



Annual Report

2020

Mission: Making Healthy, Happy, and Independent Possible for
Everyone

EA PEDIATRICS 

From our CEO/Founder



2020, what can you say about that? The human experience changed for all of us. We saw our health and rec participants and therapy clients not just survive, but continue to thrive. We all learned more about being hearty Minnesotans than we ever thought was possible. COVID 19 challenged everyone's health, mental, physical, and social. But it took the largest toll on those we serve. Children, people living with challenged abilities, seniors, all found it hard to thrive. Our work was so important! It has been an honor for each of us to serve on the front lines of health care. For many, their hour each day with us was the only time they

got out of the house. It was the only time they got to experience physical activity. It was the only time they got to socialize and feel normal (even with a mask on!).

As I write this in 2021, COVID 19 is very much still with us and working hard to slow our work to positively impact improving the health of those we serve. ExercisAbilities is committed to providing no barrier access to ongoing community rehabilitation, specialized fitness, adaptive health wellness and recreation. So, we march on, being strong, innovative, and aware that our work is as difficult as ever to get to the children, adults, and seniors that we serve.

Let's look at what we accomplished during this time of uncertainty!

- We pivoted to continue our care almost daily between in person, online, or on the phone even!
- We provided a 3 series course on health and wellness for people living with Parkinson's Disease and their care providers.
- We continued to grow in those we have impacted, seeing 20,000 encounters from Aug 2020 to Aug 2021
- We were blessed with many funding opportunities to keep our doors open and staff working. Being a 501c3 nonprofit allowed us to seek funding to be here for you!
- We hired a volunteer coordinator and began steps to increase our volunteer programs to create a strong pro bono program to provide no barrier financial access. This work will continue strategically in 2021 to fully fund an operational pro bono adaptive wellness clinic.
- We began construction on EA Pediatrics right next door. It is set to open in October, 2021
- We welcomed children and adults back from isolation, and helped them regain their health, happiness and independence

And so much more!

2021 is here and it has seen many changes for our staff. I welcome our new staff on the following pages of this report and are so excited for the future of EA! We do believe that our community will achieve optimal health when persons of all abilities have equitable access to therapeutic health promotion services. We continue to gain ground on ensuring no one is turned away from getting the help they need to meet their personal goals. I look forward to working with each of you in the coming year to make this possible. Each person involved in helping us meet this reality is one of our angels. We thank you for all you do and look forward to meeting many goals together in the next year!

In peace and health,

A handwritten signature in cursive script that reads "Melanie Brennan". The ink is dark and the signature is fluid and personal.

Melanie Brennan

From the Board:

We are excited to share with you our activities, struggles and successes for 2020! COVID-19 of course presented challenges and impacted our operations as it did so many others, yet with perseverance 2020 was another successful year for us. Our mission to make life happy, healthy and independent for everyone continues to inspire individuals of all ages and abilities to reach their full potential, through a combination of the services we offer, which include the following: physical, occupational, recreational, speech and rehabilitation therapies, adaptive recreation, and instruction in nutrition and healthy living.

Additionally, we are proud of our continuing growth of pediatric services. The need for pediatric services and rehabilitation is so great that we will be expanding into additional space in the building next door. We will be securing a lease for an additional 5000 square feet to house our pediatric rehabilitation and family wellness center. Construction should be completed in 2021. This new space should allow us to double pediatric services and attack a wait list of 50+ families!

Our team of qualified specialists are eager and motivated to help our clientele meet and exceed their goals! We serve a large volume of state Medicaid and UCARE insureds, as well as 15% culturally diverse children as part of our goal of making our services available equitably and with diversity and inclusion. We handled nearly 14,000 visits with total costs in excess of \$922,000 for the pediatric and foregoing services.

Our Forever Strong Program, serving nearly 140 individuals in our state waiver services 245D program, continued to grow. Our community experienced an increase in the number of people living in poverty who need our wellness services of recreation and medical service. These individuals are otherwise not qualified for formal rehabilitation services but require assistance to be healthy and exercise for wellness. Our medically focused exercise classes also served nearly ___ individual visits per month. For those requiring financial assistance, these classes are provided at reduced rates or are free. Total costs for these services are nearly \$400,000.

