

TradeWinds Services, 3198 East 83rd Place, Merrillville, IN 46410

219-945-0100

www.tradewindsnwi.org

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

TradeWinds has been serving the Northwest Indiana community for over 50 years.

TradeWinds provided services for 707 individuals. Services are provided to children of all abilities, ages 6 weeks to 6 years, many who have developmental, behavioral, physical, and/or healthcare needs; and adults 18 years to seniors with developmental and physical disabilities.



707 CHILDREN & ADULTS SERVED IN FY2021

Race/Ethnicity

African American	47%
Caucasian	37%
Hispanic/Latino	14%
Multiracial, Asian/Pacific Islander, Other	1%
Unknown	1%

Gender

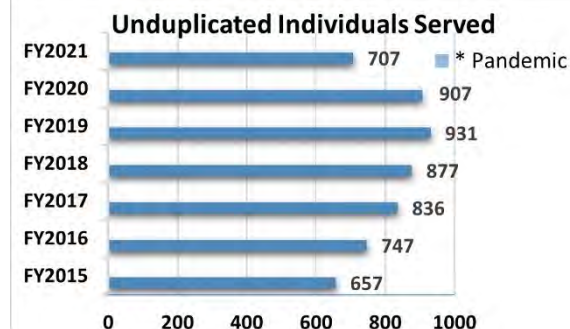
Female	40%
Male	60%

Economic Status

Income \$0 - \$20,000	64%
Income \$20,000 - \$30,000	24%
Income over \$30,000	12%

Residence

Gary	25%
Hammond/Whiting	14%
Merrillville	12%
Hobart / Lake Station	10%
Crown Point	9%
St. John / Schererville / Dyer	6%
Valparaiso / Portage / Other Porter Co	6%
East Chicago	5%
Griffith / Munster / Highland	5%
Cedar Lake / Lowell	3%
Other Indiana Counties	2%
Out of State / Unknown	2%
LaPorte County	1%



TRADEWINDS EXECUTIVE TEAM

Jon Gold, CEO

Lisa Tatina
Director of Development & Marketing

Jamie Peyton
Accounting/QA Director

Lynn Strohl
*Director of Industries &
Pre-Vocational Services,
General Manager Sign Shop*

Lisa Previs
Director of Programs

Vernita Johnson-Macklin
Director of Human Resources

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ANNUAL CORPORATE SPONSORS FOR 2021

Presenting Sponsor

Strack & VanTil Food Market

Major Sponsors

First Midwest Bank
Horseshoe Hammond
The Times Media Company

Partner Sponsors

Community Healthcare Systems
DMS / Building Indiana
First Financial Bankcorp
Hammond Urban Enterprise Assoc.
Laborers Local #41
NIPSCO
Gary SouthShore Railcats
Steel Cities Steels, Inc.

Patron Sponsor

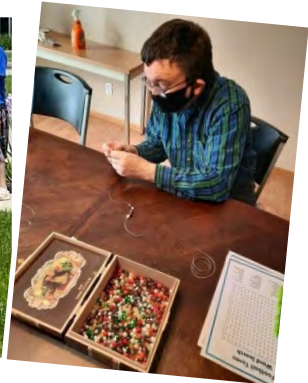
MortarNet Solutions

The Covid-19 Pandemic did not stop everything at TradeWinds.

We Pivoted!

Even though we had to postpone or cancel many of our major fundraisers and events, we continued throughout the pandemic providing the best life possible for our participants.

We protected our participants for periods with stay-at-home orders and brought activities to the group homes...outdoors activities like playing basketball, cookouts with housemates, arts & crafts, and planting new gardens.



When the virus in the community began to improve, we slowly started to return participants to TradeWinds' main center for pre-vocational jobs, classroom training, and social interaction. Precautionary protocols were in place such as mask requirements, social distancing, daily temperature checks for all entering the building, group arrival times, lunchtimes and departures were modified for social distancing, extra and enhanced janitorial cleaning in all areas every day, and continued emphasis on maintaining good health practices throughout the center.



In the fall and winter, we began having more small and socially distanced group activities at the center, including a Costume Party & Haunted House for Halloween and a Christmas party for Child Care with a zoom visit from Santa.



Our Child Care remained open as an essential service for parents who needed to work.



Childrens Services

Child Care for All Abilities



TradeWinds promotes early childhood development and school readiness for children of all abilities from infants to 6 years.

Our Child Care offers specialized care with an emphasis on those who have developmental, behavioral, physical, and/or healthcare needs, providing individualized plans, with specialized support & nursing staff on-premises.

