



Annual Report

2021

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

EA PEDIATRICS 

From our CEO/Founder



The health of our community is improving! And you are helping to make it happen. We made it 10 years! 2011 – 2021... Amazing! Our growth to serve those in need of health improvement support in Southeast Minnesota could not be possible without the generous support of our community. We began in 2011 by bringing post rehab health improvement support to one person who was living with the impacts of a spinal cord injury. Today, we provide long term rehab and health improvement services to more than 800 individuals at any one time with a wide variety of physical, intellectual, mental, and medical conditions.

In 2021, still challenged by COVID, we continued to provide services in our clinic and with community partners without interruption. We provided health and mobility improving care with 19,500 visits, 4,500 of those to children under the age of 18. This is a 113% increase over our work in 2020, and a return to comparative volume in 2019, prior to the pandemic.

Over 70% of the children, adults, and seniors receiving this specialized care at EA have a government sponsored health insurance or qualify for the Medicaid Waiver Program which covers participation in our programs, yet, sometimes for only a short time. Reimbursement per visit continues to worsen and is between \$10-\$30/session below our cost to deliver care in our current model of care delivery. Despite the great positive impact that our year over year progress has had on those that have an ability to pay for program participation, we continue to be challenged by the demand of people who want and need our services but have no insurance coverage for our innovative model of care and no ability to pay the cost-of-service delivery.

The list of those needing financial assistance grew to more than we could give with our current fundraising volume and staffing design in 2019 prior to the pandemic. In 2020, during the pandemic, we strategized a plan to resolve this issue and the EA All-Access Pathway was created. The goal of this program is to assure that those living with disability, without ongoing supportive insurance or waiver qualifications, and living in poverty were able to access the same health improving wellness care as those who had financial ability. This is health equity in action.

Strong support from our community, allowed us to start a pilot program for the All-Access Pathway. We added a volunteer coordinator 1 year ago. She set to work to create policy and procedures for volunteer recruitment, management, and training. She successfully recruited, trained, and operationalized 92 volunteers who worked 628 hours in a variety of programs. This use of volunteers made several programs possible including the All-Access Clinic with Mayo Clinic PT students and the wheelchair basketball program. In 2021, we were able to provide care to 114 participants with free or reduced fee services. The individuals who received financial assistance in the All-Access Pathway reported better health, improved independence, and higher quality of life. They were grateful to no longer have financial barriers standing in their way of receiving the help and assistance that they need to improve their health and mobility improvement. Volunteers also improved our landscaping, supported pediatric therapists with toy cleaning, worked at family fun day events, and supported our office workers. The use of volunteers throughout our programs enhanced the participant experience. To date in 2022, we have already provided 184 visits in the All-Access Pathway, equating to more than \$10,000 in scholarship services.

Another amazing accomplishment in 2021 was the opening of our pediatric practice at 2518 Broadway Ave N. Being right next door to our main adult building has it perks as several staff go back and forth to support both programs. We achieved our goals for the “Raise the Roof” Campaign, raising \$240,000 to construct and open the pediatric program. Again, our community is amazing in their support of EA!

As 2022 is already in full swing, I have so many to thank who made our 10th year possible. Our skillful and passionate staff, our board of directors, are families and clients, my own family, our partners and referral sources, and so many more. Here's to 10 more! I can't wait to see what we can accomplish by 2031!

Warm Regards,

A handwritten signature in cursive script that reads "Melanie Brennan".

Melanie Brennan, PT, DPT

Founder/CEO

From the Board:

2021 was another great year for us as we faced new challenges but benefitted from new opportunities. Covid- 19 of course impacted our population of clients and our staff, but thankfully improved throughout the year. Our mission to make life happy, healthy and independent possible for those living with physical disability and or chronic medical conditions through unrestricted access to rehabilitation and health and well-being services benefitted from opening additional facilities and expanded the number and types of activities and therapy we offer. We aspire to help persons of all ages and abilities reach their full potential, despite the life obstacles they may face. Our expansive services include physical, occupational, recreational, and speech therapies, adaptive recreation, and nutritional and healthy living instruction.

