



#### **Our Mission**

Serve people with disabilities by offering inclusive employment opportunities and services

# Annual Report MDI WWW.MDI.ORG 2023



**Employees** 

Secured multi-year contracts for totes, trays, and lids Revenue with a net surplus of \$3.3M

Dear Friends and Supporters,

At MDI, we believe in empowering abilities and connecting pathways. By fostering an inclusive environment for people with disabilities, we pave the way to a more equitable future for all. Upholding our time-honored legacy of success, we accomplished a remarkable financial outcome that benefited 2.169 lives.

MDI closed the year with \$43.7M in revenue, a net surplus of \$3.3M, and 390 employees. We were honored with a Supplier Performance Award from the United States Postal Service (USPS). This award is presented annually to a select set of key suppliers who make outstanding contributions to the Postal Service's success and are considered "exemplary performers" in assisting USPS in achieving its business objectives. The operations team completed the commissioning of the new \$3.2M polypropylene extruder, which consistently produced high-quality corrugated board. The Success at Work program awarded 58 higher education scholarships to students. We are grateful for the \$1M grant that Unified Work received from the State of Minnesota to support job training and programming.

Unified Work experienced remarkable growth, celebrating the graduation of 378 individuals. Since its inception in 2017, Unified Work has been dedicated to providing essential in-person and virtual classes to underserved communities across Minnesota, extending its reach as far as California. Notably, Unified Work established a new office in Roseville, MN, which included expanded space to accommodate initiatives and programming.

**Donations** raised

MDI is grounded in our identity as a social enterprise, now more than ever. Our goal is to impact 2,500 lives by 2025, and we are well on our way. Your partnership and support are the backbone of our mission. Because of your contribution, MDI stands as a testament to the power of diversity and the strength found in inclusion.

Eric Black PRESIDENT & CEO

Frie Slack Michael Raich

Dr. Michael Raich BOARD CHAIR

higher education scholarships awarded

Installed \$3.2M

polypropylene extruder

**Impacted** 2,169 lives

# Senior Leadership



Eric Black President & CEO



Rod Wood



Marv Hannon



Barbara Majerus VP of Sales



Todd Witherill
Director of Operations



Jeanne Eglinton
VP of Employment Services



Katie Johnson Director of Marketing



Laura Schwartz Director of Human Resource



Peg McQuillan Porter
Director of Development



Melissa McKeever Interim Director of Development

### **Board of Directors**



Steve Glienke Intek Plastics



Rhonda Graves 3M (Retired)



Jill Hesselroth Intek Plastics (Retired)



Y. Elaine Rasmussen Social Impact Strategies Group



Megan Kellin



Fred Klietz Graco (Retired)



Jonathan Palmer Hallie Q. Brown Community Center



Dr. Michael Raich Northeast Higher Education District



Nicholas Wilkie Metropolitan Center for Independent Living

# 2023 Highlights

MDI is a social enterprise, which means we operate like a business and are accountable to our mission. It's not about growing revenue, it's about developing people and expanding job opportunities for people with disabilities.

\$43.7M



2023 revenue

Launched new "Customer Focused" core value

**58** Awarded scholarships

Secured multi-year contracts for totes, trays, and lids

2,169 Lives impacted

Received

state grant for Unified Work and Employment Services

viewership

Safely installed the polypropylene extruder & support equipment

Raised development \$1.3M

### **Key Moments**



80+ MDI employees advocated at the Capitol for a \$1.9M state grant.



MDI was selected as a key supplier who made outstanding contributions to the United States Postal Service success.



The MDI Polar Plunge team raised \$4,147 to support Special Olympics Minnesota.



Unified Work graduated 378 individuals through 28 classes, reaching as far as California.





MDI Hibbing team members volunteered at the Hibbing Kiwanis Club's 65th Annual Pancake Feed that served over 800 meals.





MDI's Cares Council launched with a goal of investing in community issues that align with empowering people with disabilities.



