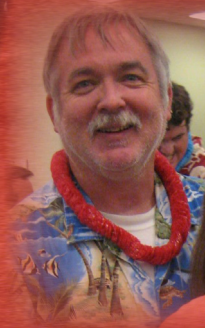


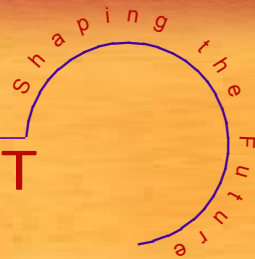


COTTONWOOD

INCORPORATED



2011 ANNUAL REPORT



From The CEO

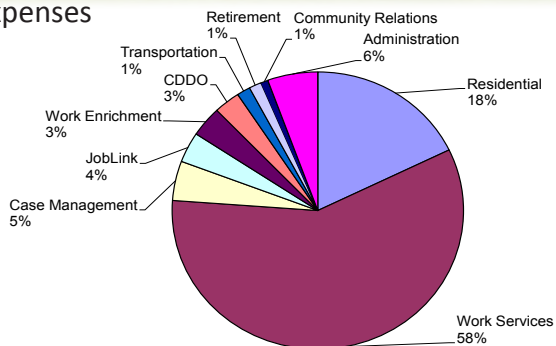


2011 was a year of many changes to the statewide system of supports for persons with intellectual disabilities. State General Funds were cut by the Kansas legislature in order to move more funding to Medicaid. For Cottonwood, this was a \$250,000 funding cut. Then the newly-elected administration announced its intent to move all persons funded by Medicaid, including the day and residential services provided by organizations like Cottonwood, into Managed Care system to be administered by three Managed Care Organizations. We will advocate strongly to help shape the policies that impact the daily lives of the individuals we serve. Cottonwood is recognized for quality services and outcomes for those we support. I am very proud of the commitment of the staff to never deter from their mission of “helping people with disabilities shape their own future”. Even with looming clouds of uncertainty about Managed Care, 2011 was another successful year for Cottonwood, Incorporated. With our remarkable history, we are confident we will weather the changes ahead and continue the path of success charted almost 40 years ago by the founders of Cottonwood.

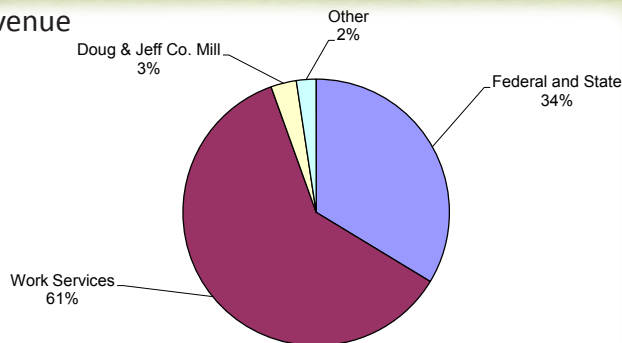
Sharon S. Spratt

2011 Financials

Expenses



Revenue





Support Services

Cottonwood Service Coordinators provided case management for 301 adults and children in 2011. The Health Clinic scheduled 3165 health related appointments for persons served in 2011 and traveled 15, 010 miles transporting them to medical appointments.

Satisfaction Survey Results
Persons served - 99% satisfied



Residential

In 2011, 114 persons were receiving Residential supports in 50 settings in Douglas County. People are supported with respect, affection and skill by our highly trained staff.

Satisfaction Survey Results
Persons served - 99.5%
satisfied



Cottonwood Industries (Work Services)

Cottonwood Industries, the center-based work services division of Cottonwood, Inc. had a very good year in 2011. Emphasis was placed on obtaining more contract work through the "Outsource to Mid-America" initiative.

Satisfaction Survey Results

Persons served - 96% satisfied
Business Customer - 98% satisfied



JobLink

In 2011, 240 persons supported by JobLink were working in the community. The overall average wage for persons served is \$8.24.

Satisfaction Survey Results

Persons served -96% satisfied
Employers -97% of employers reported they would use JobLink again.

