



2013-2014
ANNUAL
REPORT

The Many Faces of Hillcroft Services





Hillcroft®

S E R V I C E S

2013-2014 Annual Report

Letter from the CEO	2
2013-2014 Income and Support	4
2013-2014 Balance Sheet	5
Hillcroft's Services & Program Pictures.....	6
2013-2014 Donors and In-Kind Supporters	10
Getting Involved	12



Letter from the CEO

Over the course of this last fiscal year spanning July 1, 2013 through June 30, 2014, Hillcroft served 762 individuals. As the year progressed we experienced significant change within the agency. Through review of financial and operational performance it was determined that some difficult decisions were becoming necessary. Some examples are the closing of Camp Isanogel as well as the discontinuation of the Careers in Business and Ticket to Work programs. Additional programs changed locations, restructured, or now have new leadership. These modifications have allowed staff to refocus and in some cases restructure other programs and look toward the future. Fiscal Year 2014 also seen the addition of new programs to meet needs of people with disabilities

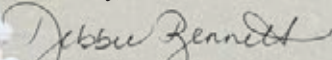
including Wellness Coordination, Music Therapy, and Madison County Tram. We are also underway with renovations of one of our current facilities in order to meet the growing needs of our ABA Clinic for children with Autism diagnosis.

As in years past, we continue to receive high levels of customer satisfaction. This year reported overall satisfaction with services at 99% (332 surveys received). Hillcroft's Services did not have an individual program that received below 97% satisfaction rating. We continue to be dedicated to the people we serve amidst the many obstacles we face with regulatory compliance and diminishing funding but we intend to find new ways to be more efficient with the resources available to us as well as exploring new possibilities.

As always, we want to honor those who have supported us throughout the year and let you know that your donations are much appreciated and integral to the mission of this organization.

We are committed to moving forward as an agency focused on the positive, devoted to the long term, and supportive to continual growth and potential with our mission in the forefront. *"To provide innovative services and supports for People with disabilities and their families; resulting in extraordinary differences in People's lives"*

Sincerely,


Debbie Bennett, CEO



An affiliated
chapter of



Mission Statement

To provide innovative services and supports for People with disabilities and their families, resulting in extraordinary differences in People's lives.

Board of Directors July 2013-June 2014



Ted Baker
Chair



Debbie Feick
2013 Secretary/
Treasurer



Brenda Lloyd
Vice Chair



Joan Bahlmann
Director



Bruce Baldwin
Director



Kelli Jordan
Director



David Karnes
Director



Brian Allardt
Director



Keith O'Neal
Director



Julie Bering
2014 Secretary/
Treasurer



Jeff Helm
2014 Director



John Callahan
2014 Director



Craig Gommel
2014 Director

To provide innovative services and supports for People with disabilities and their families, resulting in extraordinary differences in people's lives.

Executive Leadership January 2014



Back Row (left to right)

Kenny Rodeffer- VP of Residential Services, Gina Davenport- VP of ABA Clinic, Michael Whitlock- VP of Business Operations, Brad Lynn- Chief Financial Officer, Becky Donovan- VP of Human Resources, LeAnne Cole- VP of Therapy Services

Front Row (left to right)

Brenda Williamson- VP of Marketing & Development, Debbie Bennett- Chief Executive Officer, Jessica Hammett- Corporate Compliance Officer,

Total Revenue & Public Support – \$13,532,163

Total Expenses – \$13,619,675

	2014			Totals
	Unrestricted	Temporarily Restricted	Permanently Restricted	
REVENUE AND PUBLIC SUPPORT				
Revenue				
Residential fees	\$ 8,090,313			\$ 8,090,313
Day program fees	3,016,949			3,016,949
Contract income	1,711,024			1,711,024
Transportation income	288,770			288,770
Rental income	10,962			10,962
Interest income	1,459			1,459
Change in value of beneficial interest in endowments		\$ 36,072		36,072
Gain on disposal of property and equipment	204,514			204,514
Other Income	15,099			15,099
Total Revenue	\$ 13,339,090	\$ 36,072		\$ 13,375,162
Public Support				
Government grants and programs		\$ 32,961		\$ 32,961
United Way allocation	\$ 28,230			28,230
Contributions and bequests	86,725	9,085		95,810
Total Public Support	\$ 114,955	\$ 42,046		\$ 157,001
Total Revenue and Public Support	\$ 13,454,045	\$ 78,118		\$ 13,532,163
NET ASSETS RELEASED FROM RESTRICTIONS				
	<u>\$ 98,294</u>	<u>\$ (98,294)</u>		
	<u>\$ 13,552,339</u>	<u>\$ (20,176)</u>		<u>\$ 13,532,163</u>
EXPENSES				
Adult services	\$ 1,708,112			\$ 1,708,112
Children's services	968,511			968,511
Workshop	3,588,978			3,588,978
Residential services	5,107,394			5,107,394
Transportation	363,180			363,180
Fundraising	54,495			54,495
Isanogel	118,952			118,952
Administrative	1,710,053			1,710,053
Total Expenses	\$ 13,619,675			\$ 13,619,675
CHANGE IN NET ASSETS	\$ (67,336)	\$ (20,176)	\$ -0-	\$ (87,512)
NET ASSETS AT BEGINNING OF PERIOD	4,383,618	306,041	209,061	4,898,720
NET ASSETS AT END OF PERIOD	\$ 4,316,282	\$ 285,865	\$ 209,061	\$ 4,811,208

