



2018 Annual Report

Greetings Easterseals Washington Stakeholders,

We talk a lot about the impact of our services on children and adults with disabilities, because the impact is huge. Communicating for the first time. Earning a wage. Working as a team and paddling a canoe. All of these things build character and improve lives, and we did plenty of that in 2018.

We talk less about the people who care about our program participants—the moms, dads, siblings, grandparents, friends and neighbors who each invest thousands of hours a year in caregiving.

In 2018, Easterseals Washington was responsible for **457,881 hours** of respite services. 457,881 hours that, in the words of the families that we support, *“Allowed me to go to the doctor... enabled me to spend a day with my other children... saved my marriage.”*

Last year, we made a strong effort to expand our services and raise awareness for the unpaid family caregivers in our state. We reached new heights with Operation Family Caregiver, our first program targeted directly at helping caregivers of military veterans solve problems and adjust to the new normal. We rallied around the sandwich generation, those providing care for their adult children and their parents at the same time. We heard the cries for help as frazzled caregivers dropped off children at our Autism Program. I am excited to share that you, our stakeholders, heard us. *Throughout the year, we received donations from individuals and organizations that feel compelled to make the lives of caregivers easier, and we put those funds to work.*

We started 2019 with renewed energy that comes from a larger, stronger Board of Directors; the confidence in knowing that we are growing our network of support; and the commitment to keep our *13 service lines* thriving for the families and communities we serve.

My challenge to you is to *renew your commitment* to Easterseals Washington. For the children and adults who are overcoming challenges, and for the people in their lives who make huge sacrifices every day. Getting involved is easy, rewarding, and lots of fun. I hope to see you soon!

Sincerely,

Cathy Bisailon
President & CEO
Easterseals Washington



2018 Program Outcomes

5470
families served in 2018

Barrier-free Camp & Respite Service

Camp Stand By Me | Vaughn, WA

458
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

226
families served

ABA Therapy for Autism

Olympic Peninsula Autism Center | Silverdale, WA

29
families served

Community Outreach & Engagement

Community Events, Workshops & Referrals

3660

families served

Employment & Training Services

Workforce Development | Silverdale, WA

56

families served

Adult Day Health & Social Programs

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

224

families served

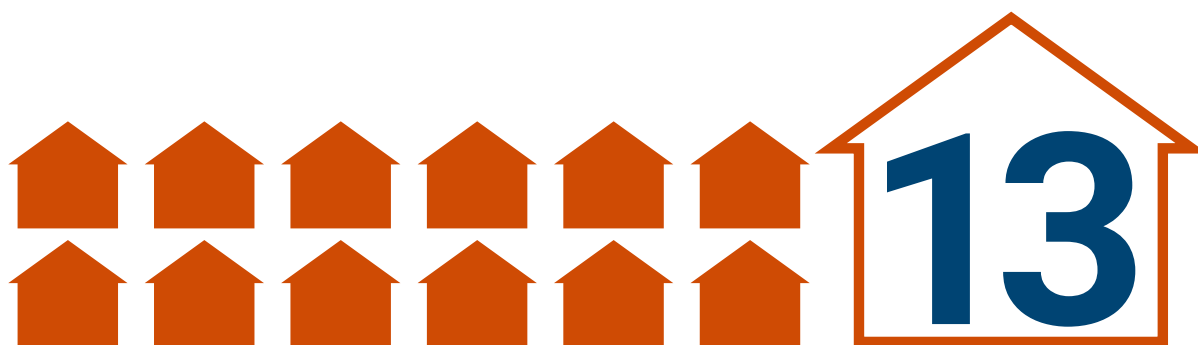
Additional Programs & Services

Family Advocacy, Resources & Support
Kitsap County Parent Coalition

Military Caregiver Support & Training
Operation Family Caregiver

817

families served



programs and **offices** located throughout the state

457,881



hours of **respite**
for **caregivers**



hours of ABA Therapy for children with Autism at the

Olympic Peninsula Autism Center

198

Ages & Stages
Questionnaires
taken at our
Child Development Centers



87%

of all donated funds
directly support
local programs



36,729

nutritious meals
served at our

Adult Services Programs



Home
Sweet
Home

Fresh Air
Stargazing
Love and Laughter
Quiet Snuggles
Baked Fats
COFFEE ALWAYS ON

“Over the last month Henry has become a regular player at my family’s game table. He is patient, attentive, and even shows good sportsmanship. He lost three games in a row and instead of crying or getting angry, he gifted the winner snacks from his own lunchbox. Uncle Noah got gummies and Mimi got goldfish!

