Easter Seals Iowa is a leading provider in Iowa serving the lifespan of children and adults with intellectual, developmental and physical disabilities, autism and mental illness.

Mission
Our mission is to provide exceptional services to ensure all people with disabilities or special needs, and their families, have equal opportunities to live, learn, work and play in our Iowa communities.

**LIVE**
Our services support individuals with learning basic living skills like managing finances and cooking healthy meals.

**LEARN**
Our services support individuals in their education journey, ensuring that individuals are set up for future success with employment.

**WORK**
Our employment services support individuals to obtain and maintain meaningful employment, ensuring that they are able to be contributing members of our community.

**PLAY**
Our camp and respite programs provide skills and confidence-building programs for our campers while giving much needed breaks to their caregivers.

We are a life-long provider

- **15** programs supporting people with disabilities
- **93¢** of every dollar supports program services
- **98%** customer satisfaction

**ONE in FIVE** Iowans lives with a disability

Serving more than **3,000** clients each year
Dear Friends,

The legacy of Easter Seals Iowa and Camp Sunnyside has been built by countless volunteers, donors, clients, family members, team members and friends. We are so thankful for you, our community of supporters, who make independence possible for people living with disabilities.

For more than 90 years, Easter Seals Iowa has supported individuals with disabilities to live their best lives and be engaged in our Iowa communities. I’m often asked what our mission means for the people we support, and I always have the same answer: hope, belief and independence. These are our core principles and the heart of the services we provide every single day.

Because of you, Easter Seals Iowa truly changes lives. It’s a privilege to come alongside families and clients and support them in identifying solutions and reaching independence. When a client gets a job, is able to stay in their home, makes a first friend at Camp, gains the confidence to learn something new and achieve what they never thought possible, that’s the mission and magic of Easter Seals Iowa.

We have experienced great success over the last fiscal year. The partnership of our donors, funders, and team members has allowed us to provide new opportunities for independence for our clients and comfort for our families.

The beginning of 2017-2018 has also brought some changes to the way we will deliver our services. AmeriHealth Caritas unexpectedly left the State of Iowa’s IA Health Link program as a Managed Care Organization. Our contract to provide case management services was held through AmeriHealth, which resulted in the reduction of our case management department and the transition of 500 clients from our caseload to the remaining Managed Care Organizations. We continue to see volatility in the disability services delivery system, and are asked to provide more services at a lower rate of reimbursement.

Easter Seals Iowa has always led the way in innovation and efficiencies; we are committed to continuing down this path. We believe every Iowan should have the services and supports they need to live their most independent life in the community. We are committed to advocating for this fundamental right.

It is more important now than ever before to have the support of our donors and community to ensure we continue to provide the services our clients need to live with dignity and independence. Thank you for your support and commitment to changing lives.

Cheers,
Sherri Nielsen
President/CEO of Easter Seals Iowa
2017 Milestones

The McAninch Family Aquatic Center opened at Camp Sunnyside, providing an accessible therapy pool with sensory-friendly areas for campers.

- Renovations to the Lodge at Camp Sunnyside began and will be complete in the spring of 2018. The renovation includes new siding, heating and air conditioning, a four-season porch and updated plumbing and lighting to better serve campers.

- The Sunnyside Express food truck hit the streets, providing employment skills and training for clients, as well as healthy food options.

- The Easter Seals Iowa Assistive Technology Program expanded to provide more tools and devices for daily living for individuals across the state.

“The Assistive Technology Center Lending Library allows me to test out a variety of tools, such as typing aids and wireless headsets. As a graduate student, these devices make my time using the computer more efficient.”

  - Jenna

- Through a unique partnership with Iowa Vocational Rehabilitation Services and Des Moines Public Schools, Easter Seals Iowa has a team member at each Des Moines high school to encourage employment or furthering education after graduation.

- We hit a new record of more than 200 children attending our integrated summer day camp programming and extended the number of weeks we offered day camp.

