2019 COMMUNITY IMPACT REPORT



OUR MISSION

To change the way the world defines and views disabilities by making positive, profound differences in people's lives every day.

OUR BELIEFS

The core convictions we hold to be true.

People First

- We treat others the way we want to be treated.
- We are considerate and honor the dignity of each individual.
- We are compassionate.
- We are direct, truthful, and respectful.

High Expectations

- We dedicate ourselves to the highest standards of professional conduct and quality of service.
- We raise the bar. We help the individuals we serve reach beyond their comfort zone.
- We set measurable goals, and celebrate progress and success.

Forward Focus

- We learn from all experiences, both successes and failures.
- We think big, take risks, and try new ideas.



There was plenty of cheer at the Disability Services holiday party! Old friends gathered one last time on the old work floor at Rossplain to dance, share in a meal, and even toss pies at Disability Services staff! The celebration marked the end of an era at Rossplain as Easterseals services shifted away from the workshop model to training people living with disabilities for competitive, community employment.



756 volunteers contributing 3606 service hours 6,971 individuals served



high school diplomas or equivalent earned



credentials earned



Senator Rob Portman paid a visit to an Evanston home that was completely renovated by students in Easterseals YouthBuild. The program, overseen by the U.S. Department of Labor, allows participants to complete high school while gaining construction skills and credentials. "This program is on-target," Sen. Portman said during his visit. "It's a direct, targeted approach to how you get to people who are not employed, who are maybe not even looking for work, and get the skills they need to get the jobs that are out there."

YOUR INVESTMENT

job placements 40 hiring companies



DISABILITY SERVICES

Work & Grow: Job coaching and development for adults with developmental disabilities who have exited in-school services.

In-School Transition Programs: A partnership with local schools and businesses to provide job coaching and development in Project SEARCH and ICAN programs.

Community Employment Services: For adults with developmental disabilities who are ready to begin their job search, including job coaching during their employment to ensure success.

Ohio AgrAbility: Providing assistive technology and support to Ohio farmers who have experienced a disabling injury so they can continue to work in agriculture.

Adult Day Services: Providing social and recreational connections for adults with developmental disabilities who do not wish to work or have reached retirement age.

Nathan experienced transformational growth on his journey to employment

Nathan was born in Belgium, where his family noticed he was not developing at the same pace as his peers. Doctors didn't have answers. Other families started excluding Nathan from play. His parents felt more and more isolated.

The family decided to seek a better life in America. It was in the United States that doctors diagnosed what made Nathan unique: he is on the autism spectrum.



Nathan's family settled in Butler County and became part of the Easterseals family. He enrolled in Project SEARCH through Butler Tech and worked with Easterseals job coaches to prepare for employment.

Nathan's family immediately saw changes. He was more talkative and much more focused. "We were amazed. He was another man. He was changed," said Nathan's father.

"When I met Nathan he had so much potential," said Easterseals Service Coordinator Angela Vantrease. "I knew he could go and do anything, and that he could achieve anything."

Nathan continued to develop his work skills through Easterseals Work & Grow and in community-based employment programs. As he completed each program, his family gained more confidence to keep going.

Nathan now works at Tennant Packaging and is flourishing.

"I feel that I am somebody. That I am able to change the world by helping others. Thank you, Easterseals. You did a good job on me," Nathan said.

BY THE NUMBERS

21,280 community integration hours

116 job placements employment partners

96% maintain employment after one year

Investor Spotlight: Mitsubishi Electric Automotive America

Mitsubishi Electric Automotive America, Inc. is proud to have partnered with Easterseals Serving Greater Cincinnati for the past six years. Our philanthropic mission over the years has been to partner with those serving children with disabilities. Over the past few years our mission has evolved as we realized that those children with disabilities are now growing up and looking for jobs in the community.

While Mitsubishi Electric strives to provide employment opportunities to these individuals, we depend greatly on community partners like Easterseals to help develop and showcase the ABILITIES in individuals rather than focusing on the disability. Every year we look forward to our partnership with Easterseals as they continue to make miraculous changes for the better for the people they serve in our community.



Mitsubishi Electric hosted the Rev It Up 5K in September to raise funds for Easterseals Disability Services and to support efforts by the Mason Parks and Recreation Foundation to build an all-inclusive accessible playground.