### **Unified Work**

#### Unlocking pathways for people with disabilities.

Unified Work was founded on the belief that everyone deserves the opportunity to work. When a person is employed, they are more independent, self-sufficient and they feel more empowered and valued. Created and powered by MDI, Unified Work provides training to people and businesses. The goal of the program is to give people with disabilities the tools they need to thrive in their careers while also supporting businesses in their efforts to create a more inclusive workforce for people with disabilities. Effectively, Unified Work is bridging people with business.

28 classes

11 Virtual / 17 Mobile

**378** participants

187 Virtual / 191 Mobile

86%

documented disability

61%

identified as

11% aged 18-24 91%

Gained self-confidence through the course 90%

Believe the course made a positive impact

82%

Are more likely to apply to a job after the course 11

Participants have been hired to new jobs

19

Participants
are now earning
more than
minimum wage

80%

Interested in interviewing, job searching, or empowerment

Jnified Work across Minnesota





The State of Minnesota Department of Employment and Economic Development (DEED) funded (or funded in part) this training through a grant. The grant recipient created this training. DEED does not endorse this publicity or training or make guarantees, warranties, or assurances of any kind, express or implied, regarding the accuracy, completeness, timeliness, usefulness, adequacy, continued availability or ownership of the information herein or elsewhere.

### Pilot Program Achieves Success

Our Unified Work program helped Matt secure his internship at Minnesota Bank & Trust, a division of HTLF Bank, branch in Minnetonka. His determination and talents shined, proving that everyone deserves equal opportunities in the workplace.

"With MDI's support, I overcame barriers as a person with disabilities in the workplace. Despite initial doubts, my abilities shine through, and returning to work not only brings me fulfillment but also a sense of contribution and appreciation."

MATT KYRILIS



### MDI Workforce Documented Disability



SERVICE PROVIDER	SATISFACTION	EFFICIENCY	EFFECTIVENESS
Minnesota Diversified Industries (MDI)	99%	98%	85%
Community Employment Services (CES)	100%	100%	88%

# Solutions That Make A Difference

The more products and services sold, the more jobs created. MDI helps customers solve business challenges by providing plastic packaging and service solutions. We save our customers time and money by producing quality products and services at the right price, with short lead times and customization.



PLASTIC UNITS PRODUCED

**7.6M** 

ON-TIME SHIPMENTS

98%

**FACILITIES** 

97%

5

MORE PRODUCTS AND SERVICES SOLD, MORE JOBS CREATED.











#### **Unaudited Statements of Financial Position**

#### Assets

Current Assets	\$23,541,811
Other Assets	\$241,279
Property & Equipment Net	\$16,941,489
TOTAL ASSETS	\$40,724,579

#### Liabilities & Net Assets

Current Liabilities	\$4,065,172
Long-Term Debt & Other Liabilities	\$3,110,627
Net Assets without Donor Restrictions	\$32,917,456
Net Assets with Donor Restrictions	\$631,324
TOTAL LIABILITIES & NET ASSETS	\$40,724,579

#### **Unaudited Statement of Activities**

#### **Unaudited Statement of Activities**

USPS Totes	\$18,223,551
Commercial Plastics	\$10,726,343
Commercial Assembly	\$5,395,528
USPS EMM Trays	\$3,662,666
USPS Lids	\$1,800,187
USPS MM Trays	\$849,542
Program & Other Services	\$681,029
USPS 1263A Containers	\$365,721
SUBTOTAL	\$41,704,567
Grant & Donations	\$1,289,047
Other	\$745,303
TOTAL REVENUE	\$43,738,917

#### Expenses & Reserves Totals

Variable Manufacturing Costs	\$20,776,752
Fixed Manufacturing Costs	\$11,197,600
Administrative	\$5,135,203
Reserved for Future Investments	\$3,264,076
Sales & Marketing	\$1,925,518
Training & Services	\$1,027,933
Fees	\$346,222
Interest & Other Financing	\$65,613
TOTAL EXPENSES/RESERVES	\$43,738,917

MDI is pleased to share our fiscal year 2023 unaudited financial statements. Complete consolidated, audited financial statements available at www.mdi.org. Audited by CliftonLarsonAllen LLP, certified public accountants.

