

ANNUAL REPORT

20

A Letter from the Co-Founder & CEO


There were times during 2020 when I wasn't sure in what capacity I may be writing this. Indeed, if there is one sentiment I wish to portray in this letter, it is **gratitude**. Gratitude for our health, our team, our supporters, our customers, and friends. Normally, these letters walk the reader through the major highlights of the year listing the various accomplishments and accolades received, but 2020 was not a normal year. That being said, I am grateful to be able to recognize the efforts of those within and surrounding our organization who performed essential work, learned new skills, shared information or a kind word, donated, supported, who looked out and cared for one another. History will shine brightly upon their efforts.

Challenging as this year was, we managed to make exceptional strides growing across all enterprises: **Spectrum Designs**, **Spectrum Bakes** and **Spectrum Suds**. We completed the expansion on a second location in Westchester, NY and in partnership with The Nicholas Center, took the reach of our mission to new heights. The same partnership welcomed eleven graduates from our first Screen Print Certification Course. Finally, we managed to create 7 new jobs for individuals with Autism – expanding our neurodiverse workforce to 51 people by year's end. While we are delighted and humbled by these achievements in the most difficult year, it is the efforts to help our community in crisis that bring me the most pride.

During the Covid-19 spike, **Designs** acquired and distributed vital PPE – some 250,000 units - from trusted vendors for first responders, businesses, and community members, making the decision to leverage existing suppliers and keep costs low for those in need. Through a board sponsored initiative, **Bakes** donated over 2,000 granola bars to hospital workers at Northwell LIJ, North Shore University Hospital and Elmhurst Hospital Center, which were also placed in specialized grieving centers. **Suds** offered free laundry service to first responders during the height of the pandemic and laundered hand-made face masks for “The Mask Brigade” project through the Port Washington Community Chest. In 2020, **Suds** donated almost 10,000 lbs. of laundry to our community.

Prior to the pandemic, the unemployment rate for New Yorkers with disabilities was 67%. It is well documented that workers with disabilities performed various essential jobs to keep us all safe, from cleaning transit services to working in food service and supermarkets. Yet, in the last few months 1 in 5 people with a disability have reportedly lost their jobs. The work being done by **Spectrum's** enterprises is more important now than ever. We have an opportunity to "build back better" and it is my sincere hope that we do so with the contributions and capabilities of this remarkable group at the forefront.

Here's to a happy and healthy 2021!



Patrick O. Bardsley, Co-Founder & CEO
Spectrum Designs Foundation



(L-R Co-Founders: Stella Spanakos, Nicole Sugrue, and Patrick Bardsley)

A LOOK BACK

JANUARY - A HARDY PARTY

Spectrum Designs made an introduction to the Pleasantville community with a “Hard Hat” party with over 200 attendees including elected officials.

FEBRUARY - CREDIT UNION

Spectrum Designs printed and shipped over 1,000 shirts to 33 Bethpage Federal Credit Union branches - challenging our fulfillment skills!

MARCH - SNACK IN THE BOX

Spectrum Bakes launched “Snack in Place,” a granola bar snack pack, perfect for quarantining.

APRIL - THE ART OF GIVING

Local artists LaurenBLeaves and Quiller on the Loose sold their original art to help Spectrum raise \$1,000 during Autism Awareness Month.

MAY - TAKING A LOAD OFF

Spectrum Suds donated over 10,000 lbs. of free laundry services to healthcare workers and Spectrum Designs provided PPE to the community.

JUNE - CARE PACKAGE

Spectrum Bakes teamed up with like-minded neurodiverse businesses to create the Spectrum Stimulus Package. Over 150 units were sold!

JULY - ON A ROLL

With partner NYSID, Spectrum Designs fulfilled New York Tough posters for New York State, shipping over 35,000 posters to 25+ countries.

AUGUST - CREATIVE LICENSE

With help from partner, The Nicholas Center, 11 talented Spectrum Designs team members became certified screen printers through the American Screen Print Association.

