



HEARTSPRING

DIALOGUE

ANNUAL REPORT 2017



OUR STORY

Founded in 1934 as the Institute of Logopedics, Heartspring has been a leader and innovator in creating hope and opportunity for children with special needs and their families for 84 years. Heartspring provides a wide range of services and therapies through the Heartspring School, Pediatric Services, and Autism Services to meet the ever-changing challenges of children with special needs.



The **Heartspring School** is a day and residential school serving children with developmental disabilities from across the country.



Pediatric Services offers outpatient therapy services to children from birth to 21.



Autism Services provides services and resources for children and families impacted by a diagnosis of Autism Spectrum Disorder.

Heartspring is a 501(c)(3) nonprofit organization.



Together we give children a place to belong. A place where they have the freedom to learn and develop without judgment.

Together we are rebuilding families. Where there was once fear and uncertainty, there is now hope and opportunity.

Together we are changing lives.

Together we are Heartspring.

David Stupay
President & CEO

OUR VISION:

Creating hope and opportunity that changes the lives of children with special needs and their families

OUR VALUES



EXCELLENCE



CELEBRATION



LEADERSHIP



SERVICE



POSSIBILITY



INTEGRITY

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Our board is excited about 2017. Last year, we gave away more than \$1 million of services to families in our community.

We finished phase one of our campus expansion and served nearly 1,000 kids. 2017 was an amazing year, and, with your support, the best is yet to come.

Phil Garrison

*Board of Trustees President
Director
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CONNOR'S STORY

You couldn't miss the 6'5" Spiderman in the middle of the dance floor. From splits to shuffles to disco moves, he did it all. At this year's Halloween Dance, Connor danced the night away. When he took a break for a quick breather, the Spiderman mask was removed to reveal a giant smile that lit up the room.

"It was really special," Monica, Connor's mom, said. "It felt like we were getting our son back."

Connor was always a joyful kid with a zeal for life. His youth was filled with adventures traveling the world and plenty of dancing. But as he grew older, instead of being the big kid with the big smile, Connor was the big kid with the big behaviors. And they were taking over his and the family's life.

"He started being violent at age 17. Connor is 6'5"! He's a big kid," Monica said. "He would hit, and he would cause damage. Once he could

calm down, he'd start crying and kiss where he hit you and say 'no crying, I'm sorry, I'm sorry.' So, you also saw it was painful for him to have these outbursts. The giant smile. The zeal for life. It was gone. It was heartbreaking."

Connor's parents knew he needed extra help, and they found that help at Heartspring. Heartspring has the experience and capabilities to not only handle Connor's big behaviors but also create plans to help him succeed and excel.

With the support of his team at Heartspring, Connor began going on community outings, delivering Meals on Wheels, and working at our student-run coffee cart, Caffeine Connection. Most importantly, the giant smile is back. The zeal for life has returned.

"I can't describe the relief I have because when your entire focus is

"Once he could calm down, he'd start crying and kiss where he hit you and say 'no crying, I'm sorry, I'm sorry.'"

Monica
Connor's mom

'don't lash out, don't hurt anything' you're not moving forward," Monica said. "Now I see the adult he's becoming. I can't thank Heartspring enough. I'm very excited. I feel like he's growing every time I see him."

Thanks to Heartspring, Connor is on his way to a bright, meaningful future with plenty of dancing and a lot of possibility.

1. Connor participating in our student-run coffee cart, Caffeine Connection. 2. Connor in his Spiderman costume at the Halloween Dance. 3. Connor making smoothies at Caffeine Connection.



“It definitely gives him a good set of social skills. He’s still learning and working on those but this is the foundation he needs to build those friendships in school.”

**Allison
Mason’s mom**

MASON’S STORY

Do you remember your best friend? The adventures, the memories, and the excitement that came from just hanging out. The feeling that someone else really understood you.

For some children impacted by autism, navigating the social world to find friends can be difficult. Making friends, knowing what to say or how to say it, and interacting with others may be more difficult for them than it is for their typically developing peers.

Social groups like our CARE Clubs and Camp SSTAR give children countless opportunities. They have the chance to build social skills, learn in a safe environment, and make friendships that last even after club or camp ends. Friendships like Mason and Ian’s.

“It’s great,” Allison, Mason’s mom, said. “They have a lot of the same quirks and struggles... they help each other through issues and understand each other better than anyone else does.”

