Annual Report 2019
A Note from the Founder and Director

Dear Friends of EA,

The year of 2019 will forever be remembered as a year of resilience and triumph for the true Minnesotan spirit for all our staff and participants at EA. The blizzard of 2019 brought prolonged closure, worry for a roof collapse, trudging over drifts and poorly plowed roads to work and therapy and a huge snow melt roof leak and flood in the building, just to name a few. An average person may have thrown their hands up and called it quits, but not us Minnesotans! Instead, we rallied and had our best year yet, serving more people than ever, creating a dynamic new pediatric program, and collecting the most donations and grants to support our programs to date. Are we the true spirit of survival for a cause – of course! What is our cause, improving the health of our entire community.

I continue to be proud of the company and nonprofit that I dreamed and built. My staff provide a vital service to the community of Rochester and all Southeast Minnesota. We are improving the lives of so many from birth to 99+ every day. With the growing amount of awareness of the need for community based physical rehabilitation and specialized health promotion to improve the wellness of those living with physical, intellectual, and medical adversities, ExercisAbilities will continue to grow until we are serving every person who needs us. Vicki Allen came on as our first ever Chief Development Officer in March of 2019. With her leadership in fundraising and donor relations, we were able to show a 483% increase in gross Development Income for 2019. Family Adventure Day tripled in the number of participants and dollars raised. We also had tremendous success in grant writing.

Thank you for your support!

As I write this letter, I know that 2020 has presented us with an even bigger challenge of COVID 19. We are still here, we are meeting the needs of the community in a safe and responsible manner, and though 2020 financials will look quite different than 2019, the ongoing support and amazing benevolence of our community keeps us here to serve.

Sincerely,

Melanie Brennan, PT, DPT
ExercisAbilities CEO/Founder
Our 2019 Staff
Development

Family Adventure Day 2019
Donations and Grants

Donations up to $100

Steven Branda
Leah Holmes
Jimmy's Salad Dressings
Kwik Trip
Mayo Foundation
United Heating
Michael and Patricia Torchia
Lori Homan
Karen Kilpatrick
Hollie Thomas
Patricia and John Derby
Cherri Mlenar
George and Martha Pappas
Mabel Pierce
Stephanie & Tim Putzier
Jeremy Scherer
Joyce and Larry Stacy
Kim and Brett Adams
Beverly Elving
Karen and Randy Franko
Angela Goldsmith
Sandra & Brent Henslin
Deborah & Norvil Papenfus
Tera Rath
Emily Stommes
Earl B and Clarisse Hoag
Terrance and Melissa Lowrie
Zwingli United Church of Christ

Laurie Brengman
Chris & Ally Holtz
Laurie & Andy Brownell
Cheryl L Schaeffer
Laurie Belden
Bruce & Diane Borg
Tamara Garness
Lindsey Hillesheim
Claudette Lynch
Mike Mauer
Rita and Bill Oswald
Marlys Peterson
Debra Roberts
Marilyn Crowder-Wile
Darla J. Fischer
Cliff Nelson
Darold Baumgard
Jane and Mary Campion
Pamela Curry
Marie Goihl
Misha Hanson
Ron Hanson
Warren Lopour
Dick & Joanne Rosener
Trinity Lutheran Women of The Elca

Honorariums

Darla J. Fischer in honor of Jody T. Fischer
Cheri Mlenar in honor of Jeannine Franko
Coryl & Beverly Elving in honor Jeannine Franko
Bill & Tami Garness in honor of Jeannine Franko
Teresa Nepstad in honor of Carissa Bennett
Lindsey Hillesheim in honor of Jeannine Franko
Hollie Thomas in honor of Jeannine Franko
Melanie Brennan in honor of amazing Exercisabilities
Staff
Vicki Allen in honor of Jordan Montes
Jill Macken in honor of George and Martha Pappas
Chuck & Dorey Johnson in honor of All EA Staff
Pamela Curry in honor of Zach Curry
Angela Goldsmith in honor of Carissa Bennett
Jim & Laurie Belden in honor of Jeannine Franko

