Providing services and resources to assist individuals with disabilities achieve personal success.
October 2019

Dear Vista Family and Friends,

Welcome to Vista’s 2018-2019 Annual Report!

In addition to highlighting the successes of Vista Life Innovations and Vista Endowment Fund over the past year, this annual report celebrates Vista’s 30th Anniversary as an organization supporting individuals with disabilities to have opportunities for “well-lived” lives and the achievement of everyday dreams of work, friends, and independence!

In celebration of our 30th Anniversary, we have selected “Metamorphosis” – the miracle of transformation – as an overarching theme. The great poet, Maya Angelou stated, “We delight in the beauty of the butterfly, but rarely admit the changes it has gone through to achieve that beauty.” We at Vista acknowledge the work it takes to truly change.

We have chosen the butterfly as a symbol of this work. Like the butterfly, I have had the honor of watching Vista students and members undergo their own personal metamorphosis. I have watched friendships form. I have witnessed challenges conquered. I have celebrated achievements of empowerment. I have shared in sorrow and loss. This is what has transformed me. I know that this work is real, raw, and beautiful. It is as difficult as the butterfly’s metamorphosis. You will see a visual representation of vibrant and beautiful butterflies created by our artists in our Connect Through Art programs throughout this annual report as a reminder of the work and beauty of transformation.

As an organization, Vista has undergone its own metamorphosis in its 30-year history, transforming from a “vocational and life skills” program supporting a handful of students, to the multifaceted full-service organization that currently touches the lives of over 300 individuals and their families.

We thank each and every one of you reading this annual report. You have supported Vista’s metamorphosis. We are a strong and vibrant organization due to your support and care. We know that in our hearts, and we are grateful.

Enjoy this journey of hard work, accomplishment, and metamorphosis.

Best,

Helen K. Bosch, CEO
As I reflect on the 2018-2019 fiscal year, it is incredible to recount all that has been accomplished! This year marked Vista’s 30th anniversary and the culmination of a 5-year strategic plan. What has been accomplished is remarkable! Among the many large projects was the addition of the Ventures Fulfillment Center where nearly 40 Vista students and members are employed, the addition of remote access technology to allow staff to work more efficiently “in the field,” the reorganization of staffing and programming to provide more effective services and align for future growth, and the creation of a master compensation plan to retain the wonderful staff who support our students and members daily.

Perhaps even more remarkable than the achievements of the prior strategic plan period was the planning process for the future. This process was inclusive—we sought participation from the Board of Directors, committee members, Vista staff, Vista families, and our students and members. We held focus groups and SWOT analyses. Not surprising, but noteworthy, was how forefront Vista’s mission was in permeating our students and members’ lives. Our common motivation in all decisions and actions was “imagining the possibilities.”

I am confident that our future plans will continue to propel Vista forward as a leader in the field and will challenge the organization and its leadership to continue “imagining the possibilities.” It is heartwarming to reflect on what has been done in our 30 years and invigorating to think of what is still to come!

Warm regards,
Andi Barouh
Chairperson, Vista Life Innovations Board of Directors
Dear Friends and Families,

I am pleased to share with you some highlights of the 2018-2019 fiscal year and results of the Vista Endowment Fund. As you know, the Endowment Fund is a supporting organization of Vista Life Innovations. The mandate of the Board of Directors of Vista Endowment Fund is to oversee the management of the financial assets in the fund, assets which have been contributed by Vista supporters, and which exist to support the mission and services of Vista Life Innovations.

As Vista Life Innovations celebrates its 30th anniversary with the theme of *metamorphosis*, it is worthwhile to reflect on how Vista reached this anniversary. This organization has always had visionary leadership, a forward-thinking focus, and a strong mission that guides every decision. Vista has become a thought leader in its field.

It was that forward thinking that led to the creation of the Vista Endowment Fund in 2006. Since then, the endowment has experienced its own growth, with a value of $6.1 million at 2019 fiscal year-end. The fund’s investment return since inception has been an annual average of 7.4%, and in the last fiscal year, the return was 9.9%.

There have been several campaigns to raise funds for the endowment – there is the annual Tour de Shore cycling event and Faces of the Future Cocktail Reception.

Vista Life Innovations. The endowment helps protect the future of Vista and is there to support the work of this wonderful organization.

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There have been several campaigns to raise funds for the endowment – there is the annual Tour de Shore cycling event and Faces of the Future Cocktail Reception. During fiscal year 2018-2019, the Tour de Shore celebrated its 10th anniversary and again was very successful in raising awareness and financial support. 2018 marked the 5th year of the New York cocktail reception.

Within the endowment, several individual funds have been created in memory of loved ones and to support the long-term health of Vista.

It is both humbling and inspiring to witness the impact that Vista Life Innovations has on both the individuals it serves and the family members and donors who support the endowment to ensure the long-term success of Vista.

