

# ANNUAL REPORT

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2017-2018





"Easterseals exists to change the way the world defines and views disabilities by making profound, positive differences in people's lives every day."

For the past 61 years, our organization has done exactly that. While the service lines and daily activities have changed over time, Easterseals team members and the Board of Directors have kept this mission in the forefront of their planning.

This year was truly one of "opening doors". The doors of our newly constructed "Megan's House" opened its doors and we celebrated a successful capital campaign that raised over \$675,000. This accomplishment allowed Easterseals to open the doors DEBT FREE and begin to concentrate on providing scholarships for the children who are our guests for respite care. Our first ever end of the year campaign raised almost \$10,000 towards that cause. Chef Paula Deen provided kitchen equipment and featured "Megan's House" in her "Cooking with Paula Deen" magazine. This extra national publicity has raised awareness of the importance of respite care and we are thankful that Paula has used her considerable popularity to advance our mission.

Our very own Ty Christian West created a beautiful piece of artwork that was featured on the cover of the 2018 Easterseals National Calendar. The press conference that resulted helped open doors for children with disabilities to be a part of the mainstream art world.

Our Southern Georgia affiliate literally helped keep the doors open for three of our sister affiliates (Greater Houston, Florida and South Florida" by donating emergency funds following the devastating hurricane season that damaged those organizations.

The closing of historic Albany High School opened the doors for an amazingly successful Christmas ornament that provided over \$13,500 for services.

Doors opened for teens on the autism spectrum when our very first social skills program included peers without disabilities and created relationships that have transferred into school and community activities. Activities included a trip to Theatre Albany, dining out, art lessons and the establishment of a governing board for the group.

Doors opened to resource development when an Atlanta foundation providing funding for a consultant to assist us in constructing a strategic plan for fundraising. As a result, Easterseals now has a road map that incorporates foundation giving and as well as individual and corporate giving.

Doors opened for employment after our wonderful video featuring Cody the Fireman captured the imagination of Century 21. Cody and his mother, along with Easterseals Vocational Director, Kim Moore-Willis, attended the Century 21 International Convention in Orlando and received not one but two standing ovations that celebrated ability over barriers. Additionally, our new video featuring Easterseals employment partnership with Cheddars Scratch Kitchen, was shared with the Darden restaurant corporation and its 180,000 employees. This new employment partnership will open doors across the entire franchise and benefit many more individuals with disabilities who are seeking employment.

Easterseals opened the doors for our state and federal elected officials by hosting visits with Congressman Buddy Carter and Congressman Austin Scott. U.S. Senator David Perdue's State Director, Ben Fry and two district directors spent the day touring Easterseals programs and had an open discussion on the importance of Medicaid to our state.

Doors opened for employee recruitment and retention when the board of directors approved significant pay increases for our Direct Support Professional staff members. As a result, our hiring for the past 6 months has more than doubled the entire previous fiscal year.

Doors in Florida continued to open as Easterseals Southern Georgia spread the word about the services offered and listened to the needs of local families. Numerous speaking engagements were offered that enabled Easterseals to share our vision for the future in the 14-county area. Scholarships were provided to three children with disabilities for summer therapies and recreational activities. The resulting testimonies of appreciation from families were shared with our Florida donors and warmed many hearts.

And most recently, the door opened on our very first adult respite home. Management and program staff had long recognized the need for adult respite and many of our children who had been guests at "Megan's House" no longer had a resource. The new home has received its license to operate and is off to a great start. This represents the only respite care option for families in South Georgia. As caregivers age and their child becomes older, heavier and sometimes more medically fragile, respite care is critical in keeping families together and avoiding unnecessary, and often unwanted, out of home placements.

As we close the doors on our 2018 fiscal year, we are excited about what the future holds. There are many opportunities to explore in all of our program lines and with our strategic plan as a roadmap, doors will continue to open for our organization.

It has been a pleasure to serve as your Chairman of the Board. Thank you for the opportunity.

