



EMPOWERING OUR VISION



2022 IMPACT REPORT



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Communications Officer*

Dear Friends,

It can be said that vision is both the ability to see, as well as to plan the future with wisdom and imagination. Thanks to the continued commitment from our supporters, we are humbled to say that we have succeeded at both.

In 2022, we were driven by our desire to help others feel seen, heard, and validated, and we fostered relationships that helped us feel more supported and “seen” than ever. We also helped shift perspectives to get people seeing those with disabilities through a different lens, challenging stereotypes and bringing awareness to creating a more inclusive community.

With new events, more activities, additional partnerships, and enhanced programming, we’ve offered exposure to life-enriching relationships and connections for the people we support, creating the same lifetime memories that we all hope to enjoy. The benefits of our fundraising efforts are highlighted through the smiles you can see on the faces of those we serve, as they experience the realization of their hopes, wishes and dreams.

We’ve embarked on some challenging but exciting projects, knowing that the paradigm of service delivery is rapidly evolving for individuals with disabilities. We are committed to meeting the changing needs of people of all ages, focusing on various solutions, and forming instrumental collaborations with like-minded organizations. We are actively working to develop programs to support those who are dually diagnosed with behavioral and developmental challenges, as well as those who are facing advanced age and dementia, and we are inspired by our partners who are walking alongside us toward responses to these needs.

We continue to learn, adapt, and provide forward-thinking opportunities for the people we support, and we look forward to strengthening the meaningful connections we have within our community that make a difference and move our world toward a more inclusive place. Thank you for seeing us, standing by our side, and believing in our mission.

Sincerely,

Brian Gwynn
President, Board of Directors

Christopher R. Lyons, Esq.
Chief Executive Officer

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Get Involved

OUR MISSION

AIM Services, Inc. is a 501(c)(3) non-profit organization dedicated to supporting the “power of potential” in people of diverse abilities. Through residential and community-based services, advocacy, and education, dedicated professionals focus on supporting people in achieving their personal goals, while promoting self-confidence and independence.



See through the stereotypes. See me.

Creating a world with more awareness and fewer stereotypes

At AIM, we are committed to seeing the whole picture, and that starts with seeing every person for exactly who they are. The people we serve are offered personalized support that adapts to their uniqueness. We are also very fortunate to be fully seen by our community and our partners. It's this collective dedication to providing unwavering person-centered services that empowers our vision and leads to more independence for the people we support.



Theresa
"See me for my spirit."



Kai
"See me for my creativity."

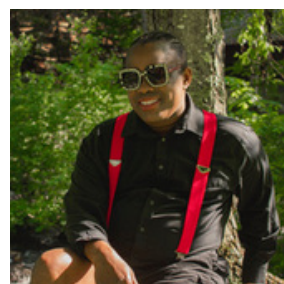


S
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John
"See me for my strength."



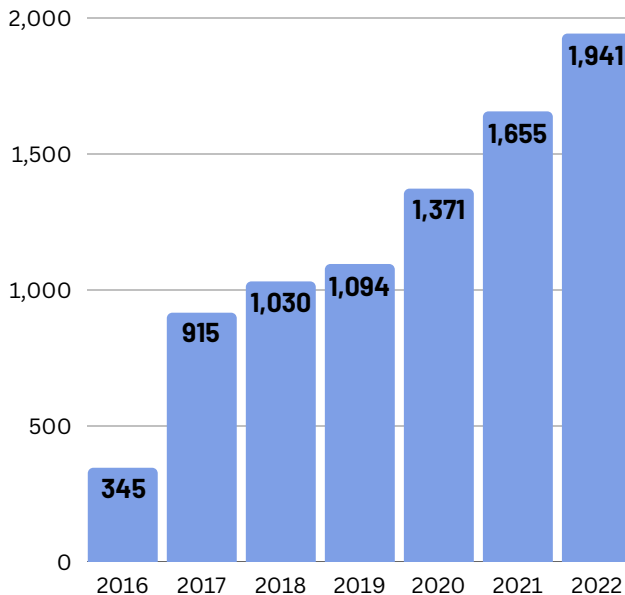
Dwight
"See me for my individuality."

