



# 2017 Annual Report

Greetings Easterseals Washington Stakeholders,

In sports terms (as I am an avid baseball fan), 2017 was a building year for our organization. In every department and at the Board of Directors level, we responded to our recent program growth by developing our talent and pulling people off the bench to play key positions. We challenged our fundraisers and donors to stretch their muscles to more boldly reach our goals. The outcomes were tremendous for those we served and those who served with us, and we are continuing this strategy into 2018.

Celebrating our 70th anniversary on May 9, 2017, spurred us to reflect on our beginnings and accomplishments. I challenged people to imagine our communities without Easterseals. No Americans with Disabilities Act. No disability discrimination protection. No services for children and adults regardless of ability, diagnosis or age. Then, we painted in recent stories of success to realize how far we've come. Neil navigating a canoe at Camp Stand By Me. Andrew confidently donning his uniform and clocking in at his job. Rhonda leading her peers to decide the activities at her adult program. Mackenzie using a device to communicate her amazing insight for the first time. Jayden transitioning from infants to toddlers regardless of his developmental challenges.

2017 also saw a resurgence of our commitment to those who surround people with disabilities: parents, siblings, children, extended family members, friends and neighbors. Our Operation Family Caregiver program fulfilled our commitment to better serve military veterans and the families they rejoin when they come home from duty. We recognized that respite is an important benefit of the services we provide—a benefit we are proud to provide and honored to promote. We will all be in need of caregiving or be providers of the service in our lifetime, and Easterseals Washington is doing a better job of holding this construct as a core value.

The non-profit climate is a varied one that requires loyal friends as well as new relationships. Some days feel like the bottom of the ninth, tie game, two on base with two outs in the books. Other times it feels like opening day with nothing but opportunity on the horizon. My challenge to you is to renew your commitment to our team. Be part of the ongoing solution to the challenges that hold back people with disabilities and their families from reaching their full potential. Your donations, volunteer hours, ideas and involvement keep us in the game and prepare us to hit the next grand slam that will have a lasting impact on us all.

Sincerely,

Cathy Bisailon  
President & CEO  
Easterseals Washington







# 2017 Program Outcomes

**4132**  
**families served in 2017**

## **Barrier-free Camp & Respite Service**

Camp Stand By Me | Vaughn, WA

**403**  
families served

## **Inclusive Child Development Centers**

Angle Lake Child Development Center | Seatac, WA  
Growing Years Child Development Center | Seattle, WA  
Jane's House Child Development Center | Yakima, WA

**242**  
families served

## **ABA Therapy for Autism**

Olympic Peninsula Autism Center | Silverdale, WA

**28**  
families served

## **Community Outreach & Engagement**

Community Events, Workshops & Referrals

**2802**  
families served

## **Employment & Training Services**

Workforce Development | Silverdale, WA

**78**  
families served

## **Adult Day Health & Social Programs**

Eastside Adult Services | Bellevue, WA  
Gateway Adult Services | Bremerton, WA  
Marine View Adult Services | Des Moines, WA

**232**  
families served

## **Additional Programs & Services**

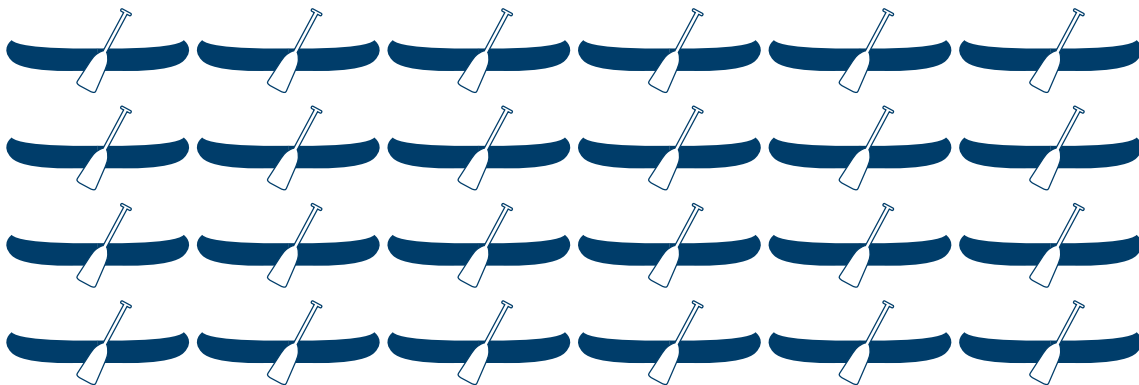
**Family Advocacy, Resources & Support**  
Kitsap County Parent Coalition  
**Military Caregiver Support & Training**  
Operation Family Caregiver

