



DOWN SYNDROME ASSOCIATION OF GREATER TOLEDO

ANNUAL REPORT 2019

PO Box 298, Sylvania, OH 43560 567-742-4004 dsagt.org

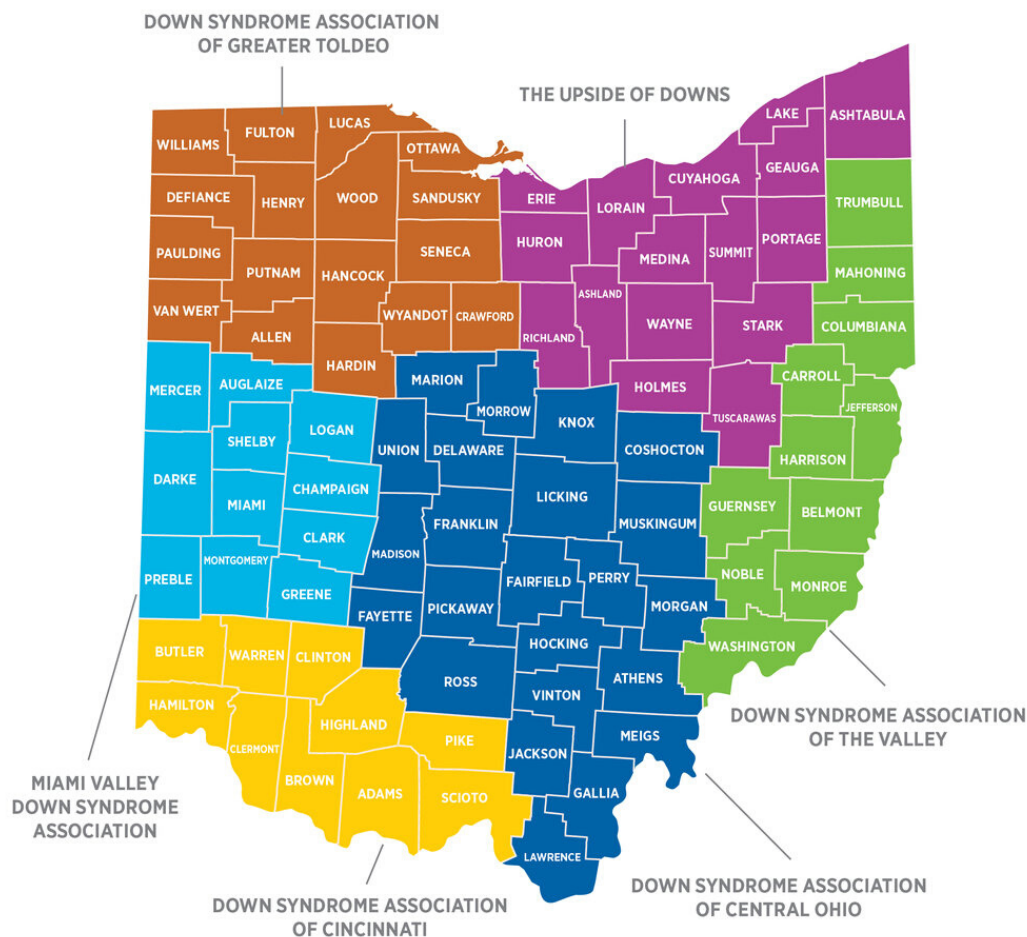
OUR MISSION

Our mission at the Down Syndrome Association of Greater Toledo is to empower all individuals with Down syndrome to achieve their goals and reach their fullest potential by providing support, education and advocacy not only for the individual, but also their families and communities.



Our vision is to build a community where all individuals with Down syndrome are accepted, included, and given limitless opportunities to pursue their dreams as respected members of society.

OUR SERVICE AREA



The Down Syndrome Association of Greater Toledo serves 17 counties across Northwest Ohio and 6 counties in Southern Michigan.

DSAGT Serves an estimated 450 individuals with Down syndrome and thier families.

