

**CITY OF BLOOMINGTON, COMMON COUNCIL  
JACK HOPKINS SOCIAL SERVICES FUNDING  
COMMITTEE  
2014 GRANT APPLICATION**

**AGENCY INFORMATION**

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**Lead Agency Name**

Is Lead Agency            yes  
a 501(c)(3)                no

Number of Employees

Full -time

Part-time

Volunteers

Address

Zip Code

Phone

Agency E-mail

Website

President of Board of Directors

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**Executive Director**

Title

Phone

E-Mail

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**Name of Person to Present Proposal to  
the Committee**  
(If not the Executive Director)

Title

Phone

E-Mail

**Name of Grant Writer**

Phone

E-mail

**Agency's Mission Statement** (150 words or less)

**PROJECT INFORMATION**

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Project Name

Is this a collaborative project?      yes  
no

If a collaborative project, list name(s) of  
non-lead agency partner(s)

Address where project will be housed

Total Cost of Project

Requested JHSSF Funding

Other Funds Expected for this Project  
(Source, Amount and Confirmed or  
Pending)

Number of Total Clients Served by this  
Project in 2014

Total Number of City Residents Served  
by this Project in 2014

Is this a request for operational funds?      yes  
no

If "yes," indicate whether the request is      pilot  
for a pilot project, bridge funding or a      bridge  
collaborative project.      collaborative

Please indicate the period in which you      July-September 2014  
intend to draw down funds, if granted      October-December 2014

Please describe when you plan to submit your claims for reimbursement and what steps precede a complete draw down of funds.

If completion of your project depends on other anticipated funding, please describe when those funds are expected to be received.

Do you own or have site control of the property on which the project is to take place?

yes

no

n/a

Is the property zoned for your intended use?

yes

no

n/a

If "no," please explain.

If permits, variances, or other forms of approval are required for your project, please indicate whether the approval has been received. If it has not been received, please indicate the entity from which the permitting or approval is sought and the length of time it takes to secure the permit or approval.

*NOTE: Funds will not be disbursed until all requisite variances or approvals are obtained..*

Due to limited funds, the Committee may recommend partial funding for a program. In the event the Committee is unable to meet your full request, will you be able to proceed with partial funding?

yes

no

If "yes," please provide an itemized list of program elements, ranked by priority and cost.

Priority #1 (Item and Cost)

Priority #2 (Item and Cost)

Priority #3 (Item and Cost)

Priority #4 (Item and Cost)

Priority #5 (Item and Cost)

Priority #6 (Item and Cost)

Priority #7 (Item and Cost)

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**PROJECT SYNOPSIS** (250 words or less)

Please provide a brief overview of your project. Assume that this synopsis will be used in a summary of your proposal.

## **CRITERIA**

In the spaces below, please explain how your project meets the Jack Hopkins Funding criteria. Assume that your responses will be used in a summary of your proposal.

### **NEED** (200 words or less)

Explain how your project addresses a previously-identified priority for social services funding as documented in the [Service Community Assessment of Needs](#), the City of Bloomington, Housing and Neighborhood Development Department's [2010-2014 Consolidated Plan](#), or any other community-wide survey of social services needs.

### **ONE-TIME INVESTMENT** (100 words or less)

Jack Hopkins Funds are intended to be a one-time investment. If you are requesting operational funds, explain if the request is for pilot or bridge funding and please explain your plan for future funding.

### **FISCAL LEVERAGING** (100 words or less)

Describe how your project will leverage other resources, such as other funds, in-kind contributions, etc.

**LONG-TERM BENEFITS** (200 words or less)

Explain how your program will have broad and long-lasting benefits for our community.

**The Jack Hopkins Social Service Fund  
LIFEDesigns' Grant Narrative 2014**

**Amount Requested**

LIFEDesigns is requesting \$8,500 to complete their project.

**Details of Project**

As mentioned previously, this project is providing 12 individuals with disabilities in two group homes in Bloomington (Dunn and Winslow) with an increased quality of life by improving their living conditions. The entire "Deep Roots, Strong Fruit" Capital Campaign that is currently underway at LIFEDesigns calls for roughly \$400,000 from 2013 to 2015 to renovate all LIFEDesigns properties. Renovations are being conducted in the agency across the board in order to improve energy efficiency; increase accessibility; stay in compliance with accrediting and monitoring agency standards; and, facilitate a more conducive environment for lowering negative customer behavior incidents, increasing staff job satisfaction, reducing staff turnover, and improving customer and family satisfaction with services provided.