Mason and Ian’s friendship started at our Camp SSTAR program a few years back and has grown since then. They’ve gone on countless adventures together at Heartspring and at home. They shared experiences and bonded together in CARE Clubs, spent time together outside clubs and camp, and even had a sleepover.

Through his friendship with Ian, Mason gained important social skills like how to interact with other children his age, how to play, and how to share. At camps and clubs, Mason also learned a number of skills that have helped him in school and in the community.

“It definitely gives him a good set of social skills,” Allison said. “He’s still learning and working on those but this is the foundation he needs to build those friendships in school.”

Thanks to Heartspring, Mason now has a best friend in Ian, and the skills he’s learned on campus will ensure that he continues to grow and make even more friends to share memories and adventures.



BENTLEY'S STORY

Heartspring offers a wide variety of therapies including group opportunities that allow children to work in peer groups. Our Occupational Therapy and Speech Therapy group gives children the chance to work on important fine-motor and communication skills with their peers.

At Bentley's first Occupational Therapy and Speech Therapy group there was a lot of screaming. The room was filled with four young crying children. The parents tried to calm their children but the new environment with new faces was overwhelming.

Over time as our therapists worked with the children, there were fewer tears and more smiles in the room. The children became more comfortable in the environment and with each other.

The group played, sang, and painted. Walking into the classroom you might have seen Bentley and his friends working on an art project. They would use their fine motor skills to paint a frog and work on communication skills asking their peers for a set of googly eyes. They would watch each other follow directions and model their own actions after other children in the group.

The focus of the Occupational Therapy and Speech Therapy group is not only to support the child's

development, but also the parents. Parents work with their child throughout the entire session. Watching and interacting with our therapists while they work with the children is a valuable hands-on learning opportunity.



“The best way to teach a parent is to model,” Mimi said. “They are watching us model communication opportunities and provide assistance for fine motor activities. They are observing us being calm during times when kids are having a meltdown or ignoring a behavior that needs to be ignored, and they can see the results.”

Many of these parents get the opportunity to watch our therapist work with their children in one-on-one therapy. However, spending the entire time working with their child under the supervision of a therapist is a great opportunity for these parents not only during group time but also so they take the skills learned home with them.

1. Bentley in group. **2.** Bentley and his family working with Molly, Heartspring speech therapist. **3.** Bentley and Molly, Heartspring speech therapist.



FINANCIAL ACTIVITY

CONSOLIDATED STATEMENT OF ACTIVITIES
YEARS ENDED JUNE 30, 2017 AND 2016

	2017	2016
REVENUE, GAINS AND OTHER SUPPORT		
Program Fees	\$ 19,408,323	\$ 17,499,782
Charitable Services	\$ (1,010,693)	\$ (618,934)
Net Fees	\$ 18,397,630	\$ 16,880,848
Contributions	\$ 1,408,921	\$ 838,659
Investment Return	\$ 1,313,570	\$ 212,724
Change in assets held by Wichita Community Foundation	\$ 224,763	\$ (444,424)
Other	\$ 144,721	\$ 118,025
Total Revenue, Gains and Other Support	\$ 21,489,605	\$ 17,605,832
EXPENSES		
School	\$ 14,458,680	\$ 13,693,112
Pediatric Services and Autism Services	\$ 3,905,240	\$ 3,541,728
Total Program Services	\$ 18,363,920	\$ 17,234,840
Management and General	\$ 720,928	\$ 992,975
Fund raising	\$ 680,277	\$ 556,228
Total Expenses	\$ 19,765,125	\$ 18,784,043
CHANGE IN NET ASSETS	\$ 1,724,480	\$ (1,178,211)
NET ASSETS, BEGINNING OF YEAR	\$ 30,763,890	\$ 31,942,101
NET ASSETS, END OF YEAR	\$ 32,488,370	\$ 30,763,890



