



ANNUAL REPORT FY2018

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



TradeWinds Services 3198 East 83rd Place Merrillville, IN 46410

Continuing to celebrate serving the Northwest Indiana community for over 50 years, TradeWinds Believe & Achieve Choir was invited to sing at many community events including singing the National Anthem at the local Railcats baseball game.

TradeWinds has also participated in several local community parades with our pirate ship Winning Spirit.

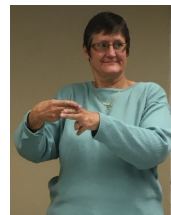
Sign Shop



In FY2018 more than **215 customers** were served, both new and repeat business, providing quality work and service. In addition to the core business of realtors, construction, and events, our sign shop provided many new businesses with signage; new vehicle wraps for Boys & Girls Clubs of NW Indiana and signs for the Special Olympics 50th Anniversary. In March 2018 joined the Allied Printing Trades Council Local #67.

Deaf Services

- * **Sign Language Classes for**
Beginners
Sign Language II
Children



- * **Interpreting Services**

- * **Case Management**

Employment Services

Expanded community outreach with **new Lunch & Learn** program to educate local businesses about employing people with disabilities. Community business partnerships for situational assessments, trial work experiences and job placements increased to 62 partners for the year. Referrals and job placements of people with disabilities **increased by 80%** from FY2017.

The Chicago Lighthouse Low Vision Clinic

The Chicago Lighthouse for the Blind hosts a Low Vision Products Road Show at TradeWinds facility twice a year. Northwest Indiana residents can learn about state of the art technology, test new products, and receive training from experts who can advise on the right tools to improve daily life.

Pre-Vocational Services at TradeWinds Industries



Sewing Manufacturing

247,925 garments were produced in 2018 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 for transitioning into our workforce.

Packaging & Assembly



3,550,223 packages & assembled parts were produced in 2018 serving 10 customers. New jobs included assembling marketing material, nuts & bolts, electronic parts, sorting candy by flavor, packaging Guitar/Uke picks, packaging shelving clips, assembling stamp blocks and more.

Pre-Vocational Training



Pre-Vocational curriculum covers training many areas including **hotel house-keeping, general clerical, health & safety, janitorial, grocery store** communication development, social skills, etc.

Race/Ethnicity		877 Children & Adults Served by Residence	
African American	56%	Gary	39%
Caucasian	32%	Merrillville	11%
Hispanic/Latino	8%	Crown Point	8%
Multiracial, Asian/Pacific Islander, Other	2%	Hammond / Whiting	8%
Unknown	2%	East Chicago	7%
Gender		Hobart / Lake Station	7%
Female	41%	St. John / Schererville / Dyer	5%
Male	59%	Griffith / Munster / Highland	4%
Economic Status		Valparaiso / Portage / Other Porter Co	4%
Income \$0 - \$20,000	70%	LaPorte County	3%
Income \$20,000 - \$30,000	19%	Cedar Lake / Lowell	2%
Income over \$30,000	11%	Other Indiana Counties	1%
		Out of State / Unknown	1%

Children Services

Childcare



TradeWinds offers Geminus Head Start Preschool & Early Head Start programs, along with TradeWinds specialized care, for children of all abilities, infants to 6 years, with individualized plans, specialized support & nursing staff on premises.

Began summer planting project in 2018 to learn about caring for vegetable plants & healthy eating.



Speech & Occupational Therapy

Provides diagnostic & therapeutic services in individual, classroom, & small group settings in accordance to IEP goals. Perform evaluations to provide assessments of students to determine their functional levels and identify special needs.



Summer Camp for All Abilities

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

Adult Services

ADAPT— Adult Day Activity Program & Training



With onsite nursing staff & case management the ADAPT program offers a wide range of activities in a safe environment. Daily classroom activities plus community outings to parks, recreational, festivals, restaurants, etc. With continued growth another room was added this year for a total of 5 ADAPT classrooms. The ADAPT classrooms also began a summer planting project to learn about caring for vegetable plants & healthy eating.

Residential Services

Purchased 5 ground floor apartments in Hobart adding 21 additional units to the existing 6 group homes and 20 Supported Living facilities.

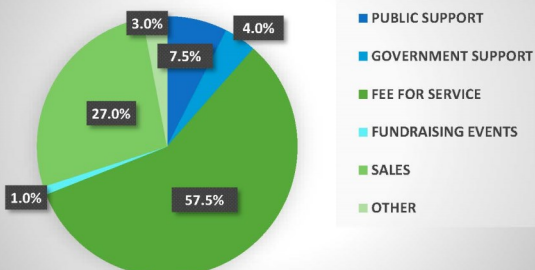
Respite Care



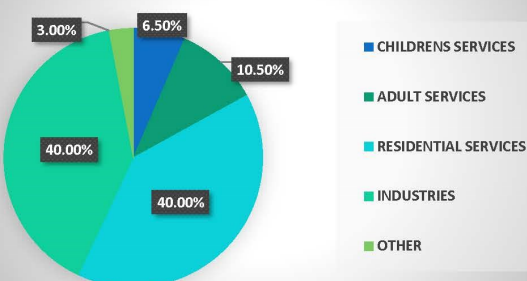
Services offer caregivers the opportunity for a short-term break of a minimum of 3 hours to overnight in their home, the TradeWinds' respite apartment, or outings in the community.



FY 2018 REVENUES



FY 2018 EXPENSES



FINANCIAL POSITION

as of June 30, 2018

CURRENT ASSETS
\$1,794,030
OTHER ASSETS
\$8,842,400
RESTRICTED ASSETS
\$2,753,400
TOTAL ASSETS
\$13,389,830

CURRENT LIABILITIES
\$1,138,370
LONG TERM DEBT & OTHER LIABILITIES
\$3,174,976
UNRESTRICTED NET ASSETS
\$6,723,066
TEMPORARILY AND PERMANENTLY RESTRICTED NET ASSETS
\$2,353,418
TOTAL LIABILITIES AND NET ASSETS
\$13,389,830