St. Louis HELP provides home medical equipment to anyone in need at no cost or fee.

Wine at the Warehouse!

St. Louis HELP Supporters Enjoying the Fun at the 2017 Fun-raiser/Friend-raiser “Wine at The Warehouse.”

We are so appreciative of our donors and volunteers who so freely share of their time, talents and financial resources to help ensure that people in need can live safely and independently in our community. Wine at the Warehouse is a great way for everyone to meet other supporters and for us to show our gratitude to those who help us fulfill our mission. Many thanks to the Raffle Basket Committee and Event Chair, Rebecca.

Who could have ever guessed that a program that provides free service would celebrate its 10th birthday and occupy 7,000 square feet of warehouse space? One of the founding Board members said, “Okay, it’s 2008 and we’re in the middle of a major economic depression and we are going to give things away with no charge? Yep, what could possibly go wrong with that business plan…”

St. Louis HELP

Everyone who is reading this newsletter has had a part in our continued success. Our Board of Directors, Volunteers, Crew, financial donors and equipment donors have made this possible and we thank you, thank you, thank you.

Photos courtesy of David Gruber, davidjstudios, (314) 892-3922
WHY AM I A BOARD MEMBER?

“Some people join a non-profit board so they can make a difference in their community, yet St. Louis HELP is that and more. As a board member also involved with the group’s volunteer activities, I can personally see the positive difference that St. Louis HELP makes for people who rely on us for assistance with medical equipment they desperately need. I see joy and relief in their faces when we send them home with a wheelchair, a scooter, or some other item they otherwise couldn’t afford. Their families and their caregivers are extremely appreciative of the services we provide. That may sound like a small thing, yet seeing positive results like that is very meaningful and rewarding to me.”

“St. Louis HELP is a group that does not receive funding from state or federal government sources despite the enormous amount of great work that we perform. Our small budget must be stretched in many directions to pay bills that loom large every month. As a board member I feel that I can contribute my time to assist St. Louis HELP perform its vital role in the St. Louis community. I love my more personal involvement with an organization that values my dedication to its mission.”

Joe Haworth, MMs, and the girls.

St. Louis HELP is governed by a devoted Board of Directors that bring a wealth of knowledge and talent to the table and there is 100% participation in annual giving. They can be found preparing an annual budget, reviewing legal documents, driving a U-Haul, fixing a hospital bed…you name it and they do it! Many thanks to our Board Members:

Bill Beaman, MD
Carolyn Bryson
Ron Chenault, Treasurer
David Gruber, Advisor

Mark Harder
Joe Hayworth, President
Rebecca Hildebrandt

Mark Ivanic
Cynthia Kerman
Leo McGeoghagan

Jonathan Reis, JD
Michael Singer, Vice President
Marty Warren, JD

WHO DO WE HELP?

Anyone! St. Louis HELP primarily serves individuals in the Greater St. Louis area. St. Louis HELP also assists individuals traveling to the area that are unable to bring their equipment.

Specific direct program beneficiaries in Operating Year 2017 were:

- 762 St. Louis City Residents (25% of recipients)
- 1,899 St. Louis County Residents (62.2% of recipients)
- 186 St. Charles/St. Peters Residents (6.1% of recipients)
- 97 Residents of Illinois (3.1% of recipients)
- 111 Residents of Jefferson County and out-state Missouri (3.6% of recipients)

Message from our Board President

Happy Birthday to us! Happy Birthday to us! Happy Birthday StL HELP! Happy Birthday to us!

To those of you who sang along, thank you. St. Louis HELP celebrated our 10th birthday in March. As with most things in life it feels like it has been a long road from our beginnings in the Executive Director’s garage to today, and yet the time has passed so quickly. As we look back, we are reminded of a road which has been filled with blessings too numerous to count. There were times when we weren’t certain where next month’s rent would come from, and then, almost magically, someone would come forward with a contribution just when we needed it most. We would not have made it were it not for the support of our friends like you, and we say a sincere Thank You. You have carried us to today, where in 2017 St. Louis HELP loaned and distributed nearly $2.8 million of medical equipment to those in need, benefiting nearly 6,700 participants, caregivers and donors. To those of you who volunteer your valuable time, you provided nearly 2,400 hours in service to our organization last year. Your willingness to provide your valuable time and effort towards our mission causes us to be humbled and grateful. Thank you. As in the past 10 years, the days ahead will provide blessings and challenges as we desire to expand our impact in our community. Thank you for your continued support by trusting us with your finances and with your time. We literally could not have made it the first 10 years, and cannot make it the next 10 years without you. Thank you for helping HELP as we continue to work to accomplish our mission.

