



Annual Report 2017

From the Director

As I look back on what we accomplished in 2017, I am amazed. We all knew that taking the leap into a new building would make for a big adventure. And was it ever! The year began with hours of volunteer painters working long weekend hours to make our new space look amazing. We successfully prepared the building for business with a very small budget and opened our doors in March.

Our first open house and ribbon cutting brought in hundreds of people from the community. It was so great to see so many come to support us. We held our first fundraiser of the year as well at the open house with a beer and food tasting. So fun to gather 50 of our friends for a fun event.

We had significant staff transition in 2017 as well. Our new fully staffed PT and OT team took the challenge of starting fresh and enjoyed the wonderful new space. We all enjoyed how much room we had to move around and not have to share the hallway anymore! Our client caseloads grew as well as our group fitness attendance in our wonderful new group fitness room. We added a Stroke Fitness Program as well as Autism Fitness. Our Diabetes Prevention Program has continued to grow and we also added more Healthy Lifestyle Programs in the community. It was a great year for growth.

As 2018 is now in full swing, I look forward to another amazing year of growth. I am often humbled and overwhelmed by the ongoing support of our clients, families, and community in making this dream of wellness and recovery for all grow into a reality.

Thank you for making our first year at 2530 Broadway Ave N a success!

Sincerely,

Melanie Brennan, PT, DPT

CEO/Founder



Our 2017 Staff

Front Row: Rhonda Burnap, Tessah Skoog, DPT, Zach Curry, CPT

Second Row: Melanie Brennan, DPT, CEO, Kimberly Pritchett, OTR/L, Amy Flickinger, Lisa Bailey, PT, Karissa Stensgard, Rio Haack, DPT, Alex McKay, CPT,

Third Row: Jared Peterson, PT, Trevor Redlin, CTRS, MacKenzie Distad, EP-C, Jordan Montes, EP-C, Alex Olsen, CPT, Patty Svien, PT

Not Pictured: Laurie Brengman, LD



Programs

Rehabilitation: In 2017, we saw 6,190 visits in PT,OT, and Dietitian. That is an average of 515 visits per month. This was about 200 visits less than in 2016. We did have 2 months in January and February in which we were down 3 staff as well as moving. This created a decrease in overall clients for the year. In October of 2017, we saw 666 visits! Fall was our busiest time and showed all indications that we were on a roll for a very busy and growing 2018!

Forever Strong: In 2017, we continued to grow our forever strong program and learn more about our program lines and how to market these to potential participants. We continued to work closely with the county to assure equal opportunity access to what they need to stay healthy and strong. Our participants keep getting stronger, lose weight, and feel great! We see the difference that we make each and every day. Our staff continues to grow as we add more participants with the addition this year of MacKenzie and Alex McKay to our exercise specialist team. This team served well over 600 visits per month and growing!

Nutrition Program: Our Diabetes Prevention Program continued to grow with 8 ladies in our fall 2017 cohort. We have seen great results from this program ran by Laurie Brengman, our registered dietitian and lifestyle coach. We achieved preliminary approval from the CDC and are working on full recognition. Many insurances are starting to pay for this program and we are seeing more interest from the community with this improvement in payment. Also, our nutrition team has held several Healthy Lifestyle courses at area group homes. This has shown great results in our participants through improved dietary considerations at home.

Pediatric Program Plans: We began planning our new pediatric program which will begin in January 2018. More to come!



Fundraising

Spring Tasting Event: 50 people attended our spring fundraising event after the open house in April. Lisa Bailey entertained us with her music and Forager Brewery brought many great beers and food to pair. Lori Colwill shared her story with us about her successes as a participant and volunteering at EA.



Run-Walk-Roll Event: Our first annual event at Ironwood Springs was a great success with 110 people coming out to a beautiful day of weather. We had many teams form to support their loved one and join us for lunch and ziplining. Ironwood Springs Christian Ranch is a great facility for people of all abilities to get outdoors and have fun!

