



2024 ANNUAL GRATITUDE REPORT



HAVE FUN, AND GET WORK DONE

Leave it up to Dang to always have a smile and positive energy for anyone who comes his way! He is always ready to check in with his co-workers, bring a laugh to the team, and help out where he can.

His team feels he is invaluable. Dang doesn't have a bad day, and this is infectious to all who come his way at Microsoft.

LETTER FROM THE DIRECTOR

2024 was an incredible year for Mainstay job seekers with disabilities. New referrals skyrocket as your dollars helped to hire three new Employment Consultants. The word is getting out to businesses as they learn more about what supported workers can do to build morale, contribute to the economy, and show value to the workforce! **ENVISIONING MAINSTAY - STABILITY, CAPACITY, & SUSTAINABILITY!**

Let's look back to celebrate the stellar past year, but also take a moment to recognize that...

**2025 is Mainstay's 40th Anniversary
OUR RUBY ANNIVERSARY
CAN'T WAIT TO CELEBRATE WITH YOU!**

mainstay.org



Rebecca Jansson
Mainstay Director

ENVISIONING STABILITY



JOBS BRING JOY

Sometimes you need a little helping hand to make sure you get to work on time and come back from breaks promptly.

Tasha loves her new watch that is a helpful and easy accommodation that we could provide. Tasha is a new School-to-Work student who loves working at Ross!

Tasha's Job Coach helps her build independence and confidence.

Go Tasha Go!



**92%
JOB SEEKERS
SECURED
EMPLOYMENT**



**AVERAGE
LENGTH OF JOB
CONTINUITY =
8.2 YEARS**



**98.7%
JOB SEEKERS
EXTREMELY
SATISFIED WITH JOB**



**AVERAGE WAGE
\$22.21 PER HOUR**

BUILDING CONNECTIONS

Developing community relationships is key to growth and sustainability for supported employment. Mainstay's Chisa (KEY-sah) O'Quinn (left) and Melanie Estes (right) met with community and businesses leaders in Washington State to ensure quality service delivery and better outcomes for workers with disabilities!



As School-to-Work expands statewide, Mainstay services are in higher demand than ever. This helps Mainstay build stability and capacity through taking job seekers off of the waiting list. 22 individuals in 2024!

ENVISIONING CAPACITY



**349 PRO-BONO
SERVICE HOURS**



**22 CLIENTS
TAKEN OFF OUR
WAITING LIST**



**31 NEW
BUSINESS
PARTNERSHIPS**



**9 NEW LAPTOPS
FROM
UNIVERSITY
SUNRISE
ROTARY
PARTNERSHIP
GRANT**



**487 LETTERS OF
APPRECIATION &
THANKS**

THERE'S A LOTTA DEDICATION IN THIS PHOTO...



With a combined total of 71 years at Mainstay, this team has dedication unparalleled. These folks make MAGIC happen. From left to right, they are dynamite: Carey Thomas (12 years), Anja Post (32 years - RETIRED JUNE 2024!!), Dena Varriale (11 years), Maria Cecilia Jimenez (10 years), Melanie Estes (1 year), and Sharon Breiner (6 years).

ENVISIONING SUSTAINABILITY

2024 MAINSTAY BUDGET

REVENUE:

CONTRACTS/GRANTS: \$860,805 (69%)
CAPACITY BUILDING GIFT: \$249,866 (20%)
FUNDRAISING: \$137,450 (11%)
TOTAL: \$1,248,121

EXPENSES:

PROGRAM: \$1,059,922 (88%)
ADMINISTRATION: \$68,921 (6%)
INDIRECT COSTS: \$54,477 (5%)
TECHNOLOGY: \$16,795 (1%)
TOTAL: \$1,200,115



Gordon
Employed with PRIDE Health
Since October 2024



Andrew Greene
Major Gifts

MESSAGE FROM ANDREW

To our incredible donors—**THANK YOU!**

Your generosity has been the foundation of a transformative year at Mainstay. As the new Major Gifts Officer, I've spent the year building bridges—connecting with businesses, supporters, clients, and donors who believe in the power of employment. I've had the privilege of meeting clients in the field, watching them thrive in their roles, and seeing firsthand how meaningful work changes lives. Working closely with the Seattle Colleges Foundation, I see their deep investment in Mainstay's future—we couldn't do it without **YOU!**