88.0%

of 2013-2014
funding was
spent directly
on programing.

ASSETS	2014	2013
CURRENT ASSETS		
Cash and cash equivalents	\$ 1,646,701	\$ 1,515,160
Accounts receivable - net	1,811,412	1,562,459
Pledges receivable - net	4,469	14,643
Prepaid expenses	84,318	135,824
Total Current Assets	<u>\$ 3,546,900</u>	<u>\$ 3,228,086</u>
PROPERTY AND EQUIPMENT, NET	<u>\$ 2,014,659</u>	<u>\$ 2,466,209</u>
OTHER ASSETS		
Beneficial interest in endowments	\$ 384,795	\$ 348,723
Total Assets	<u>\$ 5,946,354</u>	<u>\$ 6,043,018</u>
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable	\$ 87,938	\$ 52,557
Accrued liabilities	569,572	535,326
Current maturities of long-term liabilities	83,192	78,736
Total Current Liabilities	<u>\$ 740,702</u>	<u>\$ 666,619</u>
LONG-TERM LIABILITIES		
Revenue bonds	\$ 461,111	\$ 522,778
Note payable	16,525	33,637
	<u>\$ 477,636</u>	<u>\$ 556,415</u>
Less current portion above	<u>(83,192)</u>	<u>(78,736)</u>
Total Long-Term Liabilities	<u>\$ 394,444</u>	<u>\$ 477,679</u>
Total Liabilities	<u>\$ 1,135,146</u>	<u>\$ 1,144,298</u>
NET ASSETS		
Unrestricted	\$ 4,316,282	\$ 4,383,618
Temporarily restricted	285,865	306,041
Permanently restricted	209,061	209,061
Total Net Assets	<u>\$ 4,811,208</u>	<u>\$ 4,898,720</u>
Total Liabilities and Net Assets	<u>\$ 5,946,354</u>	<u>\$ 6,043,018</u>

**(\$87,512) Net
Change in Assets.
2013-2014**



Hillcroft Services, Inc. provides residential, employment, and community support services to individuals with disabilities in a ten county area in East Central Indiana. The mission of Hillcroft is: “To provide innovative services and supports for People with disabilities and their families, resulting in extraordinary differences in people’s lives.” Hillcroft is focused on creating a culture of strong values, understanding the importance of ethical behavior, and maintaining high quality services to the people we serve.

If you or someone you know could benefit from our services, please contact us at 765-284-4166 or visit www.hillcroft.org.

Our services include:



Hillcroft ABA Clinic offers behavioral treatment for children with autism spectrum disorders. Based upon the principles and technology of ABA, Applied Behavioral Analysis, Hillcroft ABA Clinic provides intensive therapy, individualized academic instruction, and social skills training for children ages 2 to 19 years.

Employment Services

Hillcroft’s Employment Services programs support individuals with disabilities in achieving greater independence through developing and maintaining the skills needed for employment.



Hillcroft Industries, the industrial division of Hillcroft Services, employs over 390 adults with disabilities to provide subcontract work for businesses in East Central Indiana.



Hillcroft’s Reliable Transit provides safe and reliable transportation to individuals using Medicaid, Medicaid Waiver, or private pay.

Residential Services

Hillcroft’s Residential Services provide support to people with disabilities in a variety of settings. Supports include respite care, 24-hour supported and group living sites and scheduled drop-in services.

Therapy Services

Hillcroft’s Therapy Services include Behavior Management, Outpatient Therapy, and Creativity Unlimited programming. Hillcroft’s Therapy Services are designed to provide participants with the skills and support needed to improve their own independence and well-being.

