



2015 ESR ANNUAL REPORT

I am pleased to introduce the 2015 Annual Report for ESR, Inc. Calendar year 2015 was quite eventful for the Company, highlighted by an increase in the number of Individuals working in community settings, by completion of a re-branding project changing 'the look' of ESR, and by success on the financial front.

Staff and Individuals in our service have been working together to increase the number of Individuals working in community settings and also to increase the number of hours worked per week on average. Progress has been slow but relatively steady thanks to a strong job market and great effort put forth by Individuals, their support group, ESR staff, and of course business partners.

The Board, assisted primarily by Marketing Director Tim Mercure, worked for over a year to develop and then to implement a vibrant brand for ESR including a new corporate mark, slogans, and overall look. The result is appealing to many current and potential customers and has drawn the attention of more than a few community residents.

Finally, we achieved a comfortable level of financial success during 2015 due in large part to the generosity of our donors, to efficient delivery of support services, and unfortunately to the scarcity of 'right people' to fill staff positions. Identifying, recruiting and retaining high quality employees is the number one challenge for us as we move in to the future. Securing resources to be able to provide a livable wage for Direct Support Professionals who are committed to the success and inclusion of Individuals served by ESR is our number one priority.



Handwritten signatures of Wendy Waldner and Edwin D. Boeve

Wendy Waldner, Board President
Edwin D. Boeve, Executive Director

PARTICIPANT SPOTLIGHT

Mike Steffen – Lift Bridge Brewing Co.



"I love helping the guys make beer. Being part of ESR has been great for me."

Joe Stauner – Culver's, New Richmond



"Joe is a great guy. He's a valuable part of our team." – Jodi Olson, Manager at Culver's

Taryn Krug – MN Bureau of Criminal Apprehension



"My job is great. I love the independence I get from working."

CHORE PROGRAM CONTINUES TO EXPAND



In 2015 ESR's chore program made over 1,145 visits to lower-income senior households in Washington County with lawn mowing, snow removal and indoor cleaning services designed to help them safely continue living in their own homes.

ESR BY THE NUMBERS 2015

- Total adults with disabilities served in 2015: 484
Revenue from ESR business production work: \$110,000
Adults with Disabilities supported by ESR in Community jobs: 250
Adults with disabilities employed on ESR sponsored work crews: 130



ESR BOARD OF DIRECTORS (2015)

Wendy Waldner – President
Marla Olson – Vice President
Richard Paukert – Treasurer & Secretary

Benjamin Backberg
Catherine Balay
Ron Jungbauer

Susan Langfeldt
Velvet Peterson
Kelly Shannon

ESR SUPPORTERS (AS OF DECEMBER 31, 2015)

