



*Building Upward Mobility*

## ANNUAL REPORT FY 2024-2025

### The Do School

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# TO OUR PARTNERS AND DONORS

## Overview: A Look Back

- The critical position of superintendent held by a skilled professional who can lead, teach and mentor.
- The core value of collaboration: highlighting three community partners.
- The strategic direction forward for The Do School builds on the current model and expands into other opportunities.

## Operating Highlights

- Getting the word out - who or what is The Do School?
- Putting in the hours - training another cohort in construction trade skills.
- Staying the course - striving to transform lives, properties, and communities.

## Strategic Highlights

- Modifications to our model.
- Earned income methodology.
- Shepherds of resources given.

## Financial Message and Statements

- Testament to the power of our mission.
- Milestones accomplished generating meaningful profit.
- Unwavering support from donors, partners and community.
- Income Statement
- Balance Sheet

***“The Do School has ‘taken root’ thanks to visionary community partners.”***

~ Jerry Anderson

## Overview: Year in Review

In 2024 The Do School continued to strive towards our mission “To inspire and promote collaboration in training a capable and sustainable workforce in underserved communities.”

While our first learning labs were purchased at a favorable rate thanks to a relationship that our executive director has with a property owner, The Do School purchased the third learning lab on the open market. This property provided a better starting place, but since the home had been gutted, there were many challenges. This project is a testament to the talents, leadership and teaching of Jake Morgan as he led the “Do School Crew,” through the construction process. Jake and the crew also took on an addition which provided the space for a second bathroom. A straightened and reinforced roof, new siding, and a completely new interior (including plumbing, HVAC and electrical systems) has given the property at 1118 Motor Road, a new life for the eventual homeowner.

The Do School cannot do what we do without successful collaboration with community partners. Collaboration is our core value. We are grateful for our continuing and new partnerships with suppliers and tradesmen. I want to highlight three community partnerships:

- Steve Hall with the Winston Salem Rescue Mission partnered with The Do School (TDS) in 2024 to help us identify and vet potential candidates for training. Their established structure helped provide TDS with candidates committed to the program along with the Rescue Mission’s ongoing support.
- Piedmont Federal Bank has continued to be a rock for The Do School. Not only have they provided financing for our projects, but they also made a generous donation to the program, allowed employees to participate in TDS Volunteer Days, featured TDS in their commercial spot, and will provide financial education classes for our cohorts.



They also introduced us to Sandra Gaskell, Piedmont's Risk and Compliance Chief, who has now joined The Do School's Board and taken on the Officer role of Secretary.

- It is important for ongoing grant-funding opportunities that The Do School understand and can articulate the quantitative impact of our efforts. To this end, we are very grateful that Dr. Craig Richardson with Winston-Salem State University's Center for the Study of Economic Mobility has connected us to Economics staff and students who will gather data to help TDS demonstrate community impact.

The Do School is looking forward to our next steps. The Do School will continue to look for distressed properties to rehabilitate while we consider other opportunities that will provide the best possible training grounds for the cohort. The Do School is considering small new construction projects including a residential garage, tiny homes and accessory dwelling units (ADUs). The Do School has also established a relationship with the Housing Authority of Winston Salem to provide work related to reconditioning their rental housing at the time of tenant turnover. We look forward to 2025 being another year of great accomplishments.

If you are interested in learning more about how you can play a part in this exciting work, please contact us!

**John Lenham**  
**Board Chair**  
 April 3, 2025



Live Learning Lab #3 (start to near end) and Cohort #4 in classroom.