- We launched the Easter Seals Iowa blog to share perspectives from clients, families, team members, volunteers and donors. Check out some of our first posts and follow us at www.eastersealsiowa.wordpress.com.
OUTCOMES

The community-based services provided by Easter Seals Iowa:

✓ Increase independence and quality of life for people with disabilities
✓ Increase overall mental health
✓ Reduce hospital stays, medical emergencies and incarceration rates
✓ Allow more families to stay together
✓ Provide employment and wellness opportunities

› 34% of our clients experience independence through employment in the community. These clients represent people who otherwise would have difficulty finding and maintaining employment.

› 54% of our clients are living in the healthy BMI range, and rising.

DETERMINED TO FARM

Kaleb has a passion for farming and dedication to his family. Nothing was going to hold him back from reaching his goals and continuing his way of life.

As a young man Kaleb was involved in a farming incident that resulted in the amputation of his right leg. Farming and being on his feet were Kaleb’s top priorities. He did not want to give up the things he loved.

This is where Easter Seals Iowa stepped in to assist with adaptations on the farm, including a hand brake on the tractor. With the collaboration of Iowa Vocational Rehabilitation Services, Easter Seals Iowa also helped Kaleb get a side-by-side ATV that allows him to safely move through the mud, snow and ice on the farm.

Kaleb’s mom Laura says, “Easter Seals Iowa has always just been there. They would go out on the farm and say, ‘here’s an option, have you thought this through? How can we make modifications so it works the best for Kaleb?’”

Kaleb graduated from Iowa State University, and now spends his time farming with his dad, brothers, wife and two children, Rebekah and Will. Kaleb says, “I was bound and determined to be a farmer. I was going to figure out how to get it done one way or the other.”

To learn more about Kaleb’s story, check out the video about Kaleb on our YouTube Channel, www.youtube.com/eastersealsiowa.
FRIENDS, FAMILY AND FUN—WHAT CAMP SUNNYSIDE MEANS TO ALLISON AND HER FAMILY

Easter Seals Iowa and Camp Sunnyside came into Bobbi Jo’s life at just the right time. Her husband had recently passed away and Bobbi Jo found she needed some extra help and support. Her daughter Allison started attending respite weekends at Camp Sunnyside shortly thereafter. Bobbi Jo and Allison both quickly started experiencing the benefits of respite services.

It’s hard to believe now that Allison used to have anxiety about being away from Bobbi Jo or difficulty in social interaction with peers. Much of Allison’s time was spent with medical professionals, childcare staff or adults in general. “At Camp, Allison started bonding with other children. Now she is just a social butterfly. She likes to talk and if she knows you, watch out because she will talk your ear off. Allison has a good memory, so don’t share something in conversation with her that you don’t want her to call you out on later,” Bobbi Jo says.

During respite weekends, Allison is known to hangout and sit with children who have extensive limitations with mobility or communication, just to be with them and show them they have a friend. “This brings tears to my eyes and humbleness to my heart,” Bobbi Jo says. “And she can do so much at Camp that we can’t offer her at home, like horseback riding, the rock climbing wall and swimming. But still, I believe her favorite part is just to be able to be around her friends.”

For Bobbi Jo, Easter Seals Iowa respite services have provided the break she needs to collect her thoughts and care for Allison when she returns. “If Easter Seals Iowa wasn’t a part of our life, we would be under a lot of stress. It’s provided Allison all of those new friends and experiences she has learned to love, and that little break helps me do even some of the simplest things, like going to the grocery store, that become more complicated when you are caring for a child with special needs,” Bobbi Jo says.

The staff at Camp Sunnyside hold a special place in Allison’s heart, and Bobbi Jo’s. Bobbi Jo was diagnosed with cancer at the age of six and went in and out of remission four times. During elementary and high school, Bobbi Jo attended camps through Children’s Cancer Connection.

“I am a cancer survivor and so Allison came to me by extreme surprise because doctors always told me that I would never be able to have children because of my years of chemotherapy and radiation treatments. I found out I was pregnant with her when I was six months along, and she came six weeks later.

I know your counselors do amazing things. I really understand the connection Allison has with the counselors, because I had that as a child, too. It has been a great blessing to have services like this in our lives,” Bobbi Jo says.
Donor Recognition

Thank you to our President’s Council donors who make contributions of $1,000 or more each year. Our work and mission are possible because of your commitment and support.

The following donations were made September 1, 2016 – August 31, 2017.