A safe, caring learning environment, our facility remained open throughout the pandemic. There were extra protocols implemented with limited access to our Child Care wing, daily temperature checks and masks required, social distancing in all classrooms, individualized learning materials, increased lunch/snack protocols, enhanced daily janitorial cleaning, and extra hand sanitizer in all classrooms.



TradeWinds has been a Geminus Early Head Start partner for over 7 years.



e-Learning Support Lab



A new addition to our services, due to the pandemic, was an e-Learning Support Lab at our main center for school-age children with differing abilities. Many parents had concerns about their children returning to school and in-person learning. We provided a safe learning environment for those with underlying health concerns.

TradeWinds support staff provided guidance to keep the children on track with teacher appointments, lessons, and assignments. At various times there were up to 20 students attending the support lab. All the students who attended our e-Learning support lab had a successful year and were promoted to the next grade level.



Summer & Functional Skills Camps for All Abilities



We modified our Summer & Functional Skills Camps for local children of differing abilities with social distancing activities, and the CDC & State of Indiana recommended health & safety protocols. Limiting attendance helped with social distancing activities & transportation.

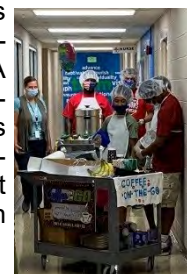
The Summer campers (ages 6-12) spent a lot of time outdoors. They visited some community businesses that remained open for fun activities such as mini-golf and go-carting, and learning experiences at the Indiana Visitors Center, Hobart Humane Society, and the Challenger Center – an educational center in Hammond.

They had many days at our off-site garden and its new picnic shelter. This location has a huge yard where they could play outdoor games with water blasters & balloons, learn about gardening and healthy eating. They had brown bag lunch picnics and occasional cookouts. There were visits from the Hobart Fire Department with their company dog and the big fire truck, the Hobart Police department with K-9 "Scout"; enjoyed weekly arts & craft projects and outdoor karate, and dance classes.



In 2020, the Functional Skills Camp was a new addition to our summer program for youth ages 13-17 who have mild/moderate intellectual disabilities. Especially those who may not be eligible for extended year school service, appropriate for traditional summer school, or unable to afford private tutoring. This program helps bridge the gap during the two-month summer vacation

period providing consistent practice to build and retain skills. With fun activities similar to the younger Summer campers, this group also learned life skills such as money management, pet care, career exploration, healthy eating, cooking & shopping. A few of the career exploration learning experiences included visits to local businesses such as an automotive service shop, carpenters union, & a garden store, learning about owning a business, and running their own weekly "Coffee Cart" at TradeWinds.



Speech & Occupational Therapy

Providing in-person diagnostic & therapeutic services in local classrooms did not happen for many months because of the pandemic. However, through technology, our therapists were able to assist children via zoom sessions. They were able to perform evaluations to provide assessments of students to determine therapy needs.

Adult Services

ADAPT—Adult Day Activity Program & Training



With onsite nursing staff, case management, and adaptive therapy available, the ADAPT program offers a wide range of activities in a safe environment.



As we navigated the pandemic, we limited community outings to outdoor activities with small groups such as picnics, visits to our off-site garden and parks.



Classroom activities included arts & crafts, games, puzzles, movie days, karaoke and dancing.



Community outings to festivals, movie theaters, restaurants, etc. will return with improvements in the pandemic, keeping our participants safe.

The ADAPT classrooms activities also continued the summer planting project with patio gardens at our main facility. This outdoor activity was a learning experience caring for flowers, vegetable plants, watching them grow, enjoying the beauty, helping harvest, and eating healthy fresh vegetables.



Respite Care



Respite services offer caregivers the opportunity for a short-term break of a minimum of 3 hours to overnight in their home, at the TradeWinds' respite apartment, or outings in the community. Our respite services continue to grow with more than 28 participants using the services.

Residential Services

Each of our 6 residential homes feature single or shared bedrooms (options vary depending on location), bath facilities, plus a full eat-in kitchen, laundry room. Common areas both indoors & out for relaxing and socializing with family and friends.



All residents participate in essential daily living tasks based on ability, learning the skills necessary to do laundry, cook, clean and generally maintain their home.

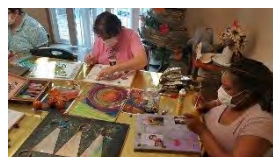
Trained staff members are always on site to help residents develop independent living skills, and comprehensive medical care is available around the clock with TradeWinds' dedicated Residential Nursing program.