JobLink Employers of the month for 2011

Jan – Designer's Salon
Feb – LaFamilia Café and Cantina
March – Englewood Florists Inc.
April – Hampton Inn
May – Sunflower Rentals
June – Hy-Vee (Clinton Parkway)

July – People's Bank
August – Paisano's Ristorante
Sept – Pizza Hut (Ottawa)
Oct – Sonic Drive-In (Eudora)
Nov – The Ballard Community Center, Inc.
Dec – Culver's of Lawrence



Life Enrichment Services

"Wellness" is a focus for Life Enrichment Services. Persons served and staff have embraced the healthy culture with classes, outings, activities and processes developed to emphasize movement, nutrition, health and fitness. 61 individuals receive services in the Work Enrichment & Retirement Services programs.

Satisfaction Survey Results

Work Enrichment Services

Persons served -93% satisfied

Retirement Enrichment Services

Persons served -98% satisfied



Community Developmental Disability Organization (CDDO)

The role of the CDDO is to assist individuals with initial access to all available intellectual/developmental disability services in the area and to manage broad service system issues. Cottonwood's CDDO division serves as the Single Point of Entry for individuals with intellectual/developmental disabilities in Douglas and Jefferson counties.

33 persons applied for services; 26 determined eligible.

623 persons received services in Douglas & Jefferson counties.

238 persons are on the Cottonwood CDDO waiting list.



Cottonwood Classics

The 10th annual Cottonwood Classics was held on April 25, 2011 at Free State High School Auditorium. Over 600 persons attended the fun evening of celebration.

Award winners are:

Shining Star - Brandon Salvini

Robyn Herzog

Caring & Commitment: Shirley Ramos & Jack Leipzig

Lifetime Achievement: Harley Catlin & Chuck Warner

JobLink Outstanding Employer of the Year: The Market - KU Union

Cottonwood Industries Business Partner of the Year: Huhtamaki



Cottonwood Classic Golf Tournament & Minimasters

The Cottonwood Classic golf tournament was held on Friday, May 13 at Alvarado Public Golf Course. Twenty-two teams participated; over \$15,500 was raised for Cottonwood.

The Minimasters, the putt-putt tournament for individuals served and families & staff was again held at The Lodge in Baldwin City, KS. A special treat was Molly, the miniature donkey & her two week old foal! A barbecue meal was also held and over 185 persons enjoyed the evening's fun.



Salute!

A Festival of Wine & Food

The 13th Annual Salute! A Festival of Wine & Food set a record, raising over \$101, 000 for Cottonwood! This year's 3 day event was attended by almost 1500 people. Wines from Chateau Julien Winery were featured at our Winemaker Dinner again held at The Oread. Great wines, great food and great fun! And a record- breaking fund-raiser for Cottonwood!



2011 DONORS

\$5,000 and up

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Standard Beverage
Mr. and Mrs. Miles Schnaer
Drs. David & Stephanie Lawhorn
Crown Automotive
US Bank
Dr. Ken Wertzberger

\$2,000 to \$4,999

Mr. Randy Sparks
Cork & Barrel
Intrust Bank
KR Johnson
Mr. and Mrs. Jeff Ingles
Del Monte Pet Products
Kinedyne Corporation
Sigler Pharmacy
Wells Fargo Advisors
Mr. and Mrs. Mark Jarboe
Mr. and Mrs. Randy Stoecker
Mr. and Mrs. Harry Gibson
CEK Insurance
Dr. and Mrs. James F. Otten
Mr. & Mrs. Kevan Vick
Mr. and Mrs. Mike Ahlen
Lawrence Memorial Hospital
Mallard Homes

\$1,000 to \$1,999

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Mr. & Mrs. Gary Padgett
Ms. Paula Sauder
Mr. & Mrs. Robert Shmalberg
Ms. Debbie Messenheimer
Mr. & Mrs. Doug Treff
Mr. and Mrs. Larry Johnson
Capital City Bank
Dr. and Mrs. Don Hatton
Cans For The Community
Mr. William Dann
Douglas County Bank
Mr. and Mrs. John Haase
Mize Houser & Co.
Security Benefit Corp
\$500 to \$999
Mr. and Mrs. Harley Catlin
Mr. and Mrs. Andrew Vigna
Mr. & Mrs. Mike Dold
Mr. & Mrs. Dave Baloga
Mr. & Mrs. Dennis Spratt