LIFEDesigns is asking the Jack Hopkins Social Services Fund (JHSSF) to assist with the two group homes located in Bloomington that need these upgrades. The total cost for these two home renovations is \$32,300. LIFEDesigns has already received roughly \$24,000 of this funding through individual donations, other grants, and agency funds. These funds went towards appliances, roofs, windows, and other items. An additional \$8,500 is still needed to complete the furnishings for these homes. We are requesting support from the JHSSF to furnish and complete our efforts at the Dunn and Winslow group homes. These furnishings include: 1 dining room table, 19 dining room chairs, 3 sofas, 1 love seat, 5 living room chairs or recliners, 1 TV w/DVD player, 2 TV stands, 1 set of shelves for a bedroom, 1 side table, 1 headboard (twin), 6 mattresses (full), 6 bed frames (full), and 3 dressers.

**Capacity to Complete Project**

LIFEDesigns is already in the process of renovating and updating all properties. Significant remodeling has already been done and LIFEDesigns is well set-up to continue these projects as funding comes in. The funds received from the JHSSF will be used immediately to furnish the Dunn and Winslow group homes. Estimates have been acquired and items will be purchased as soon as funding is secured. LIFEDesigns owns, operates, and maintains 51 housing units and has experience with projects such as this. The agency has owned residential properties and successfully provided services in these homes to their residents for over 30 years.

**Quantitative and Qualitative Information**

- The agency expects a reduction in incidences of negative behavioral issues by customers. Since opening the Highland group home and furnishing it with the support of JHSSF in 2012, there has been a 30% reduction in negative behaviors among the men who live there. Creating spaces for socialization, such as having larger dining room sets and enough furniture in common areas for everyone to be together, has improved the interactions among customers at Highland increasing their feelings of safety and camaraderie which decreased negative behavioral incidents.

- The agency has also noted a significant decrease in staff turnover in those group homes where substantial environmental improvements have been made. When speaking with staff working at those locations, the agency has been able to substantiate the claim that the work environment improvements are correlated to and in most cases the direct cause of decreased turnover. Families of customers living in these homes also note that improved home conditions have seemed to raise morale for staff and customers alike. We expect to see a lower than average staff turnover rate and a higher than average satisfaction rate in the Dunn and Winslow group homes as a result of new furnishings and facility upgrades.
- Annually, *LIFEDesigns* is surveyed by the state Department of Health (DoH). *LIFEDesigns* expects to eliminate any facility issues in this survey and stay in future compliance with the DoH, as a result of capital improvements made through the agency's Capital Campaign.

### **Evidence of the Prospects for Long-Term Success**

There is much evidence that quality of environment has a positive impact. According to the scholarly reference book *Mental Capital and Wellbeing* in the chapter entitled *The Effect of the Physical Environment on Mental Wellbeing* - "Layout and wayfinding impact our sense of safety and connectedness." It goes on to say that "the physical environment has either positive or negative impacts on mentally ill [disabled] individuals. Negative impacts are associated with increased levels of agitation and anxiety, leading to social isolation, disengagement, [or aggression]. On the other hand, the positive impacts seem to be reduced agitation and anxiety, increasing the involvement...in social and intellectual activities." A study published in the *Journal of Intellectual Disability Research* in 2002 determined that physical characteristics of the environment of community-based residential settings are correlated with the adaptive behavior, health, and community integration of adults living in those settings.

As *LIFEDesigns* presented to the JHSSF in 2013, research shows that lower employee turnover in the field of disability services increases both customer and employee satisfaction. One way *LIFEDesigns* is working to reduce turnover is by improving work environments for our staff through these capital improvements.

### **Indicators Used to Measure Success**

Success will be measured by the following project based goals: cost-effectiveness, which will measure whether the project stays on or under budget; and, completion of purchases, furnishings and renovations within the project's allotted timeline.

Success will also be measured by the following service based goals: increased staff and customer/family satisfaction, with the goal of having a higher than agency average satisfaction rate at Dunn and Winslow; lower rates of negative customer behaviors in both homes, with the goal of a reduction of negative behaviors in 6 months; lower staff turnover rate, with the goal of having a lower than agency average staff turnover rate at Dunn and Winslow; and, an elimination of all facility issues by the end of 2014 and continued compliance with increasing DoH standards. The main measurement for success will be customer satisfaction. *LIFEDesigns* wants to increase customer satisfaction 5% or higher across the board. In an annual customer survey, *LIFEDesigns* customers and families mentioned improving living conditions would be a way to increase satisfaction. One of the ways *LIFEDesigns* is addressing this feedback is through group home renovations and upgrades as part of the "Deep Roots, Strong Fruit" Capital Campaign.

