

2017

ANNUAL REPORT



COTTONWOOD
INCORPORATED





As I reflect back on 2017, Cottonwood's 45th anniversary, I have such appreciation and admiration for our founders and everyone who has contributed to the success of the organization over the years. I am pleased to report that 2017 was another successful year in many ways. We were successful in obtaining a much needed 3% increase in our Medicaid Waiver Home and Community Based Services (HCBS) rates from the Kansas Legislature. After many years of experiencing funding cuts, this increase was the first we've received in 10 years. We were also pleased to experience an increase in the production demand of our cargo tie-down strap contract and celebrated the production of our 7 millionth strap. Through Salute! A Festival of Wine and Food, we raised over \$200,000 for Cottonwood. And overall, our positive satisfaction surveys tell us we are making great strides in supporting individuals in living the life they want to live and to be an integral member of the community. Adjusting to change is a constant, but through it all, our mission and our fundamentals keep us focused and effective. Thank you to our staff who work tirelessly to improve the quality of life for the individuals we support.

Our sincere appreciation to you, our supporters, our volunteers, our local businesses, our neighbors, our fellow citizens who help us realize our potential. You empower us with your generosity and compassion. We want you to know that you make a difference and we are deeply grateful for your ongoing support.

Please take a few moments to enjoy our 2017 Annual Report.

A handwritten signature in black ink that reads "Sharon S. Spratt, CEO." The signature is fluid and cursive, with "Sharon" and "Spratt" being the most prominent parts.

Shaping Futures



When Pennie first came to Cottonwood, she was unsure of many things. Over time, Pennie gradually began to take charge of shaping her own future and today she has really come out of her shell—living in her own apartment, working 3 different jobs, making new friends and driving her preferred lifestyle.

Pennie's sister, Patricia, notes that "Pennie went from depending on a lot of people to being very independent." Pennie proudly lives in her own apartment and rides the T-lift to work. She works for the City of Lawrence as a Beautification worker, as well as being a valued member of the team at Longhorn Steakhouse and at Cottonwood Industries. Pennie has made friends with some of the other ladies in the Supported Independent Living (SIL) program and she likes to go out to eat with them. She calls it the 'Girls Night Out'!

Pennie's other sister, Felicia, has been so thrilled to see how Pennie has blossomed during her time with Cottonwood. "Pennie was very proud of herself the first time she rode the T-lift to the grocery store all by herself and didn't have to rely on anyone. Honestly, I think she's probably doing the best she's ever done in her life!"



Support Services



Provides support to **326** adults and children

At Cottonwood, the Support Services Department is comprised of two areas: Targeted Case Management (TCM) and Health Supports. In 2017, Cottonwood Case Managers provided Case Management services to 326 adults and children. Case Managers provide consistency and support as persons served create their own support plan to shape the life they want. The Health Support Services Team provides health care coordination to many of the people served. Team members schedule medical appointments (1,567 in 2017 alone!), transport and accompany people to appointments, make wellness visits for medical issues, administer medications and inoculations as well as providing medical training to staff and manning the on-site clinic during regular business hours.

Cottonwood Industries

2017 was another great year for the Work Services Division. Work availability for 2017 averaged 100%. This is the highest average of work available over the last 19 years! Wage earnings for persons served set a record in 2017 with the highest total earnings ever! Work Services received a 98% satisfaction rating from persons served for 2017. The quality of work produced by Cottonwood's workforce was rated at 99.7% for the year and our business customers responded with a 96% approval rating for the same period. We also reached a milestone on the Cargo Tie Down Strap contract with the Department of Defense—we produced our 7 Millionth strap in 2017!



7 Million

Number of cargo tie-down straps sewn to date.

Life Enrichment Services

Life Enrichment Services seeks out opportunities to take advantage of activities in and around Lawrence that are fun and exciting for our Retirement Enrichment Services (RES) and Work Enrichment Services (WES) participants. In 2017, RES/WES persons served and staff ventured out 1,080 times! RES served 21 fully and semi-retired persons in 2016. The persons served in Retirement are aging with a rapid decline of physical abilities and loss of skills due to physical impairment and/or dementia. WES offers paid work and learning activities everyday along with support for social, emotional, or physical needs as required.

RES served **21** fully and semi-retired persons in 2017.

WES served **36** people in the past year.



Residential

In 2017, Residential Services provided supports and services to 107 persons in 56 locations. Our Residential Services are founded on our mission to support each person served in shaping their own future. Meaningful relationships and having opportunities to pursue preferred experiences are essential elements of a full and happy life. People receiving supports from Residential Services responded to a satisfaction survey with a 2.8 score (out of a possible 3.0) reflecting the tremendous commitment of the staff to maintain excellent service delivery.



Provides support to

107
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56
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JobLink Community Employment

269 people served through JobLink in 2017.

The Kansas Rehabilitation Services (KRS) Placement Services Report on provider outcomes for the second half of 7/1/2016 through 6/30/2017 showed JobLink leading the state with 48 successful KRS case closures and a rehab rate of 89%. The state average success rate is 65% for those people that are referred to service providers and are closed, but overall, only 10% who seek KRS services make it all the way through referral and services.

2017 JobLink Employers of the Month

Jan – Kmart Distribution
Feb – Home Depot
March – Jefferson's
April – Stoneback Appliance
May – Peoples Bank
June –Crown Automotive
July – Dillons
August – Children's Learning Ctr.
September – Christal K-9
October- Googols of Learning
November – HyVee
December – Designers Salon



Donna works at Merchants Pub & Plate



Mike works at Stoneback Appliance



Community Developmental Disability Organization (CDDO)

Cottonwood CDDO is the single point of entry for application, eligibility determination, and referral for persons with Intellectual & Developmental Disabilities (I/DD) in Douglas and Jefferson counties. It serves as the coordinator of services for all network providers within those counties. Cottonwood CDDO received a total of 41 applications for I/DD services in 2017. 540 Basic Assessment and Services Information System (BASIS) screenings were completed by the CDDO staff for the same period.

