



## HAPPY NEW YEAR FRIENDS,

At Easterseals, 2018 brought tremendous opportunities to provide increased support to more people. We expanded our programs to meet the needs of the community, all while continuing to advocate and elevate the voices of the individuals we support and our staff.

The following highlights key moments, challenges, and objectives we addressed throughout the organization in 2018.

### DIRECT SUPPORT PROFESSIONALS (DSP):

Direct Support Professionals are the backbone of Easterseals' work. 24 hours a day, 7 days a week, you'll find Easterseals DSPs supporting individuals to lead their best lives. Unfortunately, due to longterm underfunding we now are experiencing a national crisis. Low wages have kept turnover in the field very high, and wages have not kept pace with increases in the cost of living. We simply can't find enough people to work in these critical roles.

According to one recent report from the President's Committee for People with Intellectual Disabilities:

“ The direct support workforce and the service system that supports it are in a crisis that will result in catastrophic outcomes for people with intellectual and developmental disabilities and their families unless significant and immediate responses are implemented. ”

We are working diligently on this topic and have made some progress. In July, we raised our starting wage to \$12 an hour. This increased the number of people applying for our open jobs by 70%, and increased our number of new hires by 75%. However, the impact of the raises has faded as many of our competitors have also increased wages.

The only way for us to continue to make an impact on this critical business issue is to continue to raise wages. Our focus continues to remain on our advocacy efforts of correcting Missouri state provider reimbursement rates.

### ADVOCACY

The Missouri legislative session is now underway. The state budget is now being reviewed by subcommittees, making this the most crucial time to elevate the voices of our disability community.

At the State of the State, Governor Mike Parson committed himself and his administration to developing Missouri's workforce, and to repairing and growing the state's infrastructure. While he did allocate \$1 million to autism research, Governor Parson's budget recommendation of \$12.6 million to the Department of Mental Health, Division of Developmental Disabilities (DMH-DD) is significantly less than what disability providers require to continue services to individuals and families. We're now focusing our attention on supporting DMH's House Bill 10, which calls for \$76.5 million to address the workforce crisis.

## WHAT WE'RE DOING

The Government Relations team is working with families and individuals in districts throughout the state, especially those represented by members of the House Budget Committee and other key subcommittees. These legislators are critical. We need families in their districts to educate legislators on the importance of this funding, and about the impact funding has on the quality of life for their family.

You can help by calling your legislators and encouraging them to support the department's initial budget request.

### EXAMPLE CALL:

"As my legislator, you can help stabilize and support more than 100,000 Missourians with intellectual and developmental disabilities by fully funding \$76.5 million in General Revenue for the DMH House Bill 10."

[Here is a link to find your legislators](#)

## MEDIA HIGHLIGHTS

St. Louis | Print | [New estimate from parents' survey shows 1 in 40 American children has autism](#)

Kansas City | Print | [MO ABLE work initiative launches](#)

St. Louis | Print | [Easterseals 2018 Autism Conference Series Held in Five Cities throughout Missouri](#)

Columbia | Television | [Annual autism conference held in Columbia](#)

Kansas City | Television | [Kansas City welcomes job training program for adults with autism](#)

Cape | Television | [Sensory-friendly Santa visit](#)

## VIDEO HIGHLIGHTS

[Meet Michael](#)

[Meet Ian](#)

[Celebrating 100 years](#)

## BUILDING FOR THE FUTURE

We added three new spaces to our portfolio of buildings this past year. The vision for these projects and all of these moves focused on:

- Enhanced visibility
- Efficient use of resources
- Fully accessible to people of all abilities
- Custom built program areas
- The latest technology and training
- Welcoming atmosphere
- Improved and expanded services

## BELOW ARE HIGHLIGHTS OF THOSE SPACES.

### ST. LOUIS



Easterseals purchased a 40,000 square foot building located at 11933 Westline Industrial Drive in Maryland Heights, Missouri. This location provides an upgraded, purpose-built space that will allow us to grow and meet the specific needs of each program in the metro St. Louis area, from assistive devices to sensory-friendly surroundings, and more. This upgraded space also provides an overall cost-savings due to the consolidation of multiple sites.

### JOPLIN



After carefully looking at locations throughout the area to best serve the individuals and families in the region, Easterseals opened a new location in Joplin, Missouri. Today, this location has become an elevated resource to both families and staff while saving resources, growing our brand recognition and creating a more central location for those we support.

### POPLAR BLUFF



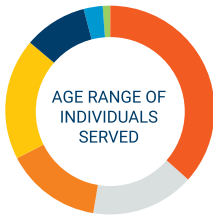
Also in 2018, Easterseals opened a new location in Poplar Bluff, Missouri. This newly renovated space is now consistently providing more support to more individuals throughout Southeast Missouri. Designed to offer the latest technology, the new location has also increased our visibility to families and individuals who need disability services in the region.

## SNAPSHOT OF FISCAL YEAR 2018

The following graphs highlight outcomes from our accomplishments during FY2018 (July 2017 – June 2018).

### PROGRAM PARTICIPANTS AND REVENUE

IN 2018, EASTERSEALS MIDWEST IMPACTED **4,800+** LIVES.



0 – 9	37%
10 – 14	16%
15 – 19	15%
20 – 34	19%
35 – 54	10%
55 – 64	3%
65 +	1%



Autism Services	2,942
Employment Services	864
Community Living Services	669
Early Childhood Services	424



Autism Services	\$7,220,380
Employment Services	\$7,857,840
Community Living Services	\$47,895,765
Early Childhood Services	\$1,256,393

### HUMAN RESOURCES



We recieved  
**5,661**  
applications



Conducted  
**2,287**  
phone screens



Hired  
**780**  
new staff

### DEVELOPMENT



Events hosted: **21**



Event participation: **3,326**



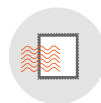
Emails sent: **96,000+**



Corporate philanthropy: **\$368,000**

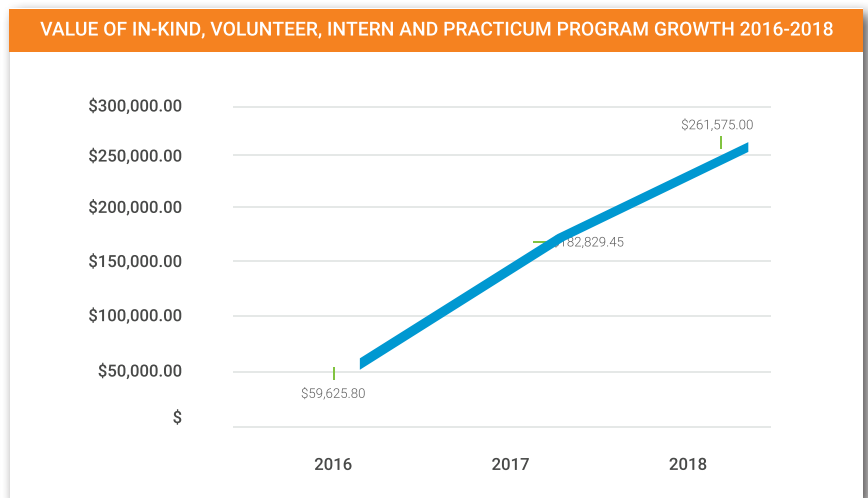
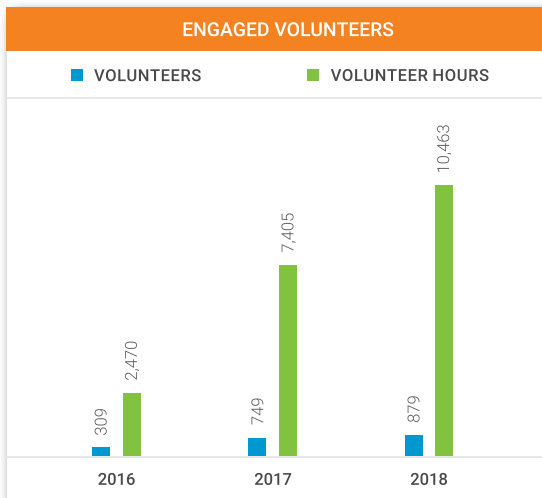


Foundations: **47 SOLICITED**  
**(\$810,000)**



Mail sent: **47,040**

## VOLUNTEERISM



## LOOKING FORWARD

I hope the above provides insight into the important work you are helping us with as a donor. Through it all, your consistent compassion and dedication to the individuals and families we support kept us moving forward and we are grateful.

Thank you for your partnership in our mission.

Sincerely,

Wendy Sullivan  
Chief Executive Officer