**LIFEDesigns Dunn and Winslow Group Homes: Essential Furnishings**

<b>Priority</b>	<b>Item</b>		<b>Quantity</b>	<b>Cost</b>	<b>Total Cost</b>	<b>Request</b>	<b>Contributed</b>
1	Bedroom Furniture						
		Matresses	6	\$ 166.67	\$ 1,000.00		
		bed frames	6	\$ 41.67	\$ 250.00		
		headboard	1	\$ 150.00	\$ 150.00		
		Dressers	3	\$ 200.00	\$ 600.00		
		Bedroom Shelves (set)	1	\$ 280.00	\$ 300.00		
		Side Table	1	\$ 115.00	\$ 115.00		
					\$ 2,415.00	\$ 2,415.00	\$ -
2	Common Area Furniture						
		Dining table	1	\$ 450.00	\$ 450.00		
		Dining chairs	19	\$ 84.21	\$ 1,600.00		
		Sofa	3	\$ 433.33	\$ 1,300.00		
		Living Room Chairs/Recliners	5	\$ 300.00	\$ 1,500.00		
		Love Seat	1	\$ 365.00	\$ 365.00		
					\$ 5,215.00	\$ 5,215.00	\$ -
3	Entertainment						
		Large 42" TV w/DVD Player	1	\$ 440.00	\$ 440.00		
		TV stand	2	\$ 195.00	\$ 390.00		
					\$ 830.00	\$ 830.00	\$ -
N/A	Other Group Home Furnishings				\$ 23,840.00	\$ -	\$ 23,840.00
		<b>Total</b>			<b>\$ 32,300.00</b>	<b>\$ 8,460.00</b>	<b>\$ 23,840.00</b>

LIFEDesigns  
200 E. Winslow Road  
Bloomington, In 47401

3-10-14  
10:43a

**SOFA'S**

**946 CHOCOLATE 85X37 REGULAR PRICE \$529 YOUR \$395**



**233 CHOCOLATE 78X38 REGULAR PRICE \$549 YOUR \$409**



**435 CHOCOLATE 91X39 REGULAR PRICE \$529 YOUR \$395**



**971 BLACK 92X40 REGULAR PRICE \$649 YOUR \$475**



**LOVE SEATS**

**946 CHOCOLATE 62X37 REGULAR PRICE \$489 YOUR \$365**

**233 CHOCOLATE 57X38 REGULAR PRICE \$499 YOUR \$370**

**435 CHOCOLATE 69X39 REGULAR PRICE \$489 YOUR \$365**

**971 BLACK 70X40 REGULAR PRICE \$599 YOUR \$449**

**CHAIRS**

**946 40X37 REGULAR PRICE \$399 YOUR \$395**



**233 57X38 REGULAR PRICE \$399 YOUR \$395**



**971 47X40 REGULAR PRICE \$459 YOUR \$339**



**754 CHOCOLATE 27X30 REGULAR PRICE \$249 YOUR \$184**



**RECLINERS**

**201 CHOCOLATE 40X38 REGULAR PRICE \$429 YOURS \$319**



**435 CHOCOLATE 40X38 REGULAR PRICE \$399 YOURS \$289**



**DINING TABLES**

**D697-35 TABLE 42X88 1 LEAF REGULAR PRICE \$599 YOURS \$439**



**D367-35 42X78 1 BUTTERFLY LEAF REGULAR PRICE \$449 YOURS \$329**



**D680-35 42X78 1 LEAF REGULAR PRICE \$599 YOURS \$439**



**D644-35 42X95 2 LEAF REGULAR PRICE \$599 YOURS \$439**



**CHAIRS**

**D697-01 CHAIR REGULAR PRICE \$129 YOURS \$92**



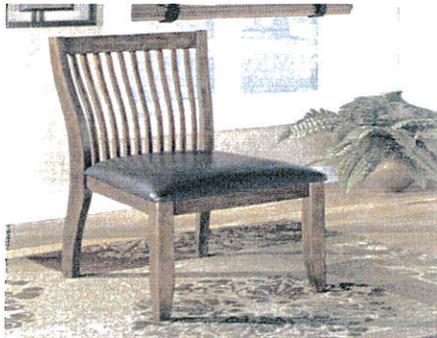
**D697-1A ARM CHAIRS REGULAR PRICE \$149 YOURS \$105**



