



Hillcroft[®]
S E R V I C E S
2012-2013 Annual Report

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Letter from the CEO

Hillcroft Services, Inc. upheld its stellar reputation for providing quality services to people with disabilities as we celebrated 60 years of service this past February. Our programs focus on providing therapies, habilitation training, residential support and employment options.

In the process of fulfilling our mission this past year, we expanded our habilitation program known as Creativity Unlimited to our New Castle and Franklin facilities as well as growing our Behavior Management services in Henry County. We also began providing transportation services to clients via our Reliable Transit program that is expected to grow significantly over this next year. Additionally, on behalf of our clients, Hillcroft became a chapter of The Arc. This local affiliation will allow our board of directors, staff, community members and clients to tap into many valuable resources made available through this great advocacy organization.

We are very proud to boast that we continue to receive high levels of customer satisfaction. Fiscal Year 2013 reported an overall satisfaction rating from surveys received of 93% or above in all areas of programming. We continue to operate with client need as our guiding star and the fact that we maintain such satisfied clients is an indicator that we are doing what we are here to do and are remaining true to our mission. Additionally, we completed our most recent CARF survey and were awarded a three year accreditation which is the highest award available through this entity.

Hillcroft intends to refocus on our core programs and to continue expansion in areas that meet the most critical needs of individuals with disabilities. As we do this, I want to extend my sincere thanks to all the generous supporters that help us fulfill our mission. We truly appreciate the impact you have on our success as an agency.

Sincerely,

Debbie Bennett
President/CEO



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Executive Leadership 2012-2013



Back Row (left to right)

Joycelyn Baer- *VP of Community Resources*, Janet Milazzo- *Chief Operations Officer*, Kenny Rodeffer- *VP of Residential Services*, Jessica Hammett- *Corporate Compliance Officer*, Paul Whittington- *VP of Cannon Industries*, Becky Donovan- *VP of Human Resources*, Brad Lynn- *Chief Financial Officer*, Le Anne Cole- *VP of Therapy Services*

Front Row (left to right)

Sarah Strom- *VP of Art & Recreation*, Debbie Bennett- *Chief Executive Officer*, Brenda Williamson- *VP of Marketing & Development*

**Total Revenue
&
Public Support
\$12,664,037**

**Total Expenses
\$12,551,913**

2013

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Totals</u>
REVENUE AND PUBLIC SUPPORT				
Revenue				
Residential fees	\$ 7,691,144			\$ 7,691,144
Day program fees	3,054,785			3,054,785
Contract income	1,637,681			1,637,681
Rental income	10,272			10,272
Interest income	2,106			2,106
Change in value of beneficial interest in endowments		\$ 22,236		22,236
Gain (loss) on disposal of property and equipment	1,500			1,500
Other Income	12,487			12,487
Total Revenue	<u>\$ 12,409,975</u>	<u>\$ 22,236</u>		<u>\$ 12,432,211</u>
Public Support				
Government grants and programs		\$ 95,614		\$ 95,614
United Way allocation	\$ 26,868			26,868
Contributions and bequests	98,883	10,461		109,344
Total Public Support	<u>\$ 125,751</u>	<u>\$ 106,075</u>		<u>\$ 231,826</u>
Total Revenue and Public Support	<u>\$ 12,535,726</u>	<u>\$ 128,311</u>		<u>\$ 12,664,037</u>
NET ASSETS RELEASED FROM RESTRICTIONS				
	<u>\$ 117,103</u>	<u>\$ (117,103)</u>		
	<u>\$ 12,652,829</u>	<u>\$ 11,208</u>		<u>\$ 12,664,037</u>
EXPENSES				
Adult services	\$ 1,501,332			\$ 1,501,332
Children's services	735,745			735,745
Workshop	3,460,872			3,460,872
Residential services	4,926,335			4,926,335
Fundraising	82,211			82,211
Isanogel	260,185			260,185
Administrative	1,585,233			1,585,233
Total Expenses	<u>\$ 12,551,913</u>			<u>\$ 12,551,913</u>
CHANGE IN NET ASSETS	\$ 100,916	\$ 11,208	\$ -0-	\$ 112,124
NET ASSETS AT BEGINNING OF PERIOD	<u>4,282,702</u>	<u>294,833</u>	<u>209,061</u>	<u>4,786,596</u>
NET ASSETS AT END OF PERIOD	<u>\$ 4,383,618</u>	<u>\$ 306,041</u>	<u>\$ 209,061</u>	<u>\$ 4,898,720</u>

86.6%

of 2012-2013 funding was spent directly on programing.