# **Ability Bash VIII**

The 2023 Ability Bash was a resounding success, all thanks to incredible supporters like you! Whether you sponsored, attended, or generously contributed, you fueled MDI's mission and are making a positive impact on those we serve.

\$140,000

raised to advance Unified Work

attendees



#### Volunteer of the Year

MDI proudly honored Rachel Wobschall, our "Volunteer of the Year". She left a profound mark through board service and the Director of Emeritus. Her influence on the community is profound. Congratulations on two decades of exceptional volunteerism!



#### Advocate of the Year

We presented our inaugural "Advocate of the Year" award to state Representative Sydney Jordan. Her remarkable dedication to MDI over the past two years made a significant impact on disability community advocacy. Congratulations on this well-deserved honor!















Advocate Sponsor

**Partner Sponsors** 

**Ambassador Sponsors** 

**Exhibitor Sponsors** 











































# Ability BASF











## Thank You to our supporters.

\$1.3M was raised in 2023 by community events, grantors, donors, sponsors, vendors, and volunteers making MDI's mission possible.

#### \$500,000+

State of Minnesota

#### \$250.000 - \$499.999

Fred C. & Katherine B. Andersen Foundation

#### \$100,000 - \$249,000

3M Foundation

#### \$50.000 - \$99.999

Otto Bremer Trust

#### \$25,000 - \$49,999

Johnson Scholarship Foundation Northland Foundation Richard M. Schulze Family Foundation

#### \$10.000 - \$24.999

Ellen & Will Hoeg

#### \$5.000 - \$9.999

Atlas Staffina Enbridge John Ericson Marsh McLennan Agency Minnesota Bank & Trust Mutual of America SFM - The Work Comp Experts **Xcel Energy Foundation** 

#### \$2,500 - \$4,999

Barr Engineering Co. Eric • o & Tawanna Black Cannon Family Foundation **Doherty Staffing Solutions** Jeanne ● ■ & Bryan Eglinton ExxonMobil **Fastenal GAF Materials** Goff Public Hallie Q. Brown Community Center Laka Coolers I -S Industries Barbara Majerus • • Medica

Midwest Staffing Group Nucor Cold Finish Group Jonathan Palmer TruNorth Solar Wendy Wegner

#### \$1,000 - \$2,499 Jo Anne Anderson

Anonymous Arthur Bourgeois Tom Frattallone Jeff • & Nicole Gervais Jack & Nancy Grace Rhonda & Ron Graves Jill Hesselroth PK Kriha Family Giving Fund Ludlow's Island Resort Peter & Charlotte McDermott • Keith & Mary Olson Donna Pietsch Gene & Pat Radecki Michael & Carol Raich Renae Reinardy Diane & Bob Slayton Carol & Mark Sletner Roger & Carmen Smith John & Cindy Stemper Team SPS Gives Back

#### \$500 - \$999

Mike Vallafskev

Jennifer Van Wyk

Todd • ■ & Danielle Witherill

Peggy Bakko Denise & Jerry Barnett Steve & Annie Bishop **Breezy Point Resort** Steven Chenev Beth & Richard Costello **DPI Staffing** Dallas Glidewell Flexcon Marv • & Pat Hannon Sheila Holmboe Holy Cow! Grill Cleaning Service Steve & Mary Hughes Hypertherm Hope Foundation Megan Imholte

Kim & Kent Johnson Brenda & Ken LaChance Jennifer McCalla Wentzel & Tom Wentzel Marty & Mo Morud Casey Nepper Brent • & Carey Otto Galen & Karen Pate Pedal Pub Erika Peterson **UFP** Industries Nick & Jacqueline Wilkie Rod • & Paula Wood