Leadership

Staff

Krista Huff	Administrative Director
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Hanna Fotsch	Program Director
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Board of Directors

Alexis Eggenberger	Board President
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Philomena Ayers	Immediate Past President
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Caitlin Bainter	Treasurer
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Emily Corfman	Secretary
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TJ Miller	Member at large
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Christine Folley	Member at large
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A MESSAGE FROM THE PRESIDENT

Dear Friends, Advocates, and Supporters:

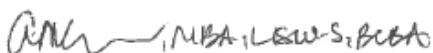
As we reflect on 2019, I am humbled by your generosity. Your financial contributions, donations of time, and kind words over the decades have helped launch us forward to the great Organization we are today. 2019 was filled with record-breaking progress for the Down Syndrome Association of Greater Toledo and I couldn't be prouder to be part of such a wonderful organization.

For the first time in our history, we now have two full-time employees at DSAGT. Hanna Fotsch, Program Director, was hired in the spring of 2019. She brings along a wealth of knowledge and experience related to programming for individuals with Down syndrome, along with a passion that cannot be paralleled. In the fall, we hired Krista Huff, Administrative Director, who previously served as a board member for DSAGT for the past several years. Krista's familiarity with and dedication to our organization, coupled with her strong financial background will undoubtedly lead us to the next stage in our development. I can't wait to see what progress is made over the next twelve months with the help of these wonderful employees.

As you'll see in the following pages, we have increased our operating budget substantially each year, allowing us to serve more individuals with Down syndrome in our community. Through partnerships with local schools, developmental disability services, medical professionals, and advocacy groups, we are constantly increasing our presence in the community. We continue to promote our mission and vision throughout Northwest Ohio and Southeast Michigan with the goal of reaching more individuals and community groups who can benefit from our programs and services.

I would like to extend my sincerest appreciation to our donors and sponsors over the past year. Any gift, no matter how large or small, helps make an impact in our community. Without your contributions of time, finances, physical space, and advocacy for DSAGT, our work would not be possible. We invite all of you to continue on this journey with us as we help our individuals reach their highest potential.

With deepest gratitude,



Alexis Eggenberger, MBA, LISW-S, BCBA
Board President

A YEAR OF CHANGE

We each have had a passion for the Down syndrome community for as long as we can remember. Neither of us had a direct connection to Down syndrome but something inside of our hearts told us we needed to be involved. Thankfully, our lives led us to DSAGT.

In the fall of 2017, Krista joined the Board of Directors. She soon began attending as many DSAGT events as possible. The magic that happens at DSAGT is captivating and she found it was making more of an impact on her than she could ever make on the organization.

Around the same time in 2017, is when Hanna also made a pretty big decision. Stuck in an unfulfilling job, she decided it was time to follow her heart and her passion. She quit her full time job and went back to school so that she could one day have the opportunity to work with individuals with Down syndrome.

She received a research-based Master's of Science degree with a concentration in Recreation Therapy at Clemson University. She noticed a lack of research on friendships and decided it was important to give individuals with Down syndrome their own voice in academic literature, so she decided to center her research around friendships for individuals with Down syndrome.



In early 2018, we both attended the Down Syndrome Affiliates in Action conference together in Denver, Colorado. It was the first time we met and became fast friends bonding over our similarities and our love for DSAGT. At this time, DSAGT was in talks of expanding and hiring a Program and Volunteer Coordinator. We found exactly what we were looking for in Hanna. She was hired in February of 2019 and started full-time in May upon her graduation from Clemson.

Hiring Hanna at the beginning of 2019 wasn't the only big change for DSAGT this year. In June, our Executive Director, Renee Canfield left the Organization due to her family relocating. After months of due diligence and interviews, the board felt Krista would be the best candidate for the job and in turn, made some adjustments to the organizational structure. Hanna was promoted to Program Director and Krista became the new Administrative Director. Together, we divide and conquer to lead the organization as co-leaders.



In our first four months together we survived the Buddy walk, celebrated Down syndrome awareness month, BOOgied the night away at our Halloween dance, saw the opening of Toledo's first Down Syndrome Clinic, and so much more!

2019 was a big year, and we're looking to make 2020 even bigger! Hanna will be focusing on several new and revamped programs and Krista will work on increasing donor support and creating more sustainable and consistent sources of funding. Together we are dedicated to making DSAGT the best that it can be and can't wait for all that's in store!