ACHIEVING SELF-EMPOWERMENT

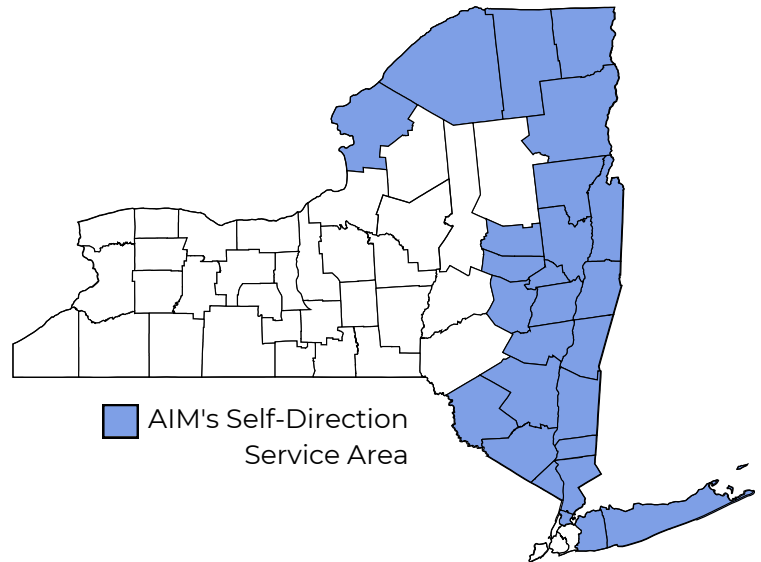
Self-Direction Updates

AIM Services' Self-Direction offers people the flexibility to choose the mix of supports and services that are right for them. This is AIM's largest program and continues to grow each year.

Take a look at our growth in 2022:



Number of People Served in
AIM's Self-Direction by Year



AIM joined eVero early on their path, and together both organizations have grown from the connection. As true partners and supporters of AIM's mission, Christos and Costa "walk the walk" alongside AIM, truly putting the person served at the center of everything they do. Their keen business sense, combined with their compassion makes them the perfect partner for AIM, and their technical savvy has catapulted our growth in Self-Direction. Their generosity through sponsorship has also launched AIM events into uncharted territory.

Thank you, "Brothers" for being our true partners in every sense of the word and for "seeing us". We look forward to our continued connection with you.

DONOR SPOTLIGHT

The Morris Brothers, eVero Corporation

Our relationship with this dynamic duo has been nothing short of an amazing evolution into a mutually beneficial partnership that is positively impacting the lives of the people we support at AIM.

With their intuitive platform eVero, Christos and Costa Morris and their team have positively transformed the way people in Self-Direction and their providers can manage their supports.

PURSUING THE POSSIBILITIES

Residential Settings and Day Habilitation

Last year, we carried on our ongoing commitment to building meaningful relationships and creating memorable experiences within our community. We listened and adapted to the inevitable changing needs of the people we support, and we continue to create solutions to meet them, all while making sure to have a really great time!

SEEING THINGS DIFFERENTLY



Telehealth: We were met with good news in the end of 2022 by the Mother Cabrini Health Foundation, announcing the acceptance of our grant proposal for \$130K to provide Telehealth Services for the people we support in our residential programs. This 3-year grant will be utilized to provide virtual access to doctors through StationMD to reduce unnecessary urgent care and emergency room visits.

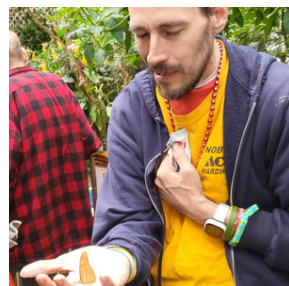
We look forward to updating you with the impressive statistics in our 2023 Impact Report next year!

