

# Annual Report 2018



A Note From the Founder and Director,

Melanie Brennan, PT, DPT

As I look back on what we accomplished in 2018, I am amazed. Finding stability through all of the growth that our new building brought us was an adventure! During 2018, We hired many new staff to grow our staff from 14 to 22 people. The large amount of these staff were in our new pediatric program as well as our medical fitness program. We saw a huge increase in visits from 14,781 check in's in 2017 to 20,233 in 2018. With all of this growth, I have been extremely proud of our growing impact on the community and the spirit of the EA Staff.

We also held our second annual Run Walk Roll at Ironwood Springs Christian Ranch. What a great facility to see many of our friends and participants try new adventures and come together to celebrate EA and raise funds for our mission. We decided to not do another Gala and instead focus on this event. I think we all agree this was a great idea and we are so excited to grow the event in 2019.

Our biggest accomplishment this year was the addition of our pediatric rehabilitation program. We were asked to fill this huge cap in our community and we stepped up big. With the only other area pediatric outpatient facility closing in October, our client list grew rapidly as well as did the need for more staff. By the end of 2018 we were serving over 100 families in our program!

As 2019 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, staff, families, and community in making this dream of wellness and recovery for all continue to grow into a reality.

Sincerely,

Melanie Brennan, PT, DPT

CEO/Founder



## Our 2018 Staff

Front Row: Zach Curry, CPT, Chelsey Reilly, EP-C, Maria Serbus, OTR/L, Rhonda Burnap, Alex McKay, CPT, Tanna Urness, Amy Flickinger

Second Row: Maxwell Samuelson, Lauren Samani, Student, Tessah Skoog, DPT, Jared Peterson, PT, Trevor Redlin, CTRS, Alex Olsen, CPT, Jordan Montes, EP-C, MacKenzie Distad, EP-C, Lisa Bailey, PT, Kathy Smith, CCC-SLP, Melanie Brennan, DPT, CEO,

Not Pictured: Rio Haack, DPT, Kimberly Pritchett, OTR/L, Krissy Gillard, OTR/L, Laurie Brengman, LD



## From our Administrative Staff

### **Trevor Redlin, MS, CIFT, CTRS, Exercise Supervisor**

In 2018, we had record setting numbers going from 500 individual visits in 2016 to near 7000 visits in 2018. This was due to the growth of the Forever Strong Minnesota Home and Community Based Services License that we attained in 2016. We have been working very closely with surrounding county case managers to receive referrals into this effective medical fitness exercise therapy and adaptive recreation program. This work has allowed us to nearly double our staffing numbers. My team is now significantly contributing to the financial success of supporting our mission, while allowing our impact on the community to increase exponentially through improved financial access. We continue to evolve to meet the growing demand for unique health, wellness, and recreation learning opportunities by growing our workshops and increasing community workplace wellness outreach. The Exercise Team is excited for 2019 and beyond!



### **Rhonda Burnap, Business Office Manager**

2018 was an exciting year for the business office. Exercisabilities continued to grow and we hired Tanna Urness in our business office to help us keep up with the volume office tasks that also grew. She has been a great addition to our administrative team. The administrative team continues to perfect our policies and procedures to keep Exercisabilities running smoothly. We successfully checked in over 20,000 visits in all of 2018!



## **Maria Serbus, OTR/L, OT Team Lead**

2018 was a year of growth for our occupational therapy department and pediatric programming. Our part time occupational therapist (OT) Kim worked on building our hand therapy practice, Krissy our pediatric OT worked to offer consistent and excellent care for our pediatric population part time, and after 1 pediatric OT transitioned out in Summer of 2018, we hired a new OT in fall 2018, myself, to further build and expand the adult and pediatric OT

programming. In 2018 we continued to make further community connections for our pediatric and adult services, getting the word out about our services. We look forward to what the future holds as we continue to expand in 2019 with now 2 adult OTs, and 2 pediatric OTs thus providing 5 day a week OT services here at Exercisabilities. We continue to partner with local colleges to also offer and provide student experiences at our outpatient site to assist with the training of future occupational therapists



## **Rio Haack, PT, DPT, PT Team Lead**

The Physical Therapy team had a successful 2018. Our therapists continue to treat a wide variety of conditions such as orthopedics, chronic pain, stroke, spinal cord injury, traumatic brain injury, Parkinson's, repeated falls, and now pediatrics. We moved to a salary-based model this year as well which also altered our patient appointment times and availability of different therapists. The pediatric program officially began and grew quickly. We also obtained some fantastic new equipment such as the ICARE for gait training (intelligently controlled assisted rehabilitation elliptical). Overall the year completed with establishing my position at PT team lead to continue to grow the therapy program into the coming years!



## Programs

**Rehabilitation:** Our work this year focused on building a brand-new Pediatric Rehabilitation Practice. Wow did it grow quick! We were up to 6 staff by the end of the year and served nearly 100 children. We finished the climbing wall addition to our Peds Gym and planned new summer camps and adding more OT staff in 2019.