# IN RETROSPECT

## **Accomplishments summarized:**

- Ongoing conversations (meetings, discussions, brainstorming sessions, information nights, coffee meet-and-greets, presentations, walking tours, etc.) throughout the city to “introduce ourselves.”
- LL2 placed on the market; sold our second property for a profit.
- Purchased our third property (LL3).
- Kicked off and completed another innovative program cycle of skills training in the construction industry.
- Moved into our own “home,” an office and classroom gifted to us and located in downtown Winston-Salem.
- Website updated with news, events and activities.
- Created and distributed quarterly newsletters to distribution list of about 188.
- Applied for grants and was awarded several grant opportunities.
- Received generous donations and several were repeat donors.
- Graduated our largest class to date.
- The CAN DO Crew completed:
  - Approximately 81 hours on a new-construction site with Habitat Forsyth.
  - Approximately 2,000 hours hands-on in our live learning lab.
  - Approximately 260 hours in a classroom environment that included 100 hours on topics providing an intro to the construction trades and basic construction safety courses.
  - A life skills series with topics such as making right choices, good decision making, developing a personal awareness of values, creating an elevator pitch, speaking confidently, diversity awareness, budgeting, personal money management, and leading with purpose.
  - And job readiness skills such as job success, business communications, writing your résumé, and interview skills (activity and feedback).
- Trainees received a sustainable-living weekly stipend for the 20-wk program and were able to work with some licensed trade professionals and others providing their expertise through hands-on, job shadowing opportunities for observing and doing.

- Volunteers from Piedmont Federal provided approximately 36 hours of labor while painting and staining the garage, house foundation, and front porch; and loading surplus materials for storage.
- Interviewed and accepted trainees for the incoming cohort: four selected from the nine interviewed.
- Completing the rehab of LL3.
- Will soon be placing our third property on the market.
- Date set to kick-off the fifth training program cycle (April to September 2025).
- Seeking to purchase the fourth property.
- And have entered a partnership with HAWS to provide repairs for some of their properties.



Cohort #4 and the evolution of the once hidden garage.  
Some volunteers are also pictured in far-right column.

## Looking Ahead: Strategic Outlook

With a gratifying “send-off” into our fifth year of uplifting individuals and communities, we are excited to share The Do School’s plans for modifications of our model. The changes that are planned for this fiscal year and for the years ahead will target a reduction in the level of capital input required under our current model and strengthen the goal toward building a more self-sustaining organization, while continuing workforce training in construction skills as stated in our mission. The previous 4-year period has served TDS with lessons that have helped our organization consider alternative means of arriving at our goals through a more efficient use of resources, and to take advantage of other community resources available to our organization—but to date, not yet tapped into.

While the practice of purchasing distressed properties to serve as “live learning labs” for training purposes will continue, we are also incorporating an ‘earned income’ methodology by contracting with owners of private properties needing renovation. This change will provide an income stream for TDS on a continuous basis without encumbering or diminishing its assets. The modification in our model will continue to expose cohorts to a variety of meaningful construction trades skills, filling the 20-week training cycle. TDS is also contracting with the Housing Authority of Winston-Salem in a similar ‘earned income’ arrangement. Under the leadership of TDS’ construction superintendent, trainees will participate in the preparation of vacant housing units for new occupancy.

The Do School will continue to be shepherds of the resources provided by the many donors, partners and supporters who believe in the vision and acknowledge the need to modify the course to keep our services viable and relevant. We welcome the following of our work through our website: [www.thedo-school.org](http://www.thedo-school.org), our quarterly newsletter (available on the website) or through various activities held at our office located at 11 Brookstown Ave, Winston-Salem, NC 27101.

Many, many thanks to the foundations, partnerships, businesses, private donors, volunteers and the community-at-large for their support of TDS’s accomplishments to date. It is only through collaborative teamwork that economic equity can be achieved.

With gratitude,

**Jerry W. Anderson**  
**Founder and Executive Director**  
 April 5, 2025

# FINANCIAL SUMMARY

## Note from the Treasurer

As we close out our third fiscal year, I am filled with gratitude and excitement for the incredible strides The Do School has made. This year was again a testament to the power of our mission—empowering men and women with hands-on construction training while revitalizing underserved communities, one home at a time.

One of our biggest milestones during this past year was the successful sale of Learning Lab #2, a project that not only provided invaluable training for our students but also generated a meaningful profit to reinvest in our programs. We are now on the verge of selling Learning Lab #3, a move that we anticipate will grow our net assets - already surpassing \$90,000 - by another \$40,000 to \$45,000. This financial strength ensures that we can continue expanding our impact and transforming more lives in our community.