\$112,124 Net Change in Assets. 2012-2013

ASSETS	<u>2013</u>	<u>2012</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 1,515,160	\$ 1,402,628
Accounts receivable - net	1,562,459	1,603,653
Pledges receivable - net	14,643	38,020
Prepaid expenses	<u>135,824</u>	<u>118,308</u>
Total Current Assets	<u>\$ 3,228,086</u>	<u>\$ 3,162,609</u>
PROPERTY AND EQUIPMENT, NET	<u>\$ 2,466,209</u>	<u>\$ 2,623,257</u>
OTHER ASSETS		
Beneficial interest in endowments	<u>\$ 348,723</u>	<u>\$ 326,487</u>
Total Assets	<u>\$ 6,043,018</u>	<u>\$ 6,112,353</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	\$ 52,557	\$ 85,631
Accrued liabilities	535,326	606,053
Current maturities of long-term liabilities	<u>78,736</u>	<u>77,691</u>
Total Current Liabilities	<u>\$ 666,619</u>	<u>\$ 769,375</u>
LONG-TERM LIABILITIES		
Revenue bonds	\$ 522,778	\$ 584,445
Note payable	<u>33,637</u>	<u>49,628</u>
	\$ 556,415	\$ 634,073
Less current portion above	<u>(78,736)</u>	<u>(77,691)</u>
Total Long-Term Liabilities	<u>\$ 477,679</u>	<u>\$ 556,382</u>
Total Liabilities	<u>\$ 1,144,298</u>	<u>\$ 1,325,757</u>
NET ASSETS		
Unrestricted	\$ 4,383,618	\$ 4,282,702
Temporarily restricted	306,041	294,833
Permanently restricted	<u>209,061</u>	<u>209,061</u>
Total Net Assets	<u>\$ 4,898,720</u>	<u>\$ 4,786,596</u>
Total Liabilities and Net Assets	<u>\$ 6,043,018</u>	<u>\$ 6,112,353</u>

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Getting Involved

Hillcroft's success in our mission to make extraordinary differences in the lives of children and adults with disabilities and their families includes the generosity of individuals, families, business and groups. If you're looking to join our fantastic group of donors and volunteers there are three ways you can make an extraordinary difference.

1 Support Hillcroft Events

Business and Corporate Event Sponsorship

Hillcroft Services is proud to partner with businesses and corporations of all sizes. Your company's tax-deductible donation or event sponsorship allows your company and its employees to be a part of the differences Hillcroft makes in people's lives.

Corporate Donation Opportunities

Hillcroft Services is very appreciative of all corporate donations and is excited to share your business' generosity with the community through our website, press releases to local media outlets and listing in our annual report. Please contact Brenda Williamson by phone at (765) 284-4166 or email bwilliamson@hillcroft.org to explore corporate donation opportunities.

Event Sponsorship Opportunities

Hillcroft Services hosts several community and fund development events annually. Event sponsorship provides businesses with a tax-deductible means of showcasing their business and services to hundreds of individuals involved in Hillcroft's events.

Disability Awareness Month Events

Hillcroft supports community wide disability awareness education events each March. Disability Awareness Month sponsors are able to partner with Hillcroft in helping to make our community more accessible to all of its citizens.

Hillcroft Masters

The Hillcroft Masters, held each May, is Hillcroft's golf outing. The Hillcroft Masters ran 2 flights, raised \$42,000 and allows businesses a wide variety of sponsorship opportunities.

Thanksgiving Celebration

Hillcroft's Thanksgiving Celebration, held each November, is a luncheon for all Hillcroft clients and staff. The Thanksgiving Celebration is also Hillcroft's opportunity to recognize community partnerships through a variety of community partnership awards.

2 Donate

Memorial or Honors Donations

Individual memorial and honors donations can be made online, by mail or by phone.

In-Kind Donations

In-kind donations provide individuals, businesses, and groups the opportunity to contribute to Hillcroft's mission without making a monetary donation. In-kind donations are tax exempt and can come in a variety of forms such as fund-raising event for school, civic, business groups that are interested in collecting or purchasing supplies to be donated to Hillcroft. Individuals and businesses have also chosen to redeem and donate credit card reward points in the form of retailer gift card donations. Businesses have chosen to provide on-going discounts on Hillcroft's necessary services such as printing and office supplies.

Regardless of the form in-kind donations take, they are most certainly appreciated and an integral part of Hillcroft's ability to make extraordinary differences in people's lives.

If you are interested in making an in-kind donation, please contact Brenda Williamson at (765) 284-4166 or bwilliamson@hillcroft.org.

3 Volunteer

For more information about getting involved with Hillcroft Services visit us online and complete our electronic contact form, or contact Brenda Williamson directly at (765) 284-4166 or bwilliamson@hillcroft.org.