It warms my heart to see him building relationships and enjoying quality time with others. Henry wouldn’t have been able to accomplish this without your love, help, and hard work. Thank you so much for everything you’ve done for Henry and our family! I will never be able to repay you, but please know that I am amazed and appreciative of everything you guys do—not just for us but for all the families at OPAC.

It’s the little things that matter most.”

Easterseals Washington Olympic Peninsula Autism Center family

EASTERSEALS WASHINGTON
STATEMENTS OF FINANCIAL POSITION
DECEMBER 31, 2018 AND 2017

	2018	2017
ASSETS		
Cash and cash equivalents	\$ 311,247	\$ 616,601
Accounts receivable	544,949	737,340
Pledges receivable	-	25,393
Prepaid expenses and other	94,476	81,269
Total current assets	<u>950,672</u>	<u>1,460,603</u>
PROPERTY		
Land	42,000	42,000
Building, equipment and improvements	2,759,844	2,756,477
(Less accumulated depreciation)	(1,402,486)	(1,329,408)
INVESTMENTS	<u>729,307</u>	<u>627,038</u>
	<u><u>\$ 3,079,337</u></u>	<u><u>\$ 3,556,710</u></u>
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable	\$ 141,259	\$ 148,912
Accrued expenses	218,246	207,496
Deferred revenue	31,855	31,521
Note payable, current	33,576	47,626
Total current liabilities	<u>424,936</u>	<u>435,555</u>
Note payable, noncurrent	-	33,293
	<u>424,936</u>	<u>468,848</u>
NET ASSETS		
Without donor restrictions - undesignated	1,707,411	877,352
Without donor restrictions - Board designated	481,577	1,708,458
With donor restrictions - purpose and time	32,768	7,990
With donor restrictions - perpetual in nature	432,645	494,062
	<u>2,654,401</u>	<u>3,087,862</u>
	<u><u>\$ 3,079,337</u></u>	<u><u>\$ 3,556,710</u></u>

**EASTERSEALS WASHINGTON
STATEMENT OF ACTIVITIES
YEAR ENDED DECEMBER 31, 2018**

		Without Donor Restrictions		With Donor Restrictions	
	Total	Undesignated	Board Designated	Purpose and Time	Perpetual in Nature
PUBLIC SUPPORT AND REVENUE					
Public support					
Individual contributions	\$ 191,326	\$ 191,326	\$ -	\$ -	\$ -
Organization contributions	172,315	136,315	-	36,000	-
Donated facilities, goods and equipment	224,358	224,358	-	-	-
Total public support	587,999	551,999	-	36,000	-
Revenue					
Public program service fees	2,032,426	2,032,426	-	-	-
Government program service fees	3,606,420	3,606,420	-	-	-
Investment return and other	13,898	19,896	-	-	(5,998)
Change in fair value of beneficial interest in trust held by others	(55,419)	-	-	-	(55,419)
Total revenue	5,597,325	5,658,742	-	-	(61,417)
Net assets released from restrictions	-	11,222	-	(11,222)	-
Transfers of board designated funds	-	1,226,881	(1,226,881)	-	-
Total public support and revenue	6,185,324	7,448,844	(1,226,881)	24,778	(61,417)
EXPENSES					
Program services					
Public health education	14,300	14,300	-	-	-
Direct services	5,695,430	5,695,430	-	-	-
Total program services	5,709,730	5,709,730	-	-	-
Supporting services					
Management and general	595,371	595,371	-	-	-
Fundraising	251,988	251,988	-	-	-
Total supporting services	847,359	847,359	-	-	-
Total functional expenses	6,557,089	6,557,089	-	-	-
National membership dues	61,696	61,696	-	-	-
Total expenses	6,618,785	6,618,785	-	-	-
CHANGE IN NET ASSETS	(433,461)	830,059	(1,226,881)	24,778	(61,417)
NET ASSETS					
Beginning of year	3,087,862	877,352	1,708,458	7,990	494,062
End of year	\$2,654,401	\$1,707,411	\$ 481,577	\$32,768	\$432,645

