

**Donate. Volunteer. Advocate.**

# **Courage Center**

# **2007**

## Annual Summary

“There are many worthy organizations out there, but in my opinion, none that provides a more important service or that does it better than Courage Center. It’s a tremendous resource to the community.”

– Russ Lindquist, donor,  
volunteer and past board chairman

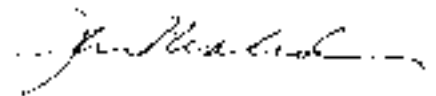
## Donate. Volunteer. Advocate.

“I simply would not be able to perform my job if it had not been for the help I received at Courage Center. And looking forward, my condition is progressive...it means a lot to know that Courage Center will be there for me in the future, too.”

— Jessica Hagenah, client

These three words are vitally important to Courage Center. As a nonprofit organization, we rely on the generosity of individual, foundation, corporate and United Way donors who contribute up to one third of our operating budget each year. We also rely on thousands of individual, group and corporate volunteers who enable us to continue to offer our comprehensive range of programs and services. We rely on our grassroots community advocates who eloquently share their success stories, helping Courage Center showcase to legislators and public officials who we are and why, for 80 years, we've been an important community resource.

While we depend on many individuals to meet our mission, the lines between roles often blur. Employees are also donors who advocate and volunteer. Some of our board members are also active volunteers in our programs often with their families. Clients benefit from our services and want to give back by volunteering or advocating. Volunteers learn how important Courage Center is to clients and become donors and sometimes even employees. This circle of giving truly shows our commitment to one of our core values – we call it ‘the generous spirit.’

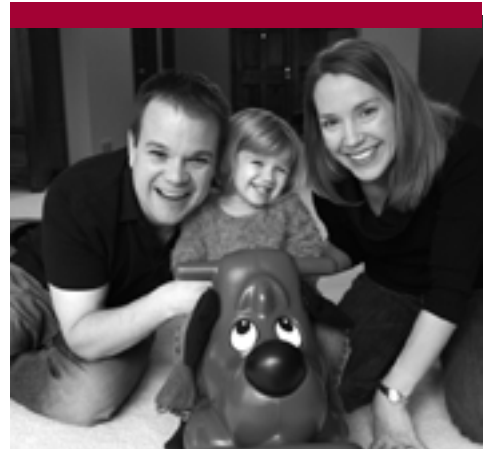


Jan Malcolm, CEO



“If I see someone is undecided about volunteering – especially for an organization such as Courage Center – I say, ‘Jump in! You’re going to meet wonderful people, do great things and have fun.’ People don’t realize how much they get back from volunteering and following their passion. It’s way more than we give.”

– Greg Wallace, board member,  
donor, volunteer



“They have an extraordinary ability to match people with opportunities so that everyone wins... All you need to make the volunteer experience rewarding for yourself is to believe in Courage Center’s mission.”

– Jackie Fallenstein, board member,  
volunteer, donor



“It was really tough to know how to move on. I talked to the [nursing] home’s social worker, but we didn’t seem to make any progress until I was referred to Courage Center...and connected with Dennis Smalley...he really got the ball rolling [to move me out of the nursing home].”

– Roosevelt Rhines, client  
Relocation Service Coordination Program

“Imagine being able to give to the community by doing something you love. It doesn’t get any better than that.”

– John Fallenstein, volunteer, donor

# 2007 Courage Center Program Highlights

## Client Services

**Courage Center receives three-year accreditation from the Commission on Accreditation of Rehabilitation Facilities (CARF).**

The report says Courage Center demonstrates exemplary conformance in its outstanding volunteer program, state-of-the-art assistive technology lab, and the organization's profound respect for and appreciation of persons served, as demonstrated by routine use of person-first language.



**Physician Clinic added.** Physician services are now available at Courage Center through Rehabilitation Medicine Associates, an experienced team of Physical Medicine and Rehabilitation physicians. They are (pictured above) Jackie Kawiecki, MD, Bonnie Warhol, MD, and Pat Stewart, DO.

**Drivers Assessment & Training expands to eight locations.** Our comprehensive driver's training offers occupational therapy assessment and behind-the-wheel instruction geared to individual needs and abilities of younger adults with disabilities and seniors. Services are available in Golden Valley, Stillwater, Burnsville, Forest Lake, Duluth, Monticello, Rochester and Spring Lake Park.

**Cutting edge technology gives therapists more tools to increase clients' independence.** Courage Center continues to offer innovative, cutting-edge tools in its rehabilitation therapy programs in the metro area. Recent additions include Bioness electrical stimulation, Functional Electrical Stimulation (FES) bikes in more locations, and biofeedback for pain management.

