Annual Community Report 2019

EVER PRESENT FRIENDSHIP

Senior Friendship Centers
Dear Friends,

As the world changes all around us, there is an ever-presence about certain things. One thing we know is our mission grows more important by the day as the aging demographic swells to new heights. The needs of older adults are ever-present in our society. Seniors you know are hungry – for nutritious meals, for someone to talk to, and for recognition that they matter. Seniors you know are worried – about making their finances stretch, about not being a burden to their family, and about their health.

But ever-present is Senior Friendship Centers, since 1973. This nonprofit continues to lead in aging services with innovative and cost-effective ways to address the needs and worries. In the past year, a pilot HomeShare program was launched and has to-date helped pair 30 people to provide affordable housing options as well as extra income for seniors willing to share their space. Grief and loss groups for the senior LGBT are providing a weekly support and connection to solutions. These points of pride combine with legacy programs like:

- Medical and dental services provided by volunteer, retired professionals for low-income seniors
- Adult Day Programs and Caregiver Resource Centers offering families respite and support
- More than 20 dining sites where it’s so much more than a hot meal at noon; plus, home delivered meals to those who are now homebound…many, who volunteered for years
- Fall Prevention, access to financial assistance, lifelong learning programs, and more…

The Board of Governors, the staff, and nearly 525 volunteers are committed to the mission to promote health, dignity, and quality of life throughout the journey of aging. Add to this the ever-present support of generous donors, funders, and individuals like you who serve as the philanthropic power behind the mission, making innovation and legacy possible.

As you read through this report, keep in mind how changes swirl around us including unreliable funds that historically covered operating costs; status quo is not ever-present. And yet we know that you are there.

Thank you for being such an integral part of this organization as we celebrate another year of changing lives, restoring hope, and lightening burdens.

Ever-present for this Mission,
Our Caregiver Resource Centers
DELIVERED OVER
4,338 HOURS
OF SUPPORT AND
EDUCATION IN 2018.

Nearly 70% of caregivers say caring for a loved one is the NUMBER 1 stress in their lives.

Our Adult Day Services
PROVIDED
81,532
hours of respite care in 2018.

Our Friendship at Home program
helped
over 1,245
isolated seniors feel less alone last year.

270,442
MEALS TO HUNGRY
elders last year.

1 in 6 older adults in Florida faces food insecurity.
1 in 10 seniors in Florida lives in poverty.

97
Legacy Society
MEMBERS
who have included SFC in their wills or estate plans.

IN 2018 THERE WERE
9,993
PATIENT VISITS TO OUR MEDICAL & DENTAL CLINICS.

Nearly one-third of low income older adults delay dental care for financial reasons.

IN 2018
1,567
older adults dined at our cafés or received a meal at home.

97
EST. 2002
Legacy Society
MEMBERS
who have included SFC in their wills or estate plans.

Isolation and loneliness are the malnutrition of the elderly.
- Brother William Geenen, CSC, Friendship Centers founder

There were nearly 31,200 visits to our Senior Centers last year.
50% of adults live longer as a result of social connection.

856
OLDER ADULTS
received case management services in 2018 to help them remain independent in their own homes.

Senior Friendship Centers
OUR MISSION: To promote health, dignity and quality of life throughout the journey of aging.
Dr. Richard Georgiades and his wife, Jean, are proud members of the Legacy Society, which recognizes donors who have included Senior Friendship Centers in their estate planning. However, five or six years ago they decided to go ahead and donate their money to Friendship Centers directly, rather than waiting to bequeath it.

“I started volunteering at Friendship Centers about 20 years ago,” says Richard, a retired dentist. “At that time the dental clinic was just one room with two chairs – one chair for the optometrist and one for the dentist.”

They were also instrumental in opening the Rubin Center for Healthy Aging, which houses the medical and dental clinics at Friendship Centers’ Sarasota campus. Through their kind sponsorship we were able to pay for three dental exam rooms in the Rubin Center.

“Friendship Centers has so many special programs,” says Jean. She is involved with a number of community organizations but says “Friendship Centers has been our Number One.”

Richard volunteered his time at the clinics until recently. “It’s a great organization,” he says.
Judi and Jack Bauer have always been a big part of their community. In Cincinnati, their hometown, and then in Venice since 2003, the couple have been involved with countless boards and community groups, especially preservation societies. Jack, a Navy veteran and former engineer at General Electric, was managing volunteers to help preserve the oldest house in South Sarasota County when Vascular Dementia began to steal his memories and ability to continue the project.

