

2018 Annual Report



building conscious community

2018

Arizona Enneagram Association



arizonaenneagram.org

The Arizona Enneagram Association (AEA) is a not-for-profit organization founded in 2008 and dedicated to providing Enneagram-based educational programs and resources with integrity and reliability, and providing growth opportunities in consciousness, interconnectedness, and higher truth while serving the human spirit. Our core purpose is to contribute to the unfolding expansion of the consciousness of humanity.

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President's Letter

As President of the Arizona Enneagram Association, I would like to thank our wonderful members, sponsors, ambassadors, teachers, volunteers, attendees, guest speakers, staff and our many supporters for your generous donations and assistance which made 2018 an amazing year for AEA.

We held two Special Events featuring Michael Goldberg in April and Russ Hudson in November. Both were well attended and we broke all previous records by having attendees from 16 states outside of Arizona join us for Russ Hudson. We implemented our first Event Sponsorship program this fall and had 3 brand new sponsors step up and help support the Russ Hudson workshop.

You increased our membership by 13.5%, ending 2018 with 134 active members. That is outstanding. Our members sustain us and allow us to bring in international star teachers and continue to develop our staff of local stars. Additionally, you support new activities that allow us to introduce this work to more new students of the Enneagram.

By the way, in 2018 AEA initiated an effort to attract younger people to the Enneagram. We have had excellent attendance at our monthly meetups which is encouraging. Incidentally, for your information, we have a very healthy discount program for people under 35 years old. Please join us in welcoming our younger newcomers when you meet them. They have a lot to offer.

Jaye Andres has continued to serve this Board as our Executive Director with her wisdom, her depth of belief in the work of AEA and her oversight in the operations and strategic planning of this organization. We are blessed to have Jaye's sense of direction not to mention her excellent teaching skills.

I am also pleased to introduce you to our 2 new Board Members who have joined our efforts in keeping AEA a dynamic organization: Art Guina and Marilyn Johnson. It is so gratifying to find people with such passion for the Enneagram and strong desire to support this community that they are willing to contribute their time and energy to the vision and mission of AEA.

2018 has been a rewarding year and I look forward to seeing you this coming year as AEA brings you more and new programs to sustain and assist you on your personal journey.

With warmth and blessings,
Judy Shoob
AEA President

In 2018:

- Total attendance at AEA offerings in 2018 exceeded 500
- 14 Special Topic Workshops and Meetups were presented by AEA Professional Members and Certified Teachers
- In April, Michael Goldberg, author of *Nine Ways of Working and Travels with Odysseus* presented a workshop entitled, *An Enneagram Odyssey – Journey Beyond the Story of Your Type*, attended by 50 people. 6 states were represented.
- In May, AEA's signature Spiritual Freedom Intensive Retreat was held at Redemptorist Renewal Center in Tucson, AZ and was attended by 24. This annual 5 day retreat incorporates process work that is designed to move us into an embodied experience of the Higher Qualities of Being and is the AEA's unique offering.
- In November, Russ Hudson presented *Awakening to Our True Minds: Nine Ways of Knowing and Experiencing Reality*. This workshop was attended by 150 people and 17 states were represented.
- AEA members totaled 134, an increase of 13.5% over 2017
- Our 2018 fundraising campaign, Together We Can Make a Difference, resulted in donations totaling \$15,428.00 and Raffle/Silent Auction receipts of \$3,604.00

THANK YOU to all our donors, members, volunteers!

Board of Directors



Judy Shoob
President



Sandy Hogan
Vice President



Jenny Yoder
Secretary



Marilyn Johnson
Treasurer



Jen Glazar
Director



Sunil Ahuja
Director



Art Guina
Director

Our Contract Staff



Jaye Andres
Executive Director

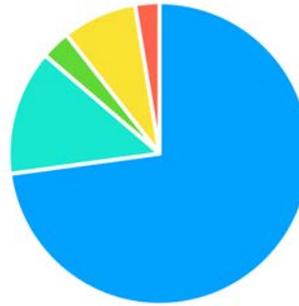


Sheila Grant
Administrator/Accountant

2018 Financials

INCOME

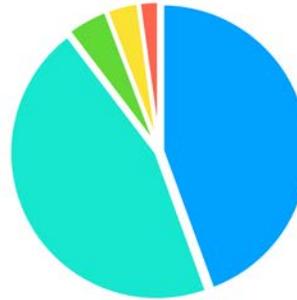
TRAINING & EVENTS	\$83,968
DONATIONS	\$15,466
AUCTION/RAFFLE	\$3,604
MEMBERSHIPS	\$9,206
PRODUCT SALES	\$3,016
OTHER INCOME	\$556
TOTAL INCOME	\$115,816



- Training & Events
- Donations
- Auction/Raffle
- Memberships
- Product Sales
- Other Income