**A new Paralympic Sports Camp** brought national sports experts to Camp Courage to teach teens with disabilities paralympic sports. Activities included archery, basketball, tennis, kayaking, sailing, bocce ball, water skiing, swimming, track & field and more.

**Courage Center's Rolling Twins are World Champs second consecutive year.** The team came in first at the 7th annual Major League Wheelchair Softball Tournament at Shea Stadium in New York.

**Courage Center Duluth expands programming through partnership with Center for Academic and Career Advising and the Disability Support Services at the University of Wisconsin – Superior.** The UWS ABILITIES, a student disability campus services group agreed to purchase facility time for Courage Center Duluth to run programs such as sled hockey and ice skating, indoor tennis, racquetball, power soccer and a SCUBA Day Camp.

## Donate

**Graves named National Courage Award winner.** At its annual fundraising gala in August, Courage Center presented world-renowned architect and designer Michael Graves with its National Courage Award, which recognizes an individual's contributions to the lives of people with disabilities. Graves was paralyzed by an infection and has turned his skills and attention to universal design that's also beautiful.



**Cars for Courage adds eight more metro area drop-off sites.**

Through partnership with DARTS (Dakota Area Resources and Transportation for Seniors), Senior Community Services and McKay Collision and Service, Cars for Courage adds eight more Twin City metro area drop-off sites. The program grew by more than 20 percent in 2007.

**Courage Center charters Lions Club Chapter.** In October, 34 Courage Center employees and community members were inducted as charter members of the Courage Center Lions Club.

**Courage Center receives matching grant from St. Croix Valley Community Foundation.** This three-year grant matches dollar for dollar, up to a maximum of \$70,000, donations raised by Courage Center for use by clients at its Stillwater and Forest Lake locations.

**GRACO grant upgrades computer lab.** Minneapolis-based Graco Foundation awarded Courage Center a \$30,393 grant to upgrade their computer training lab. The funding enabled the Vocational Services Department to purchase 12 new computers and ergonomic equipment and upgrade software to Microsoft Vista and Microsoft Office 2007.

**Travelers Foundation enhances College Preview Camp.** The Travelers Foundation awarded a \$30,000 grant to Courage Center to upgrade equipment and develop programs for teen campers. The goal is to help youth develop assets and abilities to pursue educational and work opportunities that ultimately contribute to improved quality of life and community engagement.

## Volunteer

**St. Croix Community Advisory Board is reinstated.** An advisory council of community members began meeting regularly to help strengthen the connection between community needs and Courage Center's capabilities. A similar group was instrumental in the 1980s in garnering support to build Courage St. Croix.

**Volunteer Matt Sanford named as one of KARE TV's Eleven Who Care.** Sanford, adapted yoga instructor at Courage Center, was honored in September for his volunteer efforts.

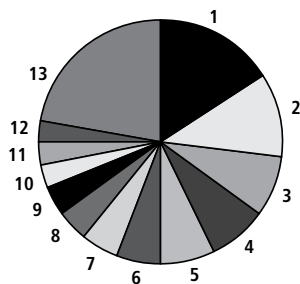
## Advocate

**Courage Center is selected as part of the Minnesota History Center's MN150 exhibit.** Courage Center was chosen for its 1960s Barrier Project, which led to state law being enacted to ensure physical accessibility across Minnesota, the first state in the nation to do so.



**Courage Center employee honored with statewide award.** Jeni Mundl, assistive technology specialist, was recognized in April for her commitment to removing barriers to independence for people with disabilities through the use of assistive technology.

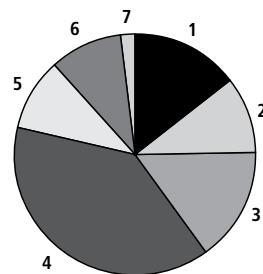
## Partnering with Clients



### By disability

1. Musculoskeletal	16%
2. Congenital/familial (CP, spina bifida, other)	11%
3. Neurological (MD, MS, seizure disorder, other)	8%
4. Arthritis/Fibromyalgia	8%
5. Back/Neck pain	7%
6. Brain injury	6%
7. CVA/Stroke	5%
8. Blind/Vision impairment	4%
9. Mental health	4%
10. Language disorder	3%
11. Spinal cord injury	3%
12. Developmental disorder	3%
13. Other*	22%

\*includes amputee, cancer, circulatory disorder, hearing impairment, post-polio, respiratory disorder, unknown, none reported/no disability