Memorial Gifts

Pamela Curry in memory of Leona Rafdal
Gary Kruesel in memory of Rita Kruesel
Jean Locke in memory of Rick Locke
Donations and Grants

Donations $101 to $500

Mary L Jurrison
Gary and Rita Kruesel
Teresa Nepstad
Ramona and Robert Zabel
John and Margaret O'Toole-Martin
Nancy J Berning
Brennan Family Chiropractic
Brent Frueh
Pamela Heins
Med City Mobility
Thomas Paska
Sam's Club
Vicki Allen and Terry Sorenson
Pamela L Miller
Elcor Realty
Home Solutions Midwest
Kathy Lessard
Limb Lab
Darla Samuelson
Stifel, Nicholaus and Company
Jaguar Communications
Culligan of Rochester

Lori Vogel
Crystal Smith
Craig & Judy Wendland
CWS
Rt Autism Foundation
Jean Locke
Rochester Civitan Club
Barbara Buechler
First Alliance
Harmony Insurance Group
Don Kvernen
Rosella Kvernen
ONB Bank
PMC Events & Consulting
ProStall
Rochester Exchange Club
Rotary Holiday Classic
Wendy & Larry Shannon
Hugh & Aynsley Smith
Karel Weigel
Winona State University Foundation

Donations $500 +

Rochester Commercial Banks Association
Chuck & Dorey Johnson
Donald and Val Koster
Anne E. Becker
Luann Buechler
Ellingson Insurance Group
Tim and Melanie Brennan
Robert and Ruth Miles
Anderson's Wheelchair
Bear Creek Services
Reliable Medical
THINK Bank
Davies Printing

Cardinal of Minnesota
Hanger Clinic
Jim & Judy Sloan
The Arc
Rochester Area Foundation
Carl and Verna Schmidt Foundation
Kent Keller Technology
Otto Bremer Trust
KAAL TV 6
Rochester Asphalt & Concrete
Shopwise
Grants Received in 2019

Blue Cross Blue Shield Center for Prevention
State of MN Traumatic Brain Injury Fund
Civitan International
Rochester Area Foundation
Otto Bremer Trust
Mayo Foundation
Carl and Verna Schmidt Foundation
Harper Family Foundation
SEMAAA
People’s Energy Cooperative
Rochester Commercial Bankers Association
Winona State University Foundation

2019 Board of Directors

President: LuAnn Buechler
Secretary: Laurie Brownell
Treasurer: Crystal Smith
CEO: Melanie Brennan
Ron Hanson
Craig Wendland
Misha Hanson
EXERCISABILITIES, INC.
STATEMENTS OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th></th>
<th>2019</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASSETS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$19,479</td>
<td>$44,191</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>170,186</td>
<td>75,595</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>2,774</td>
<td>1,574</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>1,077,509</td>
<td>1,011,124</td>
</tr>
<tr>
<td>Construction in progress</td>
<td></td>
<td>9,715</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>$1,269,948</strong></td>
<td><strong>$1,142,199</strong></td>
</tr>
</tbody>
</table>

|                           |         |         |
| LIABILITIES AND NET ASSETS|         |         |
| LIABILITIES              |         |         |
| Line of credit            | $26,702 | $34,073 |
| Accounts payable          | 21,051  | 26,226  |
| Accrued liabilities       | 70,992  | 113,610 |
| Contract for deed         | 1,028,480 | 1,024,256 |
| **TOTAL LIABILITIES**     | **1,147,225** | **1,198,165** |

| NET ASSETS (DEFICIT)      |         |         |
| Without donor restrictions| 112,573 | (55,966) |
| With donor restrictions   | 10,150  | -       |
| **TOTAL NET ASSETS (DEFICIT)** | **122,723** | **(55,966)** |

| TOTAL LIABILITIES AND NET ASSETS | **$1,269,948** | **$1,142,199** |
## EXERCISABILITIES, INC.
### STATEMENTS OF ACTIVITIES

