



Heartspring

# DIALOGUE

Annual Report 2018







# 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.*



We started the year with much hope and enthusiasm. I could not be more excited about the great things Heartspring has planned for the remainder of the year and the upcoming years ahead.

Innovation continues to be our focus. By planning and executing innovative therapy and educational solutions, we find new ways to create long-lasting positive impact in the lives of countless ever-deserving children and families in our community.

We are committed to continue bringing more exciting ideas to life to enhance our services to help children with special needs discover their highest potential.

Thank you for being on board.

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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As I continue my first term as Heartspring's board of trustees chairperson, I want to thank everyone who takes part in carrying out the Heartspring mission: our families, staff, and community supporters.

With your hard work, generosity, and selfless acts of giving, kindness, and compassion, we help children say their first words, take their first steps, and achieve their first milestones in life – together, we open a world of possibilities they may not have known of before.

I look forward to continue witnessing dreams become realities through Heartspring's life-changing, innovative programs.

On behalf of the board of trustees, I thank you for your support.

**Mike Flores**

Heartspring Board of Trustees Chairperson  
Assistant Director, School of Accountancy  
Wichita State University







## Discovering Joy through Friendships: Sammy's Story

### Friendships are important.

But for Heartspring's Community of Autism Resources and Education (CARE) Clubs participant Sammy, making friends wasn't always easy.

"Sammy didn't know how to play with other kids," said Melissa, Sammy's mother. "He struggled with pragmatic speech, eye contact, and social skills."

Melissa worried Sammy would have a difficult childhood. She feared that he wouldn't be able to communicate with teachers and peers at school. She worried he wouldn't be able to express his feelings, voice his concerns, or communicate his needs and wants.

She feared his entire life would be tainted by an Autism Spectrum Disorder diagnosis.

That fear grew as she witnessed his

vocabulary becoming more limited and his interest in socializing with other kids declining.

But when Melissa found Heartspring's CARE Clubs, her fear quickly turned into hope.

At Heartspring's CARE Clubs, six-year-old Sammy felt like he belonged. By socializing in a controlled environment with other children impacted by autism, little by little, Sammy's world opened up.

Through peer-time, activities, and community outings, CARE Clubs participants practice communication and social skills by forming bonds and building relationships – and through this process, they learn the necessary skills they need for social and emotional development.

"Sammy quickly became one of the most social kids in the group," said Kalee Beal, Heartspring's CARE

Specialist. "He is everyone's best friend."

As Sammy learned to connect with peers, he found a passion for CARE Clubs and friendships. He loved making friends so much that now he now spends his free time at the library reading self-help books about building social skills and making friends.

"Three years ago, I was terrified that Sammy would never be able to carry on a conversation or make friends. Now Sammy tells me how excited he is to go to CARE Clubs each week to see his friends, who by the way, he wants to invite to his birthday party," said Melissa.

Now that Sammy has learned to take the skills outside of clubs into the classroom, he has also made friends at school. And most importantly, he has learned to clearly and freely communicate what he feels, thinks, wants, and needs with those around him.

To Melissa, that means everything.

# A Parent's Testimony of Hope: Paul's Story

## **Before finding Heartspring, Paul struggled finding his place in the world.**

But since then, he's discovering more and more joy in his life every day.

"The progress he's made is miraculous. Before Heartspring, he never took his protective equipment off. He would become aggressive. To see your child become so aggressive towards others and himself was heartbreaking."

According to Paul's parents, Paul's life turned around once he stepped on Heartspring's campus.

He grew and learned to regulate and manage his behaviors.

He blossomed.

"We have seen Paul thrive at Heartspring. When we last visited our son, we were so happy with his transformation from being attached to his protective equipment to not needing

it at all. It's a huge step for him!"

Paul's parents attribute his success to the hard work of his staff who accompany him in his learning journey every step of the way.

"What we love the most about Heartspring is how the staff and personnel are devoted to making these kids' lives reach their utmost potential. His behaviors have gone down; his independence has gone up."

And the most rewarding part of witnessing Paul's growing success is knowing he's on his way to a happy, independent life.