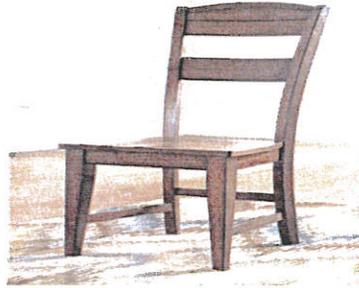
**D367 CHAIRS REGULAR PRICE \$89 YOURS \$65**



**D293 CHAIRS LEATHER SEAT REGULAR PRICE \$89 YOURS \$65**



**D680 CHAIRS REGULAR PRICE \$119 YOURS \$85**



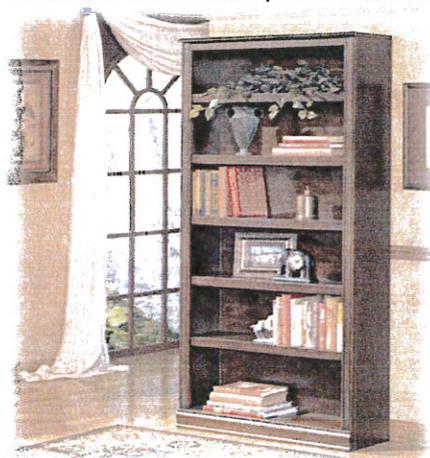
**KITCHEN ISLAND**

**BUTCHER BLOCK THAT IS 43X21X36 REGULAR PRICE \$499 YOURS \$370**



**SHELF UNIT**

**H527 SHELF 75X34 REGULAR PRICE \$349 YOURS \$259**

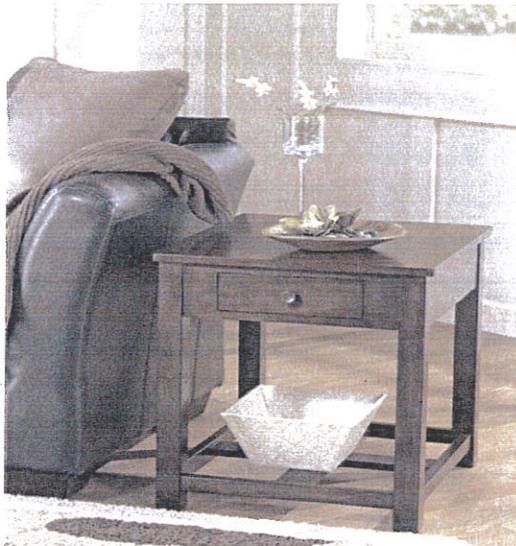


**KITCHEN CHAIRS REGULAR PRICE \$139 YOURS \$100**



**SIDE TABLES (END TABLES)**

**T477 END TABLE 22X24 REGULAR PRICE \$159 YOURS \$114**



**T477 NARROW END 14X24 REGULAR 179 YOURS \$132**



**T697- END TABLE 19X26 REGULAR \$179 YOURS \$132**



**T864 END TABLE REGULAR \$199 YOURS \$145**



**T864 NARROW END REGULAR \$219 YOURS \$162**



CHEST

**B531 CHEST 36X16X50 REGULAR \$399 YOURS \$295**



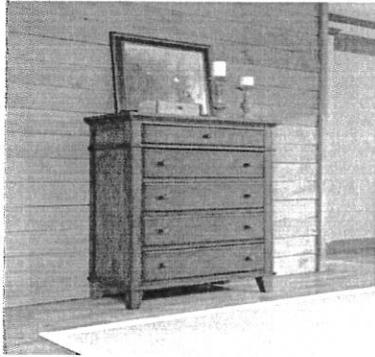
**B506 CHEST 41X20X56 REGULAR \$499 YOURS \$369**



**B258 CHEST PRESSED WOOD 34X16X54 REGULAR \$269 YOURS \$195**



**B565 CHEST 40X19X56 REGULAR \$549 YOURS \$405**



**MATTRESSES**

**CRAZY QUILT SET CHANGES FABRICS REGULARLY FULL SIZE  
REGULAR \$219 YOURS \$ 165**



**AMYTHEST PLUSH SET REGULAR \$429 YOURS \$319**



**SAPHIRE HILL FIRM REGULAR \$469 YOURS \$249**



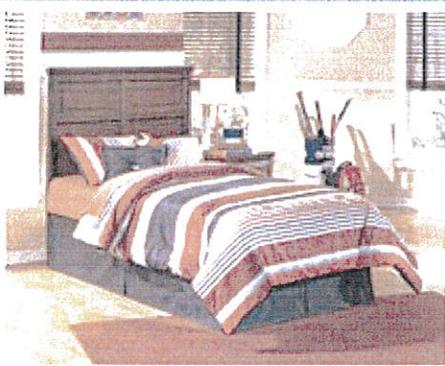


## Twin Headboard

**long's Landing Furniture** <bragsdale@longsliding.net>  
To: Cindy Fleetwood <cfleetwood@lifedesignsinc.org>

Wed, Mar 19, 2014 at 1:44 PM

This headboard is normally priced at \$199, your price would be \$149.