Salute! A Festival of Wine & Food

The 18th Annual SALUTE! A Festival of Wine & Food was held July 13-15. This fun-filled 3-day event experience has evolved into one of the premier social events of the Lawrence summer scene. Thank you to all who participated!



\$200k+

raised to benefit
the mission of
Cottonwood.



Cottonwood Classic Golf Tournament & Minimasters

The 2017 Cottonwood Classic Golf Tournament was held on May 22 at Eagle Bend Golf Course under a constant threat of rain. We had 29 teams participating, helping to raise almost \$20,000 for Cottonwood.

The MiniMasters, Cottonwood's annual miniature golf tournament and fun night, was held on Thursday, May 25 at The Lodge in Baldwin City, Kansas. Almost 200 people (persons served, staff and families, board and community members) participated in the festivities which included mini-golf, a fish pond and a rocking street dance.



Cottonwood Classics

The 16th Cottonwood Classics were held on Monday, September 25 in the Free State High School Auditorium. Hank Booth, longtime Foundation trustee, was again the Master of Ceremonies for this wonderful annual celebration of the people we serve, our amazing staff and community and business partners. Over 500 people attended this event.

And the Classics went to:

Shining Star Award:

Pennie Goodrich & Angela Trybom

Caring & Commitment:

Gene Planker & Miguel Ramos

Distinguished Service Award:

Peggy Wallert

JobLink Outstanding Employer of the Year:

Stoneback Appliance

Cottonwood Industries Business Partner of
the Year:

Clinical Reference Laboratory

Outstanding Community Partner(s)

Lawrence Transit/MV Transportation



Heather
celebrates **25** years at
Cottonwood

Making an Impact



Each year at the Grand Tasting Auction (the last night of Salute! A Festival of Wine & Food), we hold a Raise the Paddle for a specific need within Cottonwood. In 2017, we found that the laundry facilities at several of our Cottonwood homes needed to be upgraded and the laundry areas needed to be made more accessible for the residents. The paddles were raised in a terrific show of support, raising over \$26,000!

What an impact these improvements have made for our residents. As pictured here, Deb does laundry on Fridays. She looks forward to laundry day now! The new machines and redesigned laundry rooms make the chore much easier and accessible for all the housemates. These donations definitely help Cottonwood fulfill its mission of helping individuals shape their own future and live more independently within the community.



When Richard lost his mom, his fate was a little uncertain. Many of his support team members felt he should move into a group home setting. Richard did not want to leave his family home. Because he was such a great self-advocate, he was able to convince the team that he could stay in his home, with some minimal support and be successful. And he has been! Richard really is the driving force behind the shaping of his preferred lifestyle.

Richard goes out to breakfast every Saturday morning with his cousin. Although Richard is naturally a quiet person, his cousin is really glad that he has been able to have some independence and he

knows Richard likes that as well. Richard has always liked to work. His cousin offered "He's got a better attitude toward work than a lot of people. He's a great worker. He sorts things, he's really good at labeling. He likes to take the trash out every day, no matter what the weather."

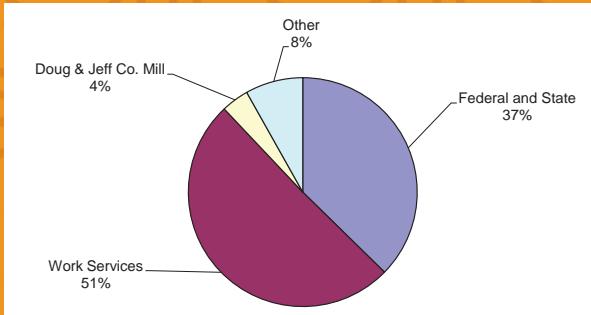
Richard's case manager, Paula, says, "Richard is incredibly successful, incredibly happy. You just never know the potential an individual has until he was thrown a curve ball; adversity, death of a parent, etc. He has blossomed; he is active in all of the Supported Independent Living (SIL) activities. He's proven to be a success story. He's just a whole new man."



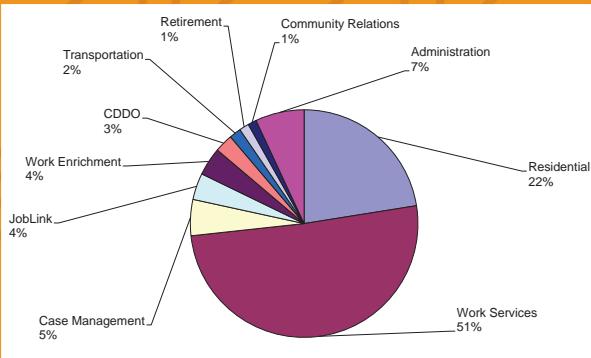
Shaping Futures

2017 Financials

Revenue



Expenses



DONATION FORM

I would like to make a donation
in the amount of

\$

One-time Donation

Name: _____ Phone: _____

Email: _____ Address: _____

Credit Card: _____ Type: _____ CCV: _____

Expiration: ____ / ____ Signature: _____

Check enclosed Invoice me

My gift is in honor/memory of:

Mail to:
Cottonwood Foundation
2801 W 31st St
Lawrence, KS 66047

Monthly Donation
Log on to www.cwood.org click
Donate



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