Fortunately, Judy found The Caregiving Place at Senior Friendship Centers in Venice. Jack started attending The Living Room twice a week, and enjoyed it so much that he asked to start attending every weekday. Knowing that he was being cared for in a safe, loving place, Judi was able to attend caregiving support groups at Senior Friendship Centers and also stay active in the Venice community.

Caregivers who live with and care for someone with dementia can experience extraordinary amounts of stress. Through our Caregiver Resource Centers in Sarasota, Venice and Fort Myers, caregivers can find support, educational classes, reference materials, and other resources. Senior Friendship Centers also offers affordable, quality adult day services for those with dementia or other medical challenges.

“I believe Jack’s dementia would be much more advanced without The Living Room. It’s not just a place with entertainment, it’s stimulation for their brain.”

- Judi Bauer
IN 2018 THERE WERE 9,993 PATIENT VISITS TO OUR MEDICAL & DENTAL CLINICS.

Nearly one-third of low income older adults delay dental care for financial reasons.

MEDICAL AND DENTAL CLINICS

When Ruth moved to Sarasota from Philadelphia, the state-funded insurance she had didn’t transfer, and Medicare doesn’t offer any dental care. As a low-income senior and newly established resident, she felt she had nowhere to turn. Luckily, she found the Rubin Center for Healthy Aging at Senior Friendship Centers. The medical and dental clinics collaborate with the Community Specialty Clinic and other community organizations to help her receive the excellent care she needs – so that she doesn’t have to get medical treatment from the Emergency Room.

Like Ruth, many seniors don’t realize that Medicare doesn’t cover dental care until they retire. Many forego regular dental care in order to be able to afford more immediate medical issues – but over time, dental health can affect overall health. Our medical and dental clinics in Sarasota, Venice, and Fort Myers are staffed by retired and volunteer physicians, dentists, pharmacists, nurses and other health care professionals. Together they provide lifesaving care to seniors who are uninsured or underinsured.

"I don’t want to use the ER as regular medical care, but some people have to because they don’t have the choice. I just want to stay alive and healthy. I’m so grateful that Senior Friendship Centers is here and that I have this option."

- Ruth
Nancy Sembar gave up her driver’s license in 2015 after having a stroke at 84 years old. At the time, she felt like she lost her independence and wasn’t sure how she would be able to take care of herself if she couldn’t drive.

Through Senior Friendship Centers’ Friendship at Home program, Nancy was able to find help that allows her to stay in her home. A volunteer visits her several times a month and brings her to the grocery store, to the bank, to the doctor, and clothes shopping. Nancy also receives the friendship of the volunteer who helps her, and the program allows her to stay connected and social.

Isolation is a challenge older adults often deal with when they choose to age in place, and many fail to thrive on their own without intervention. This is where Friendship at Home steps in. Through the work of dedicated volunteers, this program offers many benefits to seniors who are home-bound or unable to travel unaided. Seniors can receive telephone reassurance, a friendly visitor, and supportive intervention such as one-time financial support for individuals facing a crisis.

“Not having a driver’s license has been hard, but Senior Friendship Centers has been so good to me. I don’t know what I would do otherwise.”

- Nancy Sembar

Our Friendship at Home program
helped
over
1,245
isolated seniors
feel less alone
last year.
ACTIVITY CENTER/NUTRITION

When Ann Caldwell’s husband passed away, she found herself lonely and searching for things to do. She found Senior Friendship Centers in Venice, where she does Balance Movement and yoga classes, plays BINGO, listens to live music daily and eats lunch four days a week. Most importantly, she has developed friendships and no longer feels alone. In fact, Ann and her friends have an official volunteer role at Senior Friendship Centers.

“We’re called the Friendlies,” she says. “It’s our job to make sure that everyone feels welcome at the center and that no one is alone. It’s a very important job.”

According to the U.S. Census Bureau, 11 million, or 28% of people aged 65 and older, live alone. Social contacts tend to decrease as we age for reasons such as retirement, the death of friends and family, or lack of mobility. Regardless of the cause, the consequences can be detrimental. Social isolation can lead to depression and a decline in physical health, and many do not regularly eat healthy meals or exercise.