**B397-63-SD.jpg**  
90K



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## Twin Headboard

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**long's Landing Furniture** <bragsdale@longslanding.net>  
To: Cindy Fleetwood <cfleetwood@lifedesignsinc.org>

Wed, Mar 19, 2014 at 1:44 PM

This headboard is normally priced at \$199, your price would be \$149.



**B397-63-SD.jpg**  
90K



[Enlarge](#)

Samsung - 39" Class (38-5/8" Diag.) - LED - 1080p - 60Hz - HDTV

Model: UN39FH5000FXZA | SKU: 8312414 |  
Customer Rating: **4.6** (645 customer reviews)

**\$379.99**

ON SALE

Regular Price: \$429.99

You Save: \$50.00

FREE SHIPPING

on orders \$25 and up

[Overview](#) [Specifications](#) [Ratings & Reviews](#) [Accessories](#) [Protection & Services](#)

### Product Availability

**Shipping:** Usually leaves our warehouse in 1 business day

[Estimate Arrival Time](#)

**Store Pickup:**

[Check Stores](#)

[Learn more about store pickup](#)



### Special Offers

[See \(2\) Special Offers](#)

### Cardholder Offers

[See \(2\) Financing Offers](#)

### What's Included

- Samsung 39" Class - LED - 1080p - 60Hz - HDTV
- Square stand
- Remote (TM1240B) with 2 AAA batteries
- Owner's manual

**Samsung UN39FH5000FXZA LED HDTV:** With an ideal screen size for a small living room or bedroom, this 1080p Samsung LED TV delivers high-level picture detail and enhanced clarity



[TV Buying Guide](#)

[Learn about screen size, refresh rate and more.](#)

### Specifications

Warranty Terms - Parts: 1 year

Warranty Terms - Labor: 1 year limited

TV Type: LED Flat-Panel

Screen Size Class: 39"

### Product Features

**1080p resolution for stunning HD images**

Watch Blu-ray movies and 1080p HD content at their highest level of detail

**LED displays are at their best in well-lit rooms**

They also perform well in darker rooms and deliver plasma-like deep blacks and rich colors

**60Hz refresh rate**

Images refresh 60 times per second for basic performance during fast-motion scenes



[Enlarge](#)

## Whalen Furniture - TV Stand for Flat-Panel TVs Up to 40" or Tube TVs Up to 32"

Model: BBVC540ML | SKU: 7941061 | Customer Rating:

4.8 (24 customer reviews) |

**\$109.99**

CLEARANCE

Original Price: \$189.99

You Save: \$80.00

**FREE SHIPPING**  
on orders \$25 and up

### Overview [Specifications](#) [Ratings & Reviews](#)



### Product Availability

**Shipping:** Usually leaves our warehouse in 1 business day

[Estimate Arrival Time](#)

**Store Pickup:**

[Check Stores](#)

[Learn more about store pickup](#)

### Special Offer

[Free Shipping on Orders \\$25 and Up](#)

### Cardholder Offer

[Get up to 6% back in Rewards](#)

### What's Included

- Whalen Furniture TV Stand for Tube TVs Up to 32" or Flat-Panel TVs Up to 40"
- Owner's manual

This stylish TV stand accommodates both flat-panel and tube TVs while providing component storage and wire management for a neat, clutter-free appearance

### Product Features

#### Additional colors available

This model also comes in Cappuccino

#### Holds most tube TVs up to 32"

Also supports flat-panel LCD or plasma TVs up to 40"

#### Metal frame with solid wood sides

Provides a stable and stylish look. Brown meadowlake finish adds a modern flair to your existing setup

#### Two 5mm thick, opaque-black tempered-glass shelves

For easy storage and organization of your A/V components

#### Cable management

Keeps cords organized and hidden

Assembly required

### Specifications

Warranty Terms - Parts: 1 year

Height: 24 inches

Width: 40 inches

Depth: 18 inches

Weight: 53.4 pounds



[Enlarge](#)

## Sony - DVD Player

Model: D/P/SR210P | SKU: 4790684 | Customer Rating:

4.4 (252 customer reviews) |

**\$34.99**

**FREE SHIPPING**  
on orders \$25 and up

[Overview](#) [Specifications](#) [Ratings & Reviews](#) [Accessories](#) [Protection & Services](#)

### Product Availability

**Shipping:** Usually leaves our warehouse in 1 business day

[Estimate Arrival Time](#)

**Store Pickup:**

[Check Stores](#)

[Learn more about store pickup](#)



### Special Offer

[Free Shipping on Orders \\$25 and Up](#)

### Cardholder Offer

[Get up to 6% back in Rewards](#)

### What's Included

- Sony DVD Player
- Remote with 2 AA batteries
- A/V cable
- Owner's manual

This Sony DVPSR210P DVD player features progressive scan for a crisp, smooth picture and built-in Dolby Digital and DTS decoders for quality audio.

### Product Features

#### Progressive scan

For a picture full of rich detail.

#### JPEG viewer/MP3 player

Lets you view your favorite photos with audio.

#### Playable formats

Include DL DVD-R, DVD±R/RW, DVD, CD-R/RW, MP3 and JPEG for all your media.

#### Built-in Dolby Digital and DTS decoders

Provide a lush soundscape.

#### 108MHz/12-bit video digital-to-analog (D/A) conversion

Produces crisp and clear video that makes movies come to life.

#### 96kHz/24-bit audio digital-to-analog (D/A) conversion

Provides rich sound enhancement for lively audio.

### Specifications

Warranty Terms - Parts: 1 year

Warranty Terms - Labor: 90 days limited

Height: 1-1/2"

Width: 10-5/8"

Depth: 8-1/4"

LifeDesigns, Inc.  
Statement of Activities  
For the 12 months ended December 31, 2013  
Total Agency