#### \$250 - \$499

Kate Amunrud **Angry Trout Cafe Anonymous** Jill Bollettieri Eric Britt Chanhassen Dinner Theatres Angela & Kris Clemons Paul Dymit Erin Eglinton Daryl & Audrey Erdman C. Harry & Pauline Forse Ruth Gangl Amy Geer Steve Glienke Sandi Henrikson John & Ranee Holmboe House of Comedy Hotel Crosby Scott & Kristine Hubbard Eric Jacobson & Roy Luthringer R. Scott & Ann Jones Fred & Adele Klietz Ben Lipiec Suzanne Magic Margot McManus Ben Molde Michelle Murzyn Gordon & Sharalyn Pietsch Peg McQuillan Porter ● ■ o & Al Porter

R.F. Moeller Jeweler

Marydith Hamilton

Agron Robillard

Chanel Rodney

Colton Smith &

Heath Stantoon Melissa Steffen The Thirsty Whale Bakery Total Wine & More Patrick Trudel Linda Unten Jason & Diana Valiga Dianne Wegscheid Kevin Winge & Kevin Shores Sonya Yermishkin ■ Denise Zaske David Zimmerman • • Debra Zorn

#### \$100 - \$249

Eric Alexander **Apple Spice** Craig Axling Ruth • ■ • & David Barnhill Teresa Battaglia Dane Beise Nikki Beyer Blandin Foundation Daniel & Nancy Boos Broders' Cucina Italiana Richard Burt Leah Byrne Christenson Memorial Steven & Marjorie Champlin Cinema Grill & Outtakes Bar Commemorative Air Force Commonwealth Properties Michael Comstock John & Laura Connelly Chad Dohlen Sylvia Dorsey Lachelle Drayton Lorreal Edwards Mari & Tom Eggum Marti Estey Bryan & Stephanie Ethridge Kevin Falconer Dave Freier Cindy Frost Jeanne Gadbois Judy Gomez ● ■ D.J. Hammerschmidt Sean Heine

Don Henningsgaard

Jay Hickey

Kerri Hoff

Judy & Don Hoffman
Charles Holm • ■
Hunt Electric
Monica Jacobwith
Seth Jarvi • ■
Jonathan Jenkins
Kristen Johnson
Mike & Sara Johnson
Wendy & Larry Johnson
Todd Jude

Chris Junk Keys Cafe & Bakery Robert & Linda Klas Jerry Kleven Kowalski's Markets

Kowalski's Markets
John Koziol
Jane Lehar
Joe Lenartz
Kent Linder
Bonita Lucky
Denis & Delores Madden

Melissa Madigan Koeppen

MartinPatrick3 Kathryn Matthies James Mays

Gerald & Donna McKoskey

Todd McVay

John & Karen Meslow

Diane Meyer •
Jesse Meyers
Tom & Pam Meyers
Alison & Rod Miller
Minnesota Twins
Minnesota Vikings
Mixed Blood Theatre
Barb Montgomery
John Myers •

New Brighton Parks & Recreation

Jaime Nolan
Nothing Bundt Cakes
Jared Oxborough
Paintball Minnesota
Jeff Pankoff
Bharat Parekh
Diane Person
Judy & Larry Peterson

Judy & Larry Peterson
Cecilia Piche
Denise Pietsch
Ruby Pietsch
Linda Pizinger
Raymond Porter • ■
Alice • & Richard Prtine

Sam Puza

Y. Elaine & Jon Rasmussen

Steve Reinardy •

Ted Rightmire Laine Satter • Sawbill Outfitters Kathi Schaff Trudy Settano

G.J. & M.J. Shaugnessy Gayle Spannbauer Scott & Mary Jo Stelzner

Guthrie Stiens Kirk Studebaker Sugar Lake Lodge

The Landing on Lake Vermilion

The Woman's Club of Minneapolis

The Vermilion Club
Theater Latte Da
Annegret Theis
Andy • & Wendy Tracy
Wabasha Street Caves
Suzanne Walsh
Richard Warren
Terry & Diane Weber
John Week • ■
Bret Weiss
Billy Wherland