Conversely, studies have shown that people who engage in meaningful, productive activities with others tend to live longer, boost their mood, and have a sense of purpose. Senior Friendship Centers provide opportunities for seniors to make friends, exercise, learn a new language, dance, enjoy a nutritious meal, volunteer, and much more.

“ This is a place where I can get a meal and build friendships. You can make a whole life for yourself here if you want to.”

- Ann Caldwell

IN 2018

1,567 older adults dined at our cafés or received a meal at home
THANK YOU 2018 DONORS

Our sincere appreciation goes to friends in the business community, foundations, government sector and human services, as well as individual donors who have kindly donated $5,000 or more to Senior Friendship Centers. Together we are ensuring older adults live with health, dignity and quality of life.

Agency & Government Funders

Area Agency on Aging for Southwest Florida
Charlotte County Board for County Commissioners
City of Punta Gorda
Community Foundation of Sarasota, Inc.
Department of Health for Sarasota County
Florida Department of Elder Affairs
Lee County Human Services
Retired Senior Volunteer Program
Sarasota County Human Services
United Way of Charlotte County
United Way of Collier County
United Way of Lee County
United Way of South Sarasota County
United Way Suncoast
U.S. Department of Health & Human Services

Top In-kind Donors

Herald-Tribune Media Group
Gulfshore Media, LLC
WUSF Public Media
Dr. K. R. Byju
The Eye Associates
Northern Trust
Sarasota Memorial Community Specialty Clinic
Seniors Blue Book
CORPORATE PARTNERS

A Banyan Residence
A Better Solution
Autumn Leaves of Venice
Berkshire Hathaway, Susan Phelps, Kimi Newcomb
Brookdale Senior Living
CarePatrol Gulf Coast
Community Foundation of Sarasota County
Connect Hearing
Delta Hearing
Dex Imaging
Edward Jones, James Levin
Encompass Rehabilitation Hospital
Fine Properties, Bob Thurston
Florida Power and Light
Fountains of Hope
Grannie Nannies; Andrew Burke
Gulf Coast Community Foundation
Encompass Rehabilitation Hospital
HarborChase of Sarasota and Venice
Heron Communities
Home Instead of Sarasota and Venice
Life Planning Law Firm; Kevin Pillion, Esq.
Lyons, Beaudry and Harrison Law Firm
McBride Insurance
Muscle Repair Shop; Butch Phelps
Mutual of America
National Cremation Society; Anne Swartz
Northern Trust
Poet’s Walk Sarasota
Right At Home
Sean McCutcheon’s Air Conditioning and Heating
Seniors Blue Book
Southtech Solutions
Sunrise Home Health
Tom Cannizzaro
Trilogy Home Healthcare
Tuscan Gardens of Venetia Bay
Venice Regional Bayfront Health
Venice Yacht Club Charitable Foundation, Inc.
Wilson Wood Foundation, Inc.

Major Business and Community Partners

To learn more about becoming a Community Partner, please contact Jane Icely at 941.556.3215.
## DONORS 2018

### $50,000+

- Dr. Morris Katz Estate
- Moorings Park Foundation
- Season of Sharing Fund of The Community Foundation of Sarasota County

### $25,000+

- Bank of America, NA Client Foundation
- Bernard and Mildred Doyle Charitable Trust
- Robert and Willa Bernhard
- Linnie Dalbeck Memorial Foundation
- Patricia J. Buster Foundation
- The Patterson Foundation
- Richard M. Schulze Family Foundation
- Dr. Albert Tripodi

### $10,000+

- Arline Smyth Quinn Charitable Foundation
- Robert and Willa Bernhard
- Bladel Foundation
- The Burruss Foundation
- The Community Foundation of Sarasota County
- Elderly Human Services Fund of The Community Foundation of Sarasota County
- Eluned and Edward Russell Charitable Foundation
- Drs. Robert and Patricia Gussin
- Johnson & Johnson Family of Companies
- Leonard Kritzer Trust
- Nathan Benderson Fund
- Reuben B. and Helga M. Resnik Foundation
- Leah Wilcox
- Wilson Wood Foundation

### $5,000+

- William F. and Janet J. Allyn
- CarePatrol Gulf Coast
- Thomas Costello, III
- Susan Dalton
- Designing Women Boutique
- Frank and Barbara Fleischer
- Florida Power & Light
- Jocelyn F. Garber