Mitsubishi Electric employees participate in mock interviews with Project SEARCH interns from Warren County Career Center. These practice interviews help the interns build confidence in talking about their strengths and achievements when they speak to potential employers.

EMPLOYMENT SERVICES FOR THE ECONOMICALLY DISADVANTAGED

Career Connection: A partnership with the Workforce Investment Board of Butler, Clermont, and Warren Counties and OhioMeansJobs to provide job development and placement for disadvantaged youth.

Comprehensive Case Management and Employment Program (CCMEP): A partnership with Talbert House, the Community Action Agency, and the Urban League to provide case management and employment services to Hamilton County residents ages 14 – 24 who are experiencing poverty.

Construction Pathway

- YouthBuild: For young adults ages 16 24 who are interested in learning a skilled trade while completing high school.
- FastTrac: Intensive construction for adults who have completed high school to earn credentials for careers in construction.
- Building Value: Paid work experience and case management for adults who need additional support before applying for a position in the construction industry.
- Uptown Workforce Development Initiative: A
 partnership with Messer Construction Co. and
 Cincinnati Children's Hospital to provide entry-level

BY THE NUMBERS

515 job placements

324 employment partners

269 credentials awarded



employment and case management for Uptown residents who have completed training at Building Value.

• **Prosperity for All:** Job training and case management designed to break generational cycles of poverty, provided with support of United Way Serving Greater Cincinnati and community investors.

Yalonda launched a new career through Easterseals Prosperity for All

Yalonda was born and raised in Cincinnati, but moved to Rockhill, South Carolina in 2003. She owned a beauty salon and was doing well, until her relationship with her children's father turned abusive. She decided that it wasn't a safe environment and moved back to Cincinnati.

"I called my mom and she sent me some money, and I was out of there. I didn't want to leave but I knew that would be the best thing for me and my children," she explained.

Without a car, housing, or a job, Yalonda struggled. She turned to government assistance to take care of her family. "It was really hard," she admitted.

"When I met Yalonda, I remember she had a bright smile," said Brandi Lewis, Program Manager for Easterseals Prosperity for All. "And when you can get someone that's super motivated, you want to stick to them and really work with them. So I knew Yolanda, I wanted to work with her in the future."

The first step was for Yalonda to secure housing so she could fully commit to training. Once she was settled

in, Lewis called Yalonda and asked if she was still interested in training. "It was history after that."

Now Yalonda is a phlebotomist at Cincinnati Children's Hospital and doing well. When she first started, she was working on an as-needed basis, but with her dedication and strong work ethic, Yalonda was soon working more than 40 hours a week. That turned in to a full-time position and a strong role in both inpatient and outpatient phlebotomy. Yalonda next aspires to be a nurse practitioner.

Investor Spotlight: Carol Seissiger and TJ McAninch

Visit TJ McAninch and Carol Seissinger's Sycamore Township home and they will quickly point out item after item they discovered at Building Value. The wonderfully curated collection of antiques and interesting finds creates a cozy warmth in their backyard retreat.

As nurses at Cincinnati Children's Hospital, TJ and Carol were very familiar with Easterseals and its work in disability services. They had no idea that their passion for antiques would lead to a deeper relationship with the organization's work to lift up those facing economic disadvantages through employment.

It was a coworker at Children's that first told TJ and Carol about Building Value and its ever-changing inventory of architectural items salvaged from Cincinnati homes. "I said, 'where is that, because I must go immediately," jokes TJ.

"We're always telling somebody you need to go," Carol says. "We usually get a call back within a few days and they say that is the coolest place. They love going there."

It's not just the merchandise that draws TJ and Carol to Building Value. It's also the mission. Shopping there supports Easterseals workforce development initiatives, including the successful construction pathway.

Much of the inventory at Building Value is salvaged by the store's deconstruction teams. The paid positions give people who have struggled to find employment an introduction to in-demand construction careers. The crews can be contracted by property owners to take down entire structures or demo specific rooms within a home.

TJ and Carol made their first gift to purchase new tools for the deconstruction program. They saw an opportunity to make a larger impact in 2019 when a brand new electric bike bought as a birthday present was going unused.