#### YEAR ENDED DECEMBER 31,

<table>
<thead>
<tr>
<th></th>
<th>2019 WITHOUT DONOR RESTRICTIONS</th>
<th>2019 WITH DONOR RESTRICTIONS</th>
<th>2018 WITHOUT DONOR RESTRICTIONS</th>
<th>2018 WITH DONOR RESTRICTIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUE AND OTHER SUPPORT</strong></td>
<td>$34,491</td>
<td>$ -</td>
<td>$34,491</td>
<td>$25,879</td>
<td>$25,879</td>
</tr>
<tr>
<td>Contributions</td>
<td>10,695</td>
<td>-</td>
<td>10,695</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>In-kind donations</td>
<td>190,849</td>
<td>10,150</td>
<td>200,999</td>
<td>31,266</td>
<td>31,266</td>
</tr>
<tr>
<td>Medical fitness</td>
<td>583,144</td>
<td>583,144</td>
<td>450,239</td>
<td>450,239</td>
<td>733,383</td>
</tr>
<tr>
<td>Physical therapy</td>
<td>997,242</td>
<td>997,242</td>
<td>766,156</td>
<td>766,156</td>
<td>1,763,398</td>
</tr>
<tr>
<td>Accessories</td>
<td>419</td>
<td>419</td>
<td>1,126</td>
<td>1,126</td>
<td>1,126</td>
</tr>
<tr>
<td>Contracts</td>
<td>2,540</td>
<td>2,540</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Interest</td>
<td>24</td>
<td>24</td>
<td>20</td>
<td>20</td>
<td>20</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>10,000</td>
<td>(10,000)</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE AND OTHER SUPPORT</strong></td>
<td>1,819,404</td>
<td>10,150</td>
<td>1,829,554</td>
<td>1,266,666</td>
<td>(10,000)</td>
</tr>
</tbody>
</table>

#### EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>2019 WITHOUT DONOR RESTRICTIONS</th>
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<th>2018 WITH DONOR RESTRICTIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>1,444,242</td>
<td>-</td>
<td>1,444,242</td>
<td>1,108,448</td>
<td>1,108,448</td>
</tr>
<tr>
<td>Management and general</td>
<td>156,392</td>
<td>-</td>
<td>156,392</td>
<td>168,976</td>
<td>168,976</td>
</tr>
<tr>
<td>Fundraising</td>
<td>50,231</td>
<td>-</td>
<td>50,231</td>
<td>14,801</td>
<td>14,801</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>1,650,865</td>
<td>-</td>
<td>1,650,865</td>
<td>1,292,225</td>
<td>1,292,225</td>
</tr>
</tbody>
</table>

#### CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2019 WITHOUT DONOR RESTRICTIONS</th>
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<th>2018 WITHOUT DONOR RESTRICTIONS</th>
<th>2018 WITH DONOR RESTRICTIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>168,539</td>
<td>10,150</td>
<td>178,689</td>
<td>(5,539)</td>
<td>(10,000)</td>
</tr>
</tbody>
</table>

#### NET ASSETS (DEFICIT), BEGINNING OF YEAR

<table>
<thead>
<tr>
<th></th>
<th>2019 WITHOUT DONOR RESTRICTIONS</th>
<th>2019 WITH DONOR RESTRICTIONS</th>
<th>2018 WITHOUT DONOR RESTRICTIONS</th>
<th>2018 WITH DONOR RESTRICTIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets (deficit), beginning of year</td>
<td>(55,966)</td>
<td>-</td>
<td>(55,966)</td>
<td>(50,427)</td>
<td>10,000</td>
</tr>
</tbody>
</table>

#### NET ASSETS (DEFICIT), END OF YEAR

<table>
<thead>
<tr>
<th></th>
<th>2019 WITHOUT DONOR RESTRICTIONS</th>
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<th>2018 WITHOUT DONOR RESTRICTIONS</th>
<th>2018 WITH DONOR RESTRICTIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets (deficit), end of year</td>
<td>$112,573</td>
<td>$10,150</td>
<td>$122,723</td>
<td>$(55,966)</td>
<td>-</td>
</tr>
</tbody>
</table>