Participants in the foregoing Pediatric and Forever Strong programs, in addition to their families and those who engage in our other services, consistently report improvement in their individual needs and health and wellness goals.

In order to increase our outreach to families needing our services for free or reduced rates we are implementing an All-Access Pro Bono Wellness Clinic for health and post rehabilitation care to be implemented next year. We will hire a volunteer coordinator to train and recruit professionals to volunteer their services to deliver high quality wellness programs. We anticipate serving in excess of 200 people per year with more than 30,000 hours of service care.

Once again, our diverse programming and success would not be possible without the dedication and generosity of our contributors! Thank you for including us in your philanthropy! Your contributions make possible our goal of providing the important services we offer to members of the greater Rochester, Minnesota community.

Melanie Brennan, our Executive Director, together with our Board of Directors, continue to expertly guide our strategy and multifaceted provision of services in support of the mission and vision of Exercisabilities, Inc. Rhonda Burnap continues as our Operations Director and is truly a gem!

We are fortunate to have a diverse Board who bring many years of experience in diverse areas together for the guidance of Exercisabilities, Inc. Past experience in nonprofit organizations, accounting, banking, marketing, legal and other assist management with strategic focus for success.

2020 Board of Directors:

LuAnn Buechler, Past Chair

Ron Hanson, Chair

Misha Hanson, Treasurer

Kathy Karls, Secretary

Laurie Brownell, Past Secretary

Craig Wendland

Laura Olteanu

PJ Peng

Peggy O'Toole Martin

Will Geisen

Key Staff:

Melanie Brennan, CEO/Founder

Rhonda Burnap, Operations Director



EXERCISABILITIES, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2020

	PROGRAM SERVICES						TOTAL
	PEDIATRIC REHAB	ADULT REHAB	THERAPEUTIC HEALTH SERVICES	PROGRAM SUBTOTAL	MANAGEMENT AND GENERAL	FUNDRAISING	
Salaries	\$ 225,110	\$ 427,846	\$ 343,201	\$ 996,157	\$ 66,030	\$ 61,120	\$ 1,123,307
Payroll taxes	14,361	40,403	30,750	85,514	2,045	3,761	91,320
Retirement	4,003	12,100	5,260	21,363	3,140	-	24,503
Professional fees	2,548	-	-	2,548	21,352	-	23,900
Client billing fees	23,053	33,435	1,478	57,966	-	-	57,966
Office supplies	921	1,634	1,516	4,071	3,359	-	7,430
Program supplies	1,567	2,439	2,965	6,971	2,590	3,693	13,254
Utilities	2,742	6,189	6,346	15,277	2,580	-	17,857
Insurance	3,083	7,404	6,939	17,426	9,770	-	27,196
Repairs and maintenance	270	963	395	1,628	15,064	-	16,692
Equipment and pool	207	620	-	827	-	-	827
Small equipment	3,628	14,143	13,250	31,021	3,446	702	35,169
Advertising and marketing	75	30	311	416	497	398	1,311
Dues, memberships, subscriptions	6,349	11,415	7,452	25,216	5,813	3,525	34,554
Education	1,462	1,853	529	3,844	4,910	75	8,829
Depreciation	1,024	17,231	14,533	32,788	3,286	-	36,074
In-kind donations	-	-	-	-	776	250	1,026
Credit card fees	808	1,609	1,704	4,121	-	181	4,302
Bank service charges	-	-	-	-	335	-	335
Interest	8,973	30,183	26,104	65,260	13,970	-	79,230
MN Care & sales tax	4,113	8,158	-	12,271	16,148	-	28,419
Subcontractors	150	-	-	150	1,150	-	1,300
TOTAL EXPENSES	\$ 304,447	\$ 617,655	\$ 462,733	\$ 1,384,835	\$ 176,261	\$ 73,705	\$ 1,634,801