EXPLORING OPPORTUNITIES

Our Day Habilitation programs continue to create opportunities in the community for meaningful connection, personal growth and exposure to new and fun adventures.

In 2022, our Infinity day service provided supports to 13 people and continues to grow. Two people from this certified, on-site setting transitioned into AIM's other day program Without Walls (WOW).

WOW is 100-percent community-based. By the end of 2022, the program was serving a total of 59 people, including 17 new people from the community and seven from our residential programs, all experiencing more AIMazing aspects of our surrounding communities than ever before.



ENCOURAGING NEW PERSPECTIVES

Community Supports

As we continued to break down barriers to create a more inclusive community, 2022 saw a lot of growth in our community-based programs, offering more experiences and opportunities on the path to independence for the people we support.

SUPPORTED EMPLOYMENT



AIM's Employment Services assist the people we support to explore their personal interests, develop their unique strengths and skill sets to maintain competitive employment. In 2022, we held our Reverse Job fair, spruced up our Common Roots Garden, and began renovations on our Career Center in our STRIVE building on Route 50 in Saratoga.



RECREATION & RESPITE

As we continue to provide adaptable, person-centered programming for people of all ages, our community supports are thriving. We expanded our summer program to include transportation, we went on more adventures than ever, and we made more connections that help foster independence and inclusivity.



Supportive Techniques for Rebuilding Independence & Vital Experiences

Our new location for our day service for people with acquired brain injury, dementia and other similar challenges, began welcoming support groups, workshops and programming, while forming some wonderful new connections with like-minded partners in our community. We can't wait to share updates on this important service as we grow.



SEEING IS BELIEVING

A community that cares...

In 2022, we saw an outpouring of generosity from community partners that selected AIM as the recipient of their kindness.

Three of our partners held events on our behalf, raising a combined total of more than \$13,800! We are humbled by connections like these that raise much-needed unrestricted funds, and they make a huge difference in the lives of those we serve.



GRANTING MORE OPPORTUNITY

Grants are another important way our fundraising diversifies our revenue streams. In 2022, we received more than \$270,000 in grant funding, designated for specific projects and programs, including but not limited to: Recreation and Respite for all ages, residential projects, Music and Art Therapy, Telehealth, wellness, youth support, STRIVE and more.



CARNIVAL

Croquet on the Green

Vin le Soir



Saturday, April 2, 2022
Vapor Night Club

We held our first ever Brazilian-inspired Carnival to raise funds for AIM's art programming, raising \$83,580 our first year.



Tuesday, August 2, 2022
Gavin Park

We held our 8th annual croquet fundraiser, raising \$68,935 for children's programs.



Wednesday, October 26, 2022
Longfellows

We're so grateful for the many amazing years our wine tasting fundraiser was graciously hosted at Longfellows. In 2022, we raised more than \$51,000 for holiday assistance and winter needs.

SEEING IS BELIEVING

Here's a look at what our donors have helped us accomplish.

Fundraising dollars continue to be an integral part of how AIM creates life-enriching experiences for the people we support. As we make more memories together, we are always cognizant and grateful that these opportunities would not be possible without the support of our generous donors and funders.

Across all of our programs, thousands of lives benefit from our fundraising efforts through meaningful connections and new adventures each year.

We've highlighted just a few of the ways your generosity helped make an impact in 2022:

FALL & WINTER

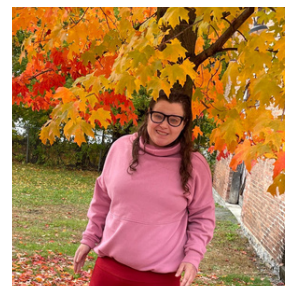
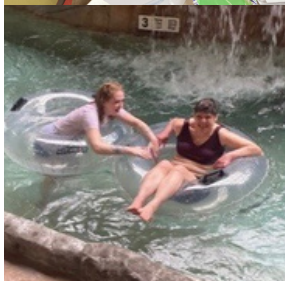
- Holiday assistance for individuals and families
- Food for Thanksgiving baskets
- Annual Tree Lighting Celebration: trees, gifts, food, decorations
- Winter clothing, boots, hats mittens
- Winter fun supplies, such as sleds, tubes, snowshoes, etc.
- Activities during winter: bowling, sensory gyms, hockey games
- Emergent needs and help with additional winter costs
- New Year's Eve Bash (January 2023)

