



ANNUAL REPORT 2017

Serving people with special needs by empowering them to realize their full potential.



TradeWinds Services 3198 East 83rd Place Merrillville, IN 46410

In 2017 TradeWinds celebrated 50 Years of serving the Northwest Indiana community. With support from several local sponsors and built by IKORCC, TradeWinds Pirate Ship Winning Spirit was "launched" at the annual Gala.

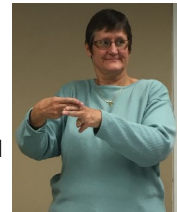


Sign Shop

In 2017 more than 200 customers were served, both new and repeat business providing quality work and service. INDOT extended their contract with new **vehicle wraps**. Additional core business included **signage & banners** for realtors, construction, events and more.

Deaf Services

Sign Language Classes – increased amount of classes.



Interpreting Services

Case Management

Work Solutions/ Employment Services

Growing partnerships for situational assessments and trial work experiences provided 81 referrals and 19 job placements of individuals with disabilities.

The Chicago Lighthouse Low Vision Clinic

Increasing the number of days per month the Chicago Lighthouse for the Blind is providing services to more Northwest Indiana residents at the TradeWinds facility.

Pre-vocational Services at TradeWinds Industries



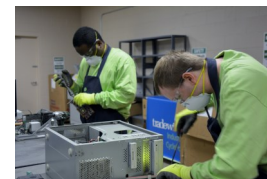
Sewing Manufacturing

255,000 garments were produced in 2017 for the **Dept of Defense** and other **local commercial companies** which included coveralls, Chef coats, smocks, canvas bags and pouches. New offering of free industrial sewing classes to individuals with disabilities.



Packaging & Assembly

2,155,140 packages & assembled parts were produced in 2017 serving 11 customers. New jobs included sorting candy by flavor, packaging Guitar/Uke picks, make-up sponges, assembling necklaces, packaging shelving clips, assembling stamp blocks and more.



Electronic Recycling

74,500 lbs of electronic waste was processed over 9 months. After review, a decision was made to focus our resources on our other core services. A **janitorial training program** began in April, and the recycling program was discontinued.

Race/Ethnicity

African American	53%
Caucasian	36%
Hispanic/Latino	9%
Multiracial, Asian/Pacific Islander, Other	2%

Gender

Female	47%
Male	53%

Economic Status

Income \$0 - \$20,000	71%
Income \$20,000 - \$30,000	22%
Income over \$30,000	7%

836 Children & Adults Served by Residence

Gary	36%
Merrillville	11%
Crown Point	8%
Hammond / Whiting	7%
East Chicago	7%
Hobart / Lake Station	7%
Valparaiso / Portage / Other Porter Co	6%
Dyer / Schererville / St. John	5%
Griffith / Highland / Munster	5%
LaPorte County	3%
Cedar Lake / Lowell	2%
Other Indiana Counties	1%
Out of State / Unknown	2%

Children Services



Childcare

Geminus Head Start Preschool & Early Head Start programs increased by 10 children with maximum classroom enrollment. Increased one-to-one service for children with severe diagnosed disabilities. Continued to offer respite services for children.

Speech & Occupational Therapy

With the addition of another therapist TradeWinds is able to provide more services.



Summer Camp

Community-based action-packed program for children of all abilities ages K to 12. Daily fun includes trips to the waterpark, bowling, arts & crafts, plays and much more.

Adult Services

ADAPT— Adult Day Activity Program & Training

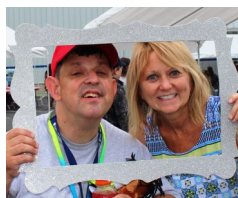


The ADAPT program offers a wide range of activities in the classroom along with providing the opportunity to socialize with others in a safe, monitored, caring and supportive environment. Daily classroom activities plus community outings to the festivals, parks, bowling, restaurants, baseball games, and other events.

Residential Services

In January a new group home was opened transitioning from an older home. All 6 Group Homes were at or near capacity. All Supported Living facilities were at capacity while searching for new facilities to purchase.

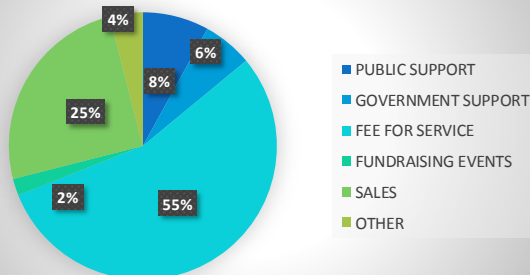
Respite Care



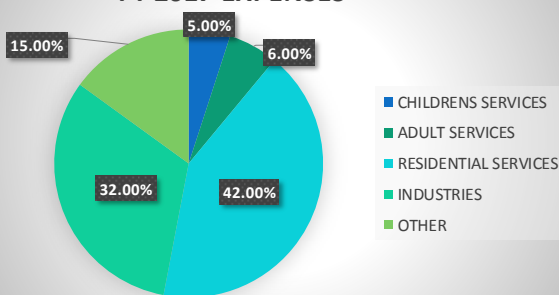
TradeWinds offers caregivers the opportunity for a short-term break a minimum of 3 hours to overnight in their home, TradeWinds' newly remodeled respite apartment, or in the community.



FY 2017 REVENUES



FY 2017 EXPENSES



FINANCIAL POSITION

as of June 30, 2017

CURRENT ASSETS
\$1,617,849
OTHER ASSETS
\$8,086,975
RESTRICTED ASSETS
\$2,700,640
TOTAL ASSETS
\$12,405,464
CURRENT LIABILITIES
\$952,356
LONG TERM DEBT & OTHER LIABILITIES
\$3,026,827
UNRESTRICTED NET ASSETS
\$6,075,305
TEMPORARILY AND PERMANENTLY RESTRICTED NET ASSETS
\$2,350,976
TOTAL LIABILITIES AND NET ASSETS
\$12,405,464



3198 East 83rd Place
Merrillville, IN 46410

Ph: 219-945-0100
Fax: 219-940-3369

www.tradewindsnwi.org