"[TJ] said you know, I'm not going to ride this bike. I hate to waste it," Carol remembers. At the same time, Easterseals Annual Giving Leader Lauran McHaffie mentioned looking for something like a bike to raffle for Building Value. "When we got home we said, what about that bike in the basement? Why don't we donate it?"

Tickets for the electric bike, complete with Bosch battery and a helmet donated by Jim's Bicycle Shop, went fast! TJ and Carol's gift ended up raising more than \$6,000 for Building Value.

"As nurses, we saw a lot of things that need to be fixed in all of the systems that we have. They're not perfect, but people are always striving to make them better," Carol said. "We were part of that for 40 years or more at work, and we've kind of continued to feel that way about contributing to our community."

"I'm a big advocate for Easterseals because I feel like it really...they've been on my side since day one," Yalonda said. "All my barriers they broke. I'd like to say thank you because without them, it could have been possible, but they really made it possible for me to get better with me and my children, my lifestyle. They're making my life so much easier."



MILITARY & VETERAN SERVICES

Those who served our country should not have to struggle at home. Easterseals is a much needed resource for the thousands of veterans in our region experiencing unemployment, homelessness, addiction, and disabling injuries.

Because of your investment in Easterseals, we are answering the call and ensuring no veteran is left behind. Easterseals serves all who have worn our nation's uniform regardless of discharge status.

Community OneSource Resource Navigator: A 24hour hotline to connect veterans to services and resources to overcome challenges they face, including with employment, transportation, housing, finances, and understanding their benefits.

Employment Services: Job developers work with veterans to assess career interests and opportunities, provide resume and interview preparation, and assist with job searching, placement, and post-hire support.

Education and Job Training: Connecting veterans with resources to gain skills and credentials for in-demand career pathways or enroll in post-secondary academic programs.

Juan turned a time of uncertainty into a journey of opportunity

An eye injury forced Juan to look for work outside his military service as a Marine. His love of computers and passion for history led to a job as the research assistant for a University of Cincinnati professor.

As the professor grew older and less independent,

BY THE NUMBERS

836 calls

to the Community One Source hotline answered

Juan's role shifted to becoming his caregiver. As compensation, the professor left his home to Juan in his will. Unfortunately, there were debts associated with the estate that Juan could not afford after the professor died.

Juan was now unemployed. He and his son became homeless. Asking for help wasn't easy. "I didn't like it," Juan admits. "I felt like I was failing."

What he found at Easterseals was a team of veterans who understood the challenges he faced and offered a path forward. The team worked with Juan to find housing, a job at the United Way to provide a source of income, and a scholarship to New Horizons Computer Learning Center so he could pursue a career in computer networking.



Juan was honored with the Independence Award at the 2019 Brighter Futures Celebration. That same night, he was invited to work for NextStep Networking.

"The help you gave me is something I think about a lot. To say thank you doesn't seem enough. It goes beyond words." Juan wrote.

Investor Spotlight: Chris Yeazel

Every time you buy something online, you kick off a highly intricate process to get the stuff you want from outposts all over the world delivered right to your door step. At some point, that smiling cardboard box probably spent time inside a giant metal shipping container on a cargo jet. These containers are designed to keep boxes safe on the inside, but they are subject to a lot of bangs and bumps on the outside.

When these giant containers need repair, they're probably going to end up at a unique business in Northern Kentucky. On a sprawling campus near the Cincinnati Northern Kentucky International Airport, 1st Choice Aerospace gets the containers – and many other jetliner components – ready to get back in the air.

The business was started by Chris Yeazel, an Air Force and National Guard veteran of nearly 22 years. From humble beginnings, the company has experienced significant growth as online retail has grown in popularity. And for Yeazel, it's become a way of giving back to fellow veterans and helping them succeed in their civilian lives.

At times, there are more job opportunities available at the company than there are available workers to fill them. Yeazel turned to local nonprofits that serve veterans to provide second-chance employment opportunities to help vets get back on their feet.

Yeazel found a great match with Easterseals Military and Veteran Services, which helps veterans breakthrough their challenges with homelessness, unemployment, and disabling injuries by providing them with educational and employment support to get them ready for the workforce.

"I think when you are giving people a second chance, you have to be ready for some failures. But I think generally we've had a lot of success," Yeazel said. "People have come and they've gone and they've moved onto better things. It's not a lifetime job here, we understand that. It's an opportunity to give a chance in the door, get some discipline set up in your life."