Before, their days were consumed by worry and fear.

Now, their hearts are filled with promising hope for Paul's future.

"Seeing our son happy and smiling makes our lives so much easier. We know he's in good hands."





## A Heartwarming Holiday Experience: Heartspring's First AAC Concert

**On a chilly and windy December evening, the Heartspring Pediatric Services waiting area became a warm and cozy room full of excited faces.**

A dotting audience of family members, friends, and staff gathered around a makeshift stage filled with miniature chairs and colorful sparkles of Christmas lights.

“Thank you all for coming to our first AAC Caroling Concert!” exclaimed Speech-Language Pathologist Susan Todd.

In awe, the audience watched a group of four children taking small but confident steps to the ‘stage.’ Each one of them carried a tablet, and each one was accompanied by an assistant.

And so, the show began.

With the cheerful joy and passion that accompanies the holiday season, the four children started to sing

“Away in a Manger” – but not in the traditional sense.

The quartet ‘sang’ by repeating the song’s words and phrases - which were modeled by Todd on a large picture-prompting board - by using their Augmentative and Alternative communication (AAC) devices.

AAC is a complex system of communication methods used to complement or replace verbal speech. Heartspring’s speech therapy program helps children who struggle with verbal speech overcome speech deficits by learning to use AAC through the use of devices.

Despite the complexity of AAC, Todd likes to put a creative twist to it when she uses it in her therapy.

“Songs are a great way to facilitate language,” Todd states.

Besides facilitating a heartwarming experience for families to share the joy of the holiday spirit, the AAC

holiday concert also served a goal-oriented purpose. The preparation, participation, and execution of the event was part of Todd’s group therapy plan in which she integrates children’s individual therapy goals into an immersive social experience.

“It’s a more intense version of therapy where children get to have real-life experiences,” says Todd with a big smile on her face as she reminisces on the fulfillment she felt when she watched the children perform.

Todd attributes the success of the event to the support she gets at Heartspring. “One of the great things about Heartspring is that you have an idea, and you are supported by everyone. The environment that is created is set for success: Heartspring creates experiences – not just the therapy.”

“It was less than five minutes, but it was an emotional blur.”





# FINANCIAL ACTIVITY

Consolidated Statement of Activities  
Years Ended June 30, 2018 and 2017

	2018	2017
<b>REVENUE, GAINS, AND OTHER SUPPORT</b>		
Program Fees	\$ 21,954,858	\$ 19,408,323
Charitable Services	\$ (1,121,279)	\$ (1,010,693)
<b>Net Fees</b>	<b>\$ 20,833,579</b>	<b>\$ 18,397,630</b>
Contributions	\$ 1,424,496	\$ 1,408,921
Investment Return	\$ 802,579	\$ 1,313,570
Change in assets held by Wichita Community Foundation	\$ 77,397	\$ 224,763
Other	\$ 145,845	\$ 144,721
<b>Total Revenue, Gains, and Other Support</b>	<b>\$ 23,283,896</b>	<b>\$ 21,489,605</b>
<b>EXPENSES</b>		
School	\$ 16,375,149	\$ 14,458,680
Pediatric Services and Autism Services	\$ 4,337,283	\$ 3,905,240
<b>Total Program Services</b>	<b>\$ 20,712,432</b>	<b>\$ 18,363,920</b>
Management and General	\$ 847,858	\$ 720,928
Fund raising	\$ 677,201	\$ 680,277
<b>Total Expenses</b>	<b>\$ 22,237,491</b>	<b>\$ 19,765,125</b>
<b>CHANGE IN NET ASSETS</b>	<b>\$ 1,046,405</b>	<b>\$ 1,724,480</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>	<b>\$ 32,488,370</b>	<b>\$ 30,763,890</b>
<b>NET ASSETS, END OF YEAR</b>	<b>\$ 33,534,775</b>	<b>\$ 32,488,370</b>