Kathryn & Todd White Trista White Rachel Wobschall Kari Zenner

#### \$50 - \$99

Sara & KJ Aasgaard
Amazon Smile Foundation
Jack Anderson
Jennifer Anderson
Mary Anderson
Tom Anderson
Kristie Armbruster
Jerrice & Dennis Barrett
Roger Barton

Roger Barton Joana Beyer Jeff Born Cafe Latte

Craig & Nancy Campbell Steven & Jan Campbell

Chianti Grill
Cathy Connett
Matthew & Cadi Deery
Chris Duffy
John & Judith Esch

John & Judith Esch
Michael & Lisa Francour
Kristy & Matt French
Rosemary Geist Furst
Allen & Karen Gilbertson
Catherine & Nicholas Golden
Great Lakes Aquarium

Terrence & Diane Grewe Jim Gunderson

Dave & Steph Hammergren Brady & Amanda Hedlund

Susan Herro

Duane & Laura Hokkanen

Ana Huerta Janet Hustoi

CJ Holm

Janet Huston-Fischer Jeffrey Jackson Kim Jones •

Heather Kaiser & Cale Loken

Susan Kasten

Megan & Lewie Kellin Ami & Cory Kochendorfer

Joseph Koeppen Christian Kollar Kim Kusnier Ellen Larzon David Lyman Sarah Madigan David Martin Max's

Melissa McKeever ●
MN Landscape Arboretum
MN Timberwolves/Lynx

Alyson Moss
Edna Munoz •
Michelle Nelson •
Myrna Peterson
Robert Peterson
M.T. Pitzele
Dianne Plager
Cynthia Powe •
Kendra Raich
Nancy Raich
Tracy Ries
Michael Rooney

Truman & Cynthia Royce

Ann Schmitz
Linda Schmitz
Pete Schmitz
Schuler Shoes
Laura Schwartz
Renee Servais
John Soll
Mary Speidel

Stages Theatre Company Adele & Tim Starr Robert & Vicki Struve James Svigel David & Julie Swan

Three Rivers Park District

The Dakota

Thrivent Choice Thrivent Financial Jessica Tok Steve Tok

Chuck Tracy & Anna Sokolski Tracy

Trader Joe's Nathan Trout • ■

Lynne Zimmerman ● ■ o

#### \$1 - \$49

Janice Alexander
Anonymous
Apple Valley High School
Kris Bensen

Catherine Brandes Antonette Brandt Cindy Brummer Bruce & Patricia Carlson

Delta Dental of MN Bryan & Judy Dugstad Emagine Theatres Jeri Farrell

Jeri Farrell Carrie Fowler Brad & Kate Gable James Gaffney Gladys Glazek Cindy Haas

Lawrence & Jean Haider Yen & Ko Huynh-Vue J. Richard & Wendy Jaede

Katie Johnson •

Leonard & Christine Knotz

Harold Koenig
Karl & Judy Kuester
Michael Madden • ■
Kathleen Meyers
Deborah Nerburn
Joseph Rine
Rocco Altobelli
Amy Rogahn
Corinne Rolstad • ■