Our pediatric services continue to grow. In 2021 we finalized our goal of acquiring additional space for pediatric services and rehabilitation! We leased 5000 additional feet of space next door to our current facility for our pediatric and family wellness programs. We also now have a gym which is utilized for adaptive recreation and other programs. This additional space complements our existing program offerings and offers opportunities to expand our services. In 2021 we were fortunate to achieve sufficient funds, through our operations and the generosity of grants and donors like you, to acquire in 2022 the facility we had previously rented. We are thrilled that we now control our destiny for the long term!

We have a wonderful team of immensely qualified and motivated professionals whose goal is to motivate and assist our clientele to reach their health goals, whether in group or individual therapy, activities and/or education. We continue to serve a large volume of Medicare, Minnesota Medicaid, and UCARE insureds. We continue to strive for equity, diversity, inclusion, and fairness in all we do. Our Pediatric services population includes approximately 20% culturally diverse children. We handled nearly 19,000 visits in total. Total costs exceeded \$1,800,000 for the pediatric and foregoing services.

Our Forever Strong Program served nearly 200 individuals under the Minnesota 245D Program which is designed to assist those individuals experiencing the challenges of poverty. These individuals might not otherwise qualify for formal rehabilitation services yet need them. Like others, they need help to be healthy!

In 2021 we initiated our All-Access Pro Bono Wellness Clinic! It is designed for health and post rehabilitation assistance provided by professionals and professional students in training who graciously volunteer their talents and time to deliver high quality wellness programs. We served nearly 60 persons under this program with approximately 114+ hours of service care. This classes or sessions are all offered at free or significantly reduced fees based on financial need.

Melanie Brennan, our Chief Executive Officer, together with Rhonda Burnap, her “right arm”, continue to do a wonderful job of leading the programming and approximately 26 staff of Exercisabilities, Inc. in the provision of high quality and diverse professional services. They, together with our disparate, experienced, and talented Board of Directors guide the strategy of Exercisabilities, Inc. for the future.

Our diverse programming and excellence of service would not be possible to serve the many needs of our community without the continued support and generosity of our contributors. Thank you for your past support, and kindly consider us in your philanthropic plans this year. We need your support to maximize the continued provision of services to more individuals in the greater Rochester, Minnesota area!

The EA Board

2020 Board of Directors:

Ron Hanson, Chair

Misha Hanson, Treasurer

Kathy Karls, Secretary

Craig Wendland

Laura Olteanu

PJ Peng

Peggy O'Toole Martin

Will Giesen

Mark Ellingson

Key Staff:

Melanie Brennan, CEO/Founder

Rhonda Burnap, Operations Director

EXERCISABILITIES, INC.
STATEMENTS OF ACTIVITIES

	YEAR ENDED DECEMBER 31,					
	2021			2020		
	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICIONS	TOTAL	WITHOUT DONOR RESTRICTIONS	WITH DONOR RESTRICIONS	TOTAL
REVENUE AND OTHER SUPPORT						
Rehab therapy, net of adjustments	\$ 858,013	\$ -	\$ 858,013	\$ 821,291	\$ -	\$ 821,291
Therapeutic health services	771,739	-	771,739	390,370	-	390,370
Grants	397,877	15,563	413,440	512,987	39,000	551,987
Contributions	42,125	-	42,125	31,444	144,844	176,288
In-kind donations	9,755	-	9,755	1,025	-	1,025
Other	7,015	-	7,015	6,637	-	6,637
Net assets released from restrictions	183,844	(183,844)	-	10,150	(10,150)	-
TOTAL REVENUE AND OTHER SUPPORT	2,270,368	(168,281)	2,102,087	1,773,904	173,694	1,947,598
EXPENSES						
Program	1,462,025	-	1,462,025	1,384,835	-	1,384,835
Management and general	301,639	-	301,639	176,261	-	176,261
Fundraising	121,345	-	121,345	73,705	-	73,705
TOTAL EXPENSES	1,885,009	-	1,885,009	1,634,801	-	1,634,801
CHANGE IN NET ASSETS	385,359	(168,281)	217,078	139,103	173,694	312,797
NET ASSETS, BEGINNING OF YEAR	251,676	183,844	435,520	112,573	10,150	122,723
NET ASSETS, END OF YEAR	\$ 637,035	\$ 15,563	\$ 652,598	\$ 251,676	\$ 183,844	\$ 435,520