EXERCISABILITIES, INC.
STATEMENTS OF ACTIVITIES

	YEAR ENDED DECEMBER 31,					
	2020			2019		
	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICIONS	TOTAL	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICIONS	TOTAL
REVENUE AND OTHER SUPPORT						
Rehab therapy, net of adjustments	\$ 821,291	\$ -	\$ 821,291	\$ 997,242	\$ -	\$ 997,242
Therapeutic health services	390,370	-	390,370	583,144	-	583,144
Grants	512,987	39,000	551,987	190,849	10,150	200,999
Contributions	31,444	144,844	176,288	34,491	-	34,491
In-kind donations	1,025	-	1,025	10,695	-	10,695
Other	6,637	-	6,637	2,983	-	2,983
Net assets released from restrictions	10,150	(10,150)	-	-	-	-
TOTAL REVENUE AND OTHER SUPPORT	1,773,904	173,694	1,947,598	1,819,404	10,150	1,829,554
EXPENSES						
Program	1,384,835	-	1,384,835	1,444,242	-	1,444,242
Management and general	176,261	-	176,261	156,392	-	156,392
Fundraising	73,705	-	73,705	50,231	-	50,231
TOTAL EXPENSES	1,634,801	-	1,634,801	1,650,865	-	1,650,865
CHANGE IN NET ASSETS	139,103	173,694	312,797	168,539	10,150	178,689
NET ASSETS, BEGINNING OF YEAR	112,573	10,150	122,723	(55,966)	-	(55,966)
NET ASSETS, END OF YEAR	\$ 251,676	\$ 183,844	\$ 435,520	\$ 112,573	\$ 10,150	\$ 122,723

EXERCISABILITIES, INC.
STATEMENTS OF FINANCIAL POSITION

	December 31,	
	2020	2019
<u>ASSETS</u>		
Cash and cash equivalents	\$ 350,150	\$ 19,479
Accounts receivable, net	166,161	170,186
Prepaid expenses	4,847	2,774
Property and equipment, net	1,041,435	1,077,509
Construction in progress	12,598	-
TOTAL ASSETS	\$ 1,575,191	\$ 1,269,948
<u>LIABILITIES AND NET ASSETS</u>		
LIABILITIES		
Line of credit	\$ 16,873	\$ 26,702
Accounts payable	19,504	21,051
Accrued liabilities	85,430	70,992
Contract for deed	1,017,864	1,028,480
TOTAL LIABILITIES	1,139,671	1,147,225
NET ASSETS		
Without donor restrictions	251,676	112,573
With donor restrictions	183,844	10,150
TOTAL NET ASSETS	435,520	122,723
TOTAL LIABILITIES AND NET ASSETS	\$ 1,575,191	\$ 1,269,948

Grants:

Carl and Verna Schmidt Foundation
Otto Bremer Trust
Rochester Area Foundation
Harper Family Foundation
State of Minnesota
US Department of Health and Human Services
Small Business Administration
Minnesota Department of Health
Parkinson's Foundation
Craig H Neilsen Foundation
Rochester Civitan
People's Energy Cooperative
Rochester Commercial Bankers Association
SEMAAA

Donors: (\$500+)

Bear Creek Services
Data Smart Computers
Express Professional Services
Harmony Insurance Group
Hawkins Ash CPA
Molly Herr
Jean Locke
Robert and Ruth Ann Miles
ProStall
Rt Autism Awareness Foundation
United Heating
Tim and Melanie Brennan
Rochester Civitan Club
Virgil's Family
ONB Bank
Craig & Judy Wendland
Brad and Anne Becker
Cardinal of Minnesota
Donald and Val Koster
Wagner Oehler, Ltd
Walmart Facility #1971
People's Energy Cooperative
City of Rochester
Mike & Mary Harper
Sterling State Bank
Bruce & Janelle Wold/Lilredpepper.com
Mayo Foundation
Karel M. Weigel