Mission Statement

To provide innovative services and supports for People with disabilities and their families, resulting in extraordinary differences in People’s lives.







Thank You! **Individual Donors**

Abrell, Jennifer
Adams, Gregory & Letta
Allardt, Brian & Jane
Anderson, Stefan & Joan
Baer, Charles & Joycelyn
Bahlmann, Joanie & Dave
Baldwin, Bruce & Connie
Baker, Ted
Bartle, Kyla
Bartlett, Serona
Basham, Dale
Beck , Angela
Benadum, David & Diane
Bennett, Debbie & Jeff
Bering, Julie & Chris
Botts, Pat & Jane
Bragg, Dan
Briner, Ken & Peggy
Brown, Jesse & Vera
Buchert, Nance
Burcham, Raymond & Marilyn
Buttry, Rona
Calhoun, Margot
Carder, Matthew
Chatot, Steve & Claire
Chilcote, Randall & Linda
Cline, Joyce
Clouse, Nancy
Collins, Julie
Cook, Chris & Kristen
Cook, Dianna
Copley, Vickie
Costello, Julie
Crull, Linn & Susan
Dalton, Sue
Davis , Cindy
DeWeese , Marilyn
Di Fabio, Mark
Dillon , Earl & Jackie
Dock, Mike
Donovan, Becky
Dunkin, Larry
Errington, Sue & Paul
Feick, Debbie
Franklin, Sharon
Franklin, Vicki
Fullhart, Julie & Dale
Furan, Robert & Margaret
Geary, Laurie
Geisler, Regis & Jeannette
Gomel, Craig
Green, Robert & Lois
Green, Sheri
Greene, Merrill & Linda
Greer, John & Jan
Gregory , Linda
Hahn, Cathy
Hall, Jane & Steve
Hammett, Jessica
Haney, Ed & Janet
Haron, Jill
Haskell, Deborah
Hathaway, Leonna
Helm, Jeffery
Holdren, Al
House , Dan & Mary
Howells, Karen
Johnson, Ted
Jordan, Kelli
Junga, Gaynelle
Karnes, David
Koriath, Kirby & Kristi
Lang, Jeff & Beth
Lawson , Ella Mae
Lewellen, Mary
Lindley, Dale & Teresa
Lloyd, Brenda
Lynn, Brad
Mansfield, Carmella
Mantel, Susan
Marsh , Jenni
McCarthy, Thomas & Nancy
McFarland, Jack
Miller, Janice
Miller, Roger & Nancy
Miller, Tom
Mitchell, James
Mogush, John & Kay
Mohler, Rita & David
Morrical, Daryl & Linda
Mousty, Rich
Murphy, Terry
Needham, Jim & Linda
Newport, Paul & Cathy
Ober, David & Suzanna
Ogle, Merle & Rhonda
O'Neal, Bill & Carolyn
Overmyer, Steve & Cathy
Painter, Kimberly
Park , Don & Claire
Parris, Beth
Peirson , Jan
Penrod, Sandy
Pickering, Shirley
Prow, Penny
Rammel, Amanda
Reed, Jan
Robbins , Kevin
Rodeffer, Kenny & Michelle
Ross, Dave & Ann Marie
Schreiner, Melanie
Shafer, Kirk & Judi
Sheffield, Timothy
Sheffield, Melinda
Smith, Jeffery
Smith, Kevin & Jennifer
Smith, Homer
Smith, Kimberly
Stewart , Jerry
Stinefield, Bob & Patty
Stone, Sandra
Swift , Catherine
Trier, Betty & Herbert
Trowbridge, Ralph & Janet
Tyler, Dennis
Tyler, Rob & Julie
Vandenbergh, Joyce
Walker, Scott & Pam
Walker, Roland
Walls, Gene & Judith
Walston, John
Wenger, Karen
White, Doug & Kathy
White, James D.
Whitlock, Michael
Whittington, Paul
Wieseke, Ann
Williamson, Joe & Barbara
Williamson, Mark & Brenda
Wise , Debra & Jerry
Wisener, Iva Lou
Zgunda, John & Beverly

Thank you corporate sponsors, businesses and granters for helping us make this year such a success.

