one term)
- maintained over **80% student advancement rate** (students who advanced to the next class level)
- **expanded class offerings and added off-site classes** – added more computer and conversation classes, new off-site conversation classes at the DC Shaw Public Library
- **expanded use of technology in classes** – introduced the use of iPads in classes
- established an **Academic Advisory Board** of Washington area ESL professionals
- selected **Returned Peace Corps Volunteers of Washington DC nonprofit partner** of 2012 & 2013
- completed **StoneSoup documentary** – public relations project
- **Deloitte Consulting partnership** – including pro-bono social media training, rebuilding database, analyzing registration and cash management process, translation and registration help

MAJOR INSTITUTIONAL SUPPORTERS

Foundations, Government Agencies

ANC 2D
 The Acacia Foundation
 The Morris & Gwendolyn Cafritz Foundation
 Clark Charitable Foundation
 The Dana Foundation
 IDB-DC Solidarity Program of the Inter-American Development Bank
 The Jovid Foundation
 John and Cora Davis Foundation

The Hattie Strong Foundation
 The Herb Block Foundation
 Holy Trinity Catholic Church
 Eugene and Agnes E. Meyer Foundation
 DC Office of State Superintendent of Education
 Philip Graham Fund
 The Combined Federal Campaign of the National Capital Area

Partners

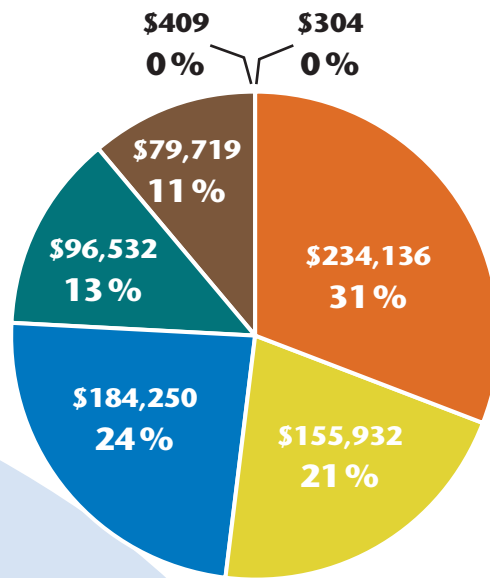
The Returned Peace Corps Volunteers of Washington DC
 Byte Back
 Our Lady Queen of the Americas Church
 Deloitte Consulting LLP
 StoneSoup Films
 Republica
 El Tamarindo
 National Geographic Society
 The Mexican Cultural Institute

FY12 REVENUE SOURCES

REVENUE

● Tuition:	\$ 234,136
● Gov't Grants:	\$ 155,932
● Other Grants:	\$ 184,250
● Contributions:	\$ 96,532
● Gala Income:	\$ 79,719
● Interest:	\$ 409
● Other Income:	\$ 304

Total Revenue: \$751,282

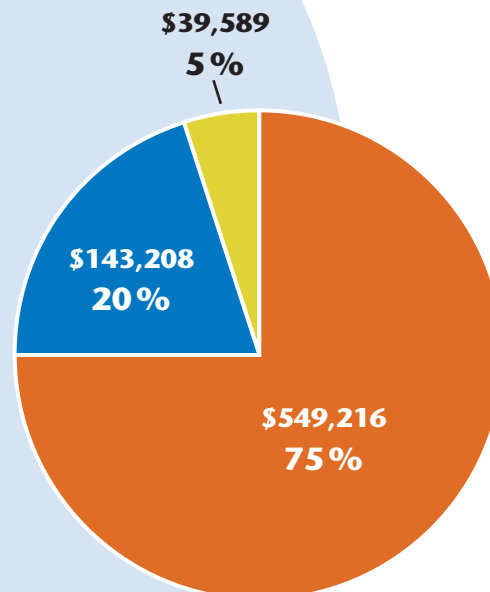


FY12 EXPENSES

EXPENSES

● Program Services:	\$ 549,216
● Management and General:	\$ 143,208
● Fundraising:	\$ 39,589

Total Expenses: \$732,013



DONORS

THANK YOU FY12 INDIVIDUAL DONORS

\$5,000 - 10,000

Amy Berger and Glen Nager
Jennifer and Vincent Browning
Rose Gutfeld and Peter Edwards
Susan Hattan and Steven Kittrell
Stephanie and Gene Lawson
Tamera Luzzatto and David Leiter
Elizabeth Wehrle and Matt Miller
Natalie Wexler and James Feldman

\$2,000 - \$4,999

Susanne K. Bennet
Fran and Frank Butler
Charles Dittrich
Margaret Hennessey
Thea and Gary Mason
Sylvia and Nicholas Miller
Edward and Meghan Quinn
Karen and Joseph Sandler
Elizabeth Werner and Carl Kravitz

