



easterseals Midwest

2017

Annual Report





CONTENTS

| | |
|--|----|
| WELCOME FROM OUR CEO & BOARD CHAIRMAN | 3 |
| SERVICES | 5 |
| INDIVIDUALS SERVED | 6 |
| ADVOCACY & COMMUNITY ENGAGEMENT | 7 |
| FINANCIALS | 10 |
| MISSOURI TAX CREDITS | 11 |
| GIVING | 12 |
| SERVICE AREA | 14 |
| EASTERSEAL'S MIDWEST BOARD OF DIRECTORS & EXECUTIVE TEAM | 14 |

Dear Friends,

Every moment of every day, in every corner of our region, you can find Easterseals Midwest's staff helping individuals with developmental disabilities lead their best lives.

Support from generous individuals like you carries us into the future and inspire us to always do more.

In 2017 your support helped us accomplish so much. In our Community Living division we opened new homes and helped move 40 individuals off the state waiting list for services. Our Employment division celebrated the opening of our Project SEARCH site.

As interns at Project SEARCH, 13 teens and young adults work on developing the skills they need to be successful in the workplace. Our Autism Services division worked with 2,685 children and families. Not least, our Early Childhood program helped prepare 558 children both with and without developmental disabilities for success in kindergarten.

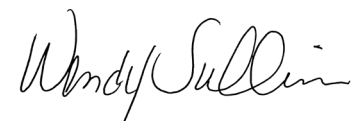
Your support makes every moment possible. As you read this 2017 Annual Report, we hope you will share in our joy and pride in every accomplishment.

Thank you for all that you do.

Sincerely,



Rich Harkell
Board Chairman



Wendy Sullivan
Chief Executive Officer



SERVICES

Autism Services

Our professional staff provides tailored support to people with autism and their families who love them. From parent training and therapies, to respite services and community integration, our customized programs are empowering people of all ages and abilities to establish meaningful connections and live independent, fulfilling lives in their community.

Community Living Services

We partner with families and individuals to create and maintain living arrangements that provide the optimal balance of independence, community activities, and support for a healthy, active lifestyle. We customize each of our options, which range from 24-hour care to only a few hours of support monthly.

