



2021-2022
ANNUAL REPORT
Growing Our Impact



“ 2021-2022 was a year of increasing our annual impact in the region and also planning for the future and building organizational strength. ”

Andrew Wiand
enFocus Executive Director

enFocus Year in Review

Striving to be a leading resource for attracting, developing and retaining talent in the South Bend-Elkhart region, enFocus continued to expand in size and strength during the 2021-2022 fiscal year. enFocus grew the number of management staff and the number of talented teams tackling major issues faced by civic, industry and entrepreneurial partners. As a result, a growing number of organizations have benefitted from increased effectiveness and cost savings while enFocus has created meaningful professional experiences for even more graduates. Overall, the organization grew by about 30% and raised over \$2.5M in new investments for regional growth and organizational stability.

It's notable that our record of achievement this year coincides with our ten-year anniversary. We are thankful for our Fellows and interns, mentors, sponsor partners, foundations and financial supporters who have helped advance our mission. We're excited for your continued partnership as we grow and expand our community impact.

Serving Our Community in Innovative Ways

enFocus Fellows and interns are using business problem solving, strategic thinking and technology to help improve the quality of life for residents all across the region.

Whether it be through developing programs that support lifelong learning like our work with Horizon Education Alliance where enFocus helped convene educational partners across Elkhart County to create a stronger foundation in the early childhood education system, or our work with Triton Schools to build a five-year strategic plan for academic success for K through 12 students.

Or consider any one of a number of other programs that help residents in need with securing housing, transportation or food needs. enFocus worked with partners to provide more than 15,000 subsidized rides for residents needing transportation to work, childcare and medical appointments. We have also helped launch Cultivate Cares Food Network (CCFN) software to provide partners with greater access to food products. Use of the app resulted in the distribution of 1,061,233 lbs. of food—a 224% increase in one year during the pilot.

enFocus also continued work to bridge the digital divide throughout our region. Working with the City of South Bend and South Bend Community School Corporation (SBCSC) to leverage technologies like 1:1 laptops, in-home hotspots and WiFi connectivity. We are now expanding programs into neighboring communities.

Our most recent initiative is leading a coalition of community partners to establish a ground-breaking private LTE network in South Bend. This fall, three towers will provide ready access to 1,000 families during the pilot with the potential to reach all 16,000 students and their families in SBCSC as the roll out of the network is expanded. This initiative places South Bend in the forefront, as only a handful of mid-size US cities have taken advantage of the lift of regulation on broadband that allows the establishment of a private LTE network for educational purposes.





enFocus Impact - A Decade of Growth and Innovation

Year 1

Fellowships 7
Internship 1
Projects 10

Year 10

Fellowships 32
Internships 105
Projects 80

Cumulative Since 2012

Fellowships 160
Internships 1,194
Projects 472

Building Future Leaders for Our Communities



2021-2022 enFocus Fellows (blue) supported by Summer Interns (grey) support strategic planning, digital innovation and technology projects while participating in enriching professional development opportunities.



Fueling Growth and Advancing Industry in the Region

enFocus is partnering with communities, regional businesses, entrepreneurs, state and local government and funding agencies to help fuel our economy to be more productive and resilient.



In Southwest Michigan, enFocus partnered with a foundation to identify opportunities to drive impact and economic development across Berrien County. The planning work has resulted in an investment for enFocus to launch a multi-year talent and innovation program beginning this fall.

For the past five years, enFocus Fellow teams have worked in partnership with organizations like the Greater Chamber of Commerce of Elkhart County in a number of areas including worker retention, manufacturing space, housing and downtown attractions.

At the same time, the enFocus Industry Innovation team in conjunction with iNdustry Labs and Notre Dame, continues to support a number of businesses in implementing supply chain and manufacturing operations improvements, as well as introducing new technologies. For example, the team worked with a leading area boat manufacturer to increase production efficiencies. The work helped put the company on track to save up to \$280,000 annually.

Similarly, they worked with Plymouth based Indiana Technology and Manufacturing Companies (ITAMCO) to identify opportunities to improve their Enterprise Resource Planning software. enFocus' work included performing user interviews to prioritize product features, implementing agile task management tools and creating minimum viable product requirements for the potential software commercialization.

“ I am so thankful and excited to work with the enFocus team as they continue their quest to improve our businesses and communities. ”

-Gary Neidig
President, ITAMCO

We're Growing - in Talent, Projects and Impact!

2021 - 2022

TALENT

Fellowships 32
Internships 105

INNOVATION PROJECTS

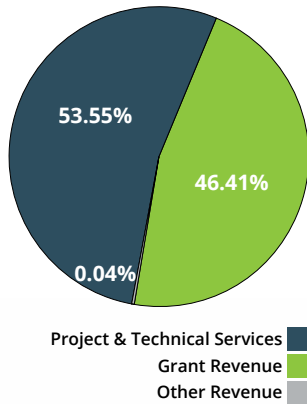
St. Joseph County 41
Elkhart County 24
Marshall County 8
Berrien County 1
Region 6

ENTREPRENEURSHIP

Startups 7
Social Initiatives 12
Grant Developments 23

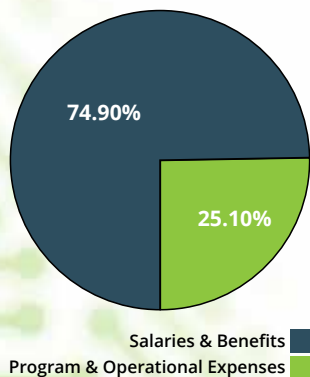
Statement of Financial Activity

August 2021-July 2022



Income

Project and Technical Services	\$2,158,073.90
Grant Revenue (includes enFocus and Partner Grants)	\$1,870,235.35
Other Revenue	\$1,459.11
Subtotal	\$4,029,768.36



Expenses

Salaries and Benefits (includes internships)	\$2,600,814.50
Program and Operational Expenses	\$871,979.15
Subtotal	\$3,472,611.65

**Numbers are calculated using accrual standards.*

***High net income includes multi-year grants that will be expended in future years.*

****Significant gains in project revenue, grants and development reflect continued regional growth and expansion as well as more partner grant contributions for which enFocus acts as a fiscal agent.*

Reflects Fiscal year August 2021 through July 2022. Does not reflect outstanding receivables. Long-term sustainability achieved through increased project revenue and philanthropy support.

Our Vision is Clear. Our Future is Bright!

Board of Directors and Advisors

Barney Ash
Mike Bieganski
Liz Naquin Borger
Stephanie Cerney
John Farrell
Shane Fimbel
Scott Ford
Gary Gilot
Deborah Grounds
Amanda Jamison

Levon Johnson
John Leszczynski
Mona Livingston
Tom Loughran
David Murphy
Bil Murray
John Smarrella
Kevin Smith
George Spohrer
Chris Stager

Leadership Team

Andrew Wiand, *Executive Director*
Melissa Fruscione Douhan, *Director of Programs*
Angie Kearns, *Director of Engagement*
Gillian Shaw, *Director of Projects*

enFOCUS

en-Focus.org

Elkhart:

1025 N Michigan Street
Elkhart, IN 46514

South Bend:

635 S Lafayette Blvd • Suite 105
South Bend, IN 46601

Niles:

423 Sycamore St • Suite 103
Niles, MI 49120