**347**  
families served



**programs** and **offices** located throughout the state

**24** camp sessions &  
weekend respites at  
**Camp Stand By Me**



hours of ABA Therapy for children with Autism at the

**Olympic Peninsula Autism Center**

**326** Ages & Stages  
Questionnaires  
taken at our  
**Child Development Centers**



**88%**  
of all donated funds  
directly support  
local programs

**22,500** nutritious lunches  
served at our  
**Adult Service Programs**







“Today, Bentley is a happy and thriving 7 year old boy who has made a complete 180 degree turnaround in his abilities. His communication and vocabulary have grown exponentially and he has drastically improved his functional behaviors—to the point where when we are out in the community, he can actually enjoy an outing without being so overwhelmed by just trying to process the environment.”

Olympic Peninsula Autism Center family

**EASTERSEALS WASHINGTON**  
**STATEMENTS OF FINANCIAL POSITION**  
**DECEMBER 31, 2017 AND 2016**

	2017	2016
<b>ASSETS</b>		
Cash and cash equivalents	\$ 616,601	\$ 1,129,381
Accounts receivable	737,340	595,932
Pledges receivable	25,393	11,371
Prepaid expenses and other	81,269	97,028
Total current assets	<u>1,460,603</u>	<u>1,833,712</u>
<b>PROPERTY</b>		
Land	42,000	42,000
Building, equipment and improvements	2,756,477	2,729,214
(Less accumulated depreciation)	(1,329,408)	(1,257,298)
<b>INVESTMENTS</b>	<u>627,038</u>	<u>565,390</u>
	<u><u>\$ 3,556,710</u></u>	<u><u>\$ 3,913,018</u></u>
 <b>LIABILITIES AND NET ASSETS</b>		
<b>LIABILITIES</b>		
Accounts payable	\$ 148,912	\$ 114,074
Accrued expenses	207,496	246,948
Deferred revenue	31,521	37,346
Note payable, current	47,626	44,498
Total current liabilities	<u>435,555</u>	<u>442,866</u>
Note payable, noncurrent	33,293	77,616
	<u>468,848</u>	<u>520,482</u>
 <b>NET ASSETS</b>		
Unrestricted	877,352	1,030,348
Unrestricted - Board designated	1,708,458	1,902,089
Temporarily restricted	34,483	36,747
Permanently restricted	467,569	423,352
	<u>3,087,862</u>	<u>3,392,536</u>
	<u><u>\$ 3,556,710</u></u>	<u><u>\$ 3,913,018</u></u>



**EASTERSEALS WASHINGTON**  
**STATEMENT OF ACTIVITIES**  
**YEAR ENDED DECEMBER 31, 2017**

	Total	Unrestricted Undesignated	Board Designated	Temporarily Restricted	Permanently Restricted
<b>PUBLIC SUPPORT AND REVENUE</b>					
Public support					
Individual contributions	\$ 169,041	\$ 169,041	\$ -	\$ -	\$ -
Organization contributions	111,989	86,189	-	25,800	-
Donated facilities, goods and equipment	235,770	235,770	-	-	-
Total public support	516,800	491,000	-	25,800	-
Revenue					
Public program service fees	2,455,309	2,455,309	-	-	-
Government program service fees	3,616,628	3,616,628	-	-	-
Investment return and other	37,567	25,733	-	11,834	-
Change in fair value of beneficial interest in trust held by others	44,217	-	-	-	44,217
Total revenue	6,153,721	6,097,670	-	11,834	44,217
Net assets released from restrictions	-	39,898	-	(39,898)	-
Transfers of board designated funds	-	193,631	(193,631)	-	-
Total public support and revenue	6,670,521	6,822,199	(193,631)	(2,264)	44,217
<b>EXPENSES</b>					
Program services					
Public health education	14,348	14,348	-	-	-
Direct services	6,123,522	6,123,522	-	-	-
Total program services	6,137,870	6,137,870	-	-	-
Supporting services					
Management and general	509,616	509,616	-	-	-
Fundraising	262,991	262,991	-	-	-
Total supporting services	772,607	772,607	-	-	-
Total functional expenses	6,910,477	6,910,477	-	-	-
National membership dues	64,718	64,718	-	-	-
Total expenses	6,975,195	6,975,195	-	-	-
CHANGE IN NET ASSETS	(304,674)	(152,996)	(193,631)	(2,264)	44,217
<b>NET ASSETS</b>					
Beginning of year	3,392,536	1,030,348	1,902,089	36,747	423,352
End of year	\$3,087,862	\$ 877,352	\$1,708,458	\$ 34,483	\$467,569