- Robert Harris
- Healthcare Network of SWFL
- James G. Huntting
- Jerome and Mildred Paddock Foundation
- John C. Shrader Fund of The Community Foundation of Sarasota County
- Kathleen K. Catlin Fund of The Community Foundation of Sarasota County
- Kiefer Charitable Foundation
- The League Club
- Dr. Bartram and Joan Levenson
- Kevin Maisch and Vicky Johnson
- Wayne and Susan Mullican
- The Naples Trust Company
- Naples United Church of Christ
- Stephen and Redenta Picazio
- Alice W. Rau
- Harold Ronson
- Sanibel/Captiva Trust Company
- Christine Peterson Schlesinger
- Betty Schoenbaum
- Jim and Kathy Silverberg
- Dr. Donald M. Snyder
- SouthTech Solutions
- Gail Welch
- Wells Fargo
- Ethel Zeller

### $2,500+

- Geraldine Aaron
- Steven and Dale Adler
- Angel Fund Foundation
- Bob and Beverly Bartner
- Bayshore Guest Home and Gardens
- Dr. Richard and Carolyn Beebe
- Bond, Schoeneck and King
- Edward and Nancy Boyer
- Andrew Burke
- Caldwell Trust Company
- John and Jeanette Counsell
- Roger and Patricia Courtois
- Cummings and Lockwood
- Elaine Vasel Trust
- Encompass Health Rehabilitation Hospital of Sarasota
- Florida Gulf Coast University Foundation
- Florida International University
- Terrace and Christine Flynn
- Henry and Melinda Foster
- Franklin G. Berlin Foundation
- Dr. Richard and Emogene Georgiades
- Sy and Sheila Goldblatt
- Gulf Coast Community Foundation
- HarborChase of Sarasota
- Health Care Network
- Moe and Carol Hochberg
- James Franklin & Dorothy J. Warnell Fund of The Community Foundation of Sarasota County
- William R Jones
- Phil Krause
- Dr. Susan D. Lamar
- Larry and Jessica Lawman
- Arnold and Maureen Lerner
- Philip and Deborah Maiese
- Terry McGannon and Rita Rust
- Craig and Erin McLeod
- MSC Foundation
- Richard and Carol Munro
- Robert and Andi Munzer
- Physicians Regional Healthcare System
- Scot Ritchie
- Royal Wood Ladies 9 Hole Golf Association
- Burton M. and Gail Sack
- Sarasota Kiwanis Foundation
- Sam and Norma Savin
- Dr. Gloria A. Schranz
- Sean McCutcheon’s Air Conditioning & Heating
- Morton J. and Bernice W. Skirboll Family Foundation
- Cherry Smith
- Tuscan Gardens of Venetia Bay
- The Venice Endowment
- Venice Yacht Club Charitable Foundation
- WellCare Health Plans
- Robert M. White
- Whole Foods Market
- William E. and Florence E. Perry
- Fund for Health & Human Services at The Community Foundation of Sarasota County
- The Zimmer Family Foundation
DONORS 2018