Krista Huff

Krista Huff
Administrative Director

Hanna Fotsch

Hanna Fotsch
Program Director

2019 AT A GLANCE

\$193K

DOLLARS RAISED

OVER

40

PROGRAMS
AND EVENTS

720

DONORS

150

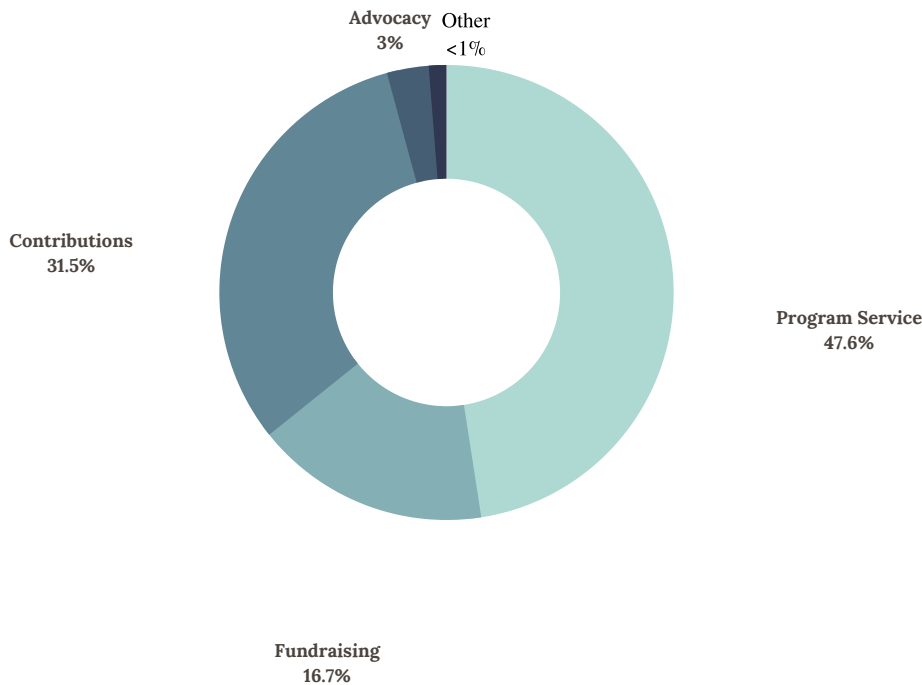
VOLUNTEERS

REVENUE OVERVIEW

The Down Syndrome Association of Greater Toledo had another strong year in fundraising.

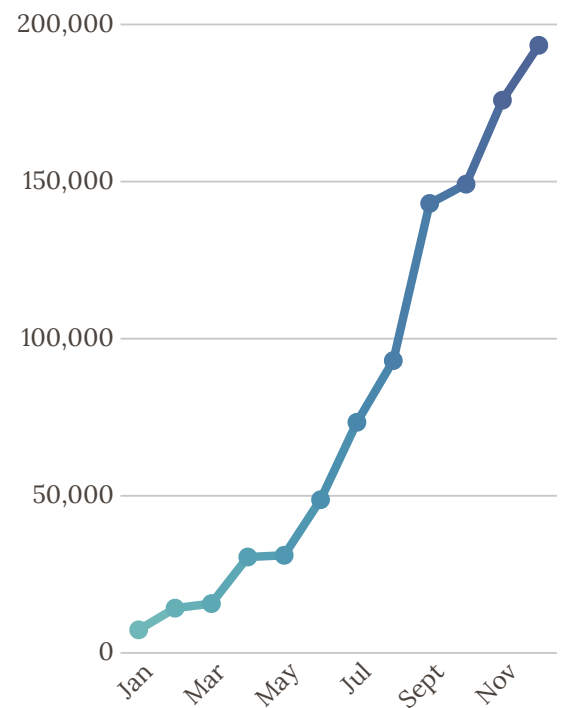
REVENUE PERCENTAGE BY FUNDING SOURCE

Over 90% of DSAGT's revenue comes from individual contributions, with over 50% being raised through the Toledo Buddy Walk.



