

A young child is holding a dark grey letterboard in front of a red brick wall. The child is wearing a light blue sweater with two yellow buttons. The letterboard has white text on it.

SPECIAL
KIDS

2017
ANNUAL
REPORT

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*And let the peace of Christ rule in your hearts, to which indeed
you were called in one body. And be thankful.
- Colossians 3:15*

LEADERSHIP TEAM

BOARD OF DIRECTORS

Greg Arnold | Mack Barrett | Cam Bivens | Craig Conyers | Greg Cooke
Carrie M. Goodwin, Co-founder | Krista Hawkins, Chairman | Sean Jackson
Charlene Jones, Secretary | Angie Kleinau | Ben Hall McFarlin, Jr.
Emily Pegg, Immediate-Past Chairman | Mary Elam Polk | Elizabeth Smith |
Rick Thigpen | Charlie Yates, Treasurer

STAFF LEADERSHIP

Stephanie Folkmann, Director of Development
Stephanie Gannar, Director of Nursing
Jan Parker, Director of Administration
Alexis Ramsey, Director of Strategic Initiatives
Chris Truelove, Executive Director
Sheri Weber, Director of Therapy

MEDICAL DIRECTOR

Dr. Jerry Collins, M.D.



"We must continue to place the main focus on Jesus and His compassion for people."



LETTER TO THE BOARD

Reflecting on 2017 at Special Kids and looking ahead to our 20th anniversary year has me thinking about God's faithfulness, His steadfast love, and all the thousands of children and families who have been served here, and continue to be, along with anyone who has been a part of Special Kids. Everyone has an incredible, unique story.

2017 continued to bring reformation and growth to Special Kids: 1,046 children were served and the total Special Kids

team is at 82 servants. The Lord has been faithful and has blessed us with a strong leadership team and a group of people who are focused on making Special Kids the best ministry possible.

The growth we are experiencing, however, has stressed our processes and operations. We are reforming many of our processes to be better positioned to respond to this growth and continue providing quality, compassionate, Christian care to our children and their families. I am happy

to share the therapy center was able to open more appointments to better accommodate families' schedules in 2017. This increase also allowed the therapy center to expand the scheduling position to two schedulers, which improves the efficiency of the referral process. Policies and Procedures have also been revised.

The level of need we are witnessing is unprecedented, and with the population growth projections for Rutherford County and greater Middle Tennessee in the

next three to five years, we are estimating there will be more than 12,000 children with special needs living in and needing care in our community. While this seems like an impossible task, we will continue to trust the One who has brought us this far, Jesus Christ. We are humbled that He allows us to serve Him in His ministry.

As we embark on our 20th anniversary year, first, I think it is important that we bring praise to Jesus for His provision for 20 years. There have been a few times during the 20 years that

we were not sure Special Kids would make it. Each time, our board of directors pressed in with our leadership team and prayed and sought Jesus. Each time, Jesus provided more than what we needed to continue serving Him and His children. We must continue to place the main focus on Jesus and His compassion for people. We cannot effectively serve unless He is loving, caring, and serving through us. Second, as Psalm 107:2 states, "Let the redeemed of the Lord tell their story . . ." we are encouraging each of our team members to consider his or her story and share

with others. We have started, and will continue in 2018, to provide opportunities for each of our team members to learn how and build confidence to share their individual testimonies. We each have a story to tell about Jesus' impact in our lives and how He has blessed us.

Blessings,

Chris Truelove
Special Kids Executive Director



Whatever you do, work at it with all your heart, as working for the Lord, not for human masters.
- Colossians 3:23



OUR SERVICES



CAMP ABILITY

Served 90 Campers and four Ability Buddies. The Job Skills program partnered with Jim 'N Nick's, Publix, Greenhouse Ministries, and Amelia's Closet. The Saturday respite program, Camp Ability Plus, was offered four times giving the opportunity for 25+ campers to reconnect with their friends/staff while providing rest for their caregivers.