$1,000+
A Banyan Residence Assisted Living
A Better Solution
Albert Netz Fund of Gulf Coast Community Foundation
Alignment Health Care
Steve and Lynne Anast
Jean C. Arena
The Arlington of Naples
Bernauer Family Fund
David and Helen Bernd
Skip and Sheila Cohen
Rich and Joanne Collins
Community Foundation of Collier County
Connect Hearing
Ronald and Cheryl Cooper
Kelley and Gina Corbridge
Richard and Diana Corrigan
Dr. Ramendra and Janet DasVarma
Deborah M. Cooley Charitable Trust
Delta Hearing
Beverly Dennis
Eileen R. Devine
DEX Imaging
Dr. Douglas and Carin Doben
Michael and Amy Drake
Chris and Linda Driggs
Clint Factor
John and Angela Fain
Manley and Dianne Feinberg
Florida Knights of Columbus Charities
The Fountains of Hope
Dr. Marvin and Marsha Frank
Robert and Deborah Garrand
Peter I and Frances C. Georgeson
Helen Glaser
Nancy Gold
Ralph and Tina Goldin
Merle L. and Pat Grater
Mike and Michelle Hanson
HarborChase of Venice
Judith Haugh
Gerard and Irene Hayward
Home Instead Senior Care
John and Linda Hopkins
Alan Horton
Craig and Patricia Jilk
Paul C. and Virginia J. Johnson
Kamarek Foundation
Kappa Kappa Gamma Alumnae
Fay Kardon
Michael Karp
Kennedy Family Fund
Phillip King
Knights of Columbus Council #13307
Alicia Knust
Joyce Koppel
Benjamin and Sandra Krause
John Kyle
Jerry and Lisa Lanz
James Levin
Dr. Stephen Lexow and Carolyn Holmes
Brian Lipton
Patrick B. and Kathleen Long
Gerry and Sheri Lublin
Lyons, Beaudry & Harrison
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Stephen and Janine Marrone
McBride Insurance Exchange
Robert and Ruth Meilander
Jim Meister
Joseph and Katharina Schober Foundation
Millennium Physician Group ACO
Howard Millman and Carolyn Michel
John and Susan Mimnaugh
The Muscle Repair Shop
Marilyn Naiditch
Naples 100 Concierge and Consulting
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Shella J. O’Brien
Olson Family Foundation
Kevin Pillon
The Plantation Community Foundation
Dr. Arjuna C. Ponnambalam
Charles A. and Ann Poploskie
Presbyterian Women of Siesta Key Chapel
Stuart and Estelle Price
Punta Gorda Chamber of Commerce
Purmort & Martin Insurance Agency
Joani Regner
Stanford and Carol Reinisch
Tom and Linda Rice
Dr. David Rideout
Steven and Carolyn Roskamp
David Rowe
Rubin Charitable Foundation inc.
Norman and Sylvia Samet
Sanibel Congregational United Church of Christ
Sam Sciturro
Sarasota County Aging Network
Senior Friendship Centers Endowment Fund at The Community Foundation of Sarasota County
Jane T. Smiley*
Bart and Mignon Snider
St. Armands Key Lutheran Church
Edwin and Marilyn Stedem
Jack and Susan Steenbarger
Laura Strain
Ruthann Sturtevant
Anne Swartz - National Cremation Society - leave this?
Mary G. Swartz
Cynthia Taft
Dr. Michael and Elizabeth Terlizzi
Robert Thurston
Tom and Kathy MacDonald Fund of The Community Foundation of Sarasota County
Roselyn S. Travis
Trinity-By-The-Cove Episcopal Church
Venice Regional Bayfront Health
Wallace and Beverly Conkling Foundation
Eleanor Watson
Robert L. Wenzel
Mary Alice D. Wheeler
Zella I. and Junius F. Allen Fund at The Community Foundation of Sarasota County
Kay E. Zimmerman

$500+
Albert and Otto Netz Fund of The Greater Milwaukee Foundation
Albert Netz Fund of The Community Foundation of Sarasota County
Allie Freedman Fund of The Community Foundation of Sarasota County
Aston Gardens at Pelican Pointe
Anne W. Baldwin
Victoria Bannister
Steven A. Barton
DONORS 2018