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Our Supported Living apartments provide semi-independent residential living for adults, 18 & over, fostering self-sufficiency. TradeWinds provides the support needed to thrive in community. Trained staff assist with a wide range of services based on individualized plans to address specific issues related to health and safety such as assisting with finances & maintenance of records, scheduling appointments, providing/arranging transportation, and other daily life skills.

When it's time to relax, Group Home & Supported Living residents enjoy a variety of home activities that include watching TV, reading, listening to music, video games, crafts, playing cards, board games, and outdoor activities.



Regular community outings were limited as precaution for the safety of our residents. Each home does have dedicated transportation to be used for community outings such as errands to the bank or post office, medical appointments, & recreational activities to restaurants, shopping, bowling, picnics, local concerts, theater performances, & community dances & festivals. The activities will return when possible.

Volunteer opportunities are available to help maintain and beautify the homes and apartments; with 6 group homes and 35 supported living facilities there is always a lot to do.

## Sign Shop



With over 30 years of experience producing high-quality work, TradeWinds Sign Shop provides training and job opportunities for people with disabilities.

A wide range of products includes vehicle graphics, decals, wraps & lettering; indoor/outdoor signage for realtors, construction, golf, trade & community events; window graphics, lettering, & decals; and custom printed clothing for teams & businesses.

As an essential business, TradeWinds Sign Shop remained open for business from the beginning of the pandemic producing emergency canopy tents, signage, flags & decals for open businesses, custom logo PPE masks, & graduation yard signs and banners.

TradeWinds is a proud member of the Allied Printing Trades Council Local #67.

## The Chicago Lighthouse Low Vision Clinic

The Chicago Lighthouse for the Blind provides low vision clinic services to NW Indiana residents by appointment bi-monthly at TradeWinds building in Merrillville. The pandemic postponed the twice a year Low Vision Products Road Show hosted at TradeWinds facility, as well as in-person office visits. The semi-annual road show is free to the public displaying state of the art technology and new products. Local residents can receive training from experts who can advise on the right tools to improve daily life.

## Deaf Services



TradeWinds Deaf Services provides support, education, advocacy & access to technology for individuals & families faced with issues related to hearing loss.

The pandemic was especially difficult for our Deaf Services clients, PPE masks makes communication more difficult as facial expressions are a large part of communication.

Although Sign Language classes were postponed throughout most of the year because of the pandemic, our staff continued to provide interpreting services and case management.

## Employment Services



Community outreach was one-to-one with businesses during this past year as we postponed the in-person quarterly **Lunch & Learn** program. Our Community Liaison educated local businesses and non-profit organizations on the benefits of employing people with disabilities, and the services we provide.

The Employment Services team has regular professional training that focuses on state standards to serve clients designated as Most Significant Disabled (MSD) with new opportunities and challenges for referrals & job placements. Long-lasting partnerships were created to provide situational assessments, trial work experiences, & job placements.

## **TradeWinds Industries & Pre-Vocational Services**



### Sewing Manufacturing

**SUPPORTING OUR TROOPS EVERY DAY!**

**Over 460,200 garments** were produced & shipped for the **Dept of Defense** and other **local commercial companies**.



Cutting, sewing, folding, packing & shipping garments that include coveralls, Chef coats, smocks, canvas bags & pouches. Our Sewing Manufacturing team continued to help fight COVID-19 producing PPE for 49 local hospitals, medical offices, and First Responders in 4 different states. The team produced over **161,300 PPE gowns**.

### Packaging & Assembly

**1,074,997 units were packaged & assembled** in 2021 serving **10** different customers.

New and continuing jobs included assembling hydraulic repair kits, Loopy cases, packaging BBQ seasonings, sorting candy by flavor, packaging Guitar/Uke picks, trimming & packaging Croakies, and more.



