

# ANNUAL REPORT 2016

## STATEMENT OF FINANCIAL POSITION



### PRESIDENT'S MESSAGE:

**MARSHA LORENZ**

Angel had a serious stroke and Rosita was struggling to take care of him. They were on the verge of being evicted when Seniors First got the call. With your help we were able to provide nutritious food, in-home and personal care. Amazed, Angel says "Everybody came to help us!"

Thanks to you, we've been able to improve the quality of life for Angel, Rosita and hundreds more like them, but many more are still in need of assistance. Currently, there are over 16,000 seniors in Orange County who struggle with hunger and may not know where their next meal will come from. Many find themselves isolated and alone, having to choose between food and medication and unable to care for themselves or their environments.

As we look toward the second half of 2017, I am thankful for your continued support. I believe we can solve senior hunger and that it doesn't take much... if we all join together.

#### 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 your social media platforms makes a huge difference.

**"Over 16,000 seniors in Orange County struggle with hunger"**

Warmly,  
Marsha L. Lorenz  
President/CEO

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



## BOARD OF DIRECTORS

**Chairman:** Larry Stewart, *Seaside National Bank & Trust*  
**1st Vice Chair:** Margaret Sauer, *UCF School of Social Work Ret.*  
**2nd Vice Chair:** John Gay, *Cresa Orlando*  
**Treasurer:** Steven Fisher, *TD Bank*  
**Secretary:** Melvin Pittman, *Orange County Comm. & Environmental Services Ret.*

**Past Chairman:** Gordon Arkin, *Foley & Lardner Ret.*  
**Kim Blaylock**, *&Barr*  
**Kathleen Black**, *Dr. Phillips Hospital*  
**Derren Ciaglia**, *Lowndes, Drosdick, Doster, Kantor & Reed P.A.*  
**Carol Clark**, *Orange County Government*  
**Edward Casoria**, *Attorney Private Practice*  
**Michelle Hage**, *Orlando Health Customer Serv. Ret.*

**Jerry Kassab**, *Aspire Health Partners Ret.*  
**Bruce Marin**, *Foley & Lardner*  
**Craig Moore**, *Florida Hospital Home Care Srv.*  
**Allison Ramirez**, *ROC Seniors Housing Fund Manager LLC*  
**Sol Schick**, *Solomon F. Schick & Associates*  
**Jim Shapiro**, *Retired Businessman*

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## STATEMENT OF FINANCIAL POSITION

### AUDITED ASSETS

#### CURRENT ASSETS

Cash and cash equivalents	\$1,441,656
Accounts receivable	1,109,125
Prepays and other assets	96,496
<b>Total Current Assets</b>	<b>2,647,277</b>

PROPERTY AND EQUIPMENT, NET	1,340,766
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#### OTHER ASSETS

Certificates of deposit	525,063
Funded depreciation	225,750
Beneficial interest in assets held by Community Foundation of Central FL	1,648,468
Security deposits	3,250
<b>Total Other Assets</b>	<b>2,402,531</b>

<b>TOTAL ASSETS</b>	<b>\$6,390,574</b>
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### LIABILITIES AND NET ASSETS

#### CURRENT LIABILITIES

Accounts payable	\$391,218
Accrued payroll and related expenses	146,489
Deferred revenue	491,773
<b>Total Current Liabilities</b>	<b>1,029,480</b>

### COMMITMENTS AND CONTINGENCIES

#### NET ASSETS

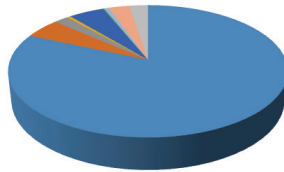
Unrestricted	5,006,223
Temporarily restricted	249,762
Permanently restricted	105,109
<b>Total Net Assets</b>	<b>5,361,094</b>

<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>\$6,390,574</b>
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Figures taken from Seniors First Statement of Financial Position 12-31-15

### REVENUE BY FUNDING SOURCE TOTAL: \$9,960,789

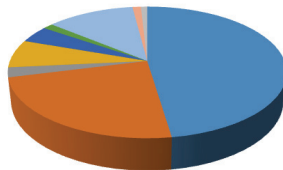
Grant & Contract Rev	8,124,626	80.84%
Medicaid Waiver Rev	372,615	3.71%
Fee for Service	208,074	2.07%
Other Contracted Services	44,784	0.45%
Donated Services & Rent	578,624	5.76%
Client Contributions	12,335	0.12%
Other Income	100,874	1.00%
Fundraising	305,792	3.04%
Special Events	213,065	2.12%



Figures taken from Seniors First Consolidated Statement of Activities - Dec 2016

### FUNCTIONAL EXPENSES BY PROGRAM TOTAL: \$10,050,691

In-Home Services	4,787,668	47.64%
Nutrition Services	2,350,559	23.39%
Home Improvement	243,043	2.42%
Transportation	693,283	6.90%
Guardianship	423,300	4.21%
Stepping Stone	139,718	1.39%
Admin & General	1,209,672	12.04%
Fundraising	116,057	1.15%
Special Events	87,392	0.87%



Figures taken from Seniors First Statement Functional Exp - Dec 2016

## FIRST FACTS 2016:

5,149

Number of clients served

338,593

Number of meals served

175,533

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

16,850

Number of volunteer hours

722

Number of people served by Stepping Stone Medical Equipment bank

137

Number of wards served by Guardianship.

With much gratitude Seniors First extends a heartfelt thank you to the following for their generous support in 2016:

## GRANTORS 2016

All Saints Church of Winter Park  
 Bank of America Charitable Foundation  
 The Central Florida Foundation  
 The Chatlos Foundation, Inc.  
 Chesley G. Magruder Foundation  
 Darden Restaurants Inc. Foundation  
 The Galloway Foundation  
 GFWC Apopka Woman's Club  
 Joseph G Markoly Foundation  
 The Lee Foundation  
 The Martin Andersen-Gracia Andersen Foundation  
 Meals On Wheels America  
 Publix Super Markets Charities  
 St Margaret Mary Church  
 Subaru of America-Share the Love  
 The University Club of Winter Park  
 UPS Foundation, Inc.  
 Visiting Nurses Assoc. Foundation, Inc.  
 Walmart Community Grants  
 Welsh Charitable Trust  
 Westgate Resorts Foundation