Joe

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Behind the Scenes...  
Our devoted and hard-working Crew has some great stories – here are a few:

In 2017 Kyle and Rob completed 37 pick ups (sometimes 16 stops in one day) to collect 1,544 items – this is the heavy stuff, folks, like power chairs, lift chairs, hospital beds and Hoyer lifts. Genie spends countless hours contacting donors and arranging the route but with all of that planning the pick ups rarely go as planned. They’ve pulled up to an address where there was just a brick façade and no back to the house with a lonely little hospital bed sitting in the middle – nothing else. They have changed light bulbs for people, helped rearrange living room furniture and eaten more QuikTrip hot dogs than you can imagine.

“A recent pick up really touched us. We arrived at a residence to pick up several items. We knocked on the door but didn’t hear anything so we knocked again and finally heard a very low voice say “come in – the door is open.” We opened the door and directly in front of us slumped in a wheelchair was Mrs. Johnston barely holding on. We both hurried over to help her. She was very confused and wasn’t sure what day it was or why we were there. We noticed an oxygen hose lying on the ground and put the oxygen back on her. We helped her into the living room and into a chair so she could rest. Then she said, “God sent me some angels today” and thanked us, refusing medical assistance. We went out to the truck and immediately contacted emergency services and waited until we saw them arrive at her front door. We both still think about her and, even now, hope that they made a difference.” — Kyle and Bob

Kevin is always busy with a wrench and screwdriver. If an item needs TLC he dives right in. He is always mindful of a St. Louis HELP standard, “If it’s not good enough for your Grandmother then it doesn’t go out the door.” Kevin also interacts with equipment donors and has many touching encounters with donors that have lost a loved one, recovered from an injury or illness or a group of caregivers who make the difference.

“People just need someone to hear their story, to listen with compassion she let the other lady have the shower chair. Kindness to strangers – that’s what goes on at St. Louis HELP.” — Jordan

“A man came in hoping we had a rolling shower chair. We had exactly what he needed. Tom was a former St. Louis County Police Officer and U.S. Army Veteran who sorts through all of the boxes and boxes of disposables, who remembers birthdays and knows over 100 chicken recipes? Genie of course!

Genie often can be heard saying, “Thankfully, we have a small, skilled warehouse staff and we are lucky to have many talented volunteers – we couldn’t survive without them. And our Board of Directors is very dedicated – we love every member! It is amazing how St. Louis HELP came together ten years ago, has stayed together and done so much good for so many people. That’s a testament to the great people who work at our warehouse, who volunteer with us, who serve on our Board and who support us as donors.”

Hildebrandt Mobility graciously handles all of our requests for pick up or installation of stair lifts. In 2017 they picked up 24 stair lifts from Jerseyville to St. Charles and installed 17 lifts from Columbia to St. Louis City.

“Probably the craziest story was when I showed up to remove a stair lift that was to be donated to St. Louis HELP and it was missing. The gentleman felt really bad and called all sorts of people but nobody had any idea where it could have gone. Apparently, if not installed properly they can just walk away!” — Andrew

“I would say the most touching are the lifts we install for children. Despite the situation they are in need of a lift, they are always excited to get to ride on it and you can just see the genuine happiness it brings them when it starts to move. Hopefully, we never have to install more of them for a child but their reaction makes it a much more positive and joyful experience for me.” — Andrew

St. Louis HELP experienced tremendous growth and produced the following results:

- Total Beneficiaries (Recipients, Caregivers, Equipment Donors): 43,232
- Total Volunteer Hours: 17,928
- Total Items Loaned: 41,757
- Calls to Request Items: 77,408
- Calls to Donate Items: 16,475
- Tons Loaned to Beneficiaries: 584.58
- Tons Forwarded to Partner Charities: 105.97
- Tons Actively Recycled (unsalvageable): 412.05
- Tons of Total Waste Diversion: 1,132.22
- Total Value of Items Loaned and Value of Program Items Loaned: $14,430,020
- Value of Items Forwarded to Partner Charities: $6,723,448
- Total Value of Items Loaned and Forwarded: $21,153,468
- Community Benefit For Each Dollar Raised: $14,430,020

Support St. Louis HELP with your donations today! I www.stlhelp.org
There are five key pieces that keep St. Louis HELP growing to meet the ever-increasing need for our services:

**Financial Donors**
"Emerson is pleased to support St. Louis HELP and its unique approach in providing vital home medical equipment to people with limited financial means. This organization is providing a very cost-effective service that makes a real difference in quality of life for people throughout the St. Louis area."

