

# Northwest Center

People of all abilities

Celebrating 50 Years

inclusion  
education  
employment

## Program Highlights

- Successfully transitioned to Greenwood Early Learning Center; **82 children served**
- **18.3% increase** in Seattle job placement; **211% increase** in Spokane job placement
- Provided Early Intervention services to **over 130 children per month** ages birth to 3
- **Worked with over 500** adults with developmental disabilities
- **Provided over 100,000 hours** of job development, job coaching and employment support
- Job coaches provided ongoing support to over **150 clients** in their workplace

# 2014 Annual Report

*When people of all abilities learn and work together, everyone benefits.*

Northwest Center's programs help to address the diverse needs of people with developmental disabilities in our community. Barriers to employment and child care, coordination of quality therapy services, and access to family support resources are all challenges our clients and families face in their daily lives. Your contribution provides critical funding needed to sustain, enhance and grow our programs so that we can reach and serve more individuals, and better serve our clients and their families.

We serve families at every stage of life. Our services provide a long-term partnership of support for individuals and their families- from birth through adulthood.

We never turn a child away. We are one of very few providers who never turn a child away due to the severity of their disability or their family's ability to pay. Your support helps to provide uncompensated early intervention services so that ALL children have access to the most effective therapy tools.

80% of people with a disability say they want to work; fewer than 15% in our state do. Your support helps decrease that gap through additional job coaches, technical support and staffing resources to help educate MORE employers AND place more individuals in paid jobs each year, including School-to-Work programs.

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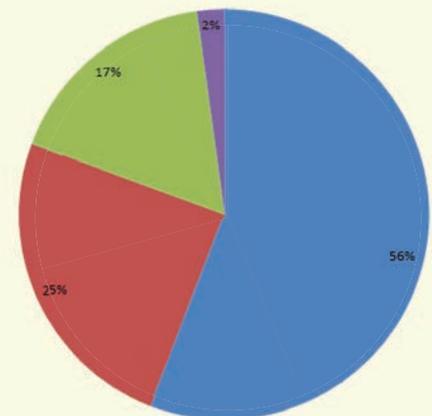
## 2014 Financial Highlights

Total Revenue.....	\$40,467,214
Total Expenses.....	\$39,873,995
Total Program Expenses.....	\$35,913,596
Total Administrative Expenses.....	\$3,960,399
Total Fundraising Expenses.....	\$799,154
Ending Net Assets.....	\$12,881,033

### 2014 Budgeted Revenue Sources

- Program Revenue
- Tuition
- Inclusive Business Enterprise Earnings
- Fundraising and Grants

Northwest Center's financial performance has improved in direct proportion to our commitment to inclusion.



# A Message From CEO, Tom Everill

Northwest Center's financial strength makes the real work of the organization possible - promoting inclusion in the community and changing lives.

Northwest Center Kids has emerged from a year of extraordinary crisis with new leadership, new energy, new determination, and a new level of connection and alignment with Northwest Center as a whole.

The loss of the Queen Anne building that contained so many miracles and so much community for more than 30 years was a devastating blow to the Early Learning program. Yet thanks to our strong Kids leadership team and to the outpouring of support from every Northwest Center division and from virtually the entire community, healing and renewal have progressed in a wonderful way - another great example of the resilience of our organization.

The Early Intervention team weathered a temporary decline in reimbursable referrals early in the year. They responded proactively with increased outreach to peer organizations and referral agencies, and they finish the year with record caseloads.

Meanwhile Northwest Center Employment Services placed and supported more people with disabilities in jobs than any year in our history by a wide margin and generated an operating surplus in the process, thus ensuring continued sustainability and innovation in our approach to inclusion in the workplace.

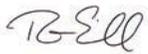
It should be noted that our employment services are producing these extraordinary outcomes while focusing not on job candidates with minor challenges who are relatively easy to place, but rather on candidates with the most severe challenges. This is so consistent with Northwest Center history and values, something to be proud of.

## 2015 - An Opportunity for Leadership

As we look ahead to 2015, our 50th anniversary year, the future of Northwest Center has never looked brighter or more exciting.

The world is shifting towards us, with more companies embracing the value proposition of inclusive workforces, more people with disabilities included in media and entertainment, more conversation among national thought leaders about the benefits of diversity, and consequently more pressure to prepare children and young adults with developmental challenges for a life of full participation in a society that needs them.

As a regional leader in the movement for full inclusion of people with developmental disabilities, Northwest Center is evolving from an isolated "center" that welcomes people ostracized by society, into a "Center of Excellence" that uses its 50 years of expertise to help schools, companies, and communities embrace inclusion effectively so its many benefits can be realized by everyone.



Tom Everill  
President & CEO



Northwest Center  
People of all abilities

## Our Family of Businesses

Our programs thrive through a sustainable combination of net returns from our inclusive businesses, clothing donations, program revenue, and philanthropy.

Northwest Center is one of the largest employers of people with disabilities in our region. Our own businesses demonstrate the power and value of an inclusive workplace. We employ approximately 450 individuals with disabilities within our administrative offices, programs and our commercial businesses which include:

- Assembly and packaging
- Manufacturing of precision magnetic components, transformers and inductors
- Integrated facilities services, janitorial and landscaping
- Commercial grade laundry
- The Big Blue Truck™ collects donated clothing and household items throughout WA State

### Increased Capacity in our Commercial Laundry Creates More Jobs For People of All Abilities



Puget Sound Laundry Services in Kent, WA has dramatically increased its capacity to serve large hotels and healthcare facilities. A recent investment in new equipment including a Kannegiesser continuous batch washer/dryer system and an additional high speed ironer means the commercial laundry can serve more customers and hire more people.

Puget Sound Laundry Services is one of the hallmarks of Northwest Center's Social Enterprise business model. The workforce at the laundry is comprised of people of all abilities and the quality and productivity is a testament to the fact that an inclusive workforce is good for business.