\$1,000 - \$1,999

Adrienne Arsht
Kirby Behre and Jody Curtis
Morton and Grace Bender
Ellen and Bob Bennett
Deborah E. Berkowitz
Peter and Jenny Brody
Mary W. Carpenter
Margaret and Mike Carvin
Karren and Edward DeSeve
Mary Janice and Frank Dicello
George and Norma Fabian
FADICA
Robert and Betsy Feinberg
Antonia Fondaras and Joe Goffman
Tibby Ford
Lucy Hamachek
The Hines Foundation
Geraldyn and Martin Lobel
Bonnie and Hamilton Loeb
Lawrence Mercker
Diane Mooney and Frank Pietrantonio
Gilbert Sandler
Harold and Jane Yudelson
Nancy and Harold Zirkin

\$500 - \$999

D. Philip Baker
Horton Beebe-Center and
Stephanie Slewka
Melinda Bieber
Elaine and Richard Binder
Toni Clark and Richard Bell
Carlotta Dicello

\$500 - \$999 continued

Jennifer and Viet Dinh
Sheryl and Richard Donaldson
Mary and Robert Eccles
Kindy French and Emanuel Freedman
Brad Gehrke
Marilyn and Willis Goldsmith
David Goldston
Brent and Walter Goo
Ruth B. Gramlich
Robin and Harvey Hanerfeld
Peter D. Hart
Lynn and Joseph Horning
Jan and Jean Kalicki
Bob Kanchuger and Margaret Cotter
Roland King and Judy Phair
Jane and Ken Lieberthal
Carol and Eugene Ludwig
Ruth and Joseph McInerney
Maria Teresa Meyer
Quentin Meyer
Mary V. Mochary
Neal Neuberger and Mary Ella Payne
Laurence Platt and Elizabeth Herington
Kathleen and Edward J. Quinn, Jr.
Jose Reyes, El Tamarindo Restaurant
Senator and Mrs. John D Rockefeller, IV
Mike and Mary Ann Stanton
Joseph Sudbay and Carlos Martin
Frances H. Symes
Merriellou and Edward Symes
Pamela Towski
Diane and Robert Wilbur
Elizabeth and Kevin Wrege

\$200 - \$499

Robert N. Alfandre
Susan Angell
Donna Atanasio and Donald Francis
Leigh Baily
Seth Berlin and Susan Mayer
Diane and Keith Blizzard
Clara Elena Brillembourg
Victoria Regina Burton
Thomas P. Butler
Martyn M. Caldwell
Melissa Chen and Paul Joseph
Heather and James Clessuras
Clara and George Chopivsky
Ellen and Jackson Copley
Barbara and Daniel Cox
Liz and Tim Cullen
Judson Dolphin
Deirdre E. Donahue
Nancy Donaldson and Mark Bohannon

\$200 - \$499 continued

Ira Dosovitz and Margaret Silverberg
Mary Douglas and James Dick
Susan Elmendorf
Kristy Farley
Al Ferlo and Ellen Athas
Johanna Mendelson Forman and
David Forman
Stephenie Foster
Margery and Dan Friedman
Jennifer and Tim Gale
Ray Garcia and Fruzsina Harsanyi
Pamela K. Green
Shirley Green
Mary Ellen and Michael Guerra
Merna and Joseph Guttentag
Melinda Halpert and Geoffrey Aronow
Elizabeth and David Haselkorn
Orin Heend and Susan Philp
Margaret and David Hensler
Leslie Hill and Dennis Carroll
Merilee Janssen and David Oldfield
Grif and Alix Johnson
Susan and Daniel Joseph
Mr. and Mrs. Edward Kane
Arthur Karlin and Beth Brophy
Sally Katzen
Susan and Peter Keisler
Alexia K. Kelley
Paul Kelly
Joan Kerrigan
Claire Kevill
Grace and Peter Kimm
Karen and Neal Kirsch
Amy and Ed Knight
Darcy and Peter Langdon
Lauralyn and Peter Lee
Elizabeth S. Lourie
Peter Maller
Betty and Herbert Martin
Kathy McDonnell
Dr. Jill McGovern and Dr. Steven Muller
Donna and Mack McLarty
Bridget and Michael Morris
Joyce and William O'Brien
Robert Olshan and Asta O'Donnell
Elly and Dan Perl
Heather and Tony Podesta
Diane and Arnold Polinger
Richard Price
Susan and Anthony Quainton
Laura Quinn
Beverly and Daniel Rezneck
Virginia and Fabian Rosado
Joan and Barry Rosenthal

DONORS

\$200 - \$499 *continued*

Diana Rubin
Laurie Rubiner
Jocelyn Samuels and Thomas Olson
Tulia Sanchez and Gene Lesmez
Theresa Schlafly
Patrick L. Schmidt
Elizabeth and Lee Schoenecker
Nancy and Ira Shapiro
Jeffrey and Claudia Smith
Jenny and Erik Smulson
Teresa Soto
Bonnie and Robert Temple
Harriet Tritell
Lisa and Seth Tucker
Brenda and Arthur Viereg
Sally von Summer
Meredith and Peter Wellington
William Wieand and Betsy Younkins
Kathryn Wilson
Penny and David Yao