# BALANCE SHEET

Consolidated Statement of Financial Position  
June 30, 2018 and 2017

	2018	2017
<b>ASSETS</b>		
Cash and cash equivalents	\$ 2,297,753	\$ 1,005,366
Accounts receivable, net of allowance	\$ 3,264,898	\$ 3,008,044
Prepaid expenses and other	\$ 419,620	\$ 330,039
Investments	\$ 9,754,655	\$ 13,277,474
Contributions receivable	\$ 301,946	\$ 213,023
Interest in assets held by Wichita Community Foundation	\$ 4,722,900	\$ 4,645,503
Property and equipment, net of accumulated depreciation	\$ 15,027,065	\$ 11,775,957
<b>Total Assets</b>	<b>\$ 35,788,837</b>	<b>\$ 34,255,406</b>
<b>LIABILITIES AND NET ASSETS</b>		
<b>Liabilities</b>		
Accounts payable	\$ 207,984	\$ 648,449
Accrued compensated absences	\$ 583,845	\$ 567,889
Other accrued expenses	\$ 1,133,605	\$ 490,879
Deposits and advances	\$ 328,628	\$ 59,819
<b>Total Liabilities</b>	<b>\$ 2,254,062</b>	<b>\$ 1,767,036</b>
<b>Net Assets</b>		
Unrestricted	\$ 28,684,492	\$ 27,739,177
Temporarily Restricted	\$ 2,171,662	\$ 2,070,572
Permanently Restricted	\$ 2,678,621	\$ 2,678,621
<b>Total Net Assets</b>	<b>\$ 33,534,775</b>	<b>\$ 32,488,370</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$ 35,788,837</b>	<b>\$ 34,255,406</b>



## **Slawson Family** Competitive Integrated Employment and Music Building

To meet the needs of children with special needs and their families, we need more space. While we need more classroom space, both the Competitive Integrated Employment (CIE) and music programs are invaluable to our students' enrichment and preparation for life after Heartspring. Children build vocational skills through classroom work, school-based internships, and community-based internships.

Opening in April 2019, the Slawson Family

Competitive Integrated Employment and Music Building provides the additional space we need.

The 5,000 sq.ft. building addresses the specific needs of both programs. In CIE, we were able to create an environment that closely models the work conditions the students will see later in life. This addition allows us to keep up with the need for and quality of our services to set our students on a path to greater independence.



## Project Overview

### Design specifically for Competitive Integrated Employment and Music programs

- The CIE area is modeled like a typical workplace with multiple work areas as well as a break room. This allows students to learn the workplace social rules and generalize skills in different settings.

### Open up more space for classrooms

- The expansion creates capacity for additional classrooms to meet our needs well into the future.

### Create opportunity for learning and expression through the arts

- Our music program provides an outlet for our students to express themselves and learn in a new way.

### Help meet the need for job training

- In order for our students to compete in the workforce, they must find work they enjoy and excel in. The CIE program gives students this opportunity through classroom work, school-based internships and community-based internships.

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◀ The new CIE and Music building, which will be completed by the end of April, will help children grow towards a happy, independent life by holding a space where they can learn job skills and channel their creativity through the arts.





# project playground

where fun meets learning

**It started with a dream, and it's quickly becoming a reality.** Project Playground is a fundraising project for an exciting addition to the Heartspring campus: An autism-friendly school playground!

For many years, we have dreamed of adding a special needs-adapted playground to our school. The more we saw the need, the more we wished we could one day give this gift to our students. Today, we are excited to announce we have

a plan. We have partnered with ATHCO, LLC to design and build the playground of our dreams.

The addition of this playground is more than just a new swing set, climber, and slide; it signifies infinite possibilities for children ages 5-21 to continue learning and growing in a safe—and fun—environment.

**Our goal is to start construction July 1, 2019.**

For more information about Project Playground, visit [Heartspring.org/playground](https://Heartspring.org/playground).

# WAYS TO GIVE

For 85 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 indefinitely. 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!

[Heartspring.org/support](https://heartspring.org/support)

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



July 2017 - June 2018

**DONORS**

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- Sigma Alpha Sorority Foundation
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**Saturday, April 27, 2019**

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**PEDALFEST**

**Save the Date!**

**Saturday, August 24, 2019**

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