REVENUE PERCENTAGE BY MONTH

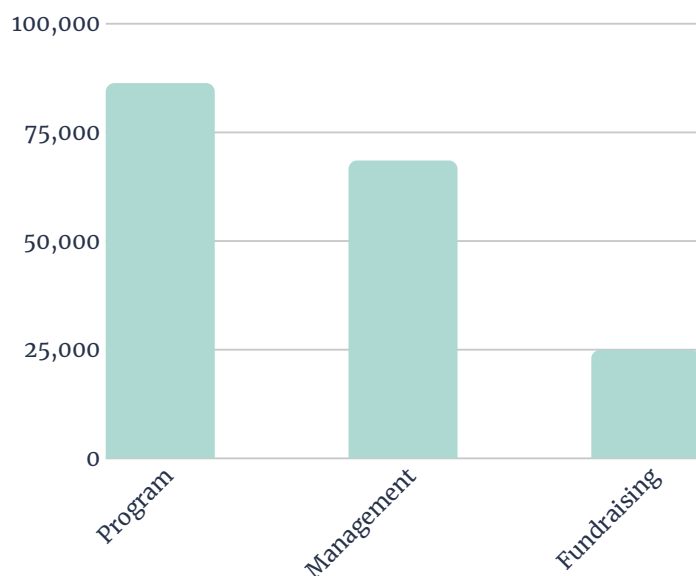
Over 50% of revenues are received in the last 4 months of the year.



-2.5%

Revenue decrease from 2018.

EXPENSE OVERVIEW



FUNCTIONAL EXPENSES

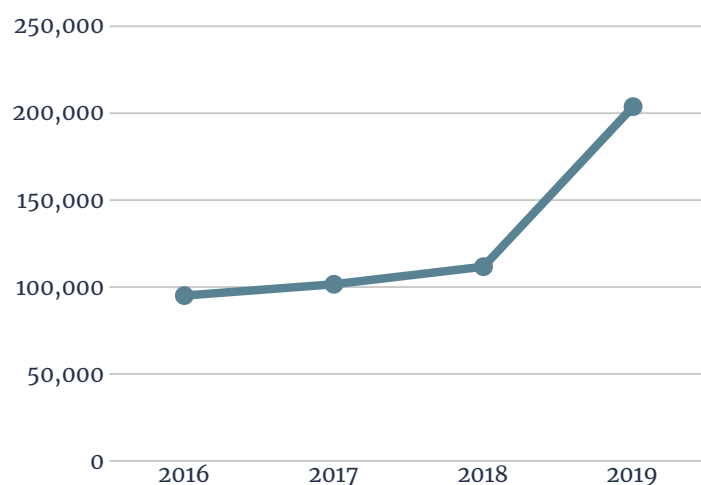
Approx. 48% of expenses are used for DSAGT programming, which includes the Learning Program, Buddy Walk, family outings, Teen events, and more.

About 38% of expenses are for management items, including rent, utilities, insurance, conferences, accounting fees, and website and donor database fees.

Approx. 14% of expense is for fundraising events which include Down for the Ride, Get Dirty for Downs, the DSAGT Golf outing and World Down Syndrome Day.

EXPENSE COMPARISON

DSAGT has seen steady growth over the last 3 years and looks to continue that growth in 2020.



As DSAGT continues to grow, expenses are increasing as are funding needs.

In 2020 our goals to increase revenues include:

- Implementing an annual campaign
- One-on-One meetings with Donors
- Implementing a monthly giving program
- Continue to grow the Toledo Buddy Walk
- Increase sponsorships, particularly with program sponsors



TEARING UP THE TURF GOLF TOURNAMENT

The Down Syndrome Association of Greater Toledo's annual "Tearing UP the Turf" Golf Tournament took place on Saturday, June 15th at Bedford Hills Golf Course. This year's event was sponsored by Dana and Endevis, as well as several hole sponsors.

Over 100 golfers came together to support DSAGT and enjoy a fun day of golfing. There was a silent auction, 50/50 raffle, and more than one ways to win out on the course!

