



Ray Graham
Association®

2020 Annual Report

Life
Well Lived





President's Letter

It has become a cliché to say that 2020 was “unprecedented.” Unlike the calendar year, however, the first half of Fiscal Year 2020 was, indeed, “precedented.” Little did we know that a global pandemic, economic downturn, and social unrest would threaten 70 years of time-tested programs at Ray Graham Association.

Yet, with your help, we worked day after day to keep people with disabilities safe, healthy, and happy. Each crisis uncovered more about who we are, who we support, and what they value. As their needs changed, so did our response...and that was only possible because of the swift financial aid of supporters like you.

Thank you!

Fiscal Year 2020 began like all the ones before it. It wasn't until everything changed that we recognized everything *could* change. Now we're boldly looking to 2021, reimagining how to serve people with disabilities. We're expanding the service areas that have worked well for decades. All the while, we're pioneering creative and (dare I say) “unprecedented” programs that will position Ray Graham Association to continue leading in our field for another seven decades.

Thank you for making it all possible,

Kim Zoeller
President & CEO



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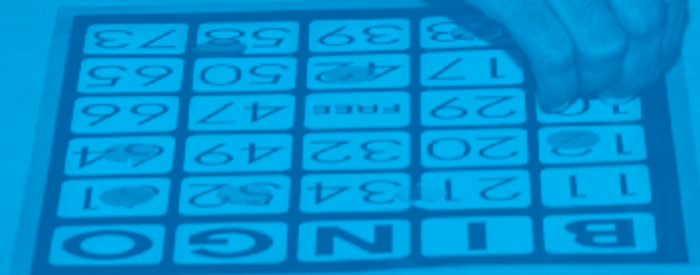
Adam Carter

Kelly Stumme



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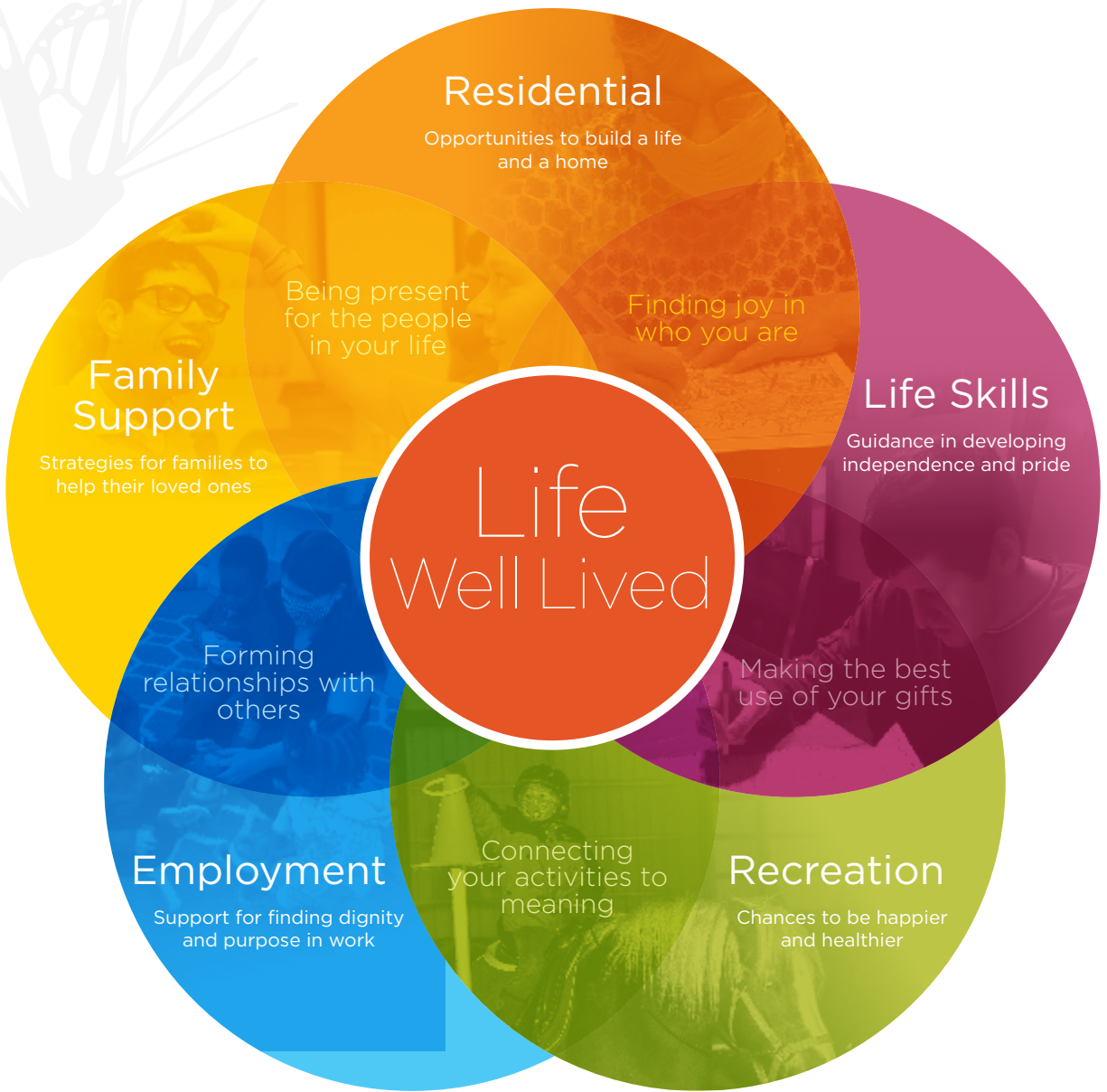
2020 Financials