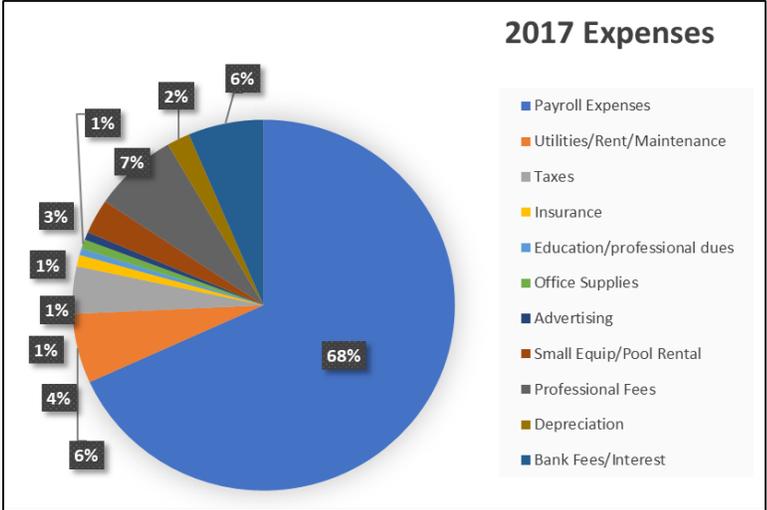
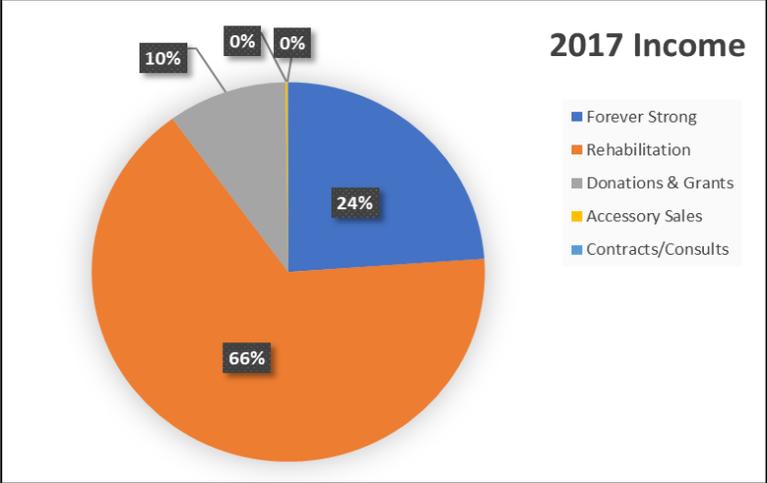


2nd Rock for Recovery: We gathered 115 supporters to our 2nd ever Rock for Recovery held at Somerby Golf Club in November. It was a wonderful night of food and fun sponsored by Echelon Wealth Partners and ABC 6 News. Betsy Singer held her live 6:30PM show from the event and CiCi Raisley shared her story of difficulties and success throughout her recovery from a spinal cord injury.



2017 Financials

PROFIT & LOSS as of December 31, 2017	
INCOME	
Forever Strong	233,815.16
Physical Therapy	
646,476.36	
Donations & Grants	95,830.23
Accessory sales	1,755.40
Contracts/Consults	<u>515.00</u>
TOTAL INCOME	978,392.15
EXPENSE:	
Payroll expenses	692,217.84
Utilities/Rent/Maintenance	63,373.91
Taxes	43,095.60
Insurance	10,540.37
Education/professional dues	5,992.20
Office Supplies	8,444.48
Advertising	7,151.01
Small Equip/Pool Rental	31,563.10
Professional Fees	75,533.80
Depreciation	20,393.28
Bank Fees/Interest	<u>66,798.31</u>
TOTAL EXPENSES	1,046,546.66
NET INCOME	(68,040.36)





Large Grants

We received several large grants in 2017 that are greatly appreciated. Our work would not be possible without the support of our community, foundations, and corporate sponsors.

Otto Bremer Trust: \$30,000 to support our operating mission.

Mayo Clinic Community Contributions Committee: \$10,000 to support our operating mission for the diabetes prevention program.

Rochester Area Foundation: \$10,000 to develop our Pediatric Program.

Carl and Verna Schmidt Foundation: \$5,000 to support our operating mission

Think Bank: \$1,000 to support our operating mission.

Civitan Club: \$1095 for an aquatic hooyer lift and computer table

Rochester Commercial Bankers: \$500 for an autism camp

Building for Recovery Corporate Sponsorship: Limb Lab, Coulee Bank, and Jaguar Communications

Spring Tasting Primary Sponsor: First Alliance Bank

Run, Walk, Roll: G and L Insurance, State, Farm – Susan Madden, PMC Events, RDM Minnesota

Rock for Recovery Event Sponsors 2017: Echelon Wealth Partners, ABC 6 News, and First Alliance Bank



Our Board of Directors

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