

**PRESENTATION**

June 1, 2016

DATE: May 19, 2016**TO:** Children and Families Commission of Orange County**FROM:** Kimberly Goll, Executive Director**SUBJECT:** Randy Barth, Founder and Chief Executive Officer, THINK Together

Randy Barth is recognized as one of the nation's leading social entrepreneurs. A successful investment advisor for various Wall Street firms and private company CEO, he founded THINK Together as a volunteer in 1997 and served as the organization's Board Chair. Upon the sale of his company in 2003, Barth became THINK's full-time CEO.

Since then he led the development of a successful plan to scale the organization growing from an organization serving 2,000 students on \$1.5 million in revenue to serving more than 100,000 students currently on more than \$60 million in annual revenue. Along the way he has built a deep management team and a strong results-oriented culture. In addition, THINK Together has created 2,600 jobs over the last five years. Barth has earned numerous awards for civic and business leadership including Concordia University Irvine's Servant Leadership Award in 2011. He currently chairs the Board of Directors of the Santa Ana Chamber of Commerce and serves on the leadership of the California Afterschool Network.

Barth holds a bachelor's degree in economics from UCLA and studied under Peter Drucker at the Graduate School of Management at Claremont Graduate University.

In 2012, THINK Together received a \$5 million catalytic grant from the Commission. The service payback goes through 2022, with the Commission's annual operational support of \$250,000 dependent on renewal of agreements over that time frame. The current agreement goes through 2016/17.

The Early Literacy and Math Program implemented by THINK Together provide direct services to children, parent engagement and education, and provider training. Key program elements include:

- A center-based early literacy and math program where children and their parents attend twice a week for 15 weeks, and uses evidence based curriculum (High Scope)
- Raising a Reader book bags
- Waiting room readers/gently used books to support Reach Out and Read
- Read for the Record and other community events
- Book Bank (gently used book collection and distribution)
- Early Childhood STEM conference for early educators' professional development