### By age

Note: Gender split is 50% male, 50% female

1. Birth-10	1,605
2. 11-20	1,110
3. 21-40	1,679
4. 41-65	4,237
5. 66-75	1,067
6. 76+	1,059
7. Unknown	205

### Clients in programs

Camping	825
Community-Based Services (Driver Assessment, Independent Living Skills, Adult Rehabilitative Mental Health Services)	1,397
Medical Rehabilitation:	
Golden Valley & Burnsville	5,189
St. Croix & Forest Lake	2,722
HandiHams	549
Home & Community Rehab	61
Sports and Recreation	522
Transitional Rehabilitation Program (Residence)	211
Vocational Services	450
<b>Total Unduplicated</b>	<b>10,962</b>

## Consolidated Statement of Financial Position

Courage Center and Courage Foundation, Inc.  
For the Year Ended September 30, 2007

Assets	
Cash and cash equivalents	\$ 141,364
Accounts receivable, less allowance of \$292,000	3,983,184
Assets limited as to use	68,078,449
Other assests	2,440,728
Land buildings, leasehold improvements, and equipment, net of accumulated depreciation	22,119,530
<b>Total assets</b>	<b>\$ 96,763,255</b>
Liabilities	
Accounts payable and accrued expenses	5,931,720
Line of credit	1,136,096
Industrial revenue bonds payable	793,096
Split-interest agreement obligations	3,087,312
<b>Total liabilities</b>	<b>10,948,224</b>
Net Assets	
Unrestricted net assets	78,347,492
Temporarily restricted net assets	3,850,219
Permanently restricted net assets	3,617,320
<b>Total net assets</b>	<b>85,815,031</b>
<b>Total liabilities and net assets</b>	<b>\$ 96,763,255</b>

## Consolidated Statement of Activities

Courage Center and Courage Foundation, Inc.  
For the Year Ended September 30, 2007

Public support and revenues:	
United Way allocations	\$ 1,401,087
Contributions	6,990,610
Bequests	1,142,446
Fees	23,679,627
Sales	1,399,808
Investment return	9,185,021
Other	323,009
<b>Total public support and revenues</b>	<b>44,121,608</b>
Expenses:	
Program Services	31,883,486
Supporting services	8,588,391
<b>Total expenses</b>	<b>40,471,877</b>
Excess of public support and revenues over expenses	3,649,731
Cumulative effect of change in accounting principle	(644,368)
<b>Increase in net assets</b>	<b>3,005,363</b>
Net assets at beginning of year	82,809,668
<b>Net assets at end of year</b>	<b>\$ 85,815,031</b>

## 2007 Functional Expenses \$40,471,877

### Program

1. Medical rehabilitation	\$ 13,737,916	34%
2. Transitional Rehab Program	6,491,259	16%
3. Courage St. Croix	3,985,036	10%
4. Camping	2,474,006	6%
5. Vocational	2,824,085	7%
6. Sports and recreation	1,033,020	3%
7. Other	1,338,164	3%
8. Management and general	4,764,512	12%
9. Fundraising	3,823,879	9%
<b>Total expenses</b>	<b>\$ 40,471,877</b>	<b>100%</b>

## Board of Directors

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### Past Chairman

T. Jeff Bangsberg, Community Volunteer

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Peter Lilienthal, In Touch

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\*Jan Malcolm, Courage Center

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\*Les Bruner, Citi Family Office

John Church, General Mills

KC (Kathy) Connors, Jeffrey Slocum & Associates

Kent Eklund, Fairview Foundation

Craig Evanich, Renewal by Andersen

\*Jackie Fallenstein, Connect with Courage Committee/Courage Center

Kevin Goodno, Fredrikson & Byron Law Firm

Craig A. Gordon, RBC Dain Correspondent Services

Keith Halleland, Halleland Lewis Nilan & Johnson

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Eric Peterson, Dorsey & Whitney LLP

Peter Vaill, Community Volunteer

Teresa Vickery, Marketing By Design

Gregory Wallace, Northwestern Mutual Financial Network

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Richard Pfeiffer, Community Volunteer

Susan Rhode, Moss & Barnett

Jo Ellen Saylor, Community Volunteer

\*ex-officio

SINCE 1928, Minneapolis-based Courage Center, a nonprofit rehabilitation and resource center, has a legacy of improving independence and quality of life for people of all ages and all abilities. Our full continuum of care includes rehabilitation therapies, transitional rehabilitation, pain management, vocational and community-based services, and camping and sports and recreation programs. For more information about Courage Center, visit [courage.org](http://courage.org).



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[courage.org](http://courage.org)

**courage**<sup>™</sup>  
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