



SERVANTS AT WORK 2018 ANNUAL REPORT

A YEAR *of*
GROWTH



Letter from the Executive Director



SAWs experienced a year of growth and change in 2018 and ended the year in strong financial shape. We have significantly increased our funding and broadened our base of support, making our organization more sustainable and less reliant on a smaller number of resources. **Record numbers of individuals became donors in 2018** and more than twice as many people gave at the Major Gifts level than in 2017.

We celebrated our fifteenth anniversary of ramp building in 2018 and **hit the milestone of building our 2,000th ramp**. SAWs launched affiliates in Arizona and Virginia and established a Hub and Spoke system across the state of Indiana to help us strategically build our presence in a sustainable way.

Safety is of primary importance at SAWs and **we began offering free CPR and First Aid classes to staff and volunteers in 2018**. We also acquired our first AED. Taking these proactive steps ensures that we are all better prepared to help one another in the case of an emergency at our location or on the build site.

SAWs is poised for continued growth and a bright future with service to many more areas. **Thank you for being a huge part of getting us where we are today**. Your support strengthens our organization, enabling our growth and fueling our ability to provide freedom to more people across Indiana and beyond. There really couldn't be a more exciting time to be part of SAWs!

Christina Starace,

Executive Director



\$648 = average individual donor annual amount

A MESSAGE FROM OUR CHAIRMAN OF THE BOARD

SAWs vision is to provide every person in need of our service the ability to regain his or her freedom, independence and dignity. **2018 was a banner year for SAWs' clients, donors and volunteers**. We served 55 counties in the state of Indiana and changed the lives of 650 clients and caregivers.

We hired our first Executive Director, Christina Starace, a professional with strong organizational experience along with proven fundraising ability and have reaped the benefits of this strategic move. We relocated our office and warehouse facility to better suit our needs at a more reasonable rent. We developed a new corporate identity with a new logo and new marketing materials and are preparing to launch a new website that will have the capacity to serve volunteer groups in multiple states.

In 2018, SAWs also introduced Corporate Team Building which gives employees of corporations the opportunity to work together to provide a significant service to someone in need. After a year of work, we approved a new Strategic Plan which will guide our work over the next five years.

SAWs is on firm footing with the help of our generous donors who support our mission and vision.

Tom Lipinski,

Chairman





Jim Hamilton,
Area Coordinator
and Project
Manager for the
renovation, rolls
up his sleeves.

Mission:

By constructing quality wooden ramps, SAWs builds freedom for low income individuals with disabilities, demonstrates God's love and offers a transformative experience for volunteers.



Don Birt installs LED
lights and moves the
electrical wiring.



Pete Mohr replaces
ceiling tile.

Vision:

A country in which every person with disabilities can enter and leave their home with freedom and independence.

A New Home for SAWs

SAWs experienced a year of transformation in 2018, not the least of which was a change in location. Our dedicated volunteers spent much of their winter tearing out windows and walls, building frames, adding drywall, painting doors and walls, tearing out closets and cabinets, filling in old doorways and creating others. They moved plumbing and wiring, replaced ceiling tiles and added new LED lighting. Truly, there is nothing these guys can't do.

One of the highlights of their work was the creation of an accessible bathroom. **"It's really important for an organization with our mission to be accessible to all,"** said Jim Hamilton, SAWs' Indianapolis Area Coordinator who oversaw the renovation of the office space.

Adjacent to the office is the warehouse that is home to our prefabrication process. A new 21' overhead door was constructed and a concrete wall demolished so as to allow for the delivery of lumber and the easy movement of trailers in and out of the warehouse. The warehouse also features a concrete block room where we are able to store our tools when they are not in use.

The brightly lit warehouse, a secure storage space for tools and a right-sized office area makes a wonderful new home for SAWs. In addition, **we have realized a 36% savings in rent** by relocating to this space. We are deeply grateful for all of the volunteers who made it happen.

\$433

average gift amount



82% increase in
individual giving



Corporate Team Builds

SAWs started a program in 2018 to partner with businesses in offering unique team building opportunities for local companies. SAWs provides the leadership, the tools and all the materials needed to build a ramp and the business provides volunteers and a donation that covers our costs. We have found it to be a winning combination.