Warm Regards,

Andy Baxter
President, Vista Endowment Fund Board of Directors

Event chairs Lisa Coopersmith & Karen Cuvillo at the 5th Annual Faces of Future Cocktail Reception pictured with event founder Sam Ghusson.
Since our beginning 30 years ago, Vista Life Innovations continues to have a lot to celebrate...many young adults growing and changing...many jobs secured...many friendships made...many individualized systems designed...many happy times experienced...many hurdles overcome...but perhaps most of all...many lives impacted as part of an ongoing metamorphosis...

Just as a butterfly undergoes a metamorphosis to become its full self, Vista students and members each embark upon their own unique journey of personal growth. Over the last three decades, Vista has had the distinct pleasure of supporting these men and women through various stages of their lives. They transition from high school into our residential (dormitory-based) Discover Program, learn the life skills necessary to graduate, proudly move into their own homes, secure their first job, develop meaningful relationships, and become active members of their chosen community. Vista nurtures this process by creating the space, support, and tools for success.

In recognition of our increased number of students and members and their changing needs, Vista has undergone its own transformation. Our staff has expanded from a handful of employees to approximately 150 professionals, many whom have been with Vista for over 20 years (affectionately referred to as members of Vista's Charter Club). Additionally, Vista has grown from our legacy Westbrook campus to now include three distinct campuses along the shoreline.

It is said that change is constant and that it happens one person and one thought at a time. While a lot has changed over the past 30 years, one thing has remained constant — our firm belief in the abilities of each one of our students and members.

We invite you to share in our accomplishments over the last 30 years as you read this Annual Report. We hope that the next 30 years include even more celebration as we continue to impact the lives of our students, members, and community for the better. We hope you will continue to join us on the journey!
A lot can happen in 30 years and the experience for Vista Life Innovations has been no different. 30 years ago, Vista staff operated out of one building, our Dormitory and Residence Hall in Westbrook, Connecticut, to provide “vocational and life skills” services to a handful of students. From this start, Vista has grown into an organization currently providing on-going services for up to 38 residential students, and a couple of hundred community-based members living in 95 households along the Connecticut shoreline. To support our growing Vista community, we currently maintain a fleet of 12 vehicles that provide additional transportation for our students and members, ensuring access to work, social activities, and community events. In addition to our two social enterprises, Ventures Business Services (top right) and Creations, Vista has developed active partnerships with over 65 employers – all of which serve to create a range of employment opportunities for our students and members.

As a result of this growth, the Vista community has become more than just our staff, students, and members: it now includes the nearly 1,700 annual donors and over 16,000 constituents that support Vista’s mission. As a mission-based organization, we cannot predict what the next 5, 10, or 30 years will bring for Vista, but we can say it will be driven by the needs and accomplishments of our students and members.
Growth is the result of continual efforts to improve ourselves and realize our full potential, it also happens to be one of Vista's core values. It occurs through perseverance – the willingness to try and the courage to change. Every day for the past 30 years, we have seen growth and change in the lives of our students and members. While the path is different for each person, the impact is universal and inspiring.

**Employment success** is one of the many ways our students and members realize personal growth. Therefore, Vista understands the importance of employment in the lives of adults. As such, we develop individualized approaches to employment for each student and member. After demonstrating vocational readiness, students collaborate with Vista staff to find a job placement that matches their strengths and interests.

While recognizing that employment is important, we also know that there is life outside of work. In addition to each individual’s programming, Vista also maintains a special fund, the **Student Member Enrichment Fund**, which underwrites programmatic enhancements, wellness initiatives and experiential learning opportunities for Vista student and members across the year.

“I use to fear things like grocery shopping alone. Staff encourage me to believe in myself and now I am more confident with my independence.”

“Over the last 23 years at Vista, I have gained the skills necessary to have a job that allows me to do what I love... helping people.”

“I’ve experienced growth through work. I have learned new skills like handling money and am able to build my social skills through greeting and directing people.”

“30 Years of... GROWTH”
30 Years of Supporting and Advancing the Lives of Individuals with Disabilities

Diverse Funding...
DID YOU KNOW?
Vista actively works with over 30 different funding sources.

Experienced Staff...
DID YOU KNOW?
Approximately 41% of Vista employees have been with the organization for over 5 years.

Employment Success...
DID YOU KNOW?
83% of students and members ready and seeking employment are competitively paid.

Nationwide Reach...
DID YOU KNOW?
Currently, Vista students and members represent 16 states and over 60 Connecticut towns.
A key tenant of Vista’s 30-year history is encouraging **Community & Human Connection**. We strongly believe that relationships within our chosen communities enhance the human experience and create significance and belonging. Our students and members connect with individuals every day in their local communities while on their way to work, socializing with friends, and volunteering at local community events and businesses.

In addition to daily interactions, we constantly create opportunities for the public to engage with Vista. For example, we celebrated our 10th annual Vista Tour de Shore fundraiser (below right) in 2018 with the support of sponsors, the dedicated cycling community, students, members, and staff.

How far does Vista’s connection to the greater community go? In our “Where in the World is Vista” campaign, we saw students, members, friends, and supporters showcasing their Vista wristbands at destinations all over the world!