EQUIP PROGRAM

The Equip program was a new addition to our nursing care program. Each class is made up of both nursing children who are developmentally and cognitively appropriate for a typical classroom setting and a limited number of peer models. This model creates an inclusive environment that evokes service, kindness, independence, and encouragement.



FAMILY RESOURCES

Updated intake forms and the parent handbook, a car was donated to one of our families, and we provided five families meals for Thanksgiving. The annual Cornelius Christmas program served 469 individuals who were provided gifts.



FEEDING THERAPY

We now have a staff member who manages our feeding pantry and helps therapists prepare for feeding therapy sessions which is a tremendous blessing. We provided 1,500 feeding therapy sessions and a total of 90 children were served.



NURSING PROGRAM

A prayer room was opened in the nursing center. Eleven new children began receiving nursing services. We had our first patient to graduate nursing through aging out at 22, our first patient asked Jesus into her heart while at Special Kids, and two nursing kids went to kindergarten.



OCCUPATIONAL THERAPY

Opened 40 new treatment spots after adding another full-time certified occupational therapy assistant. Currently we have 10 OT feeding spots available and two more therapists that are pursuing more training to help meet the growing need for feeding therapy.



PHYSICAL THERAPY

Hired two full-time physical therapists which opened an additional 80 available treatment spots. Three full-time therapists attended the Academy of Pediatric Physical Therapy annual conference in Cincinnati, OH to learn new evidence-based treatment techniques and receive new resources for parent education.



RECREATIONAL THERAPY

The recreational therapy program has been restructured and three new recreational therapist positions have been added to make a total of five recreational therapists now on staff. The children have the opportunity to work on four basic areas of need each day: communication, gross motor, fine motor, and life skills.



SPEECH THERAPY

Now have three bilingual speech therapists that can evaluate and treat Spanish and English speaking children. Eight social language groups meet regularly. Additional therapy appointments added to meet needs.

2017 AT A GLANCE



DOUBLE CHALLENGE

The annual Double Challenge fundraiser raised nearly \$130,000 in 2017. The theme for this year's Double Challenge was "See His Vision. Double the Hope." based on Hebrews 11:1.



CHICK-FIL-A "TRUE INSPIRATION AWARD"

In November 2017, Special Kids was selected as a Chick-fil-A® Foundation "True Inspiration Award" winner for the Atlantic region and was awarded a \$75,000 grant. Voting was open to the public and took place on the Chick-fil-A One app.



RACE

The sixth annual Special Kids Race raised \$215,000. Over 3,000 runners and walkers participated in the 15K, 5K, and 1-mile distances on Saturday, April 8, at Murfreesboro Medical Clinic (MMC) in Murfreesboro.



GOLF

Over \$53,000 was raised in the 18th Annual Golf Classic presented by Nissan North America on May 4 and 5, at Indian Hills Golf Course in Murfreesboro. The annual event hosted 54 teams with over 216 players participating.



BANQUET

The Special Kids Banquet was held on September 21 at the Experience Community Church in Murfreesboro and raised \$96,000. Three hundred and fifty attendees participated and the evening featured a silent auction, dinner provided by Demo's Restaurant and Peter D's, and entertainment was provided by local artist Paige Pitts.



CONCERT

Christian music group Big Daddy Weave performed a benefit concert at New Vision Baptist Church on December 1 to raise over \$60,000. Over 1,300 people attended the concert.

TOTAL PATIENTS

1,046

TOTAL FUNdraISED

\$1,725,857

THERAPY SESSIONS

24,155

NURSING PATIENTS

40

THERAPY CENTER

God has blessed our efforts to make changes in order to serve more children. In 2017, we were able to add an additional scheduler position to improve our efficiency; total number of patients increased 55 percent over 2016. The therapy center now has one scheduler managing the speech and speech feeding appointment schedules, while the other scheduler manages the occupational, occupational feeding, and physical therapy appointment schedules. Occupational and physical therapy departments also revised therapy session lengths from 60-minutes to 45-minutes to improve patient tolerance and better serve families. Furthermore, with all of the new expansions, the Therapy Center Policies and Procedures had to be revised.

