SeniorsFirst
Meals on Wheels, in-home care and more.

ANNUAL REPORT 2017
STATEMENT OF FINANCIAL POSITION

PRESIDENT'S MESSAGE:

MARSHA LORENZ

"I am Doc. I am 70 years old, alone with no family. Over the years my health has deteriorated but you have never failed to take extraordinary and loving care of me. Seniors first provides the bulk of my food, shops for me, cleans my home and helps me bathe. In all these years, no one has ever come forward to assist me as Seniors First has done. If I was not permitted to continue with you, I can't imagine where I would be now. You are in fact, my only family. You are my only treasure."

"These are not strangers"

As President/CEO, I spend a lot of time looking at numbers..... but as we all know, numbers don't mean anything if you have no point of reference. So here's some real numbers. 1 in 6 senior citizens struggle with hunger, thousands have to choose between buying food or medication and hundreds more are in danger of losing their independence for lack of a little help around the house. These are not strangers in other cities we know nothing about. They are living down the street in our own neighborhoods.

But there's good news. In 2017, thanks to your support, we were able to assist over 4,700 seniors here in our community including those most in need following the hurricanes. Thanks to you, over 300,000 meals were served alleviating hunger, depression and isolation. When I read Doc's story in his own words, I am reminded what a difference you are helping us make in the lives of our seniors. Thank you for caring.

Here's how you can help.

Volunteer: Volunteers are the life blood of our Meals on Wheels program. Delivering a hot meal, a vital safety check and a few minutes of much needed conversation can make a world of difference in the life of a senior.

Give: Your thoughtful gift will be used to avoid the three biggest threats of aging; hunger, isolation and loss of independence.

Advocate: Know the facts on senior hunger and then help to educate others. Even bringing awareness through you social media platforms makes a huge difference.

Warmly,
Marsha Lorenz
President/CEO

OUR MISSION IS TO ENHANCE THE QUALITY OF LIFE OF SENIORS BY MAINTAINING THEIR INDEPENDENCE AND DIGNITY.

BOARD OF DIRECTORS

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ANNUAL REPORT 2017

STATEMENT OF FINANCIAL POSITION

AUDITED ASSETS

CURRENT ASSETS

Cash and cash equivilants	$1,634,808
Accounts receivable	996,047
Prepaids and other assets	99,460
Total Current Assets	**2,730,315**
PROPERTY AND EQUIPMENT, NET	1,206,584

OTHER ASSETS

Certificates of deposit	528,091
Funded depreciation	238,797
Beneficial interest in assets held by Community Foundation of Central Fl	1,799,659
Security deposits	3,250
Total Other Assets	**2,569,797**
TOTAL ASSETS	**$6,506,696**

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable	$368,333
Accrued payroll and related expenses	140,808
Deferred revenue	491,091
Total Current Liabilities	**1,000,232**

COMMITMENTS AND CONTINGENCIES

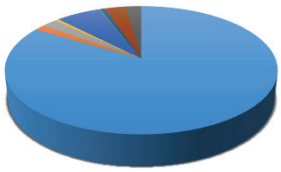
NET ASSETS

Unrestricted	5,162,558
Temporarily restricted	238,797
Permanently restricted	105,109
Total Net Assets	**5,506,464**
TOTAL LIABILITIES AND NET ASSETS	**$6,506,696**

Figures taken from Seniors First Statement of Financial Position 12-31-17

REVENUE BY FUNDING SOURCE TOTAL: $9,240,253

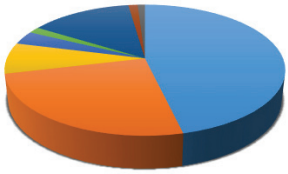
Grant & Contract Rev	7,725,712	83.61%
Medicaid Waiver Rev	131,387	1.42%
Fee for Service	204,457	2.21%
Other Contracted Services	43,835	0.47%
Donated Services & Rent	582,124	6.30%
Client Contributions	10,332	0.11%
Other Income	63,605	0.69%
Fundraising	277,310	3.00%
Special Events	201,491	2.18%



Figures taken from Seniors First Consolidated Statement of Activities - Dec 2017

FUNCTIONAL EXPENSES BY PROGRAM TOTAL: $ 9,240,253

In-Home Services	4,279,864	46.32%
Nutrition Services	2,303,337	24.93%
Transportation	708,531	7.67%
Guardianship	310,690	3.36%
Stepping Stone	142,718	1.54%
Admin & General	1,284,798	13.90%
Fundraising	117,705	1.27%
Special Events	92,610	1.00%



Figures taken from Seniors First Statement Fuctional Exp - Dec 2017

FIRST FACTS 2017:

4,763
Number of clients served

326,055
Number of meals served

153,991
Number of hours of personal, in-home, companionship and respite care provided

16,494
Number of volunteer hours

492
Number of people served by Stepping Stone Medical Equipment bank

122
Number of wards served by Guardianship

With much gratitude Seniors First extends a heartfelt thank you to the following foundations, corporations, organizations, and churches for their generous grant support of our programs in 2017:

GRANTORS 2017

A Friend's Foundation
All Saints Episcopal Church
Bank of America Charitable Foundation
Chesley G. Magruder Foundation
Darden Restaurants Inc. Foundation
Duke Energy Foundation
Edyth Bush Charitable Foundation
GFWC Apopka Woman's Club
GFWC Oviedo Woman's Club
J. Milton Hoffa & Nellie E. Hoffa Memorial Foundation
Joseph G. Markoly Foundation
Meals on Wheels America
Orlando Health
Orlando Sentinel Family Fund
Publix Super Markets Charities
St. Margaret Mary Catholic Church
Subaru of America
TD Charitable Foundation
The Chatlos Foundation, Inc.
The Father's Table Foundation
The Joe & Sarah Galloway Foundation
The Lee Foundation
The Martin Andersen-Gracia Andersen Foundation
University Club of Winter Park
UPS Foundation, Inc.
Visiting Nurses Association Foundation, Inc.
Walmart Community Grants
Wells Fargo Foundation
Westgate Resorts Foundation