



August 27, 2012

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Mr. Andrew T. Martin
Executive Director
Salina Area United Way
P.O. Box 335
128 N. Santa Fe, Suite 3A
Salina, KS 67401

Dear Andy,

Please convey our deep appreciation to your Board of Directors and the many volunteers and contributors who make up the Salina Area United Way. Thanks to your generous gift of nearly \$30,000 this year, we are well on our way to meeting our goal of increasing the number of clients receiving assistive technology in the Salina area by 40%. A secondary goal is to “leverage” at least 2 dollars in funding from outside sources for every dollar of United Way funding that is expended.

To date we have provided medical equipment or assistive technology for as many persons in 2012 as in all of 2011. With three (3) months to go we should be able to achieve the proposed increase. We are also pleased to report that with the \$20,400 received from United Way so far this year, we have already secured over \$132,000 worth of specialized equipment for disabled, area residents.

Beyond the obvious medical necessity of items such as hospital beds, wheelchairs, and orthotic devices, much of the equipment provided (such as van lifts and power mobility) also helps to assure access to medical services, work, school and the community-at-large. This assists in meeting United Way’s goal of financial stability and educational advancement in addition to improved health for persons in the Salina Area.

Please note that we don’t just assume that the provision of assistive technology is in itself, the desired outcome. By using follow-up surveys we have determined that 92% of persons assisted report that the equipment served to improve their overall health and well being.



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A good example is a young man named Cody who suffered a severe brain injury in 1996. Over the years Cody has required a large variety of equipment that was either not covered or only partially covered by the family's insurance. Thanks to United Way's help, Cody has received standers, van modifications and wheelchairs. His current wheelchair is custom fitted by UCP's Seating Clinic and helps assure comfort and prevents pressure sores. Because he has grown so tall the family is no longer able to carry him to the basement; UCP is currently assisting the family in securing a stair lift system.

Thank-you again for all United Way does to strengthen and advance the Salina area community. We are proud to be a partner agency with the United Way and LIVE UNITED with United Way's agency partners, volunteers, businesses and donors.

Sincerely,

A handwritten signature in blue ink, appearing to read "Dave", with a stylized flourish at the end.

Dave Jones
Executive Director

DJ: ao