THINK Together

Early Literacy and Math Program

Randy Barth
Founder & CEO



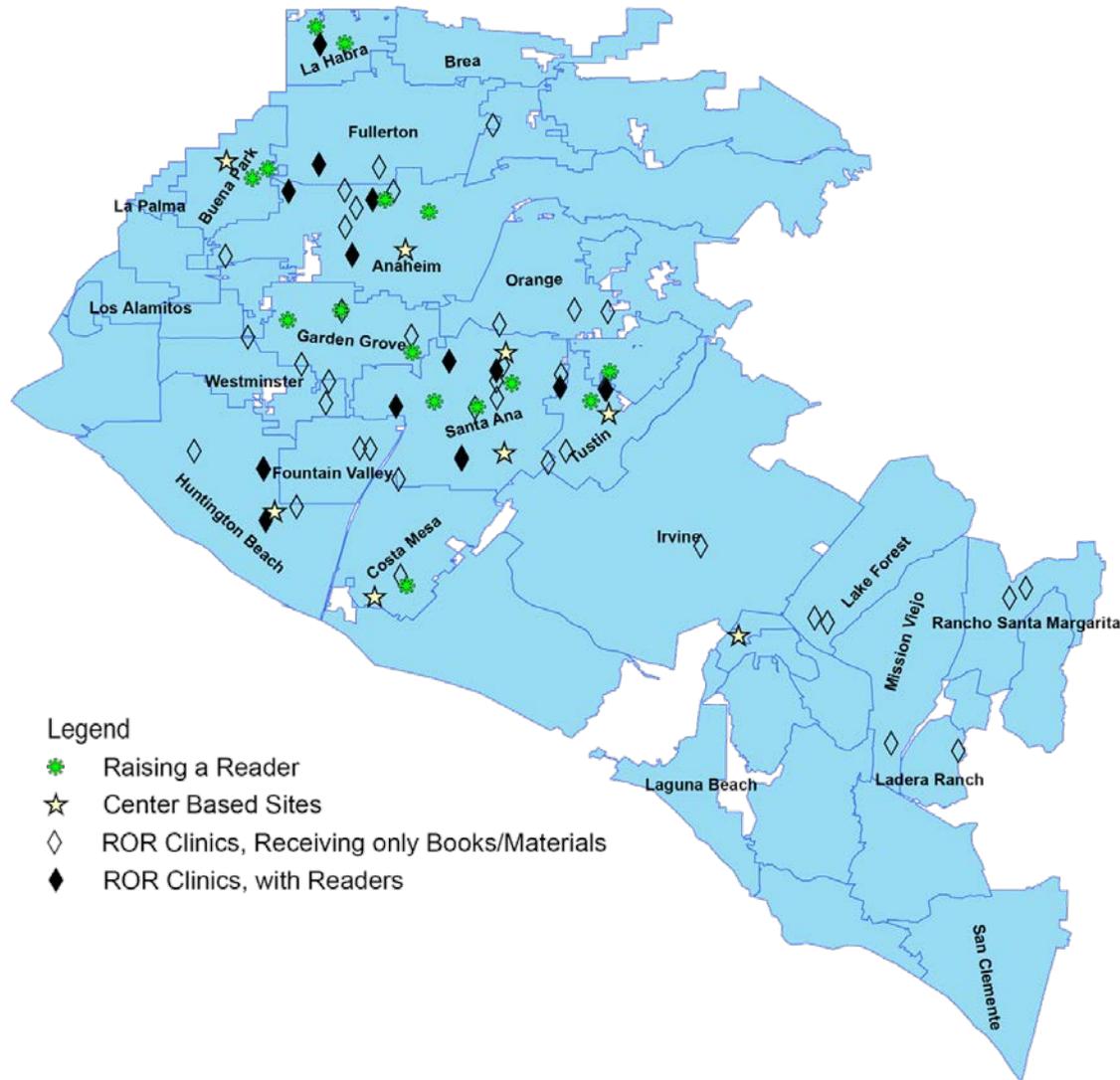
Children & Families
Commission of Orange County

Early Learning Program Elements

- Early Literacy and Math Program at School & Community Sites – 8 locations
- Raising a Reader – 2517 book bags
- Reach Out and Read – 53 clinics
- OC Book Bank – 90,000 books annually
- Events:
 - OC Fair
 - Read for the Record
 - Community Events and Health Fairs
- Early Childhood STEM Conference
- More than 30,000 children served



Early Learning in High Need Areas



Legend

- ★ Raising a Reader
- ☆ Center Based Sites
- ◇ ROR Clinics, Receiving only Books/Materials
- ◆ ROR Clinics, with Readers



THINK Together

Teaching, Helping, Inspiring & Nurturing Kids

Preparing Young Children for School

- Developing the capacity of parents as the children's first teacher
- Direct work with children to help build their pre-literacy and literacy skills
- Get more books into children's hands



Catalytic Investment

- The Commission was funding THINK Together \$1 million per year to provide Early Literacy and Math Programs
- In 2011, they made a one-time investment of \$5 million and phased down the annual investment to \$250,000.
- THINK Together was a 40,000 ft. tenant on Fourth St. in Santa Ana
- We paid \$750,000 per year in rent
- With the \$5 million catalytic investment from the Commission, TT purchased a campus with 52,000 square feet of office
- THINK Together converted the rent savings into Early Learning programs for children



Sustainability

- The Orange County Community Foundation, the United Way and other funders are working on a building a broad consortium of funders to fund Early Learning programs across the county
- The current Commission funded programs operated by THINK Together will be among the programs considered for this funding
- The idea is to continue to find best-in-class programs, whomever those might be, and fund those programs
- It's early in figuring out how much funding might be raised and for which programs
- THINK Together is also building its capacity to raise funds in order to sustain these programs

Thank you

Questions ?