SPRING & SUMMER

- Experiences, including but not limited to: Great Escape, water parks, Monster Truck shows, concerts, museums, boat trips, fishing trips, baseball games, Howe Caverns, Wild Center, Via Aquarium, rail trail, camping, fairs, and more!
- Support of increased costs of summer recreation and respite, including providing transportation, snacks, and all admission fees to activities
- Annual summer picnic for people we support and staff and entertainment

YEAR-ROUND

- Home improvements, garden projects and cleanups
- Art classes and Art Therapy
- Music classes and Music Therapy
- Movies and snacks
- Arts and craft activities, supplies
- Wellness activities, like yoga and meditation classes and supplies
- Nutritious snacks and celebration meals
- Birthday assistance
- Electronics, sensory devices, communication devices

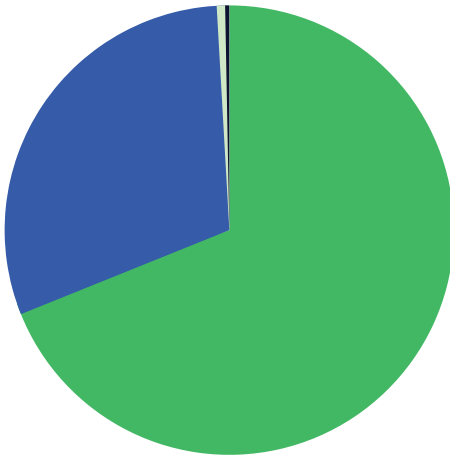


FINANCIAL REPORT

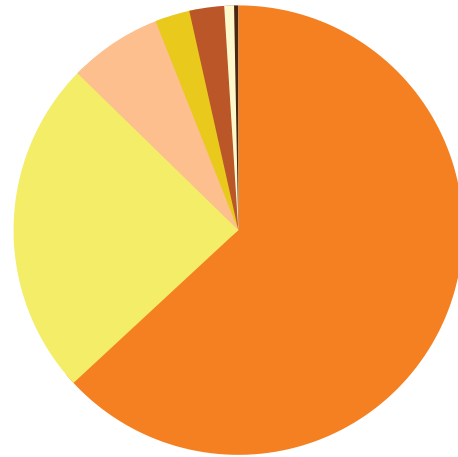
For Year Ended December 31, 2022

Our financial stability and growth continued in 2022, allowing us to serve more individuals, especially as we extended our reach in Self-Directed Services. Revenue is derived from federal and state fees for services, fundraising and grants, and program participant fees.

REVENUE



EXPENSES



REVENUE

Self-Direction Income.....	\$ 60,687,677	68.9%
Medicaid and Fee Income.....	\$ 26,663,527	30.2%
Fundraising, Grants and Contributions.....	\$ 534,512	0.6%
Miscellaneous.....	\$ 238,368	0.3%
Total Revenue.....	\$ 88,124,084	100%

EXPENSES

Self-Direction.....	\$ 54,962,771	63.1%
Residential Services.....	\$ 21,159,954	24.2%
Management and General.....	\$ 5,828,177	6.7%
Supportive Employment/Community Habilitation.....	\$ 2,155,000	2.5%
Day Habilitation.....	\$ 2,145,823	2.5%
Department of Health Programs.....	\$ 581,876	0.7%
Fundraising.....	\$ 268,754	0.3%
Total Expenses.....	\$ 87,102,355	100%

DONORS

\$25,000 & UP

eVero Corporation
Saratoga Eagle Sales & Service

\$10,000 - \$24,999

D.A. Collins Construction Co.
Saratoga Casino Hotel
Saratoga National Bank & Trust