EXPENSES

OPERATIONS	\$48,800
TRAINING & EVENT EXPENSES	\$49,648
MARKETING & WEBSITE	\$5,023
SCHOLARSHIPS GRANTED	\$3,917
COST OF INVENTORY SOLD	\$2,422
FEES	\$528
TOTAL EXPENSES	\$110,338



- Operations
- Events Expenses
- Marketing & Website
- Scholarships Granted
- Inventory

Balance Sheet

Assets

Cash	\$60,270
Inventory	\$1,441
Total Assets	\$61,711

Liabilities & Equity

Current Liabilities	\$229
Total Equity	\$61,482
Total Liabilities & Equity	\$61,711

AEA's Vision of Building Conscious Community is ambitious, yet we believe it can change our world. A kinder, more compassionate world begins with one person, one heart, one relationship at a time. It expands through networks of connection to our families, neighbors, co-workers, friends and beyond to those we may never know. When you support the AEA you help build wider and wider circles of connection, break down barriers and touch more hearts with compassion and hope.

Your Gift:

- Ensures that we continue to deliver outstanding education to those who come to us in search of transformation, healing and hope
- Provides assistance to those seeking financial aid to attend our events
- Helps us spread this powerful tool known as the Enneagram with its unique ability to increase self-awareness, self-responsibility, authenticity and compassionate communication to heal a world that is increasingly divisive
- Assists in providing teachings in a variety of formats to reach a broader audience
- Brings people together in community to be seen and heard at a deep and healing level

To our donors and members, thank you for your generosity and service to the AEA; we are deeply grateful. To our future donors and members, thank you for considering supporting the AEA and assisting in our dream of creating a more caring, compassionate, connected world.

The AEA has scheduled for 2019 an exciting calendar of events aimed at all levels of Enneagram experience from beginner to advanced. On the schedule are 6 Special Topic one day workshops and monthly meetups presented by our talented local teachers. We look forward to our annual Spiritual Freedom Intensive Retreat being held in Tucson May 2-6 – which this year is Part 2: *Experiencing Spiritual Freedom*. Additionally, we are very excited to have Bea Chestnut and Uranio Paes presenting a Special Event for us the weekend of November 2-3 on *The Nine Keys of Transformation*. All events are listed on our website www.ArizonaEnneagram.org.

This coming year we will also be focusing on reaching a broader audience in order to expand our community and make the transformative tool of the Enneagram available to more people. Pro bono introductions will be part of this outreach effort. Fundraising will be increased in order to finance not only events but this larger focus on outreach and collaboration.

With the popularity of the Enneagram increasing, we feel that AEA's mission is to focus not just on introducing this tool to a larger audience but to also lead those who are open to it into a deeper experience of mindfulness work through the Enneagram. This is in alignment with the AEA vision of raising consciousness and creating conscious community. This is subtle work, yet it changes the world....one person, one relationship at a time.

Please join us on the journey!

Warmest Regards,

Jaye Andres

AEA Executive Director

How To Support Us

We rely on individuals like you to support our mission of bringing Enneagram-based educational programs and resources with integrity and reliability, and providing growth opportunities in consciousness, interconnectedness, and higher truth while serving the human spirit.

Our 2019 Fundraising Goal: \$30,000

There are a variety of ways to support the AEA. A contribution may start as small as a \$1 one-time or **monthly donation**, you can make a designated gift to our scholarship fund, or you can shop on AmazonSmile: (<https://smile.amazon.com/ch/26-3795881>) and name the AEA as your designated charity.

Please consider **making a contribution** today by going to the donation page on our website <http://arizonaenneagram.org/contribute-to-aea-2/> or send a check payable to AEA to: The Arizona Enneagram Association
3104 E. Camelback Road #758 | Phoenix | AZ | 85016.

Beyond a financial donation, there are several direct ways to support us. You can:

Participate in our **MeetUps, Special Topics workshops, Special Events** weekends, and our Spiritual Freedom Retreats. We offer a wide range of topics and bring internationally known speakers to Phoenix on an annual basis. Our **Spiritual Freedom Intensive retreat** is an opportunity to get away to the desert and participate in a week long transformative experience. See our website for full details of our offerings <http://arizonaenneagram.org/what-we-offer/>.

Refer family, friends, colleagues and clients to our events.

Become a Member of the AEA. The AEA builds community through our members. We offer three different levels of membership, each with associated benefits. See our website for details <http://arizonaenneagram.org/join-aea-2/>

Volunteer to be part of one of our many committees. We offer opportunities to volunteer on our Curriculum, Membership, Finance, Marketing, and Events Committees. You are sure to find a place for your interests and skills. Contact Cristina Woodall at admin@arizonaenneagram.org, if you would like to volunteer.

Thank you!