NEW PATIENTS

520

VOLUNTEER HOURS

12,323

STAFF

82

PEER MODELS

22

OUR STORIES

Special Kids is honored to share the following stories. Testaments to the various ways people are involved within Special Kids.



THE EASTHAMS, *Supporters*

Dr. Edward “Dunk” and Vicki Eastham are regulars at Special Kids. They have been supporters for 15 years and both have been involved in the organization in multiple ways. Dr. Eastham works first-hand with many of the patients at Special Kids as a local pediatrician and is a top-referring physician to Special Kids as well. Vicki has volunteered with Special Kids for over five-years as a committee member for the annual Special Kids Banquet.

“I love to refer patients to Special Kids because I love their Christ-centered mission.”

Fifteen years ago, Dr. Eastham was new to Murfreesboro and starting his medical practice. Joining in with a few other physicians, he decided to attend an upcoming banquet for Special Kids. A “local non-profit”, he had read in the paper, was to have a dinner at a local church to help raise funds for their ministry. Being a Christian himself, he found it interesting that a local ministry would focus their time and efforts on helping children with special needs. “I thought that was an amazing resource for our community. I was just getting started (with my

practice in Murfreesboro) and I was compelled to get involved,” states Dunk. “I’ve seen over the years how Special Kids is responsive to the needs of our community and is accountable to the donors and those who use their services.”

“I love to refer patients to Special Kids because I love their Christ-centered mission. I know that they love children like I do and I know I can trust them to do the best for them. The ministry seeks to meet more than just the clinical needs of the child. Their pediatric-specific focus helps put children at ease.”

“I know that they teach the children about the Lord,” says Dunk. Vicki goes on to share, “We even know a family whom I cared for deeply experience major changes after their child attended Special Kids. They became a praying family. It’s an off-shoot of the Special Kids mission to affect the parents in faith through their children and we’ve seen that in action. I also love that I know the family that started Special Kids and that they are still involved and focused on keeping the ministry true to their mission.”

JOHN FLOYD, *Business Partner & Supporter*

John Floyd, founder and owner of Ole South Properties, has been a supporter and friend of Special Kids since 2004. Throughout the years, John and Ole South Properties have sponsored the Special Kids golf tournament, race, concert, and helped with general funds each year. He has also been a lead contributor and committee member of the new Special Kids endowment committee. Over the past 13 years, John has helped Special Kids with over \$360,000 in financial support. The Ole South Properties office has been sponsoring families through the annual Cornelius Christmas program for the past five-years as well; each year they collect enough money to support up to four families for their entire Christmas.

Why have you decided to invest in Special Kids and how did you initially get involved?

Thirteen years ago I toured Special Kids. I could see the need and the children who really needed help. Of all the things I’m doing, I felt like this need is so great and right here in my home town that I had

to help. I knew the staff were solid people and I was sold on it ever since.

What would you say to encourage someone thinking about investing in or getting involved with Special Kids?

I would encourage people to tour Special Kids and see the good work that is going on there at the center.

“Of all the things I’m doing, I felt like this need is so great and right here in my home town that I had to help.”
- John Floyd

The mission at Special Kids, to serve Jesus Christ by caring for His children, helps validate the importance of what Special Kids does and aligns with a lot of the beliefs of people in our area.

(stories continue on next page)



“Any happiness you can bring to a child is a blessing in its self.”
- Sims Recycling Solutions

“As a mom of a special needs child you struggle because you always want to know that your child is taken care of. I am thankful my family is a part of Special Kids.”
-Nakesha Anthony



SIMS RECYCLING SOLUTIONS, *Business Partner & Supporter*

Why has Sims decided to invest in Special Kids?
Our company is more like a family. We try to practice open communication throughout our family. Any concerns of our community are also concerns for us. Some of our staff has had family members attend Special Kids and have experienced the assistance from the community. It is a wonderful reward to be able to give back.

“It is a great feeling to see the smiles on the children’s faces along with the joy you can see in their heart.”