100% of calls

resulted in at least one need met

298 requests

for transportation assistance met

190 requests for housing assistance met

78 job placements

- There is a certain shame and feeling of failure when you cannot provide for yourself. During that time for me, I used to think that I lived in a country that lost its compassion. Easterseals has dispelled those thoughts.
- I can never say "thank you." I can only hope to show it within the life I have left to live.



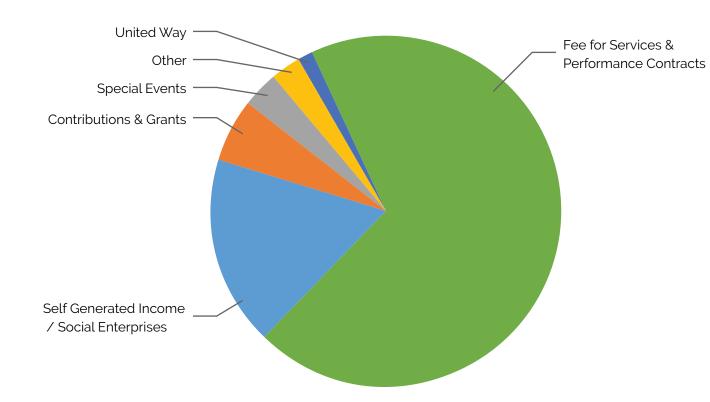
39 employment partners



in employment who previously experienced homelessness

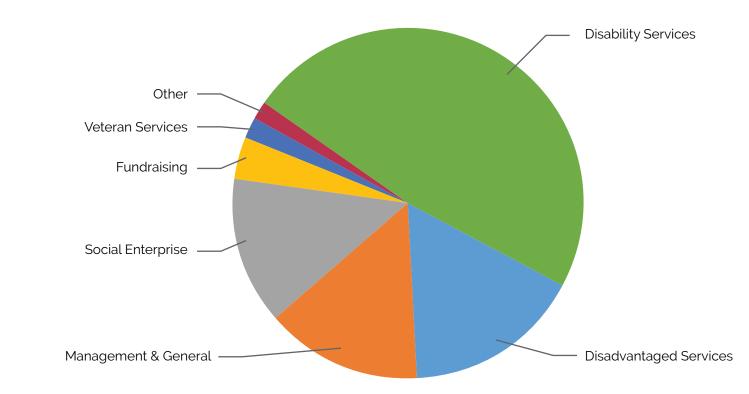
2019 FINANCIALS

REVENUE



Total Net Assets	\$8,396.68	57
Total Revenue	\$16,546,8	23
United Way	\$220,800	(1%)
Other	\$455,802	(3%)
Special Events	\$540,543	(3%)
Contributions & Grants	\$971,339	(6%)
Self Generated Income / Social Enterprises	\$2,880,937	(17%)
Fee for Services & Performance Contracts	\$11,477,402	(69%)

EXPENSES



Total Expense	* • • • • • • •	\$16,637,123	
Other	\$275,338	(2%)	
Veteran Services	\$309,283	(2%)	
Fundraising	\$649,929	(4%)	
Social Enterprise	\$2,245,277	(13%)	
Management & General	\$2,399,589	(14%)	
Disadvantaged Services	\$2,727,618	(16%)	
Disability Services	\$8,030,089	(48%)	



OUR 2019 OUTSTANDING COMMUNITY PARTNER: THE CAROL ANN AND RALPH V. HAILE, JR. / US BANK FOUNDATION

Carol Ann and Ralph V. Haile, Jr. were passionate about improving the quality of life in Greater Cincinnati, creating change through collaboration and innovation. Ralph, an Army fighter pilot turned CEO of People's Liberty Bank and Trust Company in Covington and Carol, a Mathematics major and business savvy arts patron and volunteer were key to major developments in the urban core that created thousands of jobs.

However, they always kept their hearts close to the human impact at an individual level. Today, their legacy lives on through the Haile Foundation's investments in Easterseals Serving Greater Cincinnati.

A major gift to Easterseals' Building Value program has created breakthrough moments for hundreds of lower income Cincinnatians.