Up to \$200

Asuncion Aguila
Mr. and Mrs. Ricky Alpern-Fisch
Joseph Anselmo
Robert Bagnall and Alex Tang
Frank Balz
Hedy and Brian Bannon
Elizabeth and Justin Bausch
David Bender
May Berkowitz
Mary Bissell and Hedrick Belin
Edward and Lis Bierma
Patricia A. Borthwick
Carmen Brick
Ken and Heidi Brotman
Peter Bruns and Jennifer Shea
Hala and Stephen Buck
Maureen Budetti
Barbara and Walter Burgin
Kim Burnett
Gerri Burton
Nancy Carmichael
James Cole
Fred Crouch
John Day
Mark Dembo and Amanda LaForge
Chris Dimotsis
Mary and Murray Drabkin
Michael Duclos
Nancy and Condit Eddy
Kelley Ellsworth
Carol Emig and Michael Durst
Shannon and Richard Fairbanks
Stacy Feuer and Michael Ostheimer
Susan and Michael Fine
Amy Finkelstein

Up to \$200 *continued*

Jane and James Fitzgerald
Sarah Flanagan and Steven Selby
Barbara and Herb Franklin
Tom Freedman
Marjory Goldman
Irv Gornstein and Susan Lebeaux
Debra and Dean Graham
David Gries
Megan Guenther
Flora and Robert Harper
Anthony Harvey
Dolores and John Hastings
James and Phyllis Hedlund
Sally and Stephen Herman
Lynn and Roger Jasek
Naomi Johnson
Cindy and Mark Jordan
Sherry Kaiman
Stuart Kanchuger
Ann and Julius Kaplan
Sally Katzen and Tim Dyk
Haley Kaufman
Kathleen Kearney
Barbara and Michael Krancer
Washington Lais
Mr. and Mrs. Eugene Lambert
Mary Agnes Lamboley
Elena Lazar
Clarice and William Leonard
Nancy Leopold and Jeffrey Wagner
Jonathan Levin
Salo Levinas
Teresita Martinez-Vergne
Jonathan Massey and Mandy Katz
Robert Mazziotta and Donna Cassatta
Nancy and James McBride
Michael and Betty Mele
Jeanine and Donald Messer
Julie and Richard Moe
Carrie and Andrew Monahan
Farrokh Najmabadi
Elizabeth Nightingale and Andrew Herrup
Jim Nixon and Hector Zarate
Patricia Nyhan
Mary K. O'Melveny
Michael Ostheimer
Sharyl Pattillo
Margot and Richard Peet
Agnes and Nap Pietryka
Michael Pollowitz and Sharon Brown
Judy Priven
Diane Zipursky Quale
Susan and Lawrence Rausch
Patricia Reilly
Bill and Susan Reinsch
Carol and Eric Rice
David M. Riley
David and Susan Rose
Lorraine Rose and Joel Kaplan
Suzanne and Irving Rosenthal

Up to \$200 *continued*

Phyllis Rozman
Randi and Philip Rubovits-Seitz
Ellen and Eugene Salerni
Joshua Saunders and Katharine Anderson
Martin Scherr and Jeanne Connelly
Kathryn Schleit
Loretta Schmitzer
Shiva Sedghi and Gary Gerstenfeld
Stephanie Segal and Karl Khoury
Stephen Shapiro
Betty Shirley
Francesca and Larry Slesinger
Anne Sovcik
Susan Spock and Caldwell Harrop
Barbara Stein
Harriett Stonehill
Kathy Strom
Catherine Sunshine
Deborah Tanno
Claudia and James Thurber
Patricia and Edward Verona
Melanne and Philip Verveer
Lais Washington
Valerie and Steven Wayne
David Wentworth and Betsy Broder
Phillip West and Barbara Yellen
Ellen Wormser
Daniel Yergin and Angela Stent

LETC STAFF

Mercedes Lemp, *Executive Director*
Ashley Lipps, *Program Manager*
Steven White, *Director of
Volunteer Services*
Lee Griffith, *Manager of Weekend
Program and Volunteer
Partnerships*
Claudia Belloso, *Office Manager*
Alyssa Jacobsen, *Weekend Office Manager
and ED Assistant*
Antonio Ricci, *IT Support*

LETC BOARD OF DIRECTORS

Amy F. Berger
Jennifer F. Browning
Mary Janice Dicello
Charles Dittrich
Susan Hattan
Stephanie G. Lawson
Bonnie Loeb
Tamera Luzzatto
Carlos Martin
Thea Mason
Sylvia Miller
Diane L. Mooney
Karen Yudelson Sandler, *Chair*
Natalie Wexler