Why and how did you initially get involved with Special Kids and why do you still?
Being active in the environment and community around us is important to our goals as a company. Finding the right place to invest our time and efforts was easy. The mission of Special Kids paired with their love and spiritual guidance was exactly what we

were looking for when searching for a foundation to volunteer and assist where needed.

What would you say to encourage someone thinking about investing in or getting involved with Special Kids?
The involvement with Special Kids is very rewarding. The families, kids, and staff all appreciate everything you do, even the smallest of investments or volunteer task. So, don’t be discouraged on how much or how little you are able to help.

What does Special Kids mean to Sims Recycling?
Special Kids means love and giving! As a whole, Sims and our teams love to assist and volunteer when possible. It is a great feeling to see the smiles on the children’s faces along with the joy you can see in their heart. Any happiness you can bring to a child is a blessing in its self. We want to say “thank you” for allowing us to be a part of the Special Kids family.

NAKESHA ANTHONY, *Special Kids Parent*

Nakesha shares, “Matthew 13:8 comes to mind when I think about Special Kids. When you sow seed on good ground you reap a good harvest... Special Kids is good ground.” Nakesha’s daughter, Rachel, first started at Special Kids when she was three years old. Now 11 years old, she is thriving at Special Kids. “While Rachel started at Special Kids when she was three, when she was old enough to go into the public school system, we tried it but, unfortunately, it did not work out for Rachel to be there. The Lord put Special Kids back on my heart and I returned Rachel to Special Kids full-time when she was nine years old. Rachel was totally wheel-chair bound two years ago and I had to support 100% of her weight when moving her. Now, I can hold Rachel under her arms and she can walk to the bathroom sink herself for example, she can go up and down stairs...it makes my heart leap for joy. Rachel can hold a spoon now as well. As a mom of a special needs child you struggle because

you always want to know that your child is taken care of. I am thankful my family is a part of Special Kids. I thank God for the Christian foundation

*There’s nowhere else like Special Kids.
I am so grateful.”*

and the things the teachers teach. My son Bryson is also a peer model in the Equip program at Special Kids and we’ll sit on my bed and he’ll say, ‘let’s pray for my teacher’s mom!’ and he’ll name every single teacher and pray for them; I thank God for that. Special Kids is not just a safe place for kids but it’s a safe place for parents. There are times I’ve walked in and teachers will just pray for you. It’s not easy being the parent of a special needs child and a three-year-old as well and we can struggle...I can pour my heart out and they will pour into me and speak God’s word. There’s nowhere else like Special Kids. I am so grateful.”

(stories continue on next page)



“My time here at Special Kids has shown me that no matter what the circumstances are, ‘God can.’” - Tarina Prather

They will be like a tree planted by the water that sends out its roots by the stream. It does not fear when heat comes; its leaves are always green. It has no worries in a year of drought and never fails to bear fruit.
-Jeremiah 17:8



TARINA PRATHER, *Special Kids Office Lead*

What does Special Kids mean to you?

I love working at Special Kids! Special Kids definitely holds a special place in my heart!

Special Kids is a safe haven for families. They gain knowledge and learn skills to ensure their child’s development improves; at the same time the families are able to experience the love of Christ every time they walk through our facility doors.

If there were a few words you had to choose that describes your Special Kids story, what would it be?

There are many words that come to mind that can describe my story. The one word that stands out the most is “phenomenal.” When God placed me at Special Kids, I did not have any idea what was in store! I knew I was on assignment to assist in planting a new church in the Middle Tennessee area, but God knew my other assignment was at Special Kids as well. My story consists of spectacular and remarkable actions, events,

and obstacles that have been accomplished over the years, and I am sure many more amazing things will take place as I grow within this great organization.

Has it changed your own heart and relationship with the Lord?

Being at Special Kids has definitely allowed me to witness God showing up in miraculous ways outside of what I have seen Him do before. My time here at Special Kids has shown me that no matter what the circumstances are, “God can.” Furthermore, the spectacular events I have experienced have pushed me to increase my devotional time as well as evangelize to others more than I did before I transitioned to the Middle Tennessee area.