- John & Sharon Abbott
- Accelerated Plastics
- American Legion Post 225
- American Polywater Corporation
- Andersen Corporate Foundation
- Aurora Staples Inn
- Ben & Christa Backberg
- Bruce & Cindy Backberg
- Joette Barr
- Cheryl Bauer
- Gerald Bauer (In honor of Deane Bauer)
- Bayport Printing House, Inc.
- Judith & James Blackford
- Alyssa Boeve
- Edwin Boeve
- Jim & Mary Boots
- Betty Borson (in honor of Jerry Borson)
- Pat & Warren Bovee
- Bread Art Bayport
- Donald & Pamela Broman
- Betsy Bruvold
- C & M Construction Consultants, Inc.
- Mark Campbell
- Central Bank
- Jeanette Colburn (In Honor of Fredrick Colburn)
- Cub Foods
- Cub Foods - Cottage Grove
- Cub Foods - Stillwater
- Culver's - Cottage Grove
- Culver's - Stillwater
- Dairy Queen
- Pamela Damer & William Franta (in honor of Andy Franta)
- Brian Danielson
- David L. Weidt
- Teka Debalkie
- Pattianne Demaray
- Dock Cafe'
- Ed's Trophies Inc.
- EmbroidMe - Woodbury
- Barbara & Blaine Erickson
- Elizabeth Erickson
- Family Fresh Market
- Carey & Janet Favorite
- Diane Fields
- First State Bank & Trust
- FourCrown, Inc.
- Rich & Jayne Franta
- Fredrikson & Byron PA
- Leo Gehlhoff
- Donna Goenne
- Bruce & Judy Goldstrand
- Dianna & David Grafsky
- Graybar Electric
- Judy Gulden
- Linda & Steve Guthrie
- Bob & Diane Hagstrom
- Ron Haken (In honor of Carol Thomas Haken)
- Blake Halverson
- Richard & Kathleen Halverson
- Kris Hansel
- Sara Hasslen
- Ken Heifort
- Margaret & Stephen Heinz
- Renae & Thomas Helsper
- Herberger's - Stillwater
- Debra & Mark Hoffman
- Holiday Stationstore
- Rob & Marilyn Ilstrup
- Mary Jo & Curt Jackson
- Jakes Wayback Burgers
- Jerry's Auto Detail
- Cheryl Johnson
- Craig Johnson
- Vernon Johnson
- JP Enterprises
- Diane Jungbauer
- Jerry & Marie Jungbauer
- John & Jeanne Jungbauer
- Joseph & Janine Jungbauer
- Lou & Laurie Jungbauer
- Ron & Colleen Jungbauer
- Family of Ruth Jungbauer
- Joe & Renee Keating
- Key Associates of Minnesota
- Key's Café – Forest Lake
- Key's Café - White Bear Lake
- Kay & Tom Klinger
- Knights of Columbus Solanus Casey Council #1632
- Tom Kotasek
- Kowalski's Market – Oak Park Heights
- Kelly Kremin
- Gerhardt & Judy Krug
- K-Sun
- Kwik Trip
- Lake Elmo Bank
- Lakes Area Bank
- Lakes Area Women in Business
- Susan Langfeldt
- Bob & Linda Lennartson
- Joan Loer
- LOLO
- Mama Marias
- Karen Mangelsen
- Margaret Rivers Fund
- Marx Fusion Bistro
- Sharon & Leman McLean
- Barbara McMahon
- Becky & Robin Meierhofer
- Metropolitan Area Agency on Aging
- John Miller
- Stan & Sharon Miller
- Brent Minikel
- Minnesota Bolt & Nut Co, Inc.
- Peggy & Bill Moeller
- Haskell & Carlotta Mullins
- New Park Lions Clun, Inc.
- New York Fashions
- North Central Bus & Equipment, Inc.
- Northern Vineyard Winery
- Oakdale Gun Club
- Marla Olson
- Marion Owens
- Cinda Parent
- Cindy & Steve Paslawski
- Dick & Julianne Paukert
- Nancy Peterson
- Phil's Tara Hideaway
- Pony Preschool & Child Development
- Sherry Pratt
- Nate & Brittani Prosser
- R & G Endeavors(Culvers)
- R & S Systems, Inc.
- Raleigh Foundation
- Rod Richert
- Terry Ritchie
- Rick & Carol Robbins
- Mike & Julee Ruby (in honor of Reed Nickels)
- Ruby Tuesday
- Mary Rudeen
- Running Aces Harness Park
- Sakura Restaurant
- Stephen Scallon
- David & Judy Schifsky
- Dieter Schilling
- Suzan Schmidt
- Mary Schmitt
- Schwab Charitable
- Paul & Sharon Severson
- Kelly Shannon
- South Park Corporation
- Spice & Tea Company
- St. Paul Park Knights of Columbus #5647
- St. Paul Park Newport Lions Club
- St. Paul Saints Baseball Club
- Greg & Pam Stene
- Stillwater Olive Oil
- Mary Strand-Rock
- Minda Suchan
- Gregor & Janet Symons
- Paul Tatge
- The K Foundation
- The Lumberyard
- The Wedge & Wheel
- Sheyanne Thomas
- Jim & Pat Thommes
- John Thorp
- Timeless Elements Med Spa
- Trade Wins Sports-Tim Dubbs
- Troll Dental
- Twin City TJ's Inc.
- Uline
- Jackie Ulrich
- United Way of Washington County - East
- United Way St. Croix Valley
- Valley Bookseller
- VIA MORRIS, LLC
- Wendy Waldner
- Paul Wallerus, CCA
- David Weidt
- Joe & Nancy Weidt
- Tom & Kim Weidt
- Werner Electric Supply
- Jody Wilwert
- Stephanie Wisner
- John & Janet Wojtowicz (In Honor of Debra & Joseph Wojtowicz)
- Ray and Claudette Zietlow
- John Ziton

ESR PROGRAM SITES

Stillwater/Administration
1754 Washington Ave.
Stillwater, MN 55082
(651) 351-0190

Cottage Grove
8619 W. Point Douglas Rd.
Cottage Grove, MN 55016
(651) 459-2038

Forest Lake
744 West Broadway Ave.
Forest Lake, MN 55025
(651) 464-5137

New Richmond
1525 North 4th Street
New Richmond, WI 54017
(715) 246-8299

Oakdale
7800 Third St. N., Suite 800
Oakdale, MN 55128
(651) 379-1896

WWW.ESRWORKS.ORG

FINANCIALS

	2015	2014
Total Support and Revenue	\$7,134,415	\$6,454,794
Total Assets	\$3,271,753	\$2,654,846
Total Liabilities	\$1,490,848	\$1,123,259
Net Assets		
Unrestricted	\$1,762,392	\$1,513,074
Temporarily Restricted	\$18,513	\$18,513
Total Net Assets	\$1,780,905	\$1,531,587
Expenses (Percentage of Total Expenses)		
Program Services	\$6,326,304	\$5,656,942
	91.9%	92.2%
Management/General	\$487,291	\$417,121
	7%	6.8%
Fundraising	\$71,502	\$58,570
	1.1%	1%
Total Expenses	\$6,885,097	\$6,132,633