Edgar Allen Founders Society: $100,000 +
McAninch Corporation
Polk County Board of Supervisors
Pony Express Riders of Iowa
Roy J. Carver Charitable Trust

Independence: $25,000-$99,999
Marsella Elliott
Gabus Automotive Group
Don and Charlene Lamberti
Prairie Meadows Racetrack & Casino
The Sunderland Foundation
Michael and Mary Timmons
Variety - the Children’s Charity
Ziegler CAT

Empowerment: $10,000-$24,999
Alliance Construction Group
Rochelle Burnett
Don and Mary Coffin
Joe Crookham
EMC Insurance Companies
Forterra Pipe & Precast
HD Supply Waterworks
Jared & Carol Hills Foundation
Housby
Hubbell Realty Company
Manatt’s Inc.
Painters & Allied Trades - Local #246
Principal Financial Group Foundation
Sande Construction
Shiffler Associates Architects, PLC
United Healthcare
Weiler Foundation
Wells Fargo Foundation

Opportunity: $5,000-$9,999
3E Electrical Engineering & Equipment Company
Ankeny Kiwanis Charitable Foundation
Bankers Trust
Gary and Jamie Buelt
Civil Design Advantage, LLC
Peter and Juliann Cline
Concrete Technologies, Inc.

Rex Cook Estate
Corell Contractor, Inc.
Des Moines Area Association of Realtors Foundation
The Des Moines Register
Stella Eckfelt and Minnie Eckberg Charitable Unitrust
Elite Glass & Metal, LLC
Fareway Stores, Inc.
John W. Grubb, Inc.
Holmes Murphy
Kelly and Patty Housby
James Oil Company
Berend and Maggie Karsjens
Vivian L. Kelly Estate
Lohse Family Foundation
Martin Marietta Materials
Herbert W. Mehl Estate
Principal Charity Classic
Joann Sargent
Saxton
Scheels
Sternquist Construction
The Underground Company, Ltd.
US Bank
Wagler Motor Company, Inc.
Wellmark
Willis Auto Campus

Dignity: $2,500-$4,999
Access Systems
Todd and Patty Bohlender
Business Publications Corporation
Century 21 - LSB Real Estate
Dean Snyder Construction Company
Scott and Lori Ferris
Becky and Kurt Gibson
Hy-Vee, Inc.
Angela Imming
Josephs Jewelers
John and Jane Kiefer
Knights of Columbus - St. Theresa of the Child Jesus
Brent and Angela Macke
Ability: $1,000-$2,499
American Legion of Iowa Foundation
Loretta Angerer
Arthur J. Gallagher Risk Management Services
Baker Electric
Mike Barrett
Catherine and Jamie Beauchamp
Dennis Burns
Jesse and Mindy Burr
Carney Tap
Casey's General Stores, Inc.
Roger Ceilley
Mary Chase
Christian Printers
Christopher’s Fine Jewelry
Deborah Clinch
Coastal-Pacific Wine & Spirit Brokers of Iowa
Reynolds and Sheila Cramer
Johanna Crawford
Cummins Sales and Service
Chuck and Diane Cutler
Delta Dental of Iowa
Denny Elwell Company LLC
Des Moines University
Eric and Catherine Drexler
Farm Credit Services of America
Fitness World Prairie Trail
Flooring America
Gilcrest/Jewett Lumber
Gloria Dei Lutheran Church
Wilma Gosch Estate
Russ Hansen
Threase Harms and Rick Wagaman
Denise Heiden
Jane Heister
Kelly Houseman
Lori Southard Howe and Kevin Howe
Kristin Hurd, Hurd Real Estate Services
Iowa Realty Corporate Office
The Iowa Clinic
ITA Group Foundation
Jones Creek Outfitters
John F. Karstens Estate
Knights of Columbus - St. Luke's
Burke Knoll
Krause Gentle Foundation
Catherine Latham
Barbara Lawson
Matthew and Cassidy LeCroy
David and Amy Lester
Sarah and Jay Lettow
Larry Loffredo, Jr.
LSB Foundation
Steve and Beth McGinnis
Robert and Lisa Meegan
Rich Oosterhuis
Operating Engineers, Local 234
Dale and Mary Parker
Pharmaceutical Research and Manufacturers of America
Joe and Stephanie Pietruszynski
Carol and Paul Pivo-Crotty
Quester
Duke and Carole Reichardt
Drs. Bryon Schaeffer and Meghan Harris
Patrick and Deborah Schaffer
Matt and April Schmaltz
Larry and Rebecca Scura
Mark and Melissa Seivert
Jim and Joyce Shaffer
Kevin Small
Gordon and Karen Smith
Southern Glazers of Iowa
State Steel
Kristi and Steve Sterling
Josh and Jennele Swalla
Rick Tollakson
UIG Universal Insurance Group
Wilmina Vandyk
Marilyn Warling
Jim and Johanna Weber
Lew Weinberg
Fred and Emily Weitz
Fred Wells
Debbie Westphal
WHO Radio
Fred Wilkerson
Michael and Pamela Wilson
Dorothy Winkey