"The Saigh Foundation is proud to support St. Louis HELP. The organization provides an invaluable service for children as they grow and their requirements for health equipment change. This takes away some of the pressure parents experience in caring for their children's medical needs."

"The St. Louis-Jefferson Solid Waste Management District proudly supports St. Louis HELP in their mission to assist those in need through the creative reuse of medical equipment. The District is dedicated to the reduction of waste and increased recycling in St. Louis. This unique, and extremely productive, initiative is worthy of replication in all communities."

"I feel fortunate in my life and want to give something back to others. It is a four-hour drive north of Nairobi in Kenya's Rift Valley. "Donate Africa" is a new St. Louis HELP partner charity. Where is Rumuruti, Kenya?

**Equipment Donors**
"When my husband passed away I gave them his wheelchair so someone else could use it."

"St. Louis HELP loaned me a hospital bed – I wanted to show my appreciation."

"I feel fortunate in my life and want to give something back to others. Be the change you wish to see in the world – Ghandi."

**Equipment Recipients**
Those who take advantage of our equipment lending come from all walks of life – from all around the metropolitan St. Louis area, from patients themselves, to caregivers, to institutions, and other charitable organizations. Many also become donors of other equipment once they no longer have need for the items. In this way, we can continue to help others.

**Board Members and Staff**
Our Board and Staff play crucial roles in making St. Louis HELP a dynamic service for those in need of medical equipment at no cost to them. See the article on page 2 of this newsletter to get a sense of who they are.

**Volunteers**
Volunteering is at the very core of being human. No one has made it through life without someone else’s help. The world is hugged by the faithful arms of volunteers. When action meets compassion lives change.

"I volunteer a lot because it’s like a social activity. The people I have met at St. Louis HELP’s warehouse are a fun group – what we do there never really seems like work, but a good time to get together and talk and get stuff done. It’s easy to make new friends there because we are all committed to the same cause of helping others. It’s such a good experience."

"I volunteer with St. Louis HELP because I believe in what St. Louis HELP does in the community for people who have no money or insurance and need medical equipment. They helped me when I needed it and it feels good to give something back."

"Volunteering makes me feel good. Michael Jackson’s song, Man In The Mirror, says it best, ’I’m starting with the man in the mirror - I’m asking him to change his ways - And no message could have been any clearer - If you wanna make the world a better place take a look at yourself and make a change’.

**Keep America Beautiful!**
In 2017 St. Louis HELP was a National Award Winner of the Keep America Beautiful Award for excellence in recycling. Each year St. Louis HELP diverts 170 tons or 340,000 pounds or 5,440,000 ounces…however you want to look at it out of our local landfills.

Support St. Louis HELP with your donations today! [www.stlhelp.org](http://www.stlhelp.org)
2017 Equipment Drive Results

From Florissant to Washington, Missouri, from St. Charles to Belleville, Illinois and all points in between, we conducted May and October Equipment Drives at 14 designated Walgreens locations. The number of Volunteer, Board and Staff hours is staggering. Here are the combined 2017 Drive totals:

- Items Collected: 2,385
- Number of Equipment Donors: 556
- Number of Volunteer Hours: 611
- Cumulative Items Collected Value: $608,649.00
- Tons of Solid Waste Diverted From Landfills: 27.2

Many thanks to Steve Cantwell (right) and Walgreens for letting us use their 14 locations during our Equipment Drives!

St. Louis HELP’s New Website

Please visit our new website, www.stlhelp.org, designed by Chuck Ramsay. Many thanks to Kelly Conway (right) for the years he managed the site.
Donate Your Vehicle

Many thanks to Theresa and Chris Marshall for donating a van to St. Louis HELP. Teresa’s sister passed away and she wanted to make sure the van found a good home. Dennis, Tracy and their three children, Maddie, Alex and Jack were thrilled to receive the van as theirs had been stolen. Thanks to the Marshalls for helping the Comb family get back on the road again!

Where Does Our Funding Come From?

By providing our service with no cost or fee the program does not generate income. We are a 100% charity that relies on the kindness and generosity of our financial supporters to continue to grow our program.