“Special Kids is a safe haven for families.”

ENDOWMENT FUND, *Be a part of the story.*

In 2017, Special Kids launched the Special Kids Endowment Fund which now has just over \$520,000. As this Fund grows, it will help establish greater roots for Special Kids to weather the storms of the future and ensure that Special Kids is able to continue serving every family that walks through our doors.

Special Kids’ referral rate has increased by over 50 percent the past year. As this referral rate continues to grow, our number of families needing financial support continues to grow as well. In 2016, Special Kids had a \$200,000 gap to help families on the sliding scale, which was met by our investors. According to the organization’s needs assessment, by 2019, Rutherford County alone will have over 12,000 children in need of therapy services. If we hope to serve only 10 percent of these children, we expect our deficit to double to more than \$400,000 in the next two years. The Special Kids Endowment Fund will help us to meet this need.

The Endowment Fund was established in 2017 to give stability to the Special Kids organization. Special Kids faces many variables that are part of our existing landscape. These include, but are not limited to, healthcare changes, insurance reimbursements that are fluctuating, and the high percentage of our revenue coming from insurance reimbursements and fundraising. Only nine percent of Special Kids’ revenue comes from the families themselves.

In 2018, Special Kids is celebrating its 20th Anniversary. To commemorate this special milestone, Special Kids has established a goal of \$2 million pledged from donors for the Endowment Fund.

Please contact Noel Deal, Lead Investor Relations Officer, at ndeal@specialkidstn.com or 629-207-1282 to learn more about the Endowment Fund.



Our mission is to serve Jesus Christ by caring for His children.



LOOKING AHEAD

We serve a God who is always doing new things and that is true here at Special Kids Therapy and Nursing Center as well.

Special Kids is celebrating its 20th anniversary in 2018! We praise Jesus for His provision for 20 years. We will continue to place the main focus at Special Kids on Jesus and His compassion for people. “We cannot effectively serve unless He is loving, caring, and serving through us,” shares Chris Truelove, executive director.

In 2018, we will continue to seek to glorify Jesus Christ above all and meet the needs of everyone we touch; one child, one family, one community at a time.

Look, I am about to do something new. Now it begins to happen! Do you not recognize it? Yes, I will make a road in the desert and paths in the wilderness. - Isaiah 43:19

The Special Kids Director team has identified three priority activities for 2018:



RE-SHAPE OUR CULTURE

The first step in reshaping our culture is ministering to our team members in a more intentional manner. To be effective in caring for the children and their families, it is important that we, as leadership, press in and care for our team members at another level.



TRAINING

Sharon Conyers, Special Kids HR Specialist, will be leading us in team member training, as well as more in-depth training to our leaders.



ELIMINATE WASTE

While we understand that the complete elimination of waste in any ministry or business is impossible, we believe that as we make this a priority, we will be able to reduce waste dramatically and improve our use of resources, processes, procedures, and team members' time and efforts.