Quality Electric
Avanco
Black Hills Energy
Blue Cross Blue Shield
Capitol Federal Foundation
Central National Bank
Mr. and Mrs. Fred D'Ercole
First Management
Marlan Construction
R.D. Johnson Excavating
Treanor Architects
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Mr. & Mrs. Allen Kelley
Mr. Michael Burnett
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Mr. Lyman Wiley
Mr. Martin Moore
Mr. and Mrs. Web Golden
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Mr. Sean Borton
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Mr. and Mrs. Tom Groene
Mr. & Mrs. Larry Gadt
Mr. and Mrs. Jerry Waugh
Mr. Ken Creasey
Dr. and Mrs. Lee Bittenbender
Mr. and Mrs. Richard Vigna
Mr. & Mrs. Michael Watkins
Mr. Richard Draskovich
Mr. and Mrs. Bill Eddy
Mr. Ross Edwards
Mr. & Mrs. Keith Ely
Ms. Jane Barber
Mr. and Mrs. Pat Bello
Mr. & Mrs. Steve Clark
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Ellena Honda
Mr. Roger Feeley
Dr. and Mrs. Phil Godwin
Mr. and Mrs. Mark Mitchell
Mr. and Mrs. Ross Schimmels
Scotch Industries
Mr. & Mrs. John T. Stewart, III
Mr. Roger Feeley
Dr. and Mrs. Phil Godwin
Mr. and Mrs. Mark Mitchell
Mr. and Mrs. Ross Schimmels
Mr. & Mrs. John T. Stewart, III

\$250 to \$499

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Mr. and Mrs. Joe Dooley
Mr. Thomas Ruddy
Knights of Columbus #11240
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Mr. Dana Fertig
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Ms. Amy Risley
Ms. Larissa Long
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Ms. Sarah Cottrell
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Ms. Hayley Hon
Mr. and Mrs. Steve Brace
Ms Tracy Cullers
Mr. Matt Cullen
Drs. Dale & Patricia Denning

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Mr. James Miller
Mr. Michael L. Roark
Mr. Bruce Ward
Mr. and Mrs. Richard Zinn

\$100 to \$249

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Mr. Howard Ferguson
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Ms. Wanda Lewis
Mr. and Mrs. Jim Long
Ms. Mary Nichols
Ms. Alissa Thurman
Mr. Karl Watson
Ms. Mandi Dow
Ms. Brenda Kappelman
Barritt Lawn Service
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Mr. & Mrs. Phil Bentzinger
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Mr. & Mrs. Allen Pickert
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Mr. and Mrs. Larry McElwain
Mr. & Mrs. Kurt Goesser
Unknown
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Mr. and Mrs. Jahna Howell
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Mr. & Mrs. Shawn Burton
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Mr. Dale Johnson

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Karry Salvinio
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Lawrence Bank
Lawrence Landscape
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McGrew Real Estate
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 Mr. and Mrs. Lyle Brubaker
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 Mr. Dave McClain

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Mr. & Mrs. Ryan Axman
Mr. & Mrs. Dan Axman
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Ms. Elsen Bender
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Mr. Doug Woods
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Dr. and Mrs. Paul Getto

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Ms. Wanda Chmidling

Jim Duncan

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Patty Hadl

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Sid Harrison

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Kathleen Hughes

Mr. & Mrs. Derrill Swearingen

Dr. H.P. Jones Joanne Vogt

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Mr. & Mrs. Charles Nicholas
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Mr. and Mrs. Harry Gibson
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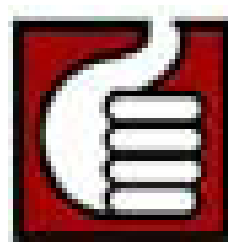
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