



A large, light-colored background image shows several children's hands holding colored pencils, drawing various scenes on a wall. The drawings include a sun with rays, clouds, a recycling symbol, a bicycle, a girl, and various plants and animals. The colors used are primarily yellow, orange, blue, and green.

**2018  
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*

Rich Harkwell  
Board Chairman

*Wendy Sullivan*

Wendy Sullivan  
Chief Executive Officer



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

# DEVELOPMENTAL DISABILITIES AT A GLANCE

# SERVICES



Early intervention for a child with a developmental disability may save over **\$650,000** during their lifetime



**85%** of people with developmental disabilities are unemployed

## 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.

## 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

## Early Childhood Services

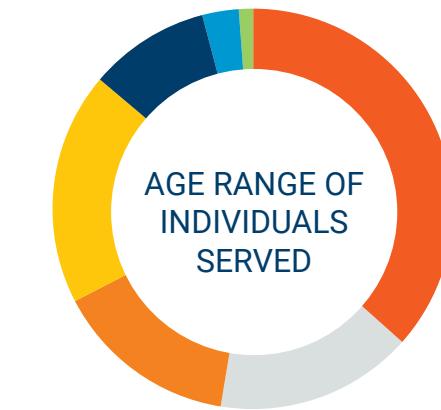
Our skilled early childhood staff carefully design our childhood programs to provide children of all abilities with a high-quality education. Through state-of-the-art tools, learning plans, and home support services, we partner with families to promote lifelong learning, healthy development, and bright 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%
<hr/>	
Community Living	\$42,938,398
Employment	\$7,265,818
Autism	\$6,707,713
Early Childhood	\$1,246,857
<b>Subtotal</b>	<b>\$58,158,786</b>
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Programs	\$58,158,786
Management & General	\$6,868,111
Special Events	\$183,005
Fund Development	\$703,200
<b>Total</b>	<b>\$65,913,102</b>

### REVENUE



Autism	10.8%
Community Living	72%
Development	2.2%
Early Childhood	1.8%
Employment	11.8%
Other	1.4%
<hr/>	
Autism	\$7,220,380
Community Living	\$47,895,765
Early Childhood	\$1,256,393
Employment	\$7,857,840
<b>Subtotal</b>	<b>\$64,230,378</b>
<hr/>	
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
<b>Total</b>	<b>\$66,631,721</b>



## GIVING

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

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### 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.

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### 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

Sean Donlin | Immediate Past Chairman

Kent Schien | Vice Chairman

William Florent | Treasurer

Lynn Wallis | Secretary

Judy Kent | Emeritus Director

Jacqueline Bardgett

Bill Bartelsmeyer

Tricia Bolster M.D.

G.T. Cozad III

Mark Darrell

Christina Green

Kim Hakim

Timothy McCraw

Gregory Meier

Michael Monson

Lydia Padilla

Ed Spalty

Frederick Tromans

Robert Woerther

Kathy Woods

Brian Wright

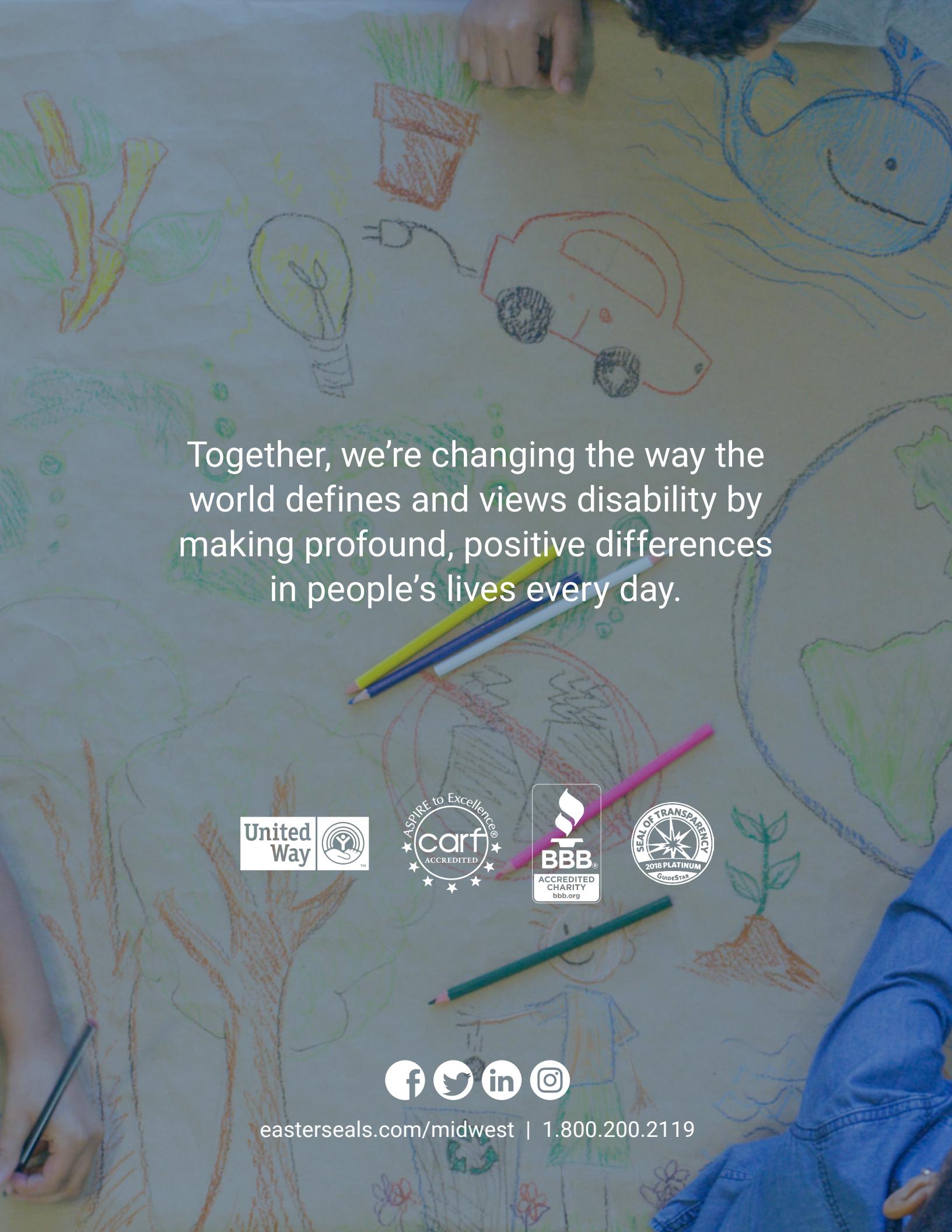
Wendy Sullivan | Chief Executive Officer

Jeff Arledge | Chief Financial Officer

Tom Barry | Chief Development Officer

Jeanne Marshall | Chief Program Officer

Laurel Taylor | Chief Human Resources 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](http://easterseals.com/midwest) | 1.800.200.2119