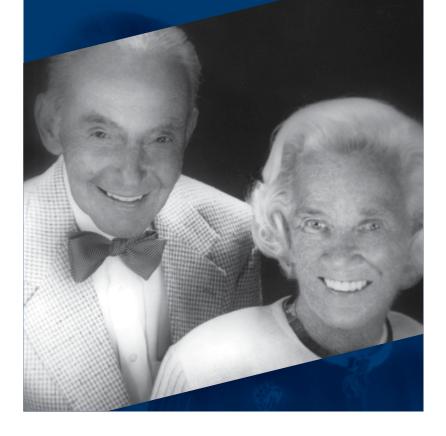
Building Value uses on-the-job training to prepare men and women for in-demand construction jobs.

Because of the investment in Easterseals by the Haile Foundation, you can find Building Value graduates working on the high-profile critical care building expansion at Cincinnati Children's Hospital Medical Center – a project led by Messer Construction Company.

Chris Bochenek with the Haile Foundation got to see the impact of the Haile legacy in Elijah Allen, who says Easterseals provided the support system he needed to grow into a productive worker and move from lowerpaying temporary jobs into a career with big growth potential.

Elijah Allen, Building Value graduate, with Chris Bochenek with the Carol Ann and Ralph V. Haile Jr. / US Bank Foundation

"I've always been that guy who wanted to be the boss, not the employee. I know that the construction trade



is booming right now. So I just wanted to get into that and build my own self wealth," Elijah says. "I didn't really know to get to where I wanted to go. So I was still working at my nine-to-five job at a retail store. I met a really good friend who's like a brother to me now. He told me about Building Value. Building Value's great, it helped me out...a lot." Elijah is currently an electrician apprentice.

"The best part about it is being able to go home to my mom or fix something in the house or go home tired and do it all over again," he laughs.

The Haile Foundation was also instrumental in the creation of Easterseals Military and Veterans Services in 2012. When a veteran calls the United Way's 211 line, Easterseals is there to answer from employment to education, to emergency resources.

The need is great with thousands of Greater Cincinnati veterans struggling with unemployment, homelessness, disabling injuries and addiction.

Frank Britton called the 211 resource line and found his breakthrough moment at Easterseals.

"There was just a time where I was in the dark clouds and didn't even know it because I was still caught up in that mentality of what I was faced with in the Marine Corps, and I was also anticipated in the criminal system," Britton said. Britton met Easterseals job developer Chris Macklin while staying at the Joseph House.

He came through and tried to help people obtain employment. He told me things about myself that I hadn't even looked at," Frank explains.

"A lot of times when you have a frame of mind that "'I can't, I can't, I can't," [Chris] would always reframe it, "you can, you can, you can."

"When the Haile Foundation decided that part of our funding area – where we needed to give back and where we wanted to make some investments – was with the veterans, because Ralph was a veteran. When I was looking at veterans' services and what's out there, I was overwhelmed," says Chris Bochenek, who talked with Frank. "How in the world is a veteran coming home or finding themselves in this position able to get support or services? Where do they go to? How did they know who to pick the phone up and call?"

Bochenek continues, explaining the Haile Foundation's connection with Easterseals, "So Easterseals, they were



at the table, and they brought together some great staff I think, to be able to provide that service, and then provide it to you as well. So that's what made our connection with Easterseals, and that's why we support them."

Ralph Haile was called a maverick, never forgetting the little guy; disrupting the status quo, always building bigger dreams. Carol Ann and Ralph Haile are still disrupting, still creating breakthrough moments and building Brighter Futures as Easterseals Serving Greater Cincinnati's 2019 Outstanding Community Partner.

