

"We are most impressed with the unique nature of Sunflower Bakery's program—successfully teaching young people employable skills which will help them live satisfying lives."
—Leslie and Samuel Kaplan, Donors and Board Member

NOTE FROM THE EXECUTIVE DIRECTOR

Dear Sunflower Community,

FY 21 was another year full of uncertainty and unknowns. Yet the resilience of our staff, commitment of our community, and support from our donors has allowed Sunflower to take adversity and turn it into opportunity. Opportunity to increase capacity to serve more students in new and different ways, pilot new innovative programming to expand our reach, and continue to ensure our training aligns with market trends. This work is in service to brighter futures for our students and to contribute to a more just, inclusive and equitable community.



Jody Tick



OUR IMPACT

By the Numbers

- 7,880 training hours
- 39 employment training students and 20 teen students served
- 70% of students placed in employment within 6 months of graduation
- 35% increase in number of training program inquiries
- 500 students impacted since 2010

Beyond the Numbers

- Students develop more self-esteem and self confidence that not only supports a strong work ethic, but also translates into more independence.
- Sunflower's work promotes a more just and inclusive community of employers, coworkers, and consumers

FOCUS IN FY 22

In FY 2022, Sunflower continues to evolve, enhance and expand our critical workforce development training by increasing the number of students in the Pastry Arts classes, adding a Hospitality program for more training options, and initiating a coaching component to our programs to support transition to sustained employment. Sunflower began shipping our fresh baked goods nationwide to expand our brand awareness and add another transferable skill to our training programs. On a longer horizon, Sunflower is embarking on a new, three-year strategic planning process that will capitalize on our strong foundation and provide a pathway forward for our next phase of work.

"Being with Sunflower it's awesome to have these trained employees come in. They know how to work a scale, a mixer... [I]t's been really helpful to run a professional kitchen."

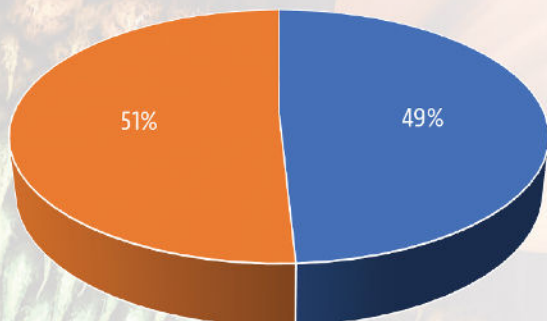
—Christine Schaefer, Owner and Pastry Chef, District Doughnut

ABOUT SUNFLOWER

Sunflower Bakery is a non-profit, social enterprise that enables pathways to employment for young adults with learning differences through workforce development training in the pastry and hospitality industries. Our social venture model integrates students into everything Sunflower produces and sells amplifying our mission with income generated going back to support training students..

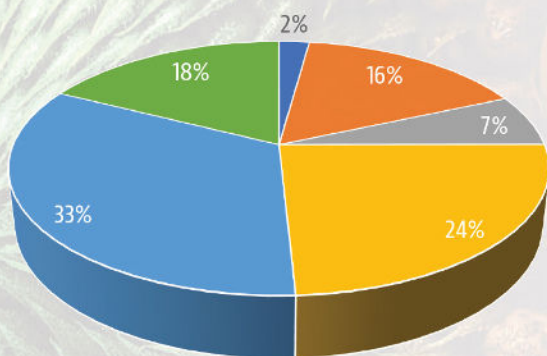
FINANCIALS

Our generous community of donors, including individuals, foundations corporations and government partners, provide critical support to enable our workforce development training programs. Half of the revenue in our social enterprise model is generated through the sales of our baked goods (33%) and program fees (18%).



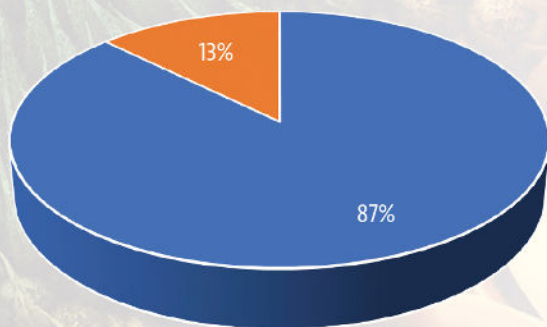
Revenue Sources

- Fundraising
- Earned Income



Contribution Breakdown

- Corporate Sponsorships
- Foundation Grants
- Government Grants
- Individual Gifts
- Bakery and Café Sales
- Program Fees



Expense by Function

- Program Services
- Management & Fundraising



Sunflower Bakery
Caring is our main ingredient


5951 Halpine Road
Rockville, MD 20851
240-361-3698

6101 Executive Blvd.,
N. Bethesda, MD 20852
301-321-3280

Partner Agency of
The Jewish Federation
OF GREATER WASHINGTON