**Kyle Nichols**  
2017-2018 Board Chairman

## EASTERSEALS SERVING SOUTHERN GEORGIA AND THE BIG BEND OF FLORIDA 2018 BOARD OF DIRECTORS

### OFFICERS

Kyle Nichols, Chairman  
Don Cole, Vice Chairman  
Lindsay Toole, Secretary  
Charles Lamb, Assistant Secretary  
Jon DuMond, Treasurer

### Advisory Board

Kenneth Cutts  
Diana Helton  
Donnita House  
Kari Middleton  
Lauren Watson

### 2018 BOARD OF DIRECTORS

Valerie Bowron  
Sebon Burns  
Kim Colby  
Stacey DeMarino  
Jackie Dixon  
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Jim Edge  
Leslie Gilliam  
Nancy Goode  
Wayne Hollomon  
Melissa Kennedy  
Allison Mansfield

Stan Okon  
Dave Orlovski  
David Prisant  
Jake Reese  
David Rowland  
Carolyn Scott  
Jon Smith  
Kwajalein Waters



2017-2018

# HIGHLIGHTS







Easterseals Southern Georgia celebrated the 2018 fiscal year with their Annual Awards Dinner in August, 2018. Supporters, board members, program participants and Easterseals employees were recognized for their accomplishments, distinguished service and continuous support. Attendees were honored to hear remarks from Frank Berry, Commissioner of the Georgia Department of Community Health.

**2018 AWARD RECIPIENTS**

- 2017-2018 Past Chairman Gavel Award:** Kyle Nichols
- Distinguished Service Awards:** Tomlinson Marketing Group, Breakaway Cycles, Finnicum Motors, Annette Scott-Dougherty County School System
- Betty Nichols Volunteer of the Year Award:** Marie Kreiser
- Mrs. H.T. McCall Staff Member of the Year Award:** Amanda Hobbs
- Bobbie Meyer von Bremen Award:** Marianne Ellis
- Annette Bowling Advocate of the Year Award:** Teresa and Derek Heard

**President Council Pin Presentations:** Presented to Donors who donate \$1,000 or more annually. Jackie Dixon, Dave Orlowski, Beth English, David Prisant, Carolyn Scott, Karen Iler and Mildred Wilcox





# CEO, BETH ENGLISH RETIRES



Easterseals Chief Executive Officer, Beth English retired in September of 2018 after 26 years of service to the organization. Mrs. English joined Easterseals in July 1992 and led the organization to its position as the largest provider of disability services in the State of Georgia. Her expertise in public policy advocacy and grant writing along with her previous 16 years as a manager in state run disability provided programs provided Easterseals with the leadership that propelled the organization successfully to its current strong financial and programmatic position.







# FUNDRAISING AND EVENTS



# THE NUMBERS

SEPTEMBER 2017 - AUGUST 2018

## ASSETS

CASH	\$244,137
RESTRICTED CASH	\$2,061,335
ENDOWMENT ACCOUNT	\$68,862
ACCOUNTS RECEIVABLE	\$1,052,633
OTHER ASSETS	\$212,815
PROPERTY & EQUIPMENT	\$1,957,243

## TOTAL ASSETS

**\$5,597,025**

## LIABILITIES & NET ASSETS

CURRENT LIABILITIES	\$1,317,494
LONG TERM DEBT	\$366,852
TEMPORARILY RESTRICTED NET ASSETS	<u>          </u>
UNRESTRICTED NET ASSETS (DESIGNATED)	\$1,247,949
UNRESTRICTED NET ASSETS (UNDESIGNATED)	\$2,622,630
PERMANENTLY RESTRICTED ASSETS	\$42,100

## TOTAL LIABILITIES & NET ASSETS

**\$5,597,025**

## INCOME

DONATIONS-CASH	\$133,410
DONATIONS-NON CASH	\$10,376
SPECIAL EVENTS	\$40,309
UNITED WAY ALLOCATIONS	\$32,122
GOVERNMENT GRANTS/FEEES	\$6,356,218
PROGRAM SERVICE FEES	\$7,273,155
OTHER INCOME	\$310,362

## TOTAL INCOME

**\$14,155,952**

## EXPENSES

DIRECT SERVICES	\$12,517,221
FUND RAISING	\$219,294
MANAGEMENT & GENERAL	\$1,003,441
NATIONAL MEMBERSHIP FEES	\$39,036

## TOTAL EXPENSES

**\$13,778,992**



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The **CONTINUED SUCCESS** of Easterseals Southern Georgia could not have been accomplished without **YOUR** help!

**YOUR** generosity has helped people with disabilities and their families **LIVE, LEARN, WORK & PLAY** within our communities.

[easterseals.com/southerngeorgia](http://easterseals.com/southerngeorgia)