Madeline Rush Mary Selvig St. Paul Saints Baseball Club

Kenton Rucker

Dennis & Nancy Stein World's Best Donuts Michael & Marsha Zgodava

#### THANK YOU

#### **Volunteers**

Jo Anne Anderson Denise Barnett David Barnhill Paul Dymit

Andrea Eglinton

Kristy French

Steve Glienke

Rhonda Graves

Jill Hesselroth

Brett Hoffland

Theresa Hritzko Gable

Kristine Hubbard

Mary Kay Jacobson

Pat Kaiser

Megan Kellin

Angie Kinsey

Fred Klietz

PK Kriha

Stephannie Lewis

Jonathan Palmer

Myrna Peterson

Michael Raich

Y. Elaine Rasmussen

David Shaw

Roy Smith

Jennifer Van Wyk

Dianne Wegscheid

Emily Wilkie

Nick Wilkie

Rachel Wobschall

Sonya Yermishkin **=** 

#### IN HONOR OF

#### **Justin Olson**

Jeanne ● ■ & Bryan Eglinton

David Martin

#### Kirk Jacobson

Eric Jacobson & Roy Luthringer

#### Peg McQuillan Porter

Diane & Bob Slayton

#### IN MEMORY OF

#### **Ruth Barnhill**

Janice Alexander

Anonymous

Denise & Jerry Barnett

Jeff Born

Catherine Brandes

Steven & Jan Campbell

Steven & Marjorie Champlin

Mari & Tom Eggum

Jeanne ● ■ & Bryan Eglinton

Dave Freier

Brad & Kate Gable

Catherine & Nicholas Golden

Rhonda & Ron Graves

Dave & Steph Hammergren

Susan Herro

Sheila Holmboe

Janet Huston-Fischer

J. Richard & Wendy Jaede

Wendy & Larry Johnson

Robert & Linda Klas

Kim Kusnier

Denis & Delores Madden

Peter & Charlotte McDermott

Alison & Rod Miller

Deborah Nerburn

Keith & Mary Olson

Michael & Carol Raich

Diane & Bob Slayton

Mary Speidel

Adele & Tim Starr

John & Cindy Stemper

Thrivent Financial

Richard Warren

Nick & Jacqueline Wilkie

Rachel Wobschall

#### IN MEMORY OF

#### **Sharon Axling**

Craig Axling

#### Lorene Geiselhurt

Denise & Jerry Barnett

#### **Edmond & Tiemi Erickson**

Denise Zaske

#### **Larry Funk**

Lawrence Haider

#### **Roger Pietsch**

Ruth • ■ ♥ & David & Barnhill

#### **Thomas Keller**

Peter & Charlotte McDermott o

#### Scott Olson

Jeanne ● ■ & Bryan Eglinton

#### IN MEMORY OF

#### John LeMay

Anonymous

Apple Valley High School

Ruth • ■ ♥ & David Barnhill

Jerrice & Dennis Barrett

Craig & Nancy Campbell

Bruce & Patricia Carlson

Christenson Memorial

Beth & Richard Costello

Sylvia Dorsey

Bryan & Judy Dugstad

John & Judith Esch

Jeri Farrell

C. Harry & Pauline Forse

Michael & Lisa Francour

Rosemary Geist Furst

Cindy Haas

DJ Hammerschmidt

Judy & Don Hoffman

Yen & Ko Huynh-Vue

Kristen Johnson

R. Scott & Ann Jones

Robert & Linda Klas

Karl & Judy Kuester

Peter & Charlotte McDermott John & Karen Meslow

Galen & Karen Pate

Diane Person

Judy & Larry Peterson

Robert Peterson

M.T. Pitzele

Truman & Cynthia Royce

Mary Selvig

G.J. & M.J. Shaugnessy

Dennis & Nancy Stein

Robert & Vicki Struve David & Julie Swan

Linda Unten

Suzanne Walsh

Rachel Wobschall

Sonya Yermishkin ■ Michael & Marsha Zgodava

#### LEGACY SOCIETY

Eric • o & Tawanna Black

Peter & Charlotte McDermott o

Peg McQuillan Porter ● ■ 0 & Al Porter

Lynne Zimmerman ● ■ o

### Faces at MDI

From sales, production to customer service and more, meet the faces behind MDI, each contributing uniquely to our shared success. Their unwavering commitment to excellence ensures that we continue to deliver top-notch products and services to our valued customers and communities alike.































3501 Broadway Street NE, Ste. 100 Minneapolis, MN 55413

www.mdi.org

Non-Profit Org. U.S. Postage PAID Twin Cities, MN Permit No. 2298

### Our Goal: Impact 2,500 lives by 2025





















