BALANCE SHEET

CONSOLIDATED STATEMENT OF FINANCIAL POSITION
JUNE 30, 2017 AND 2016

	2017	2016
ASSETS		
Cash and cash equivalents	\$ 1,005,366	\$ 535,022
Accounts receivable, net of allowance	\$ 3,008,044	\$ 2,828,775
Prepaid expenses and other	\$ 330,039	\$ 140,371
Investments	\$ 13,277,474	\$ 13,118,839
Contributions receivable	\$ 213,023	\$ 9,905
Interest in assets held by Wichita Community Foundation	\$ 4,645,503	\$ 4,420,740
Property and equipment, net of accumulated depreciation	\$ 11,775,957	\$ 10,940,685
Total Assets	\$ 34,255,406	\$ 31,994,337
LIABILITIES AND NET ASSETS		
LIABILITIES		
Accounts payable	\$ 648,449	\$ 131,665
Accrued compensated absences	\$ 567,889	\$ 515,146
Other accrued expenses	\$ 490,879	\$ 435,329
Deposits and advances	\$ 59,819	\$ 148,307
Total Liabilities	\$ 1,767,036	\$ 1,230,447
NET ASSETS		
Unrestricted	\$ 27,739,177	\$ 26,266,691
Temporarily Restricted	\$ 2,070,572	\$ 1,818,578
Permanently Restricted	\$ 2,678,621	\$ 2,678,621
Total Net Assets	\$ 32,488,370	\$ 30,763,890
TOTAL LIABILITIES AND NET ASSETS	\$ 34,255,406	\$ 31,994,337



Phase one is done!

Just a few weeks ago, we finished phase one of our Expanding Possibilities project. And, on December 18, we hit our goal of raising one million dollars. We are incredibly grateful for all of you who made this possible.

Phase one includes a new group home, an addition to the Pediatric Services and Autism Services building, and a remodel of the residential school cafeteria and group homes.

Because of these new and remodeled buildings, and our supporters' generosity, we will have not only more space to serve more children, but the space will also be tailored to the needs of the population we serve.

1. Therapy room in our new Pediatric Services and Autism Services addition. 2. Another therapy room. 3. Dining area of our remodeled cafeteria. 4. Serving area of our remodeled cafeteria. 5. Dining area of our new on-campus home G10. 6. Wide shot of the living and dining area of G10. 7. Living area of G10.





3



5



4



6



7

EXPANDING POSSIBILITIES HEARTSPRING CAMPUS EXPANSION PROJECT

DONOR SPOTLIGHT

THE BOMHOFFS

A delayed flight to Florida changed Ilene Bomhoff's life. She sat next to a man she didn't know. Even though she usually reads books on planes and doesn't strike up a conversation, she decided to offer this man a cookie since the flight didn't offer lunch.



"That's the way to a man's heart I guess," Ilene said with a chuckle.

Ilene, and her cookie, must have made an impression because when they landed, the man gave her his card and said he'd call her. And he did. That's how Ilene met her husband, Russell Bomhoff.

Russell started the successful business, Precision Pattern, Inc. in Wichita, Kan., and knew he wanted to share his success with the community. Over the years, he's given hundreds of thousands of dollars to causes close to his heart, one of those being Heartspring.

The Bomhoffs have been giving to Heartspring since 1998. Their generosity over the last 20 years has allowed us to support countless children with special needs and grow as an organization.

Three years ago, Russell passed away but his generosity lives on through Ilene. She continues to make gifts to Heartspring in her husband's name and continues to change the lives of the children we serve at Heartspring.

This 20-year relationship, all thanks to a delayed flight to Florida and a cookie.

"It was a good flight," Ilene said.



VOLUNTEER SPOTLIGHT

SPIRIT AEROSYSTEMS

Spirit AeroSystems has been a tremendous supporter of Heartspring over the past decade and beyond, donating hundreds of thousands of dollars as well as their time and support.

Every year, employees from Team Spirit give Heartspring students an extra special holiday. Volunteers purchase toys and clothing for students and items for the classrooms and homes. Then, they bring the gifts to Heartspring for one magical afternoon of generosity and cheer, Spirit Day of Giving. The smiles on the students' faces say it all. This year, at Spirit Day of Giving alone, the employees of Team Spirit gave more than \$25,700 worth of gifts.

"We have a lot of repeat volunteers for this specific event because it takes just one time

for them to come out and get to experience the enjoyment of the kids," Kristy Gerber, Spirit AeroSystems said. "I think the staff get just as excited as the kids do!"

Team Spirit also helps with Afternoon with Santa in our Pediatric Services department. They run the arts and crafts tables while the kids wait to see Santa.

"It's great making those personal connections, seeing the kids smiling and having fun. You know you've added a bright spot in their day," said Jennifer Marshall, Spirit AeroSystems community relations coordinator.

Thank you, Spirit AeroSystems, for being an amazing partner for Heartspring and supporting the children we serve.

WAYS TO GIVE

For 84 years, the mission of Heartspring has been to help children with special needs grow and learn on a path to a more independent life. Your donation will provide success, growth, hope, and opportunity to many children and families.