\$5,000 - \$9,999

Death Wish Coffee Company
Marshall & Sterling, Inc.
Pioneer Bank
Wilcenski & Pleat PLLC

\$2,500 - 4,999

Amsure
Bond, Schoeneck & King, PLLC
Enterprise Holdings
Law Offices of Kimberly A. Crocetta
Gregory & Dawn Mengel
Phinney Design Group
Stewart's Shops
Thrivent

\$1,000 - 2,499

Adirondack Financial & Planning Services
Adirondack Trust Company
Alpin Haus
Tom & Chris Amell
John Andolina
Adrian Applebaum
Ballston Spa BPOE No. 2619
Mike & Tricia Billok
BST & Co. CPAs, LLP
Burke Funeral Home
CDPHP, Inc.
Gary & Aimee Dake
Divers Enterprises
Martin Glastetter & Catherine Shiffert
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Cudney's Launderers & Dry Cleaners
June MacClelland
James & Christine Mastrianni
Danny Nazzaro & Diane Hall
John & Marion Paolucci
Annette Parisi

Richard & Donna Perry
Tara Anne Pleat
Dave & Elizabeth Reuter
Kenneth & Susi Ritzenberg
Stored Technology Solutions

\$500 - \$999

Adirondack League Club Planty
Aetna, Inc.
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Ballston Spa National Bank
Libby Coreno
Ramon & Sharon Dominguez
Tom & Beth Flynn
Bo Goliber
Stewart & Kelli Guss
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Alexandra Roth
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Beverly Signoracci
William Smollin
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Appolo Heating
Heather & Brian Straughter
Kimberly Taylor
The Wesley Community
Richard Wissler

\$250 - \$499

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Edwin Anker
Brett Armstrong
Ascent Wealth Partners
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Nicholas Miner
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Mark Mulholland
Andrew Paolano
Anne Paolano
Nicholas Parais
Saratoga Pure Water Systems
Selective Insurance
Kenneth Rogers
Elizabeth Schlegel
Douglas & Jo Ann Shartrand
Theresa Skaine
Congressman Paul Tonko
Brad & Kiki Wagner
Mary Beth Walsh
Robert & Marcia Wilsey
Bob Wiltsie
Chris Wisniewski

**THANK YOU TO ALL OF
OUR IN-KIND DONORS!**

GRANTS & FOUNDATIONS

Adirondack Trust Company Lend-A-Hand
Business for Good "Hattie's Helping Hands"
Cap Com Community Cares Foundation
Cerebral Palsy Association of New York
Christopher Dailey Foundation
City of Saratoga Springs
County of Saratoga
Hawley Foundation For Children
Mother Cabrini Health Foundation
Music Movement

Price Chopper's Golub Foundation
Stewart's Shops Holiday Match
The Community Foundation
The Jacob and Eugenie Bucky Memorial Foundation
The Kimberly Beth Kennedy Foundation
The Miles Hodsdon Vernon Foundation
The Sandy Hill Foundation
Theresa Alessandra Russo Foundation
Town of Wilton
William Gundry Broughton Charitable Foundation

MEANINGFUL CONNECTIONS ENRICH LIVES

Get Involved.

-  Donate
-  Become an Annual Sponsor
-  Check with Your Employer for Matching Gift Programs
-  Donate in "Memory Of" or in "Honor Of" Someone Special
-  Donate to the "Ray of Sunshine Fund" to Support Recreational Activities
-  Donate to the "Jen's Joy Fund" to Support Any Unfunded Dreams
-  Attend an AIM Event and Donate an Item for Raffle
-  Join the AIM Team - *Explore Our Employment Opportunities*
-  Give through Planned Giving - Continue your support into the future with a planned gift through your estate or toward an endowment or capital project
-  Participate in our Appeals - By responding through our annual appeals, you can help us raise thousands of unrestricted fundraising dollars for our programs



Thank you for being a part of AIM!

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