SEPTEMBER - FUN(D)RAISING

Co-hosts Spectrum Designs Foundation and The Nicholas Center honored the Chen Family at the annual Golf Outing and Night in White, raising over \$120,000.

OCTOBER - PARTNERS IN INCLUSION

The Nicholas Center opened their second location in Pleasantville, NY, providing services to 13 families.

NOVEMBER - TWICE AS NICE

Spectrum Suds expanded their capabilities by hiring two talented team members and added dry cleaning services.

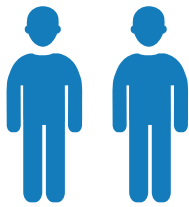
DECEMBER - OVER THE BRIDGE

Spectrum Designs officially opened its second 8,000 sq. ft. eco-friendly location in Pleasantville, NY., with the goal of creating 20 new jobs in the next 12 months!



THE SPECTRUM DIFFERENCE

Mission:
to create meaningful and inclusive employment opportunities for people with Autism



Approximately 75% of the workforce is comprised of individuals with Autism.



Since its inception in 2011, Spectrum Designs Foundation has provided 80,000+ hours of meaningful work for these individuals, with total wages adding up to over \$1 million!



Team members are incentivized through annual reviews, pay raises, and promotions. Staff are paid at least minimum wage, turning trainees into tax payers.



Comprehensive and extensive training streamlines processes geared towards each individual. Visual workplace creates a productive environment that helps team members work in an independent and effective manner.

FEATURED CLIENTS



prinkshop



**Special
Olympics**
New York

betches



THANK YOU!

BOARD OF DIRECTORS

Jothy Narendran, President
Stella Spanakos, Vice President
Denise Smith, Treasurer
Nicole Sugrue, Secretary

Members:	Advisory:
John Beyer	Richard Grafer
Rob DeGaudenzi	Gerard Salvo
Michael Prounis	
Alyson Rozner	

WESTCHESTER FOUNDING FAMILIES

Laurie & Frank Barone
Dr. Harry & Annette Berkowitz
Liane & Marc Carter
Elaine & Marc Hertz
Linda & Dov Hyman
Elizabeth & Charles Jacobs
Sonia Kazazis

Diane & Charles Locke
Marie & Robert Marich
Dr. Sanford Proner & Melinda Corcoran
Lisa & Randy Siegel
Jodi & Mitch Waxman
Alyson & Vince Roma
Diane & Jeff Solomon

GIVING OPPORTUNITIES

Your donation helps to expand our facilities - new equipment, new premises, and increased production capacity - so we can create more employment opportunities.

You may donate to a location of your choices (Port Washington, LI or Pleasantville, Westchester), or give to where funds are needed most.

To make a donation, please:

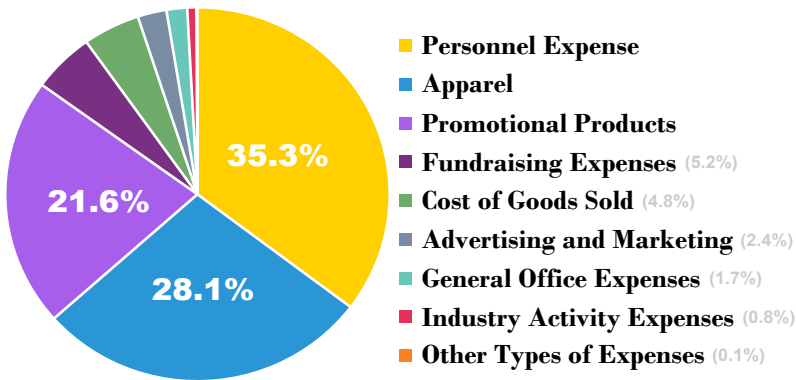
Visit: spectrumenterprises.org/donation

Call: (516) 888 - 9635

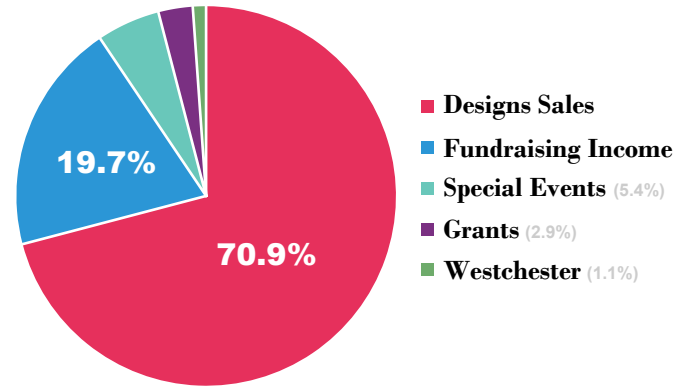
Email: marketing@spectrumdesigns.org

FINANCIALS

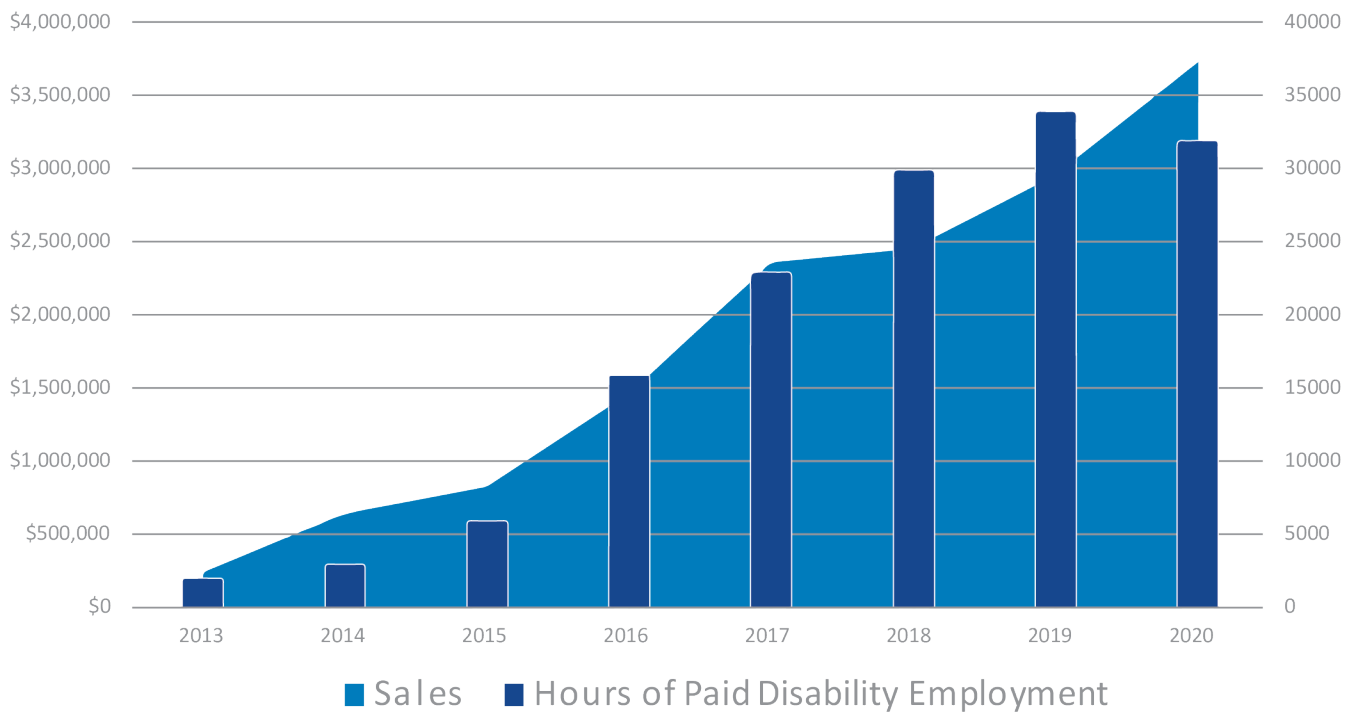
Expenditure Mix



Revenue Mix



Sales vs Hours of Paid Disability Employment Per Year



REVENUE

\$5,089,785

EXPENSES

\$4,970,708

OPERATING PROFIT

\$119,077