Our success is made possible by the unwavering support of our partners, donors, and community members. In addition to continued fundraising efforts, we are thrilled to share that, following our fiscal year-end, The Do School received grants and gifts totaling more than \$80,000. This generous support underscores the belief in our mission and fuels our vision for an even stronger future.

Every hammer swing, every lesson learned, and every home restored is a step toward building both careers and communities. Thank you for being part of this journey - your support makes the difference.

With gratitude,

**Bill Ball**

**Board Treasurer**

April 3, 2025



# FINANCIAL STATEMENTS

## Statement of Activities - Income Statement

### The Do School

For the 12 Months Ended February 28, 2025

Unaudited, Internally Prepared

#### Statement of Activities ("Income Statement")

	Through 2/28/25
<b>SUPPORT AND REVENUE</b>	
Contributions, Grants & LL Sale Proceeds	\$ 222,185.23
Total Support and revenue	222,185.23
<b>EXPENSES</b>	
Salaries and employee benefits	\$135,519.79
Stipend Expense	\$31,326.75
Payroll Service Fees	\$3,311.50
Consulting Services	\$30,666.72
Payroll & Related	200,824.76
Building Materials	51,133.25
Insurance premiums	7,554.98
Legal Start Up Fees	-
Office Supplies and Other expenses	8,782.15
Total Other Expenses	67,470.38
Total Expenses	268,295.14
Change in Net Assets Current Period	\$ (46,109.91)

## Statement of Financial Position - Balance Sheet

### The Do School

At Period End February 28, 2025  
Unaudited, Internally Prepared

#### Statement of Financial Position ("Balance Sheet")

	At February 28, 2025
<b>ASSETS</b>	
Cash and cash equivalents	12,702.89
Accounts receivable	
Pledges receivable	
Investments	
Land and buildings	161,396.02
Other assets	18,006.00
Total Assets	<u>\$ 192,104.91</u>
<b>LIABILITIES AND NET ASSETS</b>	
Liabilities	
Accounts payable	376.00
Notes payable	99,984.00
	<u>100,360.00</u>
Net Assets	
Without donor restrictions	42,769.30
With donor restrictions	48,859.89
	<u>91,629.19</u>
Total Liabilities and Net Assets	<u>\$ 191,989.19</u>

# FY 2024-2025 DONORS

A sincere THANKS to our generous donors

<u>Award</u>	<u>Foundation Grants</u>
55,200.00	The Winston-Salem Foundation*
25,650.00	Focus for Health Foundation*

  

<u>Donation</u>	<u>Donor</u>
<b>\$5000 and above</b>	Kevin & Lisa Miller*
<b>\$4,999 to \$1,000</b>	John Lenham* Jake Morgan* Joe Budd/The Budd Group* Bill & Pam Ball* Williette Moore Betty P. Sutton* Willette Mosby-Reynolds* Mr & Mrs. James Helvey III* Sandra Fishel-Booth* Dr. Katherine (Betsy) Hoppe* Jerry Anderson*
<b>\$999 to \$500</b>	Fletcher & Anna Steele* Richard & Patricia Lenham* Gayle Anderson* Jim Wolfston*
<b>\$499 to \$100</b>	Clement Little* Karen Holcomb Gene & Lynda Groce Chuck & Cheryl Byrd Michele & Nathan Mitchell* Jeffrey Trollinger*
<b>\$99 and under</b>	Jaden Franklin Michael Thomas Carol Polk



**IN-KIND Donations**

Sunnyside Millwork (**David Dalholt**)\*

Sutton Brothers\*

FL Blum Construction Company\*

Superior Mechanical, Inc.\*

Sunbelt Rentals\*

Plyler Supply Company\*

Smith Phillips Building Supply\*

Sir Speedy\*

Habitat for Humanity of Forsyth County\*

Ascendance Electric

**Board Director**

**Staff**

*\*Repeat Donor*

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Note: Donations given Mar 1, 2024 - Feb 28, 2025.