**Forever Strong:** In 2018, we continued to see a huge growth in participants and added more staff to meet the demand. We initiated team rounds to assure our team is communicating on all participants and welcomed Chelsea, Maxwell, and Savannah to our team. They saw over 1000 visits per month, double the volume from 2017.



## Fundraising

Fall Ribbon Cutting and Open House: We had 100's show up for our spring open house and see new equipment, participate in our Chamber Ribbon Cutting, and Paint with Nicki Novotne. Some of our exceptional participants shared their music with us and many enjoyed learning more about ExercisAbilities!



Run-Walk-Roll Event: Our second annual fall event was renamed – Family Fun Adventure – to reflect on the addition of our pediatric rehab program and continue to grow our inclusive impact on improving physical activity and health! We had over 100 people participate in the Run Walk Roll, lunch, and many inclusive adventure activities!





## Development

### Large Grants:

Mayo Clinic Community Giving	\$10,000
Rochester Area Foundation	\$10,000
Carl and Verna Schmidt Foundation	\$5,000
Harper Foundation	\$2,500
People Energy Co-op	\$1500
Parkinson's foundation	\$1,000
SHIP State Grant	\$2090
Rochester Commercial Bankers	\$500
RTAAF	\$500
Civitan	\$1000

### Fundraising Sponsors:

Limb Lab	\$1500
Think Bank	\$1000
Reliable Medical Supply	\$1000
Waddell and Reed	\$500
ProStall Auto Glass	\$500
Ward and Oehler, Ltd	\$500
First Alliance Credit Union	\$500
Olmsted National Bank	\$500
Cardinal Of MN	\$1000



2018 Financials

	December 31,	
	2018	RESTATED 2017
<u>ASSETS</u>		
Cash and cash equivalents	\$ 43,107	\$ 6,348
Accounts receivable, net	76,679	66,059
Prepaid expenses	1,574	-
Property, plant, and equipment, net	1,011,124	1,026,107
Construction in progress	9,715	-
	<u>\$ 1,142,199</u>	<u>\$ 1,098,514</u>
 <u>LIABILITIES AND NET ASSETS</u>		
LIABILITIES		
Line of credit	\$ 34,073	\$ 38,480
Accounts payable	26,226	12,316
Accrued payroll liabilities	113,610	54,552
Contract for deed	1,024,256	1,033,593
	<u>1,198,165</u>	<u>1,138,941</u>
TOTAL LIABILITIES		
NET ASSETS		
Without donor restrictions	(55,966)	(50,427)
With donor restrictions	-	10,000
	<u>(55,966)</u>	<u>(40,427)</u>
TOTAL NET ASSETS		
	<u>\$ 1,142,199</u>	<u>\$ 1,098,514</u>
TOTAL LIABILITIES AND NET ASSETS		



**EXERCISABILITIES, INC.**  
STATEMENTS OF ACTIVITIES

	YEAR ENDED DECEMBER 31,					
	2018			2017		
	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICIONS	TOTAL	RESTATED WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICIONS	TOTAL
<b>REVENUE AND OTHER SUPPORT</b>						
Contributions	\$ 25,879	\$ -	\$ 25,879	\$ 44,701	\$ 10,000	\$ 54,701
Grants	31,266	-	31,266	45,879	-	45,879
Fitness participation	450,239	-	450,239	234,476	-	234,476
Physical therapy	768,156	-	768,156	638,200	-	638,200
Accessories	1,126	-	1,126	1,755	-	1,755
Interest	20	-	20	114	-	114
Net assets released from restrictions	10,000	(10,000)	-	-	-	-
<b>TOTAL REVENUE AND OTHER SUPPORT</b>	<u>1,286,686</u>	<u>(10,000)</u>	<u>1,276,686</u>	<u>965,125</u>	<u>10,000</u>	<u>975,125</u>
<b>EXPENSES</b>						
Program	1,108,448	-	1,108,448	920,229	-	920,229
Management and general	168,976	-	168,976	183,697	-	183,697
Fundraising	14,801	-	14,801	10,905	-	10,905
<b>TOTAL EXPENSES</b>	<u>1,292,225</u>	<u>-</u>	<u>1,292,225</u>	<u>1,114,831</u>	<u>-</u>	<u>1,114,831</u>
<b>CHANGE IN NET ASSETS</b>	<b>(5,539)</b>	<b>(10,000)</b>	<b>(15,539)</b>	(149,706)	10,000	(139,706)
<b>NET ASSETS, BEGINNING OF YEAR</b>	<u>(50,427)</u>	<u>10,000</u>	<u>(40,427)</u>	<u>99,279</u>	<u>-</u>	<u>99,279</u>
<b>NET ASSTS, END OF YEAR</b>	<b>\$ (55,966)</b>	<b>\$ -</b>	<b>\$ (55,966)</b>	<b>\$ (50,427)</b>	<b>\$ 10,000</b>	<b>\$ (40,427)</b>

## 2018 Board of Directors

President: LuAnn Buechler

Secretary: Laurie Brownell

Treasurer: Crystal Smith

CEO: Melanie Brennan

Lisett Comai-Legrand

Ron Hanson

Angi Helland

Alyssa Jerde