EXERCISABILITIES, INC.
STATEMENT OF FUNCTIONAL EXPENSES
YEAR ENDED DECEMBER 31, 2021

	PROGRAM SERVICES							TOTAL
	THERAPEUTIC				PROGRAM SUBTOTAL	MANAGEMENT AND GENERAL	FUNDRAISING	
	PEDIATRIC REHAB	ADULT REHAB	HEALTH SERVICES	ALL ACCESS CLINIC				
Salaries	\$ 352,953	\$ 244,784	\$ 366,030	\$ 25,326	\$ 989,093	\$ 152,974	\$ 93,887	\$ 1,235,954
Payroll taxes	30,320	18,759	24,318	802	74,199	5,675	8,440	88,314
Retirement	3,879	4,398	5,752	-	14,029	7,874	-	21,903
Other Related Expenses	3,466	5,067	6,267	12	14,812	3,400	-	18,212
Professional fees	3,840	140	160	-	4,140	21,492	-	25,632
Client billing fees	30,614	27,466	231	-	58,311	-	-	58,311
Office supplies	2,436	1,909	1,922	276	6,543	3,789	687	11,019
Program supplies	2,413	1,368	3,628	-	7,409	5,045	3,965	16,419
Utilities	5,727	5,576	5,708	558	17,569	6,027	183	23,779
Insurance	3,500	3,063	3,194	1,518	11,275	5,884	1,617	18,776
Repairs and maintenance	2,216	2,856	1,052	-	6,124	35,226	-	41,350
Equipment and pool	179	-	-	-	179	-	-	179
Small equipment	11,204	7,095	18,706	-	37,005	6,201	-	43,206
Rent	44,622	-	-	-	44,622	-	-	44,622
Advertising and marketing	4,633	2,426	1,531	-	8,590	12,789	451	21,830
Dues, memberships, subscriptions	7,017	6,346	9,962	63	23,388	12,086	8,619	44,093
Education	675	4,275	4,894	-	9,844	15,607	470	25,921
Depreciation	1,433	17,953	14,962	-	34,348	3,632	382	38,362
In-kind donations	2,745	-	-	-	2,745	843	1,167	4,755
Credit card fees	1,538	1,653	2,437	-	5,628	1	139	5,768
Bank service charges	-	-	-	-	-	209	-	209
Interest	14,306	22,652	25,021	1,338	63,317	2,873	1,338	67,528
MN Care & sales tax	6,632	6,159	64	-	12,855	12	-	12,867
Subcontractors	8,000	8,000	-	-	16,000	-	-	16,000
TOTAL EXPENSES	\$ 544,348	\$ 391,945	\$ 495,839	\$ 29,893	\$ 1,462,025	\$ 301,639	\$ 121,345	\$ 1,885,009

EXERCISABILITIES, INC.
STATEMENTS OF FINANCIAL POSITION

	December 31,	
	2021	2020
<u>ASSETS</u>		
Cash	\$ 371,821	\$ 350,150
Accounts receivable, net	175,028	166,161
Prepaid expenses	21,248	4,847
Property and equipment, net	1,190,390	1,041,435
Construction in progress	90,265	12,598
TOTAL ASSETS	\$ 1,848,752	\$ 1,575,191
<u>LIABILITIES AND NET ASSETS</u>		
LIABILITIES		
Line of credit	\$ -	\$ 16,873
Accounts payable	44,008	19,504
Accrued liabilities	63,869	85,430
Deferred revenue	4,760	-
Long-term debt, net		
Principal amount	1,095,000	1,017,864
Less unamortized debt issuance costs	(11,483)	-
TOTAL LIABILITIES	1,196,154	1,139,671
NET ASSETS		
Without donor restrictions	637,035	251,676
With donor restrictions	15,563	183,844
TOTAL NET ASSETS	652,598	435,520
TOTAL LIABILITIES AND NET ASSETS	\$ 1,848,752	\$ 1,575,191

Major Donors and Grants over \$1000

Anne E. Becker
Carl and Verna Schmidt Foundation
Carole Achterhoff
Elks Lodge #1091
Hanger Clinic
Harper Family Foundation
Karel M. Weigel
Mayo Clinic
NextFifty Initiative
Otto Bremer Trust
Parkinson's Foundation
Christopher and Dana Reeves Foundation
People's Energy Cooperative
Powers Ventures
Rochester Area Foundation
Sterling State Bank
THINK Bank
Walmart Facility #1971