31 GIFTS - KATHY PLANTON
ADM COMMERCIAL PROPERTIES
JULIE BERING
ACCESS TO CARE PHARMACY
AFTERIMAGE GIS, LLC
ALBANY CARE - MATT MCCRAIDY
ALLARDT ENTERPRISES
ALLIED EQUIPMENT SERVICE
AMERICAN CHEVROLET CADILLAC, INC.
AMERICAN WOODMARK FOUNDATION
ANDERSON SPEEDWAY
APPLEBEE'S
ASHCRAFT JEWELERS
ASSURED NL INSURANCE AGENCY, INC.
BW3'S
BADE & BADE ATTORNEYS AT LAW
BALL BROTHERS FOUNDATION
BALL STATE ATHLETIC DEPARTMENT
BALL STATE FCU
BALL STATE UNIVERSITY
BARKER RENTALS LLC
BARTLETT CORPORATION
BASKIN ROBBINS
BENADUM ENTERPRISES INC
BERRY WINKLE
BLONDIE'S COOKIES
BOB STINEFIELD
BOREN FOUNDATION
BOUNDLESS NETWORK
BRADYWARE - BOB REYNOLDS
BYERLY LIMITED, INC.
CVS PHARMACY, INC.
CARPET PLUS COLORTILE
CHASE BANK
CLANCY'S VILLAGE BOWL
CITY COUNCIL CITY OF MUNCIE
CLEAN-CUT LAWN & LANDSCAPE INC.
COLDWELL BANKER LUNSFORD
CAMMACK STATION
COMMUNITY STATE BANK
CRABTREE PHOTOGRAPHY
CULVER'S
DAIRY DREAM - ALBANY
DAIRY QUEEN OF MUNCIE
DALE BASHAM-MUNCIE CENTRAL
DALTON & CO. - SUE DALTON
DALTON ENTERPRISES
DELAWARE COUNTRY CLUB
DELTEC ACQUISITION, LLC.
DENNIS WENGER & ABRELL, P.C.
PROFESSIONAL CORP
DILLMANS' FURNITURE
DR. MATT MCCRAIDY

DR. TOM RECTOR
DON YOUNG'S TITLE
E KEEPERS SYSTEMS
EASTERN INDIANA MANAGEMENT
ED'S GLASS AND MORE LEANN
CALDWELL
ED MARTIN OF ANDERSON
ELM RIDGE MEMORIAL, LLC
ESTEP DOCTOR & CORP
FARM BUREAU - ROD CROSS
FIRE CHIEF EDDIE BALL
FIRST MERCHANTS CORPORATION
FIRST PRESBYTERIAN CHURCH
FIRST REPUBLIC MORTGAGE
JILL HARON
FREDRICK'S FAMILY CHIROPRACTIC
FLOWER BIN, INC.
FOISTER'S FLOWERS
GADDIS
GARMONG CONSTRUCTION
G & M PET AND GARDEN CENTER
GEORGE AND FRANCES BALL
FOUNDATION
GRAINGER, INC.
GRANDMA BETTY'S
GREENE INC
HABITAT FOR HUMANITY MUNCIE
HALTEMAN VILLAS ASSOCIATION, INC.
HENRY COUNTY COMMUNITY
FOUNDATION IN NEW CASTLE
HENRY COUNTY UNITED FUND
HUDDLESTON ENTERPRISES
INDOT
INCREDIBLE YOGURT
INDIANA AUTISM SCHOLARSHIP
FOUNDATION INC.
INDIANA BRIDGE MIDWEST STEEL, INC.
IN GENERAL ASSEMBLY STATE REP.
INDIANA TICKET COMPANY
INDIANA TRUST
INNOVATION CONNECTOR
INTEGRITY ADVISORS, INC.
IVANHOES - UPLAND
IVY TECH COMMUNITY COLLEGE
JEFFREY E. CARTER JEWELERS
JEFF GREEN PRODUCTIONS
JEFF IRVING
JERRY'S DAIRY FREEZER PARKER CITY
JUNIE INSURANCE GROUP LLC
KAPPA DELTA SORORITY
KAPPA KAPPA SORORITY
KATHERINE ONEAL INVESTMENT
KYLE EVANS
LEHNERT, LLC