$500+ Continued
Sumner G. Baum and Donna Jablo
Isabel Becker
Larry and Brenda Berman
Esther Bird
Judy Bishop
Marvin E. Black
Don and Rheta Bradke
Bonnie Brown
Butlein Family Foundation
Ewen and Aurora Cameron
Robert J. Carter
Dr. Alfonse and Kathleen Cinotti
Don and Nancy Claridge
Neal Colton
Comfort Keepers
John and Patricia Commers
Community Eye Center and St. Lucy’s Outpatient Surgery Center
Carolyn Cooper Joslin
Steven and Caroline Coplin
Warren and Margot Coville
Bob and Lynn Davidson
Helen Dennis
Dr. Marvin C. Diamond
Wilfred R. Dumont
Robert and Vicki Dworski
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Fawcett Memorial Hospital
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Jeanne Goble
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Randy and Jane Gould
Dr. Ignatius Greene
Raymond and Srebrenka Guyatt
John and Marcia Hall
Debbie Hallaren
Darrin R and Cindy Halsey
Melinda Haney
Stephen and Michelle Hazeltine
Heron Club at Prestancia
Heron Communities of Sarasota
Heron East
Allen and Stephanie Hochfelder
Arnold and Bette Hoffman
George and Dixie Hoffman
William and Jane Icely
J & J Air Conditioning & Refrigeration
KeyBank National Association
Patricia L. King
Drs. Charles and Betty Koch
Christine LaDuke
Diana Lager
Life Care Center of Punta Gorda
Anthony J. and Helen Lingrosso
Vytas and Gerda Macekonis
Bruce and Martha Macgowan
Thomas Madden and Gayle M. Battis
Art and Pamela Mahoney
Margaret Maisto
Martin D. and Barbara H. Rich Family Charitable Foundation
William and Gail May
William O. and Roz McCormack
Denise McNulty
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Kimi Newcomb
Alexis Nguyen
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Dr. Robert and Candycse Nordland
Northern Trust Company
Dr. Bruce and Beverly Novark
Dr. Kevin W. and Maryrose O’Neil
Arthur and Cheryl Orlick
Osterhout & McKinney, P.A.
Hahn Loeser Parks
Dr. Jean and Nicole Perrault
Susan Phelps
Port Charlotte Rehabilitation Center
Gayle Rainville
Right at Home
Rotary Club of Sarasota Keys Foundation
Jonathan L and Barbara Ryder
Sabal Palm Bank
Sarasota Bay Club
Sarasota County Senior Advocacy Council
Elise Sautter
Albert and Emily Schwabe
Ben and Jackie Scott
William M. Seider
Charles Sellon
Seminole Indian Casino
South Port Square
Dave and Jennifer Smith
Joe and Doreen Spidaletto
Jean Standing
Kristine Taylor
Jim Templeton and Ashley Brown
Charles and Janet Thibeault
Dr. Thomas and Patricia Tyler
Michael and Karen Valentino
Tony and Kathy Viner
Anne Virag
Martha Watts
Allan and Sandra Weis
Wellmed Charitable Foundation
Michael and Dana C. Westmark
Lawrence Wik
Marney Williams
Fred Windecker
Gene and Barbara Wulf
Roger and Jan Young
Freddy and Bonnie Zerwitz
## FINANCIALS

Senior Friendship Centers Statement of Operating Activities for the year ended December 31, 2018

### REVENUES

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Governmental Contracts</td>
<td>$8,782,353</td>
</tr>
<tr>
<td>Local County Support and United Ways</td>
<td>$551,634</td>
</tr>
<tr>
<td>Donations</td>
<td>$945,969</td>
</tr>
<tr>
<td>Private Grants</td>
<td>$777,098</td>
</tr>
<tr>
<td>In-kind Professional Contributions</td>
<td>$2,431,199</td>
</tr>
<tr>
<td>Program Fees / Other</td>
<td>$2,686,681</td>
</tr>
<tr>
<td>Special Events</td>
<td>$372,453</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$16,547,387</strong></td>
</tr>
</tbody>
</table>

### EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries &amp; Fringe Benefits</td>
<td>$4,756,185</td>
</tr>
<tr>
<td>In-Kind Professional Contributions</td>
<td>$1,947,911</td>
</tr>
<tr>
<td>Travel</td>
<td>$99,282</td>
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<tr>
<td>Rent</td>
<td>$206,988</td>
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<tr>
<td>Communications and Utilities</td>
<td>$315,972</td>
</tr>
<tr>
<td>Printing &amp; Supplies</td>
<td>$383,122</td>
</tr>
<tr>
<td>Food / Meals</td>
<td>$1,475,688</td>
</tr>
<tr>
<td>Service Subcontracts &amp; Professional Fees</td>
<td>$6,990,249</td>
</tr>
<tr>
<td>Maintenance &amp; Repairs</td>
<td>$368,421</td>
</tr>
<tr>
<td>Insurance</td>
<td>$111,871</td>
</tr>
<tr>
<td>Special Events</td>
<td>$177,857</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td><strong>$16,833,546</strong></td>
</tr>
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</table>

### NET OPERATING INCOME / (LOSS)

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operations</td>
<td>$(631,292)</td>
</tr>
<tr>
<td>Management &amp; Fundraising</td>
<td>$345,133</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$(286,159)</strong></td>
</tr>
</tbody>
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**REVENUES 2018**
- Governmental Contracts: 2%
- Local County Support & United Ways: 16%
- Donations: 15%
- Private Grants: 5%
- In-kind Professional Donations: 6%
- Program Fees / Other: 3%
- Special Events: 53%

**EXPENSES 2018**
- Program Services: 8%
- Administrative & Fundraising: 92%