Many businesses make a concerted effort to give back to their community and some give employees time off to work on a service project together. Since building a ramp with us is a start-to-finish experience that typically takes only four hours, we thought it would be a perfect fit. We were right. Virtually every business that built with us told us they had a great experience and indicated a desire to do it again next year.

Over and over again, we find that the experience of going to someone's home who cannot get out, building a ramp together as a team and seeing the individual come outside and use the ramp four hours later is an awesome way to spend half a day. **We are grateful for the many businesses that have come alongside us** and supported our efforts with their own manpower and financial backing.

2,175 
ramps built since inception





The SAWs Legacy Society was created to honor donors who notified us of their provision to include SAWs in their estate plans. Their future gifts to SAWs include bequests, retirement assets and life insurance. Planned gifts are important for ensuring the sustainability of SAWs over the long term, through the ups and downs of future economic cycles. We are profoundly grateful for the forward thinking of these individuals and their decisions to entrust these meaningful gifts to SAWs.

- David and Judy Ditzler
- Joe and Cecilia Keller
- Mike and Laura Mathews
- Ana and Bob Sweet



Giving Circles

SAWs is grateful for the gifts made by our Major Gift donors that allow us to operate efficiently and effectively throughout the year. We gladly recognize their generosity in the Giving Circles below.

Philanthropists Circle – (above \$50,000)

- Anonymous
- Central Indiana Senior Fund, a fund of Central Indiana Community Foundation
- CICF: OrthoIndy Foundation

Founders Circle – (\$20,000 - \$49,999):

- Community Foundation of St. Joseph County
- Indianapolis Neighborhood Housing Partnership
- Second Presbyterian Church

Supporters Circle – (\$10,000 – \$19,999):

- Anonymous
- Larry and Kathy Giannini
- The Glick Fund, a fund of Central Indiana Community Foundation
- Grube Family Foundation
- Hoover Family Foundation
- Brian and Debbie Mann
- Nicholas H. Noyes, Jr. Memorial Foundation, Inc.
- Northwestern Mutual Foundation

Builders Circle – (\$5,000 – \$9,999):

- Cass County Community Foundation
- Al and Carole Erickson
- First Construction Consulting
- Haddad Foundation
- Jim and Heather Henigan
- Jim and Marilyn Hamilton
- Junior League of Indianapolis
- Martha Krimendahl
- Tom and Jennifer Lipinski
- Madison County Community Foundation
- Montgomery County Community Foundation
- Northview Church
- Ana and Bob Sweet
- CICF: Urology of Indiana Foundation

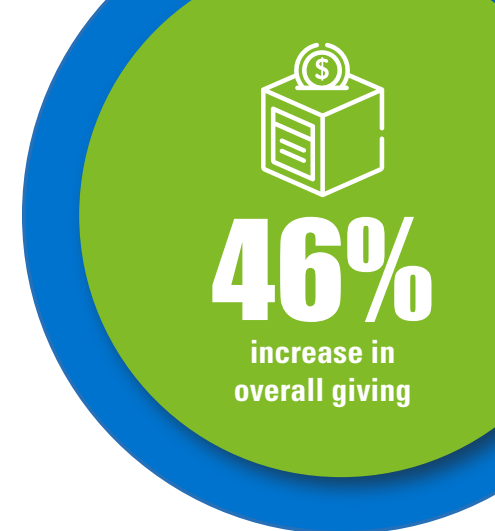
Advocates Circle – (\$2,500 – \$4,999):

- Anonymous
- Brett and Shari Bayston
- Becton, Dickinson & Company Foundation
- Elizabeth Brandt
- Bob and Marti Browne
- Community Foundation of Elkhart County
- Fishers Rotary Club
- Hamilton County Community Foundation
- Hancock County Community Foundation
- Brian and Debbie Mann
- Marshall County Community Foundation
- Mike and Laura Mathews
- National Bank of Indianapolis
- Tom and Patia Rarick
- Jerry and Linda Toomer
- Carol Wendt
- Michael Vena

Friends Circle – (\$1,000- \$2,499):