**EASTERSEALS WASHINGTON**  
**STATEMENT OF FUNCTIONAL EXPENSES**  
**YEAR ENDED DECEMBER 31, 2017**

	Program Services			Support Services		
	Public Health Education	Direct Services	Total Program	Management and General	Fund Raising	Total
Salaries and related expenses	\$ 14,348	\$ 4,158,981	\$ 4,173,329	\$ 344,469	\$ 224,935	\$ 4,742,733
Operating supplies and cost of resale goods	-	624,039	624,039	3,016	10,286	637,341
Occupancy	-	536,726	536,726	70,066	-	606,792
Contract services and professional fees	-	280,779	280,779	54,314	9,960	345,053
Contributed facilities, goods and services	-	227,984	227,984	-	7,786	235,770
Travel and education	-	114,680	114,680	2,808	377	117,865
Depreciation	-	52,640	52,640	19,470	-	72,110
Insurance	-	64,430	64,430	2,710	2,710	69,850
Telephone	-	24,547	24,547	5,260	5,260	35,067
Minor equipment purchases and maintenance	-	21,471	21,471	730	729	22,930
Bad debt expense	-	16,297	16,297	-	-	16,297
Interest expense	-	-	-	5,769	-	5,769
Postage and shipping	-	948	948	475	948	2,371
Taxes	-	-	-	529	-	529
	<u>\$ 14,348</u>	<u>\$6,123,522</u>	<u>\$6,137,870</u>	<u>\$ 509,616</u>	<u>\$ 262,991</u>	<u>\$6,910,477</u>



**EASTERSEALS WASHINGTON**  
**STATEMENTS OF CASH FLOWS**  
**YEARS ENDED DECEMBER 31, 2017 AND 2016**

	2017	2016
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Change in net assets	\$ (304,674)	\$ 1,002,802
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	72,110	65,183
Change in fair value of trust held by others	(44,217)	(1,104)
Net unrealized loss (gain) on investments	(16,098)	21,616
Net changes in operating assets and liabilities		
Accounts receivable	(141,408)	(371,293)
Pledges receivable	(14,022)	23,943
Prepaid expenses and other	15,759	(23,683)
Accounts payable and accrued expenses	(4,614)	123,670
Deferred revenue	(5,825)	8,732
	<u>(442,989)</u>	<u>849,866</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of investments	(17,688)	(50,326)
Proceeds from sale of investments	-	100,000
Purchase of property	(27,263)	(71,674)
	<u>(44,951)</u>	<u>(22,000)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Distributions from beneficial interest in assets held by others	16,355	50,978
Payments on note payable	(41,195)	(42,617)
	<u>(24,840)</u>	<u>8,361</u>
<b>NET CHANGE IN CASH AND CASH EQUIVALENTS</b>	(512,780)	836,227
<b>CASH AND CASH EQUIVALENTS</b>		
Beginning of the period	1,129,381	293,154
End of the period	<u>\$ 616,601</u>	<u>\$ 1,129,381</u>
<b>SUPPLEMENTAL DISCLOSURE</b>		
Cash paid during the period for interest	<u>\$ 5,769</u>	<u>\$ 7,979</u>

# 2017 Presidents' Council

Donors who give \$1,000 or more in a 12-month period join the distinguished Easterseals Washington Presidents' Council.

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- Summer & Shane McGrady
- The Cody Project
- The Sample Foundation, Inc.
- Tom Miller
- TUW M G Meyers Foundation

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- Century 21 Real Estate Center
- Comcast
- CVS Health
- HUD Homes
- Charity Golf International
- Guardian Northwest Title & Escrow
- HomeStreet Bank
- HUB
- Navy Federal Credit Union
- NOW CFO
- Paladin Data
- Penrith Home Loans
- Prestige Escrow
- Stewart Title
- Washington Assistive Technology Act Program
- WFG National Title Insurance Company
- Wheatland Bank



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