



FALL 2017

SPOKANE GUILDS' SCHOOL & NEUROMUSCULAR CENTER

CAPITAL CAMPAIGN PREVIEW



TRANSFORMATION

After nearly sixty years of service to the community and a decade of planning, we are finally ready for our first major campaign. It will double the number of children and families we serve in Spokane and transform the impact of the Spokane Guilds' School & Neuromuscular Center (SGS).

The \$30 million campaign will complete a capital project in Spokane's University District and grow the SGS Foundation so that we can continue to provide for families regardless of their ability to pay for services.

You are a valued stakeholder in our mission, and your feedback is important to us.

Thank you in advance for your support.



Families don't always have the opportunity to plan for a child with a developmental delay or disability, **so we plan for them.**

Since 1960, SGS has worked to ensure that every child with a developmental delay in Spokane has the chance to live a meaningful life. Through a personalized, comprehensive program of assessment, therapy, education and support that is unmatched in our region, we help children with disabilities, ages birth to three to reach their full potential. SGS is one of three neurodevelopmental centers recognized by the state's Department of Health in Eastern Washington.

Despite the steady increase in the number of children needing these services in Spokane, we are limited by our current facility:

- **We can only serve 20% of the children who qualify for services in Spokane County.**
- We serve children with a range of programmatic needs, but **a lack of space and resources to hire staff means we must limit who and how we serve.** Space challenges limit services and our ability to expand into new areas.
- **The need keeps growing.** New screening protocols used by primary care providers are identifying more children with developmental delays. *Since 2014, nineteen percent more children birth to three in Spokane qualify for services. As Spokane grows, we anticipate this number will rise.*

"Parents deserve to hear, 'Congratulations on your child and we will be there for you.' It's the truth at the Guilds' School." -Lindsay Tucker, Alumni Parent and Pediatric Nurse



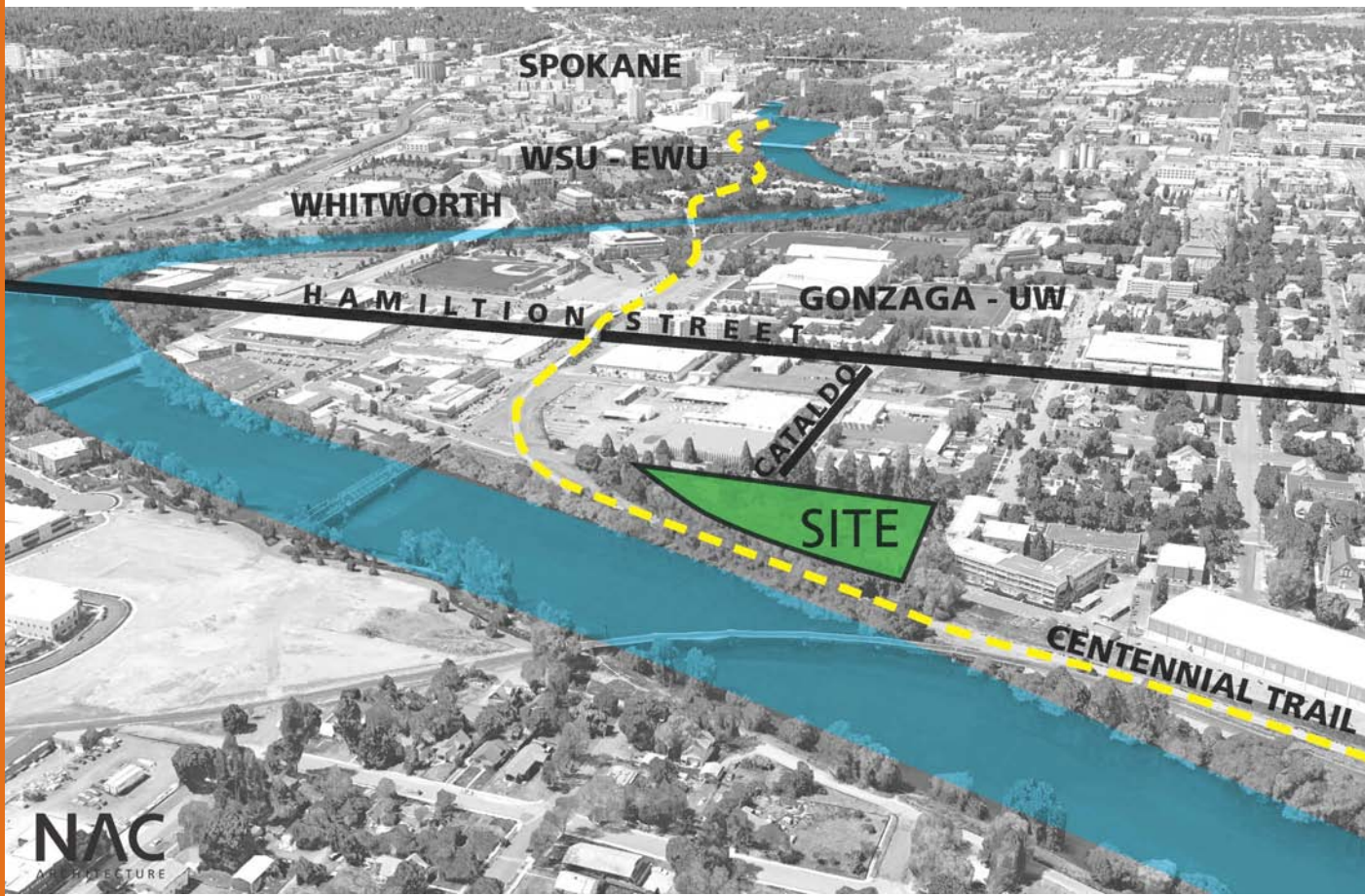
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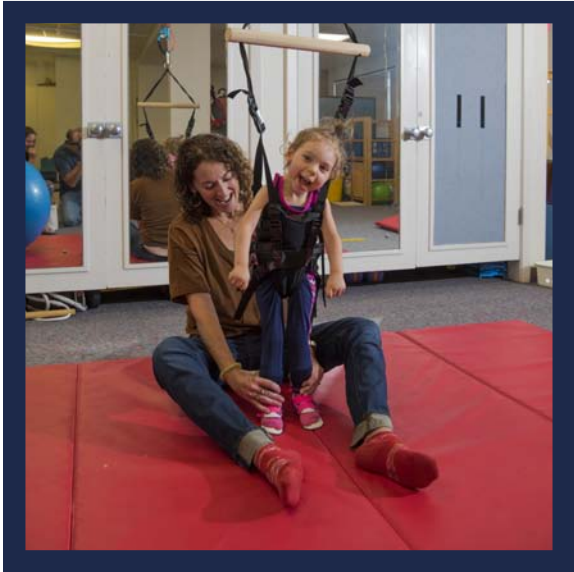
The opportunity we have been waiting for is here.

After years of searching for the right space to continue our mission, we purchased the property of the former St. Joseph Family Center, in the heart of the University District. Located near several growing universities—including Washington State University and its new medical school, Eastern Washington University, Gonzaga University, Whitworth University, University of Washington medical school, and several local community colleges with programs across the health sciences—this site is the ideal location to provide our unmatched level of care to families, while training even more therapists, teachers, registered dietitians, psychologists, doctors, nurses, social workers, and other professionals who will be early intervention leaders of tomorrow.

After nearly sixty years of service to the community and a decade of planning, we are finally ready to embark on our first major campaign to double our capacity to serve in Spokane, and to take on a new leadership role in the field of early intervention.

The new location of SGS will be more centrally located for our families, and also puts us in close proximity to the universities in our community.





CAMPAIGN BENEFITS TO THE COMMUNITY

- 1. **Double our annual enrollment** from 265 to 530 children.
- 2. **Increase the quality of our care** by upgrading and expanding outdated facilities and equipment, supporting new treatment methods and technologies, and increasing our ability to support parents and caregivers both in and outside of the home.
- 3. **Expand professional education** so we can provide specialized training for doctors, social workers, therapists, teachers and others integral to our early intervention work.
- 4. **Become a national leader in the field of early intervention** by implementing a cutting-edge research and evaluation program in collaboration with local universities.
- 5. **Contribute to a growing and thriving urban center.**
- 6. **Grow the SGS Foundation** to ensure our presence and ability to respond to community needs well into the future.

\$30 MILLION CAMPAIGN:

Cost of Land Purchase	Design & Construction of New Facility	SGS Foundation Growth
\$2.2 M	\$22.8 M	\$5 M

Did you know?

We face a growing national shortage of trained professionals in the field of early intervention - from doctors and nurses to speech therapists and social workers.

(National Coalition on Personnel Shortages in Special Education & Related Services.)

FACILITY FEATURES

- Private consult rooms for families and professionals
- Additional multidisciplinary team rooms and therapy rooms
- Individual assessment and treatment rooms
- Gross motor skills/sensory area
- Dedicated research space
- Classroom for family and staff education
- Outdoor playground with approved developmental safety and security features
- Bathrooms designed for small children
- Experiential room for children with sensory impairments
- Expanded medical clinic
- Technology for assessment, consultation, and distance learning
- Office and work spaces for 40 percent more employees, interns, and partners
- Off-street parking for parents, staff, interns, and visitors



IMPACT

For nearly 60 years, our purpose has been simple: to nurture the full potential of families and their children. We have focused on care with the most impact, creating a distinctive model worth replicating across the country. To keep our promise to help more children and families with disabilities in Spokane today and in the future, **we need community support from additional individuals, companies, and institutions.**

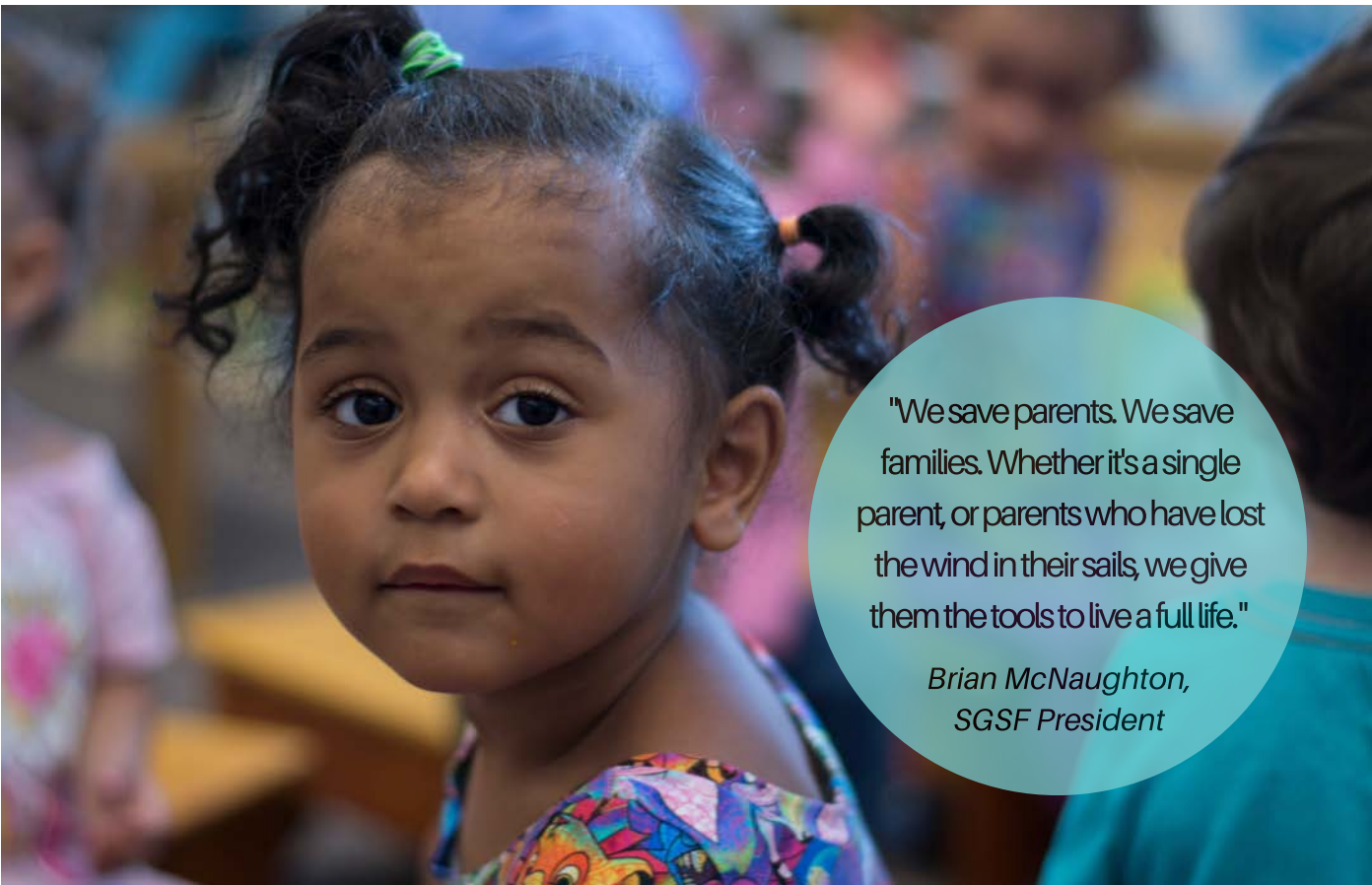
This project confirms that the lives of children matter and assures parents that their children deserve the chance to be their best. It allows us to carry out our mission in the center of a growing city, and secures our future for Spokane's children and families.

We thank you for your participation in this study. Your feedback on these plans is essential to success.



CAMPAIGN BUDGET REVENUE: \$30 MILLION

- Individual and Corporate Philanthropy
- State and Local Government
- Foundations
- New Market Tax Credits



"We save parents. We save families. Whether it's a single parent, or parents who have lost the wind in their sails, we give them the tools to live a full life."

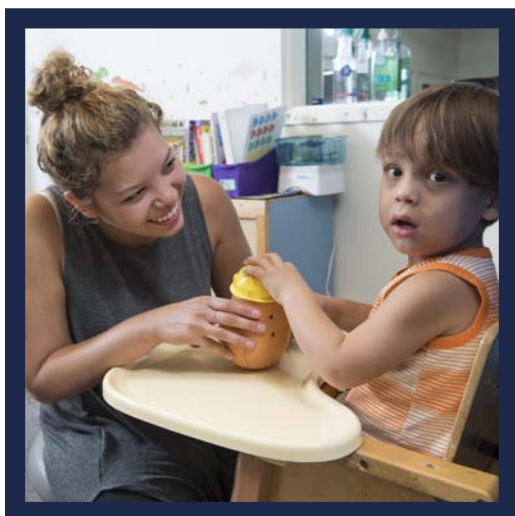
*Brian McNaughton,
SGSF President*

OUR UNMATCHED LEVEL OF CARE

Too often, parents are told there is little that can be done for their child with significant medical or developmental concerns. At SGS, we see things differently. We celebrate every milestone and see miracles happen every day. We're here to give families hope:

- **No family is turned away for their inability to pay.** The SGS Foundation ensures that the cost of services not met by insurance, Medicaid, or other government sources are covered. **70% of our families are Medicaid eligible.** Unfortunately, government support dwindles each year and operating costs grow, so philanthropy must make up the difference.
- **We make programs work for families.** We meet families where they are—in their home, daycare, or at our facility—to ensure that we minimize barriers to care. Therapeutic play in “natural environments” gives families practical skills to support their child’s development.
- **We are comprehensive and team-based:** We do more than provide therapy; we use a proven, team-based approach. Our comprehensive care combines one-on-one support with nurses, doctors, therapists, teachers and social workers.
- **We make results.** 100% of our children show a gain in skills and a third of our children reach age-appropriate levels, meaning they will not require special services by the public school system.
- **We reduce the disability stigma.** Children feel welcomed and supported as they play and learn alongside typically developing peers, who model age-appropriate behavior, social skills and language.

The dedication of our staff is not enough. We cannot offer this exceptional care without the community behind us. Every year, philanthropy and a gift from the Spokane Guilds' School Foundation support 40% of our expenses, far higher than most social service non-profits in Spokane.



SUMMARY

\$30 MILLION WILL:

- Double annual enrollment
- Nearly double the SGS Foundation
- Expand professional education and research partnerships
- Be a more central location to better serve families in our community
- Ensure the opportunity for medical students to receive access to our one-of-a-kind program



NOTES/QUESTIONS:



*For more information on the Campaign Planning Study,
please contact Korin Michielli, Development Director
at korinm@guildschool.org or 509.326.1651*