	Current Month			Year to Date			
	Actual	Budget	% Variance	YTD Actual	YTD Budget	% Variance	% Revenue
<b>Revenue</b>							
Medicaid Revenue	349,768	317,478	10.2%	4,319,504	4,356,324	-0.8%	38.2%
Medicaid Waiver Revenue	499,978	467,181	7.0%	5,142,236	5,606,172	-8.3%	45.5%
<b>Total Medicaid Revenue</b>	<b>849,746</b>	<b>784,659</b>	<b>8.3%</b>	<b>9,461,740</b>	<b>9,962,496</b>	<b>-5.0%</b>	<b>83.8%</b>
<b>Other Service Revenue</b>							
VR	4,364	6,819	-36.0%	80,822	81,828	-1.2%	0.7%
DDRS	84	358	-76.5%	680	4,296	-79.5%	0.0%
Private Pay	5,089	2,348	116.7%	71,003	28,176	152.0%	0.6%
Rent Income	11,272	7,809	44.3%	111,214	93,708	18.7%	1.0%
Prior Year Income	0	0	0.0%	-22,766	0	0.0%	-0.2%
<b>Total Other Service Revenue</b>	<b>20,809</b>	<b>17,334</b>	<b>20.0%</b>	<b>241,153</b>	<b>208,008</b>	<b>15.9%</b>	<b>2.1%</b>
<b>Total Service Revenue</b>	<b>870,554</b>	<b>801,993</b>	<b>8.5%</b>	<b>9,702,893</b>	<b>10,170,504</b>	<b>-4.6%</b>	<b>85.9%</b>
<b>Other Revenue</b>							
Donations & Grants	37,273	4,005	830.7%	152,208	44,490	242.1%	1.3%
Grant Revenue Highland & Crawford	730,000	0	0.0%	951,821	0	0.0%	8.4%
Interest Income	34,649	0	0.0%	36,614	0	0.0%	0.3%
County Funding	31,283	25,000	25.1%	375,400	300,000	25.1%	3.3%
Unrealized Gain on Endowment Fund	18,113	0	0.0%	48,579	0	0.0%	0.4%
Dividend Income	10,241	0	0.0%	19,306	0	0.0%	0.2%
Miscellaneous Income	516	0	0.0%	6,682	0	0.0%	0.1%
<b>Total Other Revenue</b>	<b>862,076</b>	<b>29,005</b>	<b>2872.2%</b>	<b>1,590,610</b>	<b>344,490</b>	<b>361.7%</b>	<b>14.1%</b>
<b>Total Revenue</b>	<b>1,732,630</b>	<b>830,998</b>	<b>108.5%</b>	<b>11,293,503</b>	<b>10,514,994</b>	<b>7.4%</b>	<b>100.0%</b>
<b>Expenses</b>							
<b>Variable Expenses</b>							
DDRS Related	0	0	0.0%	-200	0	0.0%	0.0%
Householders/Indep Contractors	11,863	22,668	-47.7%	222,000	291,318	-23.8%	2.0%
Grant Expenses, NAP, County Vouchers	0	0	0.0%	36,693	0	0.0%	0.3%
Nursing	1,603	1,360	17.9%	29,606	23,520	25.9%	0.3%
Food & Dietary	13,206	12,512	5.5%	162,415	169,002	-3.9%	1.4%
Housekeeping & Laundry	3,161	2,774	13.9%	38,240	36,708	4.2%	0.3%
Repairs & Maintenance; Small Equip	11,300	7,074	59.7%	135,634	94,800	43.1%	1.2%
Common Area Maintenance	0	4,310	-100.0%	9,698	17,240	-43.7%	0.1%
Legal & Accounting	13,173	5,851	125.1%	98,723	70,212	40.6%	0.9%
Adv, Promotions, Help Wanted Ads	1,093	2,995	-63.5%	63,616	32,718	94.4%	0.6%
Travel	17,462	19,535	-10.6%	255,618	239,484	6.7%	2.3%
Licenses, Dues, Subscriptions	2,482	2,098	18.3%	27,975	26,094	7.2%	0.2%
Supplies, Postage, Copies	1,774	2,741	-35.3%	36,706	33,342	10.1%	0.3%
Activities & Recreation	2,784	2,350	18.5%	33,636	30,600	9.9%	0.3%
Day Service	27,456	21,661	26.8%	288,034	265,230	8.6%	2.6%
Pharmacy	4,956	954	419.5%	17,213	12,036	43.0%	0.2%
PT, ST, OT	0	211	-100.0%	0	2,532	-100.0%	0.0%
Salaries	504,588	508,257	-0.7%	6,359,989	6,259,377	1.6%	56.3%
Benefits	120,386	105,834	13.7%	1,273,009	1,312,137	-3.0%	11.3%
Conf, Inservices, & Training Materials	1,125	2,017	-44.2%	23,902	24,504	-2.5%	0.2%
Bad Debt	232,961	0	0.0%	232,961	0	0.0%	2.1%
Background Checks	220	550	-60.0%	4,921	6,600	-25.4%	0.0%
Donation Expense	0	0	0.0%	1,400	0	0.0%	0.0%
Miscellaneous	16,542	2,610	533.8%	48,789	32,658	49.4%	0.4%
<b>Total Variable Expenses</b>	<b>988,136</b>	<b>728,362</b>	<b>35.7%</b>	<b>9,400,577</b>	<b>8,980,112</b>	<b>4.7%</b>	<b>83.2%</b>
<b>Fixed Expenses</b>							
Depreciation & Amortization	37,041	19,994	85.3%	272,007	239,928	13.4%	2.4%
Utilities & Phone	14,302	12,680	12.8%	161,743	155,310	4.1%	1.4%
Office Lease	650	11,103	-94.1%	61,093	131,808	-53.6%	0.5%
Van Lease	3,029	3,980	-23.5%	36,347	47,520	-23.5%	0.3%
Copier Lease	15,497	3,074	404.1%	58,145	39,000	49.1%	0.5%
Insurance	20,573	28,145	-26.9%	221,863	361,158	-38.6%	2.0%
Provider Assessment	23,148	19,152	20.9%	280,950	256,764	9.4%	2.5%
Interest	8,397	4,767	76.1%	65,237	57,204	14.0%	0.6%
<b>Total Fixed Expenses</b>	<b>122,636</b>	<b>102,875</b>	<b>19.2%</b>	<b>1,157,385</b>	<b>1,288,692</b>	<b>-10.2%</b>	<b>10.2%</b>
<b>Total Expenses</b>	<b>1,110,771</b>	<b>831,237</b>	<b>33.6%</b>	<b>10,557,962</b>	<b>10,268,804</b>	<b>2.8%</b>	<b>93.5%</b>
<b>Results of Current Operations</b>	<b>621,859</b>	<b>-239</b>	<b>-260291.9%</b>	<b>735,541</b>	<b>246,190</b>	<b>198.8%</b>	<b>6.5%</b>
<b>Gain/Loss on Sale of Assets</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>91,038</b>	<b>0</b>	<b>0.0%</b>	<b>0.8%</b>
<b>Net Income (Loss)</b>	<b>621,859</b>	<b>-239</b>	<b>-260291.9%</b>	<b>826,579</b>	<b>246,190</b>	<b>235.7%</b>	<b>7.3%</b>