### Pre-Vocational Training

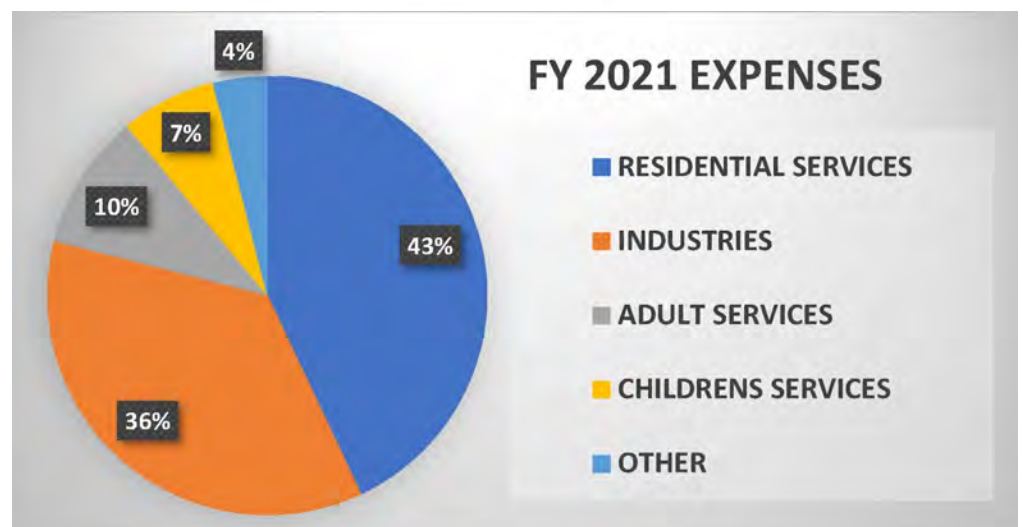
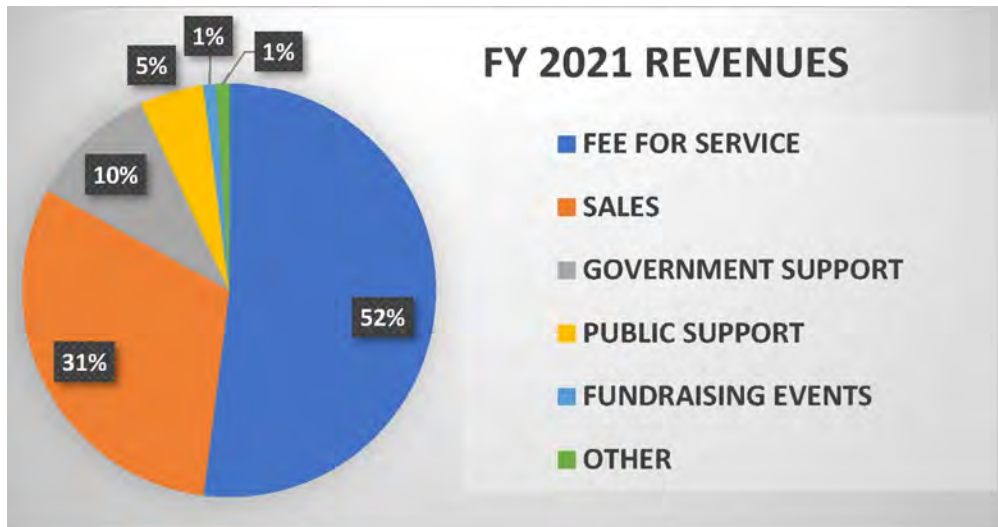
The Pre-Vocational curriculum covers training in many areas including communication development, social skills, transferable job skills, etc.

Our volunteer group has been working in the community at a variety of local businesses applying their job skills in a business setting. This group has been well received and are becoming ambassadors for TradeWinds.

## Fiscal Year ending June 30, 2021

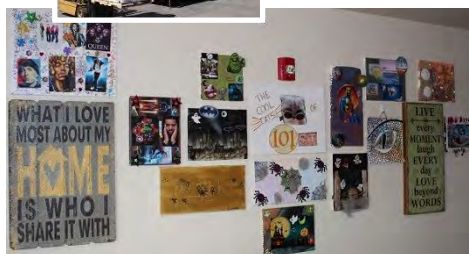
|                                         |
|-----------------------------------------|
| <b>CURRENT ASSETS</b><br>\$2,888,850    |
| <b>OTHER ASSETS</b><br>\$8,190,390      |
| <b>RESTRICTED ASSETS</b><br>\$5,209,969 |
| <b>TOTAL ASSETS</b><br>\$16,289,209     |

|                                                                             |
|-----------------------------------------------------------------------------|
| <b>CURRENT LIABILITIES</b><br>\$1,229,896                                   |
| <b>LONG TERM DEBT &amp;<br/>OTHER LIABILITIES</b><br>\$1,026,136            |
| <b>UNRESTRICTED NET ASSETS</b><br>\$11,672,257                              |
| <b>TEMPORARILY AND PERMANENTLY<br/>RESTRICTED NET ASSETS</b><br>\$2,360,920 |
| <b>TOTAL LIABILITIES AND NET ASSETS</b><br>\$16,289,209                     |



thank you!

Those who donated their time & talents, food, meals & treats, gifts & gift cards, cleaning supplies, masks, hand sanitizer, soap, sanitizing wipes, household items, activity items, generous monetary donations, and so much more.



**VOLUNTEERS  
MAKE A  
DIFFERENCE.**