At the beginning of the Tournament, it was announced that next year's golf outing will have a new name. The Danny Celian Memorial Golf Outing. Danny was a very important member and self-advocate of DSAGT, who we devastatingly lost in early 2019. DSAGT is honored to carry on his memory for year's to come.



18TH ANNUAL TOLEDO BUDDY WALK

On September 22, 2019, The Down Syndrome Association of Greater Toledo held its 18th annual Toledo Buddy Walk at the University of Toledo.

In addition to promoting awareness and inclusion for our loved ones with Down syndrome in the greater Toledo area, we also wanted to make it a fun day for the families to come together and connect. Prior to the ceremonial walk, we had carnival games, music and dancing, mascot appearances, 50/50 and basket raffles, as well as inflatables, face painting, and plenty of hot and ready pizza provided by our presenting sponsor Little Caesars.

This year's Buddy Walk was sponsored by The Andersons, Frickers, Inc, Gilmore Jason Mahler, LTD, The Mannik and Smith Group, Mark Feldstein and Associates, The Modene Insurance Group, and Petrie Plumbing.

The Buddy Walk® was established in 1995 by the National Down Syndrome Society to celebrate Down Syndrome Awareness.



"In about August, friends and family start asking about Ace's Buddy Walk! I was unsure if people would remain interested after the first year or two, yet it has continued to be a way for everyone to show their love and support for our little guy. The Buddy Walk is a fun tradition and the joy we all feel surrounded by individuals with Down syndrome and their families on that day is amazing! It has also proven to be an excellent way for Ace's siblings and their friends to volunteer their time and interact with some pretty awesome individuals rocking extra chromosomes!"

-Team AllaboutthatAce



BABY TODDLER GROUP

At DSAGT we strive to educate and share up-to-date and relevant information to our families, medical professionals, and community partners. At Baby Toddler group, we're able to bring in licensed professionals to cover a variety of topics pertaining to the development, health, and long-term success of babies and toddlers with Down syndrome.

It's our goal that the parents leave the group with tangible and easy to follow - steps to help their children grow and succeed at home and prepare them for school. It's also a great way for new parents to connect to other families!

"The Baby/Toddler group was a great opportunity to connect with other parents and we learned many different ways we can work with Baby Quinn to strengthen her neck and core body. Mena did a wonderful job of demonstrating some of the different exercises and we really enjoyed the whole experience."