DONATE

Make your one-time gift via cash, stock, or securities. Your gift can have an instant impact, supporting Heartspring's immediate needs or can be endowed to ensure your contribution continues forever. Gifts made to Heartspring are tax-deductible in accordance with IRS governing laws.



RECURRING GIVING

Become a sustaining supporter of Heartspring by showing your support on an annual or monthly basis. Gifts can be directed to support our general fund or a specific area of interest.



LEGACY GIVING

Have you included Heartspring in your estate plans? A deferred gift ensures the continued success of Heartspring programs and services, offering life-changing impact for the children and families we serve for years to come. Legacy gifts can include a bequest in your will or trust, life insurance, 401K and IRA designations, or stock donations.



MEMORIALS AND HONORARY GIFTS

A unique and memorable way to contribute in honor of someone special. Celebrate the memory of a loved one, mark an important occasion or achievement, or give a unique holiday or birthday gift. Your thoughtful gesture will be greatly appreciated.



WORKPLACE/EMPLOYEE GIVING

Your employer may offer the ability to make an automatic payroll deduction while keeping your tax benefits associated with charitable giving.



MATCHING GIFTS

Does your employer or company match employee gifts made to charitable organizations? If so, you have the ability to multiply the impact of your gift.



IN-KIND GIFTS

Contributions of goods or services, other than cash, are always welcome. We have a list of helpful items on our website.



CORPORATE PARTNERSHIPS/ EVENT SPONSORSHIPS

Our Corporate Partners (five-year commitment) and Event Sponsors understand the value of community. Corporate giving, either through program support, grants, cash donations, employee matching gifts, or event sponsorships, represents a large share of philanthropic dollars we depend on each year. Heartspring offers excellent opportunities for visibility and participation.



VOLUNTEER

Do you have the gift of time? Do you want to make a difference in our community? Here's your chance! Heartspring has a number of events and on-campus opportunities for you to get involved and connected to our mission.



SHOP

Retailers love to give back! Did you know when you shop, you can support Heartspring? Kroger, Amazon, and Box Tops for Education are all ways to enhance your giving!

For more information on ways to give, contact
Director of Development Stacie Williamson at
316-634-8816 or swilliamson@heartspring.org.

[HEARTSPRING.ORG/SUPPORT](https://www.heartspring.org/support)



JULY 2016 - JUNE 2017

DONORS

PALMER SOCIETY DIAMOND HEARTS - \$50,000+

- Anonymus
- Berry Foundation
- Bomhoff Foundation
- Mrs. L. Alice Collister
- Sigma Alpha Sorority Foundation
- Mrs. Judy Slawson
- Spirit AeroSystems Good Neighbor Fund
- The Sunderland Foundation

PLATINUM HEARTS - \$25,000+

- Emprise Bank
- Iona V. Faulk Estate
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GOLD HEARTS - \$10,000+

- Anonymus
- Beach Family Foundation
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- Earl C. & Elizabeth Toutz Charitable Trust
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- Kappa Alpha Theta Foundation
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- Textron Matching Gift Program
- Union Pacific Foundation

PRESIDENT'S CIRCLE

SILVER HEARTS - \$5,000+

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- Wichita Community Foundation
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- Stephen Paul Wunsch Foundation for Young Musicians
- Mr. and Mrs. Roger Zellers

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CRYSTAL HEARTS - \$250+

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- Alpha Iota - Des Moines Alumnae
- Alpha Iota of Grand Rapids
- Alpha Iota - Honolulu Alumnae
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- Ms. Jordan C. Swindler
- Mrs. and Mr. Katherine Terry
- Thrivent Financial
- Mr. and Mrs. David P. Tillemans
- United Way of the Greater Capital Region, Inc.
- Ms. Julie Vancuren
- Mr. and Mrs. John Vargo
- Mr. Jason Vukas
- Mr. and Mrs. Eldon Ward
- Mr. Josh Weiser
- Wichita State University
- Mr. Tom Willmot
- Mr. and Mrs. Jason Winkler
- Ms. Judy Worrell
- Mr. Randy Wozniak
- Mr. and Mrs. David Wyckoff
- Mrs. Judi Yoder
- Dr. and Dr. Naveed Yousuf
- Mr. Dan Ziegelbein
- Mr. and Mrs. Marc Zwygart



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IMPACTED BY AUTISM AND
HEARTSPRING'S AUTISM SERVICES
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FEST**



2018



**SATURDAY
AUGUST 25**

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