



2018/19 Year-End Report
Inspiring Health. Improving Lives.

Aspire. **ACHIEVE.** Inspire.



Dear Achievable Community,

This past year marked Achievable's sixth year as a nonprofit, federally qualified health center focusing on individuals with intellectual and developmental disabilities – truly a first-of-its-kind model here in California. When I look back on this year, I'd refer to this as our "year of resilience." In life and in business, not everything goes according to plan and nonprofits are no exception. However, those that have the fortitude to weather downturns are the ones that we know will be there for years to come. I believe Achievable is one of these organizations.

Achievable suffered a major setback this past year when, for a variety of reasons, three providers left the health center over the course of a four-month period. This created a backlog for our patients and reduced the revenue we brought in from insurance reimbursements. Less patients and revenue resulted in a deficit during the fiscal year, as you will see in the financial section of this report. We fortunately had significant reserves to carry us through our dry spells, and our reserves remain healthy.

This setback was just that, a setback. Despite the loss of practitioners, the rest of our staff and providers stepped up as a team, allowing us to care for only about 100 less patients than the year before. I am happy to report that Achievable is fully staffed once again, with six practitioners and more than 20 other staff, bringing our personnel number to the largest it's ever been. And perhaps most importantly, Achievable is open to new patients for the first time in over a year!

We have shown resiliency in the face of adversity and I believe we are one of those organizations that will thrive for years to come. In fact, we began the process of planning the opening of a second Achievable site. With a grant from L.A. Care Health Plan, Achievable's Board is working with a consultant to create a plan to open a second clinical site. We are also continuing to enhance our workforce development capacity by exploring training partnership opportunities with a local medical school and formalizing our partnership with West Los Angeles College to train medical assistants on caring for individuals with intellectual and developmental disabilities.

We've made it through a rough patch and Achievable is poised to come out even stronger in this coming year!

All the best,

Carmen Ibarra
Executive Director

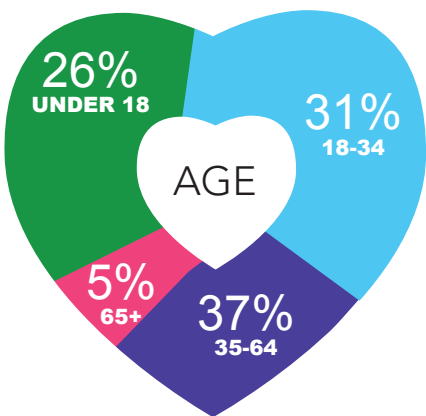
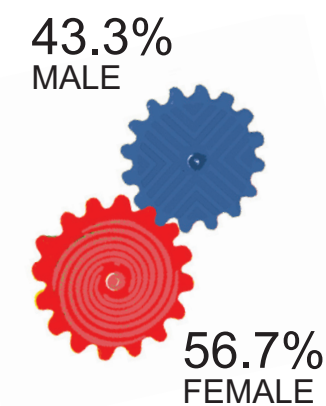
HOW WE'RE DOING

We're delivering on our mission: to provide high quality, integrated health care to individuals with intellectual and developmental disabilities, their families, and other vulnerable populations.

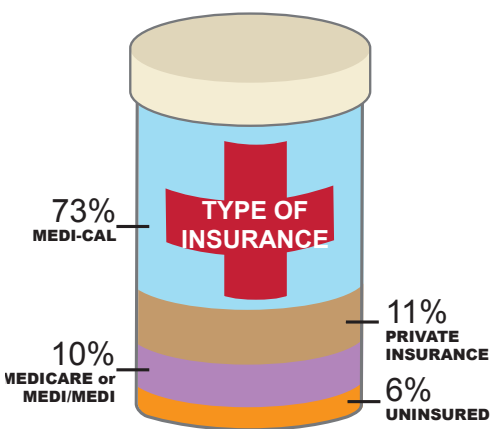
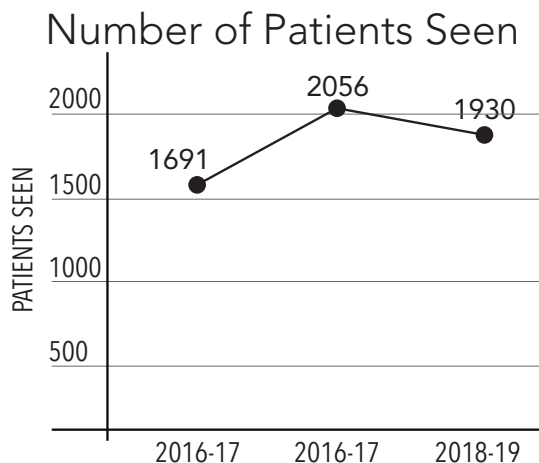
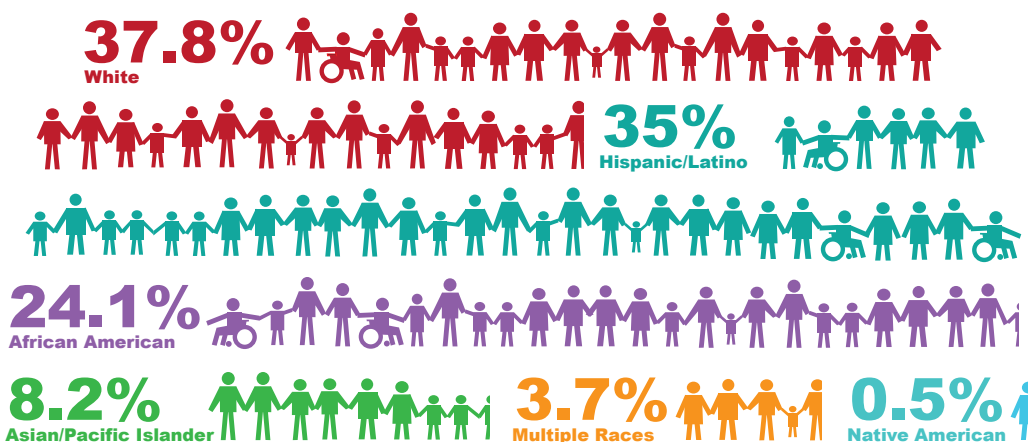
Percentage of Patients with a Developmental Disability 2018/19

30.1%

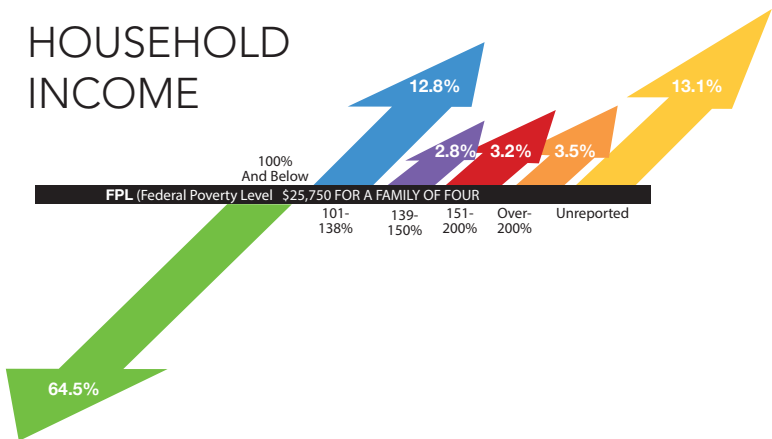
GENDER



ETHNICITY



HOUSEHOLD INCOME



An End to the Health Care Search, Zachary Frias

Jean Frias' 23-year-old son Zachary has severe autism. When he aged out of high school, it not only left open-ended days with no resources on the horizon, but also brought on an unexpectedly difficult quest for a doctor who he could graduate to from his pediatrician after he began experiencing adult-onset seizures.

Jean spent months searching for a new insurance-approved doctor. After narrowing a list of 2,000 down to 500 she began calling pages and pages of names, and getting refusals one by one because they didn't deal with 'that type of patient.'

At her wits end, she turned to Zachary's school for any suggestions. Luckily, the school nurse had heard of Achievable, and the health care hunt was over.

"It was so fast for insurance approval, and we got an appointment right away... from the get go, Achievable was so easy and pleasant," recalls Jean.

Zachary's autism is such that he cannot hold a conversation and

exhibits intense behavioral issues. His mom recalls times it took an hour to get him from the car into the door of the doctor's office.

"The Achievable staff was so accommodating, so nice and understanding. All the small things that probably don't mean anything to a lot of people are the world to us," says Jean. "They put me at ease, which in turn put him at ease. He actually likes going. He requests to go."

Zachary's seizures are now controlled. The next goal is a regular blood draw, which is needed to monitor the level of seizure medication he's taking.

This is a major hurdle as it's taken nearly two decades to get him comfortable just with taking his blood pressure. But through regular practice at home and once a week at Achievable, the family is getting there.

"He used to get aggressive – pinching, biting, kicking, head butting when anyone came near him with a blood pressure cuff. There is zero now. It's been a step



at a time to get there. I never thought it would happen; I'm just so thankful," says Jean.

In addition to his medical care, Achievable was able to serve as a resource to help find a fit for Zachary in a day program where

there is a low patient-to-staff ratio and he gets exercise, music, art and socialization.

"They just know how to work with him. And it doesn't matter who we get – all of the staff are just as great as the others. It's a gift for sure."

Care That Changed Everything, The Moran Family

It's a common story among caregivers – they spend so much time and resources on the family member who needs the most attention, years go by without attending to their own health.

Such is the story with the Moran family. 25-year-old Fred Moran is an Achievable patient with cerebral palsy.

When the family was referred to the Achievable health center – where his service coordinator stressed he and his mother Ms. Moran could both be seen – it changed everything.

Where before medical visits were short and they felt ignored, they've been really happy with the attention they've received at Achievable, noting the doctors take the time to listen to Fred and investigate what's going on. Fred has received immediate referrals when there have been

issues to investigate further, from neurology to an endocrinologist to a nutritionist, which have brought peace of mind and the family even credits with warding off possible surgery for digestive issues.

Ms. Moran now goes to regular well-care visits when she takes Fred for his care. She enjoys the convenience and helpful staff who answer questions, follow up right away and process referrals quickly.

In addition to medical treatment, Fred – the jokester of the Moran family – has found inspiration among one of the staff members, who like him, has cerebral palsy.

"They have the same disability – she motivates him to better himself," says Ms. Moran. "She's an example of someone who is making it ... he sees her as an inspiration, and he also can make it. She can do it, so he can do it."





Achievable 2018/19 Board of Directors
From Left to Right: Kent Graham, Lou Spitz, Mike Galper, Francis Yee, Ted Tannenbaum, Eric Carr. Front Row: Geraldine Clarke-Flowers, Nancy Leonardo, John Chavez, Anika Duncan. Not Pictured: Penny Rodriguez, Mike Danneker

By the Numbers

REVENUE			EXPENSES		
		(FY 2018/19) % of Total			(FY 2018/19) % of Total
Foundations	\$288,343	12%	Personnel Costs	\$ 2,122,523	69%
Direct Public Support	\$102,110	4%	Non-Personnel	\$ 668,703	22%
Government	\$641,832	26%	Fundraising	\$ 32,298	1%
Patient Fees & Services	\$1,181,178	48%	Operations	\$187,363	6%
Special Events	\$168,912	7%	Other	\$ 49,520	2%
Other	\$64,387	3%			
Total \$ 2,446,754			Total	\$ 3,060,409	
			Net Income	(-) \$613,655	

*Finalized financial numbers are still pending Achievable's annual financial audit.

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With the generous help of our supporters, we are improving the quality of life for individuals with intellectual and developmental disabilities, and other vulnerable populations.

Donor Name	Gift Amount		
L.A. Care Health Plan	\$257,500.00	Mr. and Mrs. Jerry Doren	\$3,000.00
Kaiser Permanente Southern California	\$90,000.00	Manufacturers Bank	\$3,000.00
JL Foundation	\$75,000.00	West Basin Municipal Water District	\$3,000.00
Anonymous	\$60,000.00	Mr. and Mrs. Mike Danneker	\$2,920.00
Cedars-Sinai	\$53,000.00	Mike Galper	\$2,600.00
Material World Foundation	\$47,050.00	Mrs. Carmen Ibarra and Mr. Leonel Ibarra	\$2,600.00
WITH Foundation	\$40,000.00	Albertsons/ Vons Foundation	\$2,500.00
Los Angeles Lakers Inc.	\$25,000.00	Mr. Chuck and Ms. Diane Hill	\$2,500.00
John Gogian Family Foundation	\$20,000.00	Mayor Meghan Sahli-Wells	\$2,500.00
Carl W. Johnson Foundation	\$15,000.00	Southern California Hospital at Culver City	\$2,500.00
Anonymous	\$20,000.00	Swanton Foundation	\$2,500.00
Lucille Packard Foundation for Children's Health	\$25,000.00	Olivia Harrison	\$1,925.00
George Hoag Family Foundation	\$15,000.00	Beverly Kruskol	\$1,725.00
Murray / Reese Foundation	\$15,000.00	Stephanie Schaffer and Scott Marlette	\$1,600.00
Supervisor Mark Ridley-Thomas	\$13,000.00	Aloha Drugs	\$1,500.00
The Chicago School of Professional Psychology	\$10,000.00	Eric Carr	\$1,500.00
Ed and Marla Wolkowitz	\$9,100.00	Golden State Water Company	\$1,500.00
Albert Vera	\$8,500.00	Kaiser Permanente - West Los Angeles	\$1,500.00
Special Needs Dental Associates	\$8,000.00	Mr. and Mrs. Leonard Shapiro	\$1,500.00
The Rosalinde and Arthur Gilbert Foundation	\$7,500.00	Mark Potter	\$1,400.00
Michael Berman	\$7,500.00	Claudia Kunin	\$1,250.00
Dr. Pam Wiley	\$7,500.00	Stacy Blair Young	\$1,150.00
Mr. and Mrs. Louis Spitz	\$6,000.00	Warren Breslow	\$1,000.00
Mr. Ted Tannenbaum and Ms. Danise Lehrer	\$5,950.00	Mr. and Mrs. Julian Elliott	\$1,000.00
Mr. and Mrs. Kent Graham	\$5,075.00	Mr. and Mrs. Mark B. Levey	\$1,000.00
TJX Foundation	\$5,000.00	Los Angeles Speech and Language Therapy Center	\$1,000.00
SoCalGas	\$5,000.00	Dave Mark	\$1,000.00
Mr. and Mrs. Bob Steiner	\$4,100.00	MedPoint Management	\$1,000.00
Options For Life	\$4,000.00	The Gurwin Family Foundation	\$1,000.00
Ira Goldberg	\$3,500.00	Chateau Ste. Michelle Wine Estates	2019 Wine Sponsor
Modern Support Services	\$3,000.00		



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