-The Liptack Family



The Learning Program

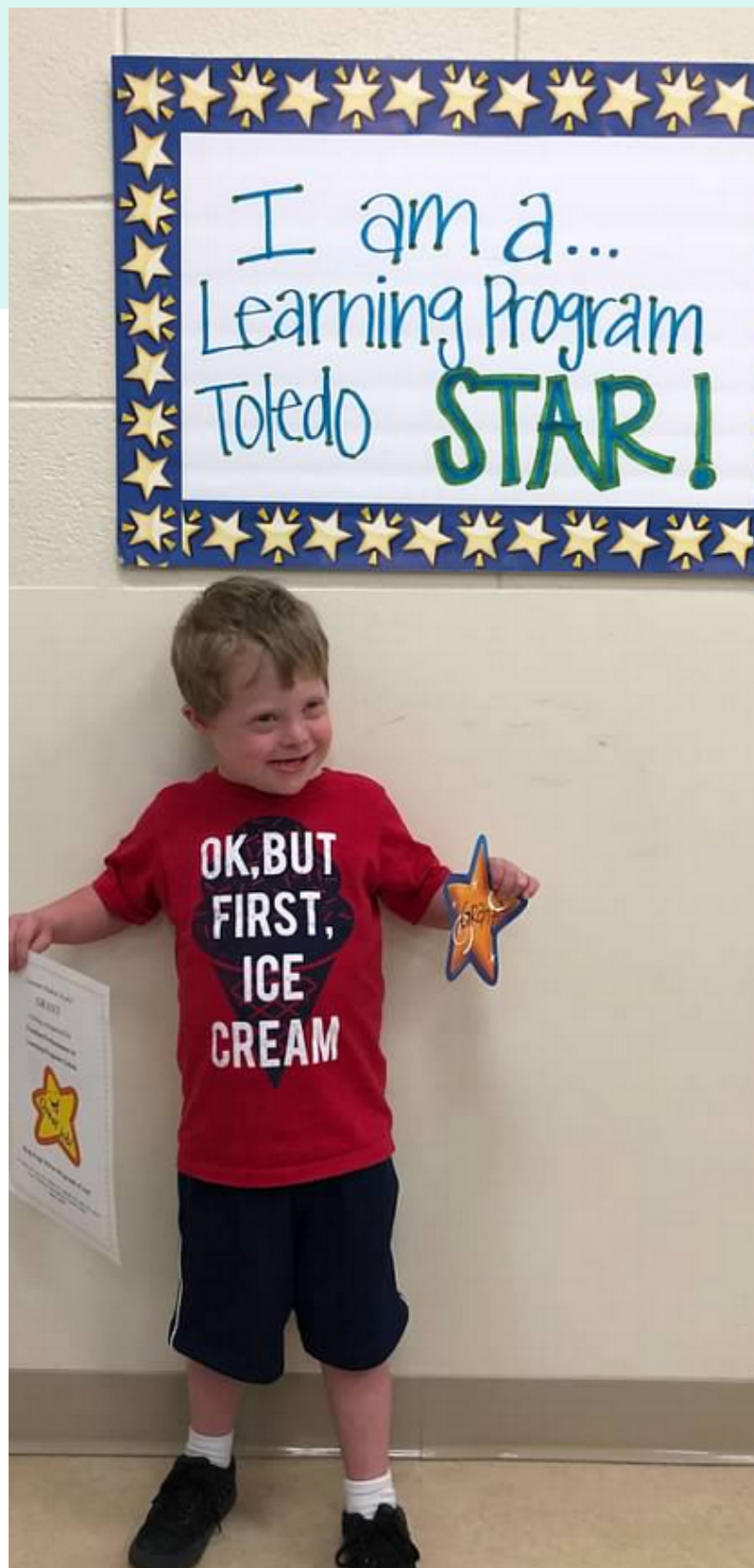
The 2018-2019 session of the Learning Program was another successful year. Each one of the children who participated made wonderful progress! Once a month, alongside their peers, they would rotate through stations practicing their speech, math skills, reading, and fine motor skills. While they were learning, so were their parents, on how best to teach their children so that they can learn easier.

DSAGT is the only Down Syndrome Association in the state of Ohio to offer the Learning Program in-person. Not only that, but DSAGT also covers over 70% of the cost of the program, so that money is never a barrier for entry into the program.

The Learning Program is a research-based supplemental education program that originated in the Down Syndrome Association of Orange County.

"It is priceless from a parents perspective. From a parent leader, the program is informative and helpful in navigating through our kiddos challenges in our education system so they are as successful as they SHOULD be. And will exceed expectations.."

-Donna Hatch, Parent Leader and Learning Program Alum



Teen & Young Adult Program



2019 was another fun year for the DSAGT teens and young adults. They attended a Valentines dance, Summer luau and a spooktacular Halloween dance. DSAGT was also able to partner with the Promedica EBID institute to offer our young adults a Cooking Matters class. Participants learned basic cooking and kitchen skills, as well as an emphasis on nutrition, in this 6 week course.

In addition to these great events, many of the teens and young adults join their families at the DSAGT social gatherings and other events throughout the year!

Family Gatherings



DSAGT families partook in several social gatherings and outings during 2019. At the beginning of the year DSAGT families caught an exciting Toledo Walleye game down at the Huntington center. Spring was welcomed with a Family party filled with friends, an easter egg hunt, and visits with the Easter Bunny. In the summer our families enjoyed a day at the Fifth Third Field for a Mudhens game. This past October, our families spent a beautiful fall day at Fleitz Farm, where they enjoyed hay rides, corn mazes, warm fresh donuts, and lots of pumpkins! Our last event of the year our families celebrated the holiday season at our annual holiday season. Following a hot lunch, Santa gave presents provided by Mannik Smith Group!

2019 Sponsors

Thank you to all of our 2019 sponsors, donors, and many other supporters!