- Anonymous
- Anonymous
- Anonymous
- Anonymous
- Anonymous
- Anonymous
- Anonymous
- Don and Judy Birt
- Brian and Marilyn Bisbee
- David and Mary Bodle
- Mike Clemens
- Matt and Holly Cook
- Crossroads Community Church
- Crown Point Community Foundation
- Jan Edmondson
- Faith Presbyterian Church
- Julie Finke
- James and Courtney Goodwyn
- Bob Graham
- Nicholas Hein
- Hendricks County Community Foundation
- Joe and Cecilia Keller
- David and Barbara Kennedy
- Julie Kiffmeyer
- Landa Foundation
- Greg and Meredith Langhorst
- Harry and Barbara Lyness

- Meg Lynn Fund
- Marshall County Community Foundation
- Meyer Najem Construction
- Michael and Kristine Matel
- Julia Mathews and Kevin Nowak
- Richard and Sandra McClure
- David and Rosemary Means
- New Hope Presbyterian Church
- ProAct Community Partnerships
- Bob and Paula Richmond
- Riverside Church
- Bob and Susan Rush
- The Salin Foundation
- Dean and Karen Schleppi
- Ed and Sherry Schmeichel
- Servants of Christ Lutheran Church
- Win and Carol Smith
- Larry and Sandra Speer
- Christina Starace
- Subaru of Indiana Automotive
- Kiska Taylor
- Jim and Vickie Theis
- Rick and Lisa Trimpe
- Allan Vagstad
- Wabash Valley Correctional Facility
- Westlake Community Church of God
- Youth Work Mission



*Membership in Giving Circles is recognized on an annual basis.

Servants at Work (SAWS) 2018 Board of Directors

Executive Committee

Tom Lipinski, Chair
Carol Smith, Vice Chair
Debbie Mann, Treasurer
Christina Starace, Executive Director

Directors

Jody Dedon, CFRE
Jan Edmondson
Al Erickson
Tom Godby
Courtney Goodwyn
Aaron Johnson
David Kennedy
Meredith Langhorst, M. D
Debbie Mann
Tim Thurston



Servants at Work (SAWs) Year-Ended December 31, 2018

Statement of Activities and Functional Expenses

Revenue & Support

Contributions	340,535
Direct grants	222,500
Project reimbursements	17,401
Rental income	12,700
Merchandise sales	1,034
Interest income	1,679

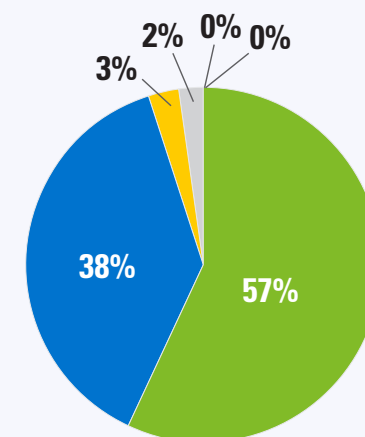
TOTAL 595,849

Expenses

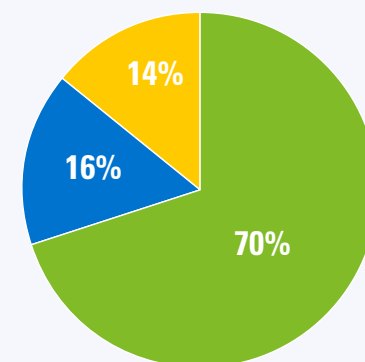
Direct program expenses	292,291
General & administrative expenses	71,581
Fundraising activities expenses	51,104

TOTAL 414,976

Change in Net Assets 180,873

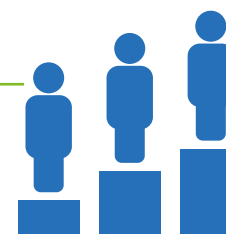


Revenue & Support



Expenses

79% increase in donor retention



Top 9 Ways to Get Involved

1. **Volunteer** for a build! Register on our website: www.sawsramps.org.
2. **Donate monthly** to support our mission.
3. Volunteer on our Hospitality Team to **set up** for the ribbon-cutting and provide refreshment for our builders and clients to celebrate their freedom.
4. **Leave a legacy** through a planned gift.
5. Volunteer in our office to **help** with administrative tasks.
6. **Introduce** the idea of a Corporate Team Build to your office.
7. Designate your **Corporate Match** to support SAWs.
8. **Ask** your church to support our mission with a church build and financial support.
9. Volunteer to **take photographs** for SAWs.

650
lives changed!





SawsRamps.org