EASTERSEALS WASHINGTON
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2018

	Program Services			Support Services		
	Public Health Education	Direct Services	Total Program	Management and General	Fund Raising	Total
Salaries and related expenses	\$ 14,300	\$ 3,769,758	\$ 3,784,058	\$ 447,481	\$ 222,762	\$ 4,454,301
Occupancy	-	583,970	583,970	65,544	-	649,514
Operating supplies and cost of resale goods	-	582,712	582,712	908	9,654	593,274
Contract services and professional fees	-	223,328	223,328	52,408	8,673	284,409
Contributed facilities, goods and services	-	222,812	222,812	-	1,546	224,358
Travel and education	-	95,940	95,940	4,136	601	100,677
Depreciation	-	59,924	59,924	13,154	-	73,078
Bad debt expense	-	69,680	69,680	-	-	69,680
Insurance	-	60,865	60,865	2,560	2,560	65,985
Telephone	-	22,162	22,162	4,749	4,749	31,660
Minor equipment purchases and maintenance	-	3,609	3,609	773	773	5,155
Interest expense	-	-	-	3,252	-	3,252
Postage and shipping	-	670	670	335	670	1,675
Taxes	-	-	-	71	-	71
Total functional expenses	14,300	5,695,430	5,709,730	595,371	251,988	6,557,089
Plus: national membership dues	-	-	-	-	-	61,696
Total expenses	\$ 14,300	\$ 5,695,430	\$ 5,709,730	\$ 595,371	\$ 251,988	\$ 6,618,785

EASTERSEALS WASHINGTON
STATEMENTS OF CASH FLOWS
YEARS ENDED DECEMBER 31, 2018 AND 2017

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ (433,461)	\$ (304,674)
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	73,078	72,110
Change in fair value of trust held by others	55,419	(44,217)
Net unrealized loss (gain) on investments	18,363	(16,098)
Net changes in operating assets and liabilities		
Accounts receivable	192,391	(141,408)
Pledges receivable	25,393	(14,022)
Prepaid expenses and other	(13,207)	15,759
Accounts payable and accrued expenses	3,097	(4,614)
Deferred revenue	334	(5,825)
	<u>(78,593)</u>	<u>(442,989)</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of investments	(194,562)	(17,688)
Purchase of property	(3,367)	(27,263)
	<u>(197,929)</u>	<u>(44,951)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Distributions from beneficial interest in assets held by others	18,511	16,355
Payments on note payable	(47,343)	(41,195)
	<u>(28,832)</u>	<u>(24,840)</u>
NET CHANGE IN CASH AND CASH EQUIVALENTS	(305,354)	(512,780)
CASH AND CASH EQUIVALENTS		
Beginning of the period	616,601	1,129,381
End of the period	<u>\$ 311,247</u>	<u>\$ 616,601</u>
SUPPLEMENTAL DISCLOSURE		
Cash paid during the period for interest	<u>\$ 3,252</u>	<u>\$ 5,769</u>

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

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- Century 21 Real Estate Center
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- The Cody Project
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- Washington Assistive Technology Act Program

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Easterseals Washington
State Administration Office
200 W Mercer Street, Suite 210E
Seattle, WA 98119

Phone: 206.281.5700
Fax: 206.400.2488
Toll-Free: 1.800.678.5708

www.easterseals.com/washington



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