



easterseals
Midwest



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ANNUAL
REPORT



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Dear Friends,

At Easterseals Midwest, we envision a truly inclusive world – one that values the contributions of people with disabilities and affords them equal opportunity to live meaningful and independent lives.

We're excited to share this report with you, which highlights our achievements this past year. 2018 saw tremendous growth in public support— including huge increases in the numbers of people volunteering, giving to Easterseals, and attending our record-breaking holiday fundraiser.

One of the most exciting developments of 2018 has been our growing group of advocates raising their voices to educate our leaders in Jefferson City and Washington, DC about the issues that matter most to people with disabilities. We're excited to see the difference these dedicated citizens will make.

To build on this success in 2019, Easterseals will invest in areas that amplify our impact, advocate for change, and expand our programs to reach even more people in need of quality, individualized services.

As we celebrate our accomplishments in 2018, we also celebrate our incredible partners in the community who share this passion and vision, and help make everything we do possible. Our deepest thanks to everyone who gave of their time, money, and spirit – like us, you believe in the unlimited potential of people with disabilities.

The Easterseals mission is just as relevant today as it was nearly 100 years ago when Easterseals was first founded. People with disabilities deserve the right to learn, live, laugh, and participate fully in the community. We are so excited to move forward together into 2019 and beyond.

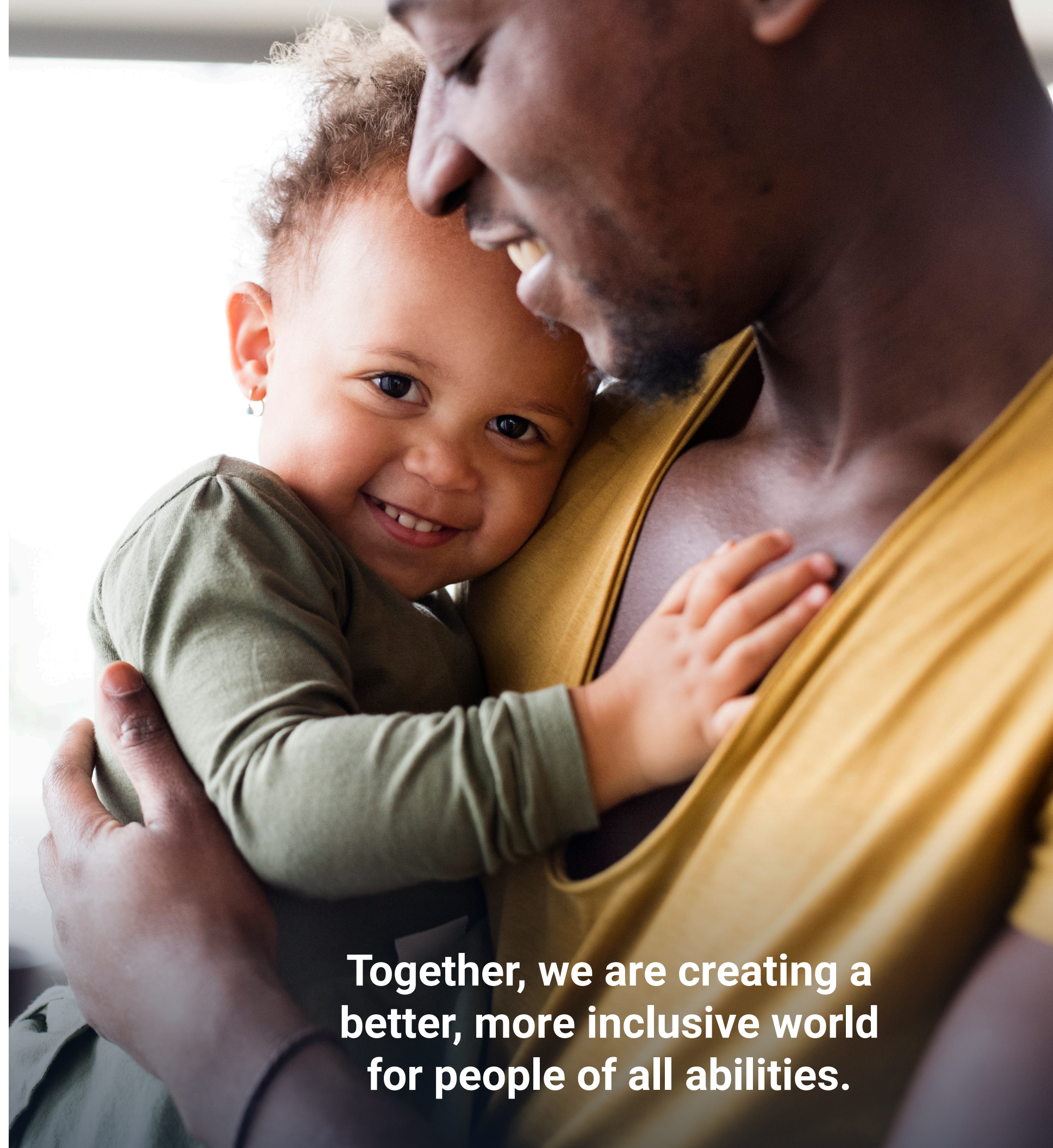
Again, thank you.