2017 FINANCIALS

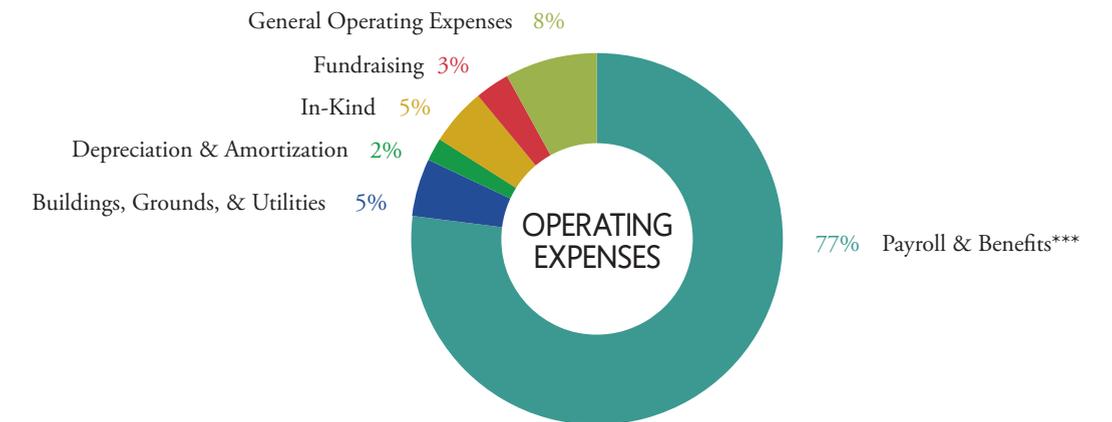
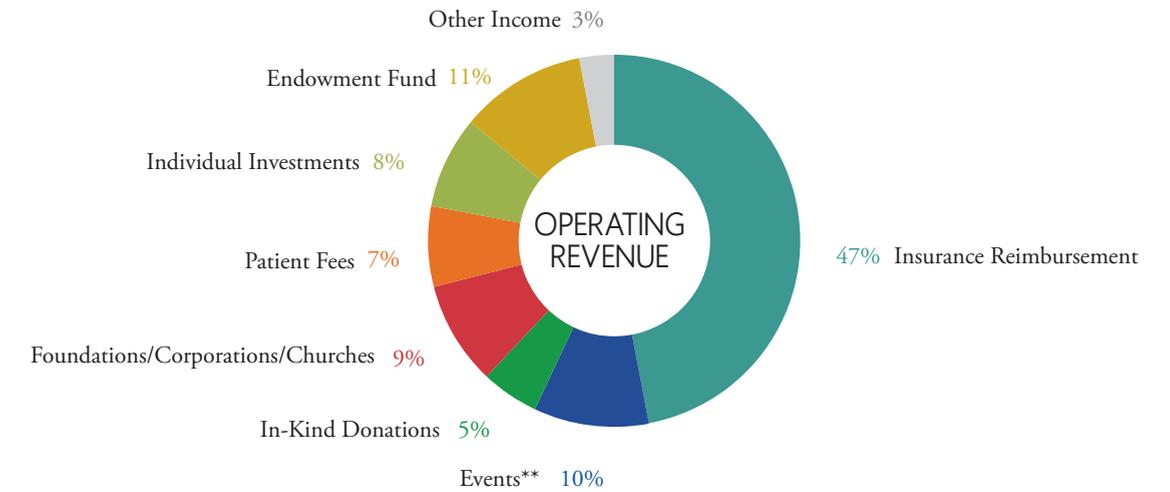
2017 REVENUE*

Insurance Reimbursements	\$2,107,250
Fundraising	\$1,725,857
Patient Fees	\$314,876
In-kind Donations	\$224,548
Consulting, Interest, and Other Income	\$91,254
Family Support	\$19,752
TOTAL	\$4,483,537

2017 EXPENSES

Program	\$2,786,609
Fundraising	\$566,760
Administration	\$423,660
In-kind Expenses	\$212,048
TOTAL	\$3,989,077

2017 NET REVENUE	\$494,460
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*All numbers are preliminary and unaudited. See our complete report on guidestar.org.

**Events include gifts from individuals and corporations.

*** Our staff are the hands and feet of this ministry and they are the means through which we provide our services.



1,789 individuals supported Special Kids throughout 2017, thank you. We look forward to celebrating our 20-year anniversary with you in 2018. To God be the Glory.



OUR SUPPORTERS

\$75,000 +

Anonymous Investor
 Chick-fil-A Foundation
 Christy Houston Foundation
 John D. Floyd Charitable Foundation, Inc.
 Special Kids Staff & Board Members

\$25,000-74,999

Adams Family Foundation II
 Charlie & Courtney Yates
 Murfreesboro Medical Clinic & Employees
 North Boulevard Church of Christ

\$10,000-24,999

Alfred Green
 Alpha Omicron Pi
 2 Anonymous Investors
 Judge Ben Hall & Brenda McFarlin
 Charity Circle of Murfreesboro
 City of Murfreesboro, TN
 Don & Melanie Alexander
 Eddie Davis
 Experience Christian Community
 Harper Collins Christian Publishing
 HCA Foundation & Employees
 Michael & Lisa Terry
 Mike & Beth Ussery

New Vision Baptist Church
 Nissan North America & Employees
 Peter D's & Demos' Restaurant
 Richard Siegel Foundation
 Robert & Anne Francis
 United Way of Metro Davidson/
 Nashville
 United Way of Rutherford and
 Cannon Counties

\$5,000-9,999

Adams Family Foundation
 AJ Goodwin
 5 Anonymous Investors

Andrea Waitt Carlton Family Foundation
 Backer EHP
 Ben Blake
 Bruce Kirk
 Charles Farrer
 Christopher Meagher
 The Community Foundation of Middle Tennessee
 CVS Corporation
 Dan & Trisha Decker
 David Coffey
 David Prince
 David Wise
 Hubert L. & Dene McCullough
 John & Mary Brannan Davis
 MaxShred

MDRT Foundation
 National Health Foundation
 Newk's
 ODL
 Pinnacle Financial Partners
 Rich Products Corporation
 Roger Case
 Saint Thomas Rutherford Hospital
 Shelter Mutual Insurance Company
 Sims Recycling Solutions
 Smoothie King
 Stewart's Special Events
 Mr. & Mrs. T. Hensley
 Tiffany Lane
 TNT Battery Company
 Tom & Mary Reinmiller

Trey Lewis
 Tri-Star Title & Escrow
 Wade & Keitha Hays
 Walker & Dunlop
 Dr. Wayne & Diane Westmoreland
\$2,500 - 4,999
 A Step Ahead O & P
 Adams Place Healthcare
 2 Anonymous Investors
 Autism Speaks
 Bill Taylor's Bushido School of Karate
 Bouldin & Bouldin, PLC
 Cam & Celeste Bivens
 Chick-Fil-A Murfreesboro

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Colby Jubenville
 Creative Concrete Solutions
 Dex Imaging
 Dr. Dunk & Vicki Eastham
 Farrer Bros. Hardware and Rental
 Fleet Feet Sports
 Frank & Lorene Hill
 Greg & Kendra Cooke
 Guaranty Trust
 Jim 'N Nick's
 John & Kathy Hamby
 John & Peggy Nininger
 Kent & Amy Ayer
 Little Guys Movers Inc.
 Loyd & JoLinda Watson
 Mark & Mary Elam Polk
 MFA Oil Company

Michelle Sloan
 Middle Tennessee Electric
 Sharing Change
 Middle Tennessee State
 University Employees
 Milton Church of Christ
 Modern Woodmen
 The Morgan Family Foundation
 Morningside Foundation
 Murfreesboro Surgical Specialist
 PLLC
 Nashville Predators Foundation
 Paul Fraser
 Dr. Peter & Kimberly Robertson
 Redstone Federal Credit Union
 Reuel Young
 Rhonda Carr

Rick Thigpen
 Ron & Pat Hodges
 Rutherford County Government
 Salem Glen Storage
 The Servants Heart
 State Farm Companies
 Foundation & Employees
 Tam Clark DJ & Music Services
 Travis & Leann Venable
 Wax Family Printing
 Wegmann Automotive
 World Outreach Church

\$2,000 - 2,499
 2 Anonymous Investors
 Arnold & JoAnn Truelove
 Belle Aire Baptist Church

CB&S Bank
 Donald & Katherine Steele
 Drake & Erin Earnest
 Famous Footwear
 Forrest & Brittany Farrer
 Hollow Springs Community Church
 Kenn & Belinda Long
 Nate & Sarah Callender
 North Blvd Boy Scout Troop
 Once Upon A Child
 Russell & Penny Austin
 Smile Doctors
 Stanlick Chiropractic
 Tennessee Orthopaedic Alliance
 US Bank
 Wayne & Kathy Nobles
 Yates Services, LLC

Let the redeemed of the Lord
 tell their story . . .
 - Psalm 107:2



2208 E. MAIN STREET
MURFREESBORO, TN 37130