**LifeDesigns, Inc.**  
**Statement of Revenue & Expense**  
**For the Twelve Months Ending December 31, 2013**  
**Total Agency**

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
<b>Revenue</b>								
<b>Service Revenue:</b>								
Group Home & Customer Liabilities	\$349,768	\$317,475	10.2%	20.2%	\$4,319,504	\$4,356,324	-0.8%	38.2%
Rental Income	11,272	7,809	44.3%	0.7%	111,214	93,708	18.7%	1.0%
Private Pay	5,089	2,348	116.7%	0.3%	71,003	28,176	152.0%	0.6%
EMS	7,085	7,956	-10.9%	0.4%	90,940	95,472	-4.7%	0.8%
Respite	9,769	11,583	-15.7%	0.8%	111,431	138,996	-19.8%	1.0%
RH10	20,005	43,877	-54.4%	1.2%	294,479	526,524	-44.1%	2.6%
RH20	371,173	302,615	22.7%	21.4%	3,687,467	3,631,380	1.5%	32.7%
Trip Revenue	2,384	1,637	46.2%	0.1%	9,972	19,644	-49.2%	0.1%
PAC	5,299	0	0.0%	0.3%	16,663	0	0.0%	0.1%
DDARS Caregiver	0	83	-100.0%	0.0%	0	996	-100.0%	0.0%
VR	4,364	6,819	-36.0%	0.3%	80,822	81,828	-1.2%	0.7%
ATTC	16,514	14,815	13.5%	1.0%	191,589	177,780	7.8%	1.7%
RBHA	1,073	4,118	-73.9%	0.1%	20,138	49,416	-59.2%	0.2%
SF10	1,829	2,683	-39.3%	0.1%	21,426	32,196	-33.5%	0.2%
SF30	0	528	-100.0%	0.0%	1,689	6,336	-73.3%	0.0%
SF40	1,161	557	108.4%	0.1%	6,079	6,684	-9.1%	0.1%
CHIO	39,254	43,240	-9.2%	2.3%	393,589	518,880	-24.1%	3.5%
BMGT	10,564	14,500	-27.1%	0.6%	109,625	174,000	-37.0%	1.0%
CHGO	6,375	8,404	-24.1%	0.4%	95,867	100,848	-4.9%	0.8%
AFC3	6,378	9,397	-32.1%	0.4%	74,992	112,644	-33.4%	0.7%
AF01	1,089	1,556	-30.0%	0.1%	17,169	16,672	-8.0%	0.2%
Prior Year & Rate Adjustments	0	0	0.0%	0.0%	(46,631)	0	0.0%	-0.4%
<b>Total Service Revenue</b>	<b>870,555</b>	<b>801,993</b>	<b>8.5%</b>	<b>50.2%</b>	<b>9,679,027</b>	<b>10,170,504</b>	<b>-4.8%</b>	<b>85.7%</b>
<b>Other Revenue:</b>								
Grant Revenue	732,711	833	87860.5%	42.3%	988,103	9,996	9785.0%	8.7%
County Funding	31,283	25,000	25.1%	1.8%	375,400	300,000	25.1%	3.3%
Donations	15,212	2,458	518.9%	0.9%	54,061	29,498	83.3%	0.5%
Fundraising	19,350	714	2610.1%	1.1%	61,866	4,998	1137.8%	0.5%
Interest Income	34,649	0	0.0%	2.0%	36,614	0	0.0%	0.3%
Unrealized Gain on Endowment Fund	18,113	0	0.0%	1.0%	48,579	0	0.0%	0.4%
Misc Income	516	0	0.0%	0.0%	30,547	0	0.0%	0.3%
Dividend Income	10,241	0	0.0%	0.6%	19,306	0	0.0%	0.2%
<b>Total Other Revenue</b>	<b>862,075</b>	<b>29,005</b>	<b>2872.2%</b>	<b>49.8%</b>	<b>1,614,476</b>	<b>344,490</b>	<b>368.7%</b>	<b>14.3%</b>
<b>Total Revenue</b>	<b>1,732,630</b>	<b>830,998</b>	<b>108.5%</b>	<b>100.0%</b>	<b>11,293,503</b>	<b>10,514,994</b>	<b>7.4%</b>	<b>100.0%</b>
<b>Expenses</b>								
<b>Variable Expenses</b>								
<b>Salaries:</b>								
Operations Salaries	29,561	32,718	-9.6%	1.7%	360,044	391,275	-8.0%	3.2%
Executive Salaries	26,270	18,418	42.6%	1.6%	228,887	220,200	3.9%