Revenue

Year Ending June 30, 2020

Fees & Purchase of Services	2020	2019
Department of Human Services	\$11,428,030	\$10,040,735
Department of Healthcare & Family Services	5,835,975	6,252,367
Program Fees (including SSI, SSDI, pensions, etc.)	3,134,782	3,395,001
Total Fees & Purchase of Services	\$20,398,787	\$19,688,103
Grant Revenue - Operations		
Department of Human Services	(13,894)	1,065,482
Local Government Awards - Recreation	885,173	958,674
Total Grant Revenue - Operations	\$871,279	\$2,024,156
Grant Revenue - Capital Improvements		
Corporations & Foundations - Capital Improvements	254,974	329,742
Total Grant Revenue - Capital Improvements	\$254,974	\$329,742
Contributions & Other		
United Way	5,727	7,261
Restricted	1,183,674	671,020
Unrestricted	1,017,451	932,711
Contributions - Goods & Services	37,453	80,917
Management Fees	320,624	322,224
Production Income	6,910	10,344
Total Contributions & Other	\$2,571,839	\$2,024,477
Investment Income		
Interest	160,617	123,784
Dividends	54,650	57,641
Net Gain on Investments	(34,452)	23,687
Net Income/(Loss) on Disposal of Equipment	(12,214)	(875)
Total Investment Income	\$168,601	\$204,237
Total Revenue	\$24,265,480	\$24,270,715
Expenses		
Program Services	20,948,025	21,575,103
Management & General	2,613,019	2,481,693
Fundraising	608,072	595,013
Total Expenses	\$24,169,116	\$24,651,809
Change in Net Assets	\$96,364	(\$381,094)
Net Assets		
Without Donor Restrictions	10,170,261	10,187,906
Without Donor Restrictions - Board Designated Capital Reserves	3,534,264	3,464,809
	13,704,525	13,652,715
Temporarily Restricted Net Assets	\$276,735	\$232,181
Ending Net Assets	\$13,981,260	\$13,884,896



Ray Graham Association believes...

in a person-centered approach to care and community. We provide people with disabilities and their families an array of services that cater to their individual needs, strengths, and dreams. Many people join our community through one service area and their lives are greatly improved. One of our primary goals for the upcoming year is to link services together: building skills on skills and finding new opportunities for joy and community. Regardless of age or ability, we want each person we support to live life well.





Life
Well Lived

Residential

Opportunities to build
a life and a home

Pam moved into the Specialized Living Center (SLC) in 2015.

As her team got to know her, they appreciated her zest for life and enthusiasm to make friends. When Ray Graham Association's leadership decided to find the best possible homes for the SLC's residents, Pam's support staff couldn't have been happier for her. They began discussing what life would be like living in a neighborhood with a group of women who are like family. "Change will work for me in good ways," said Pam, and she was exactly right! A few days before the "stay in place" order, Pam moved into her new home and has spent the year safely having pajama parties, decorating her home for holidays, and going for walks in her neighborhood.



Life
Well Lived



Employment

Support for finding dignity
and purpose in work

Linette spent two hours a day commuting to a job where she felt stressed and unappreciated. Daycare has changed her life.

That is when she reached out to our Employment Services in hopes of finding a job closer to home that she would enjoy. That is a tall order, especially in an unemployment crisis. Luckily, our Employment Specialists help people with disabilities find a job and find the right fit. Linette's new position at Tiny Tots Daycare has changed her life. From the moment she walks in the door, the children shower her with love. Her supervisor is so pleased with her performance that he asked Ray Graham Association to forward the resumes of other job seekers we think are good fits. Congratulations, Linette.



Life
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Recreation

Chances to be happier
and healthier

**“I love riding my horse,”
exclaimed Harry, age 10.**

But before the COVID-19 outbreak, Harry sometimes became overwhelmed with basic riding tasks. When the Hanson Center horsemanship program reopened safely to a limited number of riders, his instructor was eager to try a new approach. “With a system of breaking down each task, he gets to choose what he is working to accomplish,” offered his Professional Association of Therapeutic Horsemanship (PATH) certified instructor Leah Doweidt. With the help of Leah, the Hanson Center volunteers, and our trusty horse Ziggy, Harry now has the decision-making tools to move through other challenging situations in his life.



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Thank You