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
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<tbody>
<tr>
<td>Fees for Our Service</td>
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<tr>
<td>State and Federal Funding</td>
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</tr>
<tr>
<td>United Way</td>
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<tr>
<td>Corporate Donations</td>
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<td>Fundraising Events</td>
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<tr>
<td>Individuals and Board</td>
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</tbody>
</table>

Ways of Giving Support

Learn how one or more of these ideas may fit your abilities and preference for giving...

Individual Donations

Direct contributions are a way of showing appreciation and support for the work we do. Some employers make matching contributions, enabling an employee’s gift to be doubled.

Memorial Donations

A significant person in one’s life can be honored at their time of passing by making a donation in their memory. Families can specifically name St. Louis HELP as the charity of choice for memorial donations.

Wills and Bequests

Individuals can include St. Louis HELP in their estate plan as a named beneficiary of an IRA or other account as a gesture of past and future support.

Tributes and Honors

Honor an individual, family member, or couple through a contribution. Occasions for paying tribute in this manner include anniversaries, birthdays, special events, good health, or just one special way of saying “thanks.”

Gifts of Stock and Life Insurance

By donating stock or life insurance donors receive tax benefits. Donations of stock are tax-deductible at full fair market value. St. Louis HELP may also be named as the owner and beneficiary of a life insurance policy, providing immediate tax deduction equal to any cash surrender value of the policy. Policy premiums may also be deductible.

St. Louis HELP relies solely on donations from generous people like you. To learn how you can give to St. Louis HELP through your Will, Trust, IRA or stock please call 314-567-4700.

Donate Now!

Your generous, tax deductible donation to St. Louis HELP will change the lives of more of our injured warriors, caregivers, and family members who need medical equipment to improve their daily lives. You will help bring independence back to our nation’s most severely wounded veterans.

Just go to our website now – https://www.stlhelp.org and click on the Donate button, shown here. It's fast and it's easy. It's also very necessary for many of your friends and neighbors.

Please make your One-Time Gift or a Monthly Contribution via PayPal, Visa, MasterCard or your DiscoverCard now.

DREAM BIG, SET GOALS, TAKE ACTION.

- Increase Total Persons Served directly by HELP Program by 2% to approximately 6,750 persons in 2018.
- Increase Total Volunteer Hours by 2% to 2,400 Hours/Year.
- Increase Total Items Loaned by 3% to approximately 7,200 Items in 2018.
- Anticipate combined individual Request/Donation telephone inquiries to exceed 1,500 calls/month.
- Increase Total Waste Diversion by 3% to over 175 Tons in 2018.
- Provide items loaned to Beneficiaries and shared with Partner Charities valued at $2.9 Million

Many thanks to Theresa and Chris Marshall for donating a van to St. Louis HELP. Teresa’s sister passed away and she wanted to make sure the van found a good home. Dennis, Tracy and their three children, Maddie, Alex and Jack were thrilled to receive the van as theirs had been stolen. Thanks to the Marshalls for helping the Comb family get back on the road again!

Celebrating Our 10th Birthday

“Wine at the Warehouse”

Thursday, September 13, 2018

6:00 pm to 9:00 pm
Raffle Baskets, Burger Truck, Drinks and MORE!

Hope To See You There!
Ready to Volunteer?

Want to be that kind of person you’ve always admired? Volunteer! Volunteers are a vital part of the St. Louis HELP program with many opportunities available for individuals wanting to give their time to support our mission. If you want to join the fun we are always looking for HELPers. For more information please call (314) 422-0030.

Our next Equipment Drive is Saturday, May 5th at 14 designated Walgreens sites.

We need Volunteers to be Site Captains, U-Haul Drivers, help staff the sites and unload trucks. Can you help? For more information please call Genie, (314) 313-6888.

Here are a few things we need to continue our mission. Either as an in-kind donation, gift cards, or a cash contribution:

**Steel Shelving:** 48w x 36d x 72h, $269.00 each (need 12)

**Resin Tall Storage Cabinet:** 30” x 72”, 3-shelf, $208.99

**HP Laptop:** 15.6 screen, 8GB memory $399.99

Make a Tribute to Mom and Dad

As Mother’s Day and Father’s Day approach, show Mom and Dad how much you care by giving a gift that lasts a lifetime – a tribute or memorial to St. Louis HELP.

Not only are you recognizing someone special, you are also helping people of all ages maintain their independence, their health and their safety.

You can also remember those who have passed away with a memorial gift. To make a tribute or memorial donation, please visit us online at www.stlhelp.org or call (314) 422-0030.