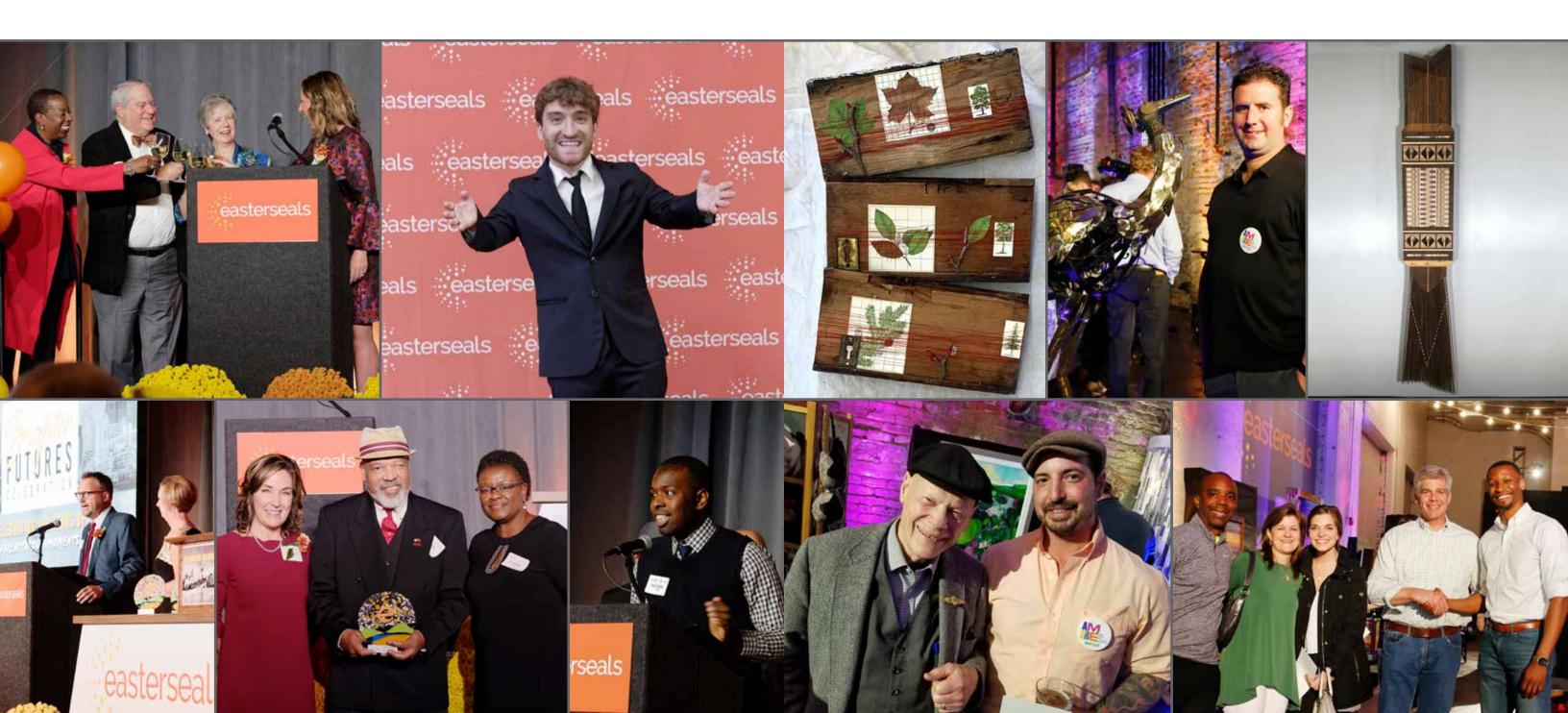
EASTERSEALS: BRIGHTER FUTURE CELEBRATION

A special toast at the Brighter Futures Celebration to the next century of service! Angela Williams and Pam Green were joined on stage by Peter Block, former President and CEO of Jewish Vocational Service, and Lisa FitzGibbon, former President and CEO of Easterseals Work Resource Center, the two agencies that merged to create the present-day Easterseals Serving Greater Cincinnati. Actor and comedian Nic Novicki hosted the annual celebration of those who made significant achievements on the journey to employment, whose stories are shared in this Community Impact Report.



AMORE: ART MADE OF REUSABLE ELEMENTS

Easterseals transformed the Rhinegeist brewery in Overthe-Rhine into a pop-up art gallery for AMORE: Art Made of Reusable Elements. The event challenged local artists to upcycle materials from Building Value into unique works. Jurors selected Scottie Bellissemo's untitled wood inlay piece, Adrian Hawk's nature-themed "Repairing What I Value," and Ryan Slatterry's sewing machine and chandelier metal work "Singer Sally" for top honors. The event raised nearly \$100,000 to support Easterseals construction training programs.