Funders
Amerigroup Iowa, Inc.
Central Iowa Community Services
CVS Health Foundation
Dallas County Community Services
Des Moines Public Schools
Iowa Department of Agriculture & Land Stewardship
Iowa Department of Human Services
Iowa Program for Assistive Technology
Iowa Vocational Rehabilitation Services
Polk County Health Services
State of Iowa
The Ability Experience
United Healthcare
John’s Journey to Independence

From the age of three John was in the foster care system. He says he bounced around every corner of the state of Iowa until he aged out of the system. When he was 21, and living on the North side of Des Moines, John lost everything he had. He describes this time as rock bottom for him, and he ended up living in a shelter.

Then John heard about Easter Seals Iowa from one of his friends, and started receiving the support he needed. Life hasn’t been the same since. John is now studying to receive his bachelor’s degree in Social Work from Grand View University. He also has a job as a security officer.

“Without Easter Seals Iowa, my life would be a complete disaster. Easter Seals changed everything dramatically, for the better. Through the support of Easter Seals I’ve learned about motivation, how to socially have a voice and how to challenge myself.

Easter Seals Iowa sees the inner; they don’t look at the disability. They look at the person’s heart,” John says.
## 2016-2017 Financials

### Revenue & Support

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<thead>
<tr>
<th>Description</th>
<th>2016-2017</th>
<th>2015-2016</th>
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<tbody>
<tr>
<td>Service Fees - Government</td>
<td>9,415,829</td>
<td>8,745,009</td>
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<tr>
<td>Service Fees - Individuals</td>
<td>840,978</td>
<td>802,076</td>
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<td>Grants</td>
<td>562,907</td>
<td>381,559</td>
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<td>Contributions</td>
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<td>Investment Income</td>
<td>280,891</td>
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<td>Other</td>
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<td>117,267</td>
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<td><strong>TOTAL</strong></td>
<td><strong>13,097,314</strong></td>
<td><strong>11,804,013</strong></td>
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### Expenses

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<tr>
<th>Description</th>
<th>2016-2017</th>
<th>2015-2016</th>
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<tbody>
<tr>
<td>Camp &amp; Respite</td>
<td>1,392,373</td>
<td>1,272,707</td>
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<td>Employment Programs</td>
<td>601,822</td>
<td>570,773</td>
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<td>AIM (Achieving Independent Methods)</td>
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<td>1,110,899</td>
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<td>Case Management</td>
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<td>Supported Community Living</td>
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<td>Child Development Center</td>
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<td>Day Habilitation</td>
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<td>719,950</td>
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<td>Rural Solutions</td>
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<td>Assistive Technology</td>
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<td>165,319</td>
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<td>Public Education</td>
<td>100,510</td>
<td>112,058</td>
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<tr>
<td>Management, General, Fundraising</td>
<td>773,135</td>
<td>801,644</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>11,281,486</strong></td>
<td><strong>10,690,234</strong></td>
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*Includes Easter Seals Iowa Foundation
* Financial statements audited by Shaul & Desmond PLLC

### Funding Sources

- **Program Fees**: 83%
- **Contributions**: 15%
- **Other**: 2%

### Dollars at Work

- **Program Services**: 93%
- **Management & General**: 3%
- **Fundraising**: 4%
Leadership

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Beth A. McGinnis, Treasurer
Rochelle Burnett, Past Chair

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