LEWIS BACKHOE SERVICE LLC
LITTLE CAESARS
LOWERY'S CANDIES
MRS HEATING & COOLING
MAGNA POWERTRAIN OF MUNCIE
MANCINO'S PIZZA & GRINDERS
MARSH - MCGALLIARD
MAYOR DENNIS TYLER
MCKINNEY & MALAPIT LAW
MCL
MERIDIAN HEALTH SERVICES
MIDWEST REMEDIATION
MINNETRISTA/GIFT SHOP
MUNCIE ALTRUSA CLUB
MUNCIE CHILDREN'S MUSEUM
MUNCIE CIVIC THEATRE
MUNCIE ELECTROLOGY CLINIC
MUNCIE OPTIMIST CLUB, INC.
MUNCIE POLIC CHIEF -
STEVE STEWART
MUNCIE ROTARY
MUNCIE SYMPHONY ORCHESTRA
MUNCIE WING IT, LLC
MUNCIE FROZEN CUSTARD
MUNSEE MEATS
MUNSEETOWN COMMUNITY FCU
MURRAY'S JEWELERS
MUTUALBANK
MY GARDENER YARD CARE INC.
IAN BARTLETT
MY TRIBUTE GIFT FOUNDATION, INC.
NEACE LUKINS
OLIVE GARDEN
OLD NATIONAL BANK
ONE RESOURCE FINANCIAL
OUTBACK STEAKHOUSE
PANERA
PARLOUR - BRYCE ANDERSON
PAZOL'S JEWELERS
PENGAD PRINTING, INC.
PEPSI
PERRY DOTSON
PETE'S DUCK INN
PLAYER'S CLUB - PERRY DOTSON,
PRAXIS CONSULTING, INC.
PRESTIGE PORTRAITS BY LIFETOUGH
PRIME TRUST FINANCIAL FCU
PSI IOTA XI
RAYMOND JAMES - JAKE BROWN
RENAL ASSOCIATES OF CENTRAL IN
RITTER'S FROZEN CUSTARD
RONALD GROVES / AD GRAFIX
SALLIE MAE FUND
SIHO INSURANCE SERVICES
SCOTTY'S BREWHOUSE

SELBY MARTIN INSURANCE
SHERWIN WILLIAMS
SMALL ENGINE WAREHOUSE, INC
STARBUCKS
STAR FINANCIAL BANK
STUDIO THREE ARCHITECTS
KELLI JORDAN
SWIFT & ASSOCIATES CPA'S INC.
TCF FOR THE NATIONAL CAPITAL
REGION
TJX FOUNDATION INC.
T.L. FARRIS & ASSOCIATES
TASTEFULLY SIMPLE MICHELLE TINCH
TEXAS ROADHOUSE
THE ARC
THE BANK OF AMERICA FOUNDATION
THE COMMUNITY FOUNDATION OF
MUNCIE & DELAWARE COUNTY
THE FARMER'S BANK
THE FOUNDATION TRUST COMPANY
THE GRAINGER FOUNDATION
THE HENRY COUNTY COMMUNITY
FOUNDATION, INC
THE MEERS MORTUARY, INC
THE PRUDENTIAL FOUNDATION
MATCHING GIFTS
THE SALLIE MAE FUND
THE STAR PRESS
TROPICAL SHAVED ICE - NEW CASTLE
TYLER WEALTH MANAGEMENT
UNIFIED GROUP SERVICES
UNION CHAPEL
UNITED WAY OF DELAWARE COUNTY
VERMILLION FARM
VOGUE CLEANERS,
WALGREENS
WALMART
WALLS FURNITURE
WALLS MATTRESS, INC.
WALNUT CREEK DESIGNS LLC
WASSON NURSERY
WAYNE JANITORIAL SUPPLIES
WEBER OFFICE EQUIPMENT
WEEWEE WORLD - NEW CASTLE
WENDY'S
WHITTINGER & COMPANY LLC
WLBC/WERK
YMCA
YWCA
YOUTH OPPORTUNITY CENTER

\$10 Ice Cream for Hillcroft

Thank you for supporting all of our Hillcroft programs for people with disabilities.

Valid April 1 - 2014 - March 31, 2015

Hillcroft **ICE CREAM** www.hillcroft.org

Hillcroft Ice Cream Cards

Thirteen businesses have graciously donated "Buy One, Get One Free" offers in support of Hillcroft Services. Your organization, sorority, or club can help raise support for our services and activities by selling the cards on Hillcroft's behalf or cards can be purchased by individuals at the Hillcroft Streeter office. The cost of the card is \$10 and is valid from April 1st - March 31st. For more information, please contact Brenda Williamson at bwilliamson@hillcroft.org.

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, businesses 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 \$48,000 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.



*Indiana Banker's Association
Volunteer Partner*



Thank you for another great year!

Corporate Office

114 East Streeter Avenue
Muncie, IN 47303
765.284.4166

Franklin

400 North Forsythe Street
Franklin, IN 46131
317.738.4695

ABA

920 West Main Street
Muncie, IN 47305
765.587.5244

New Castle

501 New York Avenue
New Castle, IN 47362
765.529.7630