CORPORATE AND FOUNDATION DONORS

\$100,000+

The Jacob G. Schmidlapp Trusts, Fifth Third Bank, Trustee United Way of Greater Cincinnati

\$25,000 - \$99,999

Charles H. Dater Foundation Clement & Ann Buenger Foundation CVS Health Red Bull North America, Inc. Sutphin Family Foundation The Carol Ann and Ralph V. Haile, Jr./U.S. Bank Foundation The Jewish Federation The John A. Schroth Family Charitable Trust, PNC Bank, Trustee

\$5,000 - \$24,999

AK Steel Corporation Archiable Electric Company ArtsWave Besomebody, LLC Bowling for the Brave Cincinnati Bell Cincinnati Bengals / NFL Foundation Cincinnati Children's Hospital Medical Center Devine Talent Management, LLC **Duke Energy Foundation** Easterseals National Hixson Architecture Engineering Interiors Katz Teller Keating, Muething & Klekamp, PLL Kroger Health Medpace Messer Construction Co. Mitsubishi Electric America Foundation Mitsubishi Electric Automotive America, Inc. NextStep Networking **PNC Bank**

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\$1,000 - \$4,999

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2019 PRESIDENT'S COUNCIL

The Easterseals President's Council honors the generous individuals who give \$1,000 or more annually. The President's Council is comprised of friends who share the belief that everyone with a disability, everyone facing a disadvantage and all veterans deserve access to quality, comprehensive and compassionate programs and services. These are direct gifts to benefit programs. Friends contributing at the President's Council level are making a vital difference-creating employment solutions that change lives.

Sherry Armstead
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Erin Arnold
Jerry Atkins
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Jody and Debbie Brant
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Play ball! Easterseals volunteers served up suds on the lawn of Morelein Lager House for Reds Opening Day, collecting tips to support Easterseals Military & Veteran Services.

BOARD OF DIRECTORS

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Elaine Hipps Director of Human Resources



Easterseals celebrated the 100th anniversary of its founding in Ohio with a visit to the Ohio Statehouse. All five Ohiobased affiliates met with legislators and policy makers to share the impact Easterseals has made during its century of service. Pictured left-to-right are Ohio Senator Cecil Thomas; Pam Green, President & CEO of Easterseals Serving Greater Cincinnati; Angela Williams, President & CEO of Easterseals National; Ohio Senator Lou Terhar (retired); Kevin Miller, Director of Opportunities for Ohioans with Disabilities; and Jeff Davis, Director of the Ohio Department of Developmental Disabilities.



OUR SOCIAL ENTERPRISES

Easterseals understands businesses because we are a business. Our social enterprises generate \$2 million in revenue annually for our core mission.

There is no better way to prepare the individuals we serve for employment than by first employing them ourselves.

Building Value

Greater Cincinnati's most unique sustainability resource!

Cincinnati's homes are a treasure trove of historic architecture and reusable materials. When they face demolition, Building Value can remove these elements so they don't end up in a landfill. Our crews can salvage everything from kitchens and bathrooms to the lumber and windows!

Our retail store in the historic Northside neighborhood has become a go-to destination for remodeling pros, interior designers, makers, and artists looking for interesting and hard-to-find items. Store sales support on-the-job training for lower-income Cincinnatians looking for in-demand careers in the construction industry.

Production and Fulfillment Centers

513-386-6823

2901 Gilbert Avenue Cincinnati, OH

3400 Symmes Road Hamilton, OH

Easterseals has more than 40 years of experience providing packaging, fulfillment, and logistics support to national and international businesses.

We pride ourselves on offering high-quality, efficient business solutions. Our Production & Fulfillment Centers provide integrated employment for adults with disabilities, veterans, and people facing economic disadvantages.

Talk to us about how we can partner on your company's needs and optimize your performance.

Easterseals welcomed Irag war veteran Noah Galloway as the keynote speaker to Our Serve at the Western & Southern Open. Galloway shared an uplifting message of resolve and determination following his battlefield injuries, and how his journey eventually led him to the finals of ABC's "Dancing with the Stars." WCPO 9 News anchor and Air Force veteran Craig McKee hosted the event, pictured here with fellow Air Force Veteran Scott Robinson, Director of Easterseals Military & Veteran Services. The event raised nearly \$180,000 to support Easterseals' work with veterans and military families.



Easterseals Serving Greater Cincinnati

2901 Gilbert Avenue | Cincinnati, OH 45206

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