EOLWA: Achieving Financial Stability

Fiscal Year July 1, 2017 - June 30, 2018, was a challenging one for End of Life Washington (EOLWA). Income fell short of the $525,000 goal by $22,153, and expenses came in $8,700 over budget, creating a net deficit of $30,853. That said, a major budget-containment initiative stabilized funding to continue our expansion work and assure that every Washington State resident has access to the Death with Dignity Law.

Serious efforts continue to stabilize End of Life Washington’s financial position. EOLWA is only funded by individuals and a few progressive foundations – and we do not charge for any of our services – so the organization always needs financial help across a broad spectrum of donors.

We are pleased to note that many new small donors (less than $1,000 annually) boosted their participation in fiscal year 2018 to 27% of the budget, up from 16% in 2017. In addition, a generous donor underwrote the acquisition of FoundationSearch, a program for refining grant requests, which has allowed our development director to expand her efforts in that area.

Client services increased more than 20% over last year. That means EOLWA continues to expand awareness, and Washington State residents are reaching out to us – many beyond the Seattle area. With increased awareness and access comes the need for more resources to make sure we provide the best possible service. Due to this increase in demand for client services and community education, we anticipate a 20-25% larger revenue goal in the coming fiscal year. Again, our ability to serve all clients comes down largely to money.

Stability reigns on the personnel front. Executive Director Sally McLaughlin is moving into her fourth year in that role. Kathy Sparkman, Development Director, has completed her third year with EOLWA. Lindsay Soyer celebrated her second full year as Office Manager in December. Jillene MacCreery has been with us for a year and a half as Client Services Director.
Despite a modest drop in the number of Washington residents obtaining their aid-in-dying medications, End of Life Washington served a record 617 clients in 2018. Our services are free and available to anyone who seeks our assistance. This community service is possible because of the many dedicated and loyal supporters. We gratefully acknowledge the more than 1,200 individual donors who provide 96% of our support.

## End of Life Washington services **by the numbers:**
(figures are from 2017)

<table>
<thead>
<tr>
<th>68</th>
<th>Volunteers working across the state</th>
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<tbody>
<tr>
<td>2,942</td>
<td>A conservative accounting of volunteer hours given to clients</td>
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<tr>
<td>8</td>
<td>Average number of contacts with each client</td>
</tr>
<tr>
<td>97%</td>
<td>Percentage of hastened deaths attended by EOLWA volunteers</td>
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<tr>
<td>34</td>
<td>Youngest client who used Death with Dignity Law</td>
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<tr>
<td>101</td>
<td>Oldest client using Death with Dignity Law</td>
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<tr>
<td>104</td>
<td>Number of events, speeches, conferences, &amp; workshops staffed by EOLWA staff and volunteers (an average of nearly two per week)</td>
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<tr>
<td>61%</td>
<td>Percentage of clients referred to EOLWA by medical professionals</td>
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<tr>
<td>73%</td>
<td>EOLWA clients who say they are long-time supporters of the law</td>
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Vision Statement: We envision a world where people understand their end-of-life choices and can die on their own terms, without barriers.

Mission: End of Life Washington upholds your right to the full range of end of life choices, including Death with Dignity, through advocacy, education, and support.

Values: Excellent Client Care, Integrity, Professionalism, Compassion, and Stewardship.

We need your support
End of Life Washington depends solely on donations and grants to maintain our level of service to clients statewide. In addition to checks and cash, there are other ways to help.

Consider a gift of appreciated stock (please notify Kathy Sparkman, Development Director), or a Qualified Charitable Distribution from your IRA, if you are 70 ½, or a regular monthly, manageable donation either on your credit card online or a checking account draft. And please don’t forget to name us in your will. Bequests help your legacy of support for End of Life Washington live on long after you are gone.

Contact Kathy Sparkman by phone 206-274-9974 or email ksparkman@endoflifewa.org to discuss your giving options.

Staff
Sally McLaughlin, Executive Director
Kathy Sparkman, Development Director
Jillene MacCreery, Client Support Director
Lindsay Soyer, Office Manager
Nancy Sapiro, Lobbyist

Contact End of Life Washington
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