Rich Harkwell
Board Chairman



Wendy Sullivan
Chief Executive Officer



**Together, we are creating a
better, more inclusive world
for people of all abilities.**

DEVELOPMENTAL DISABILITIES AT A GLANCE



PROGRAM PARTICIPANTS AND REVENUE

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



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



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

SERVICES

Autism Services

Our professional staff provides tailored support to people with autism and to the 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, independent living, and 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 support to only a few hours of support monthly.

Early Childhood Services

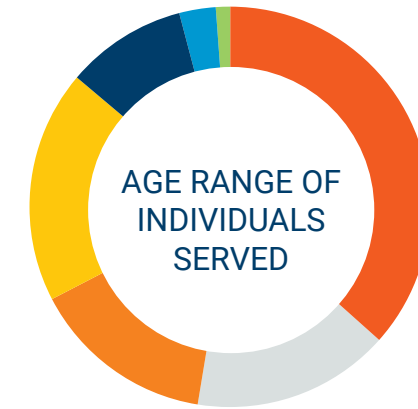
Our skilled early childhood staff carefully design our childhood programs to provide children of all abilities with a high-quality education. Through state-of-the-art tools, learning plans, and home support services, we partner with families to promote lifelong learning, healthy development, and bright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



OUR PROGRAM PARTICIPANTS



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



95.2% overall satisfaction of individuals served and their families/guardians.



39% of individuals have a paid job in the community.

* Easterseals Midwest Outcome Report, FY 2018

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 2018, Easterseals Midwest's staff, board, and volunteers conducted **307** visits with members of the Missouri legislature.



The Easterseals Midwest Advocacy & Government Relations Department reached more than **55,000** people via social media.



879 volunteers contributed more than **10,655** hours of their time.



EMPLOYEE STORIES



Saying I work for a living is a lie. I come to work and **I get to spend time with individuals whose hearts are as big as the moon.** Each and every one of them that I get to interact with is unique and special in their own way. **They provide a sense of joy that only they can.** Seeing the look of accomplishment when they attempt a new activity or when they like something after they succeed in it is one of the most amazing sensations that I have ever experienced. Not only that but I get to experience this weekly.

– Zach, Registered Behavior Technician



When I started in this field I thought it would be just a stop while I figured out what I wanted to do with my life; little did I know it would become my passion and career. **Oftentimes people don't understand what I really do when I say I work with individuals with disabilities.** They picture the extremes but it's so much more than that. It's helping a young boy learn to make a snack or a young woman to learn how to take care of her hair, or even to help someone find their voice and give them the ability to be heard. **It's the light in someone's eyes when they realize someone wants what's best for them and wants them to succeed.**

– Sophia, Community Living Manager



I do what I do because I have a passion for helping people that sometimes can't help themselves, don't always have voice or can't express themselves. **When you have a passion about something it's not work it's a love for the job.** I love the way every day is different and **you are making a difference in an individual's life that has a disability.**

– Rick, Employment Services Recruiter



We received
5,661
applications



Conducted
2,287
phone screens



Hired
780
new staff

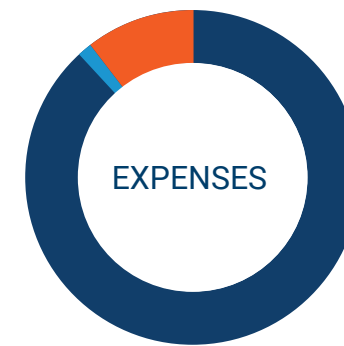




FINANCIALS

JULY 2017 – JUNE 2018

FISCAL YEAR 2018 AUDITED ACTUALS



Administration & Facilities	10.4%
Fundraising	1.4%
Programs	88.2%

Community Living	\$42,938,398
Employment	\$7,265,818
Autism	\$6,707,713
Early Childhood	\$1,246,857
Subtotal	\$58,158,786

Programs	\$58,158,786
Management & General	\$6,868,111
Special Events	\$183,005
Fund Development	\$703,200
Total	\$65,913,102

Autism	10.8%
Community Living	72%
Development	2.2%
Early Childhood	1.8%
Employment	11.8%
Other	1.4%

Autism	\$7,220,380
Community Living	\$47,895,765
Early Childhood	\$1,256,393
Employment	\$7,857,840
Subtotal	\$64,230,378

Programs	\$64,230,378
Contributions & Grants (Development)	\$686,355
Special Events (Development)	\$838,646
Investment Income (Other)	\$537,377
Gain on Sale of Assets (Other)	\$16,055
Miscellaneous Income (Other)	\$156,128
Endowment/Special Gifts (Other)	\$166,782
Total	\$66,631,721



GIVING

You can help make a profound difference in the lives of people with developmental disabilities

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 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 AREA 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	Frederick Tromans
Bill Bartelsmeyer	Christina Green	Michael Monson	Robert Woerther
Tricia Bolster M.D.	Kim Hakim	Lydia Padilla	Kathy Woods
G.T. Cozad III	Timothy McCraw	Ed Spalty	Brian Wright
Wendy Sullivan Chief Executive Officer	Jeanne Marshall Chief Program Officer		
Jeff Arledge Chief Financial Officer	Laurel Taylor Chief 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