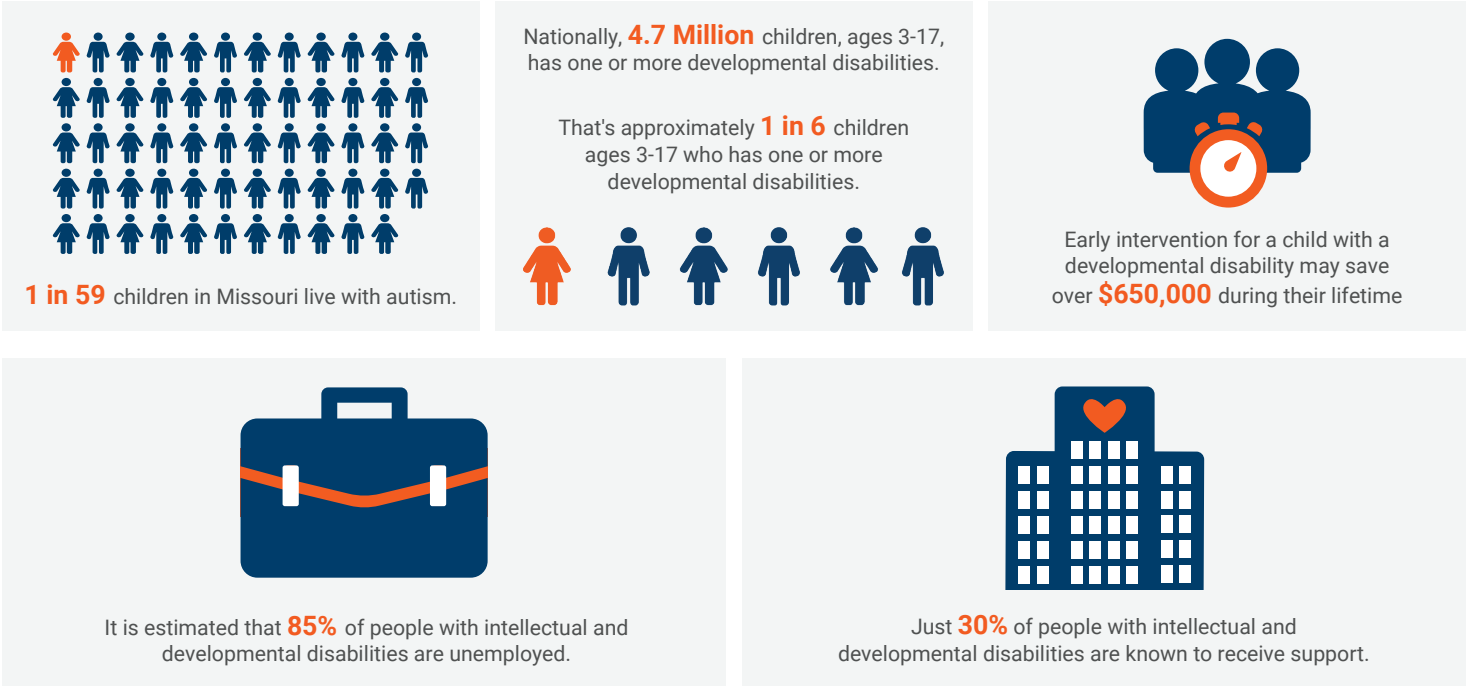
Early Childhood Services

Our skilled early childhood staff carefully design our childhood programs to provide children of all abilities with a high-quality education. Through state-of-the-art tools, learning plans, and home support services, we partner with families to promote lifelong learning, healthy development, and bright futures..

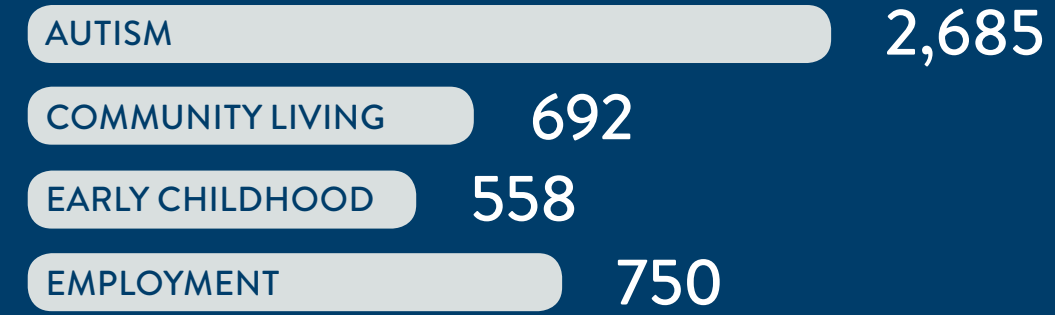
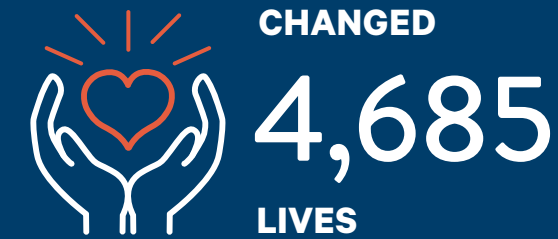
Employment Services

We partner with individuals seeking gainful employment and equip them to successfully enter the workforce. Through a variety of skills training programs, mentoring, and on-the-job support services, we empower people with disabilities to find gainful employment and lay the foundation for a stronger future.

DEVELOPMENTAL DISABILITIES AT A GLANCE



IN 2017, EASTERSEALS MIDWEST



ADVOCACY & COMMUNITY ENGAGEMENT

Easterseals Midwest believes that everyone, regardless of ability, should be free to live a life of opportunity, independence, and contribution. Our mission to make the world more inclusive includes community engagement, outreach programs, and an advocacy team dedicated to shaping state, local, and national policy around critical disability issues.



In 2017, Easterseals Midwest's staff, board, and volunteers conducted **456** visits with members of the Missouri legislature.



Over **75,272** people reached on social media relating to advocacy and government relations.



749 volunteers contributed more than **7,400** hours of their time.





FINANCIALS

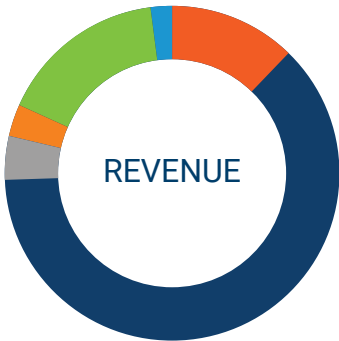
FISCAL YEAR 2017
AUDITED ACTUALS



| | |
|-----------------------------|-------|
| Administration & Facilities | 10.4% |
| Fundraising | 2.2% |
| Programs | 87.4% |

| | |
|----------------------|---------------------|
| Programs | \$53,617,426 |
| Management & General | \$6,377,291 |
| Special Events | \$206,663 |
| Fund Development | \$1,126,243 |
| | \$61,327,623 |

| | |
|------------------|------------------------|
| Community Living | \$34,244,486.62 |
| Employment | \$8,652,113.14 |
| Autism | \$6,662,625.56 |
| Early Childhood | \$1,581,369.02 |
| | \$51,100,594.34 |



| | |
|------------------|-----|
| Autism | 12% |
| Community Living | 61% |
| Development | 6% |
| Early Childhood | 3% |
| Employment | 16% |
| Other | 2% |

| | |
|-------------------------|---------------------|
| Programs | \$59,171,871 |
| Contributions & Grants | \$582,431 |
| Special Events | \$968,601 |
| Investment Income | \$515,185 |
| Gain on Sale of Assets | \$2,442 |
| Miscellaneous Income | \$132,479 |
| Endowment/Special Gifts | \$141,976 |
| | \$61,514,985 |

| | |
|------------------|------------------------|
| Community Living | \$37,554,469.01 |
| Employment | \$9,535,726.95 |
| Autism | \$7,177,588.63 |
| Early Childhood | \$1,531,186.75 |
| | \$55,798,971.34 |

MISSOURI TAX CREDITS

Missouri state tax credits can help make your support of Easterseals Midwest more affordable.

Currently, Easterseals Midwest has two types of Missouri state tax credits available in the 2018-2019 Fiscal Year :

- Neighborhood Assistance Program (NAP)
- Youth Opportunity Program (YOP)

YOP tax credits are available to anyone who pays state income tax, while NAP credits are available to anyone who pays taxes on business income.

These tax credits are worth 50 percent of your gift, in addition to state and federal standard deductions. The higher the income tax bracket, the lower the final cost of the gift to the donor.

If you are considering a tax credit gift, we suggest consulting your tax advisor to learn more about how this credit can best impact your desired outcome.

For further information, please visit
easterseals.com/midwest

WAYS TO GIVE

Online : easterseals.com/midwest

Phone : 314.394.7087

Mail : Please use the enclosed form and return to:
13545 Barrett Parkway Drive, Suite 300
Ballwin MO, 63021-3823

GIVING

DONOR INFORMATION

Name _____

Phone _____ ☐ Cell ☐ Home

Address _____

City _____ State _____ Zip _____

Credit Card Number _____

Exp. Date (MM/YY) _____ CVV Code _____

Email _____

Gift Amount \$ _____

With a gift of \$1,000 or more, you will become a member in of the President's Circle.

GIVING OPTIONS

☐ Check Enclosed (Please make payable to Easterseals Midwest)

☐ Please charge my credit card (include information above)

☐ Visa

☐ MasterCard

☐ Discover

☐ American Express

☐ I have made a gift of stock*

☐ With my gift of \$1,000 or more, please send me an application for Missouri state tax credits if available.

*Please use the following information to make a gift of stock, and use this form to notify us of the gift:

U.S. Bank N.A.
10 N. Hanley Road
Clayton, Missouri 63105

DTC#2803 | Account# 080017738600 | Tax ID# 43-0979927

You may receive an appeal from Easterseals National headquartered in Chicago, Illinois, which supports national advocacy programs, research, administration and international programs. A gift to Easterseals Midwest supports programs, educational programming and advocacy in our local community.

SERVICE AREA



18 REGIONAL OFFICES

- Bolivar
- Cape Girardeau
- Columbia
- Joplin
- Kansas City – 2 Locations
- Poplar Bluff
- Springfield
- St. Louis – 9 Locations
- St. Joseph

Easterseals Midwest Board of Directors

| | | | |
|---------------------|---------------------------|---------------------|-------------------------|
| Rich Harkwell | Chairman | William Florent | Treasurer |
| Sean Donlin | Immediate Past Chairman | Lynn Wallis | Secretary |
| Kent Schien | Vice Chairman | Judy Kent | Emeritus Director |
| Jacqueline Bardgett | Mark Darrell | Gregory Meier | Kathy Woods |
| Bill Bartelsmeyer | Christina Green | Michael Monson | Brian Wright |
| Tricia Bolster M.D. | Kim Hakim | Lydia Padilla | |
| G.T. Cozad III | Timothy McCraw | Dr. Robert Woerther | |
| Wendy Sullivan | Chief Executive Officer | Jeanne Marshall | Chief Program Officer |
| Jeff Arledge | Chief Financial Officer | Laurel Taylor | Human Resources Officer |
| Tom Barry | Chief Development Officer | | |

Together, we're changing the way the world defines and views disability by making profound, positive differences in people's lives every day.



easterseals.com/midwest | 1.800.200.2119