In addition to initiatives like these, we invite the community to experience Vista through our performing arts program, **A Shared Stage Productions**. Each year, Vista produces a Broadway-style play featuring an integrated cast of community members and Vista students and members. The bonds that form between participants of these shows often last long after the final curtain. This year we staged “Sister Act” (below left) at the Katherine Hepburn Cultural Arts Center in Old Saybrook, Connecticut... our 6th play in 6 years!

Furthermore, we collaborated with the nonprofit Project Music Heals Us to host “Portraits of Beethoven,” inspired by the life of Ludwig Van Beethoven. “Portraits of Beethoven” (below center) celebrated his story of perseverance overcoming his own disability. This three-part series included two paint nights, each featuring music and storytelling by the Solera Quartet from a turbulent period of Beethoven’s life. This educational series culminated in a final concert of Beethoven’s works.
Raising awareness for our students and members, while showcasing their incredible abilities, is core to Vista’s mission. A large, visible representation of our students and members’ capabilities is our completed whimsical rainforest mural that spans approximately 1500 square feet (above). Commissioned by Yale New Haven Psychiatric Hospital, this fanciful work of art features the talents of nearly 25 Vista students and members participating in our Connect Through Art program. Over the course of nearly two years, Vista artists and art instructors transformed this concrete canvas, one color, creature, and plant at a time into the beautiful wall that can be seen today!

In addition to the mural, the Marquee Gallery (left) in New London, Connecticut featured the creations of Vista artists in their exhibit, Subconscious Thoughts. During the exhibition’s opening reception, visitors experienced a meet and greet with Vista artists, and had the opportunity to participate in an onsite experimental art project.

Sometimes, raising awareness requires using your voice and your actions. We celebrate diversity, another one of Vista’s core values, by leveraging our individual and collective voices in public forums both locally and nationally. This past year, Vista participated in a wide range of activities ranging from serving as ambassadors at the State Capitol on Autism Awareness Day to speak with state and local legislators, wearing blue on Autism Awareness Day, and wearing crazy socks for World Down Syndrome Day (right).
THANK YOU TO OUR DONORS!

Vista warmly thanks all of our friends, supporters, and champions!

Between July 1, 2018 and June 30, 2019, Vista received nearly 1,700 contributions to support both the programs and services of Vista and our Vista Endowment Fund. We thank all of the following individuals, corporations, and foundations who supported Vista in our 2018-19 Fiscal Year - THANK YOU!

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Jennifer Feldman
Sara Feldman
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Jennifer Feldman
Sara Feldman
Evan Feldman
Jennifer Field
During Vista's 30-year history, the lives of our staff, students, members and community changed for the better. While Vista's journey is far from over, we are excited to see where the future will take us!
The information presented at right reflects excerpts from the consolidated financial statements for Vista Life Innovations, Inc. and the Vista Endowment Fund, Inc. as of June 30, 2019. These highlights are not intended to present the consolidated financial position or the consolidated results of operations for Vista Life Innovations and the Vista Endowment Fund in accordance with generally accepted accounting principles.

### Consolidated Statement of Financial Position

For the year ended 6/30/2019

<table>
<thead>
<tr>
<th>Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td>$8,688,629</td>
</tr>
<tr>
<td>Property, plant and equipment, net</td>
<td>4,950,875</td>
</tr>
<tr>
<td>Pledges receivable, net</td>
<td>571,574</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$14,211,078</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current liabilities</td>
<td>1,578,572</td>
</tr>
<tr>
<td>Long-term liabilities/mortgages</td>
<td>491,778</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>2,070,350</strong></td>
</tr>
</tbody>
</table>

| Net assets without restrictions | 11,493,442 |
| Net assets with restrictions   | 647,286 |
| **Total net assets**           | **12,140,728** |

**Total Liabilities and Net Assets**

$14,211,078

### Consolidated Statement of Activities

For the year ended 6/30/2019

<table>
<thead>
<tr>
<th>Public Support</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$373,030</td>
</tr>
<tr>
<td>Restricted</td>
<td>82</td>
</tr>
<tr>
<td>Fundraising activities, net</td>
<td>1,064,277</td>
</tr>
<tr>
<td>Investment gains (losses)</td>
<td>553,699</td>
</tr>
<tr>
<td><strong>Total public support</strong></td>
<td><strong>1,991,088</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Revenue</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Revenue</td>
<td>8,208,081</td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>198,029</td>
</tr>
<tr>
<td>Other revenue</td>
<td>44,532</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>8,450,642</strong></td>
</tr>
<tr>
<td><strong>Total public support and revenue</strong></td>
<td><strong>10,441,730</strong></td>
</tr>
</tbody>
</table>

### Expenses

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>7,274,750</td>
</tr>
<tr>
<td>General/Administrative</td>
<td>1,465,906</td>
</tr>
<tr>
<td>Development</td>
<td>242,856</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>8,983,512</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Change in net assets</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,458,218</td>
</tr>
</tbody>
</table>

| Net assets, beginning of year | 10,682,510 |
| Net assets, end of year       | $12,140,728 |
Vista would like to thank each and every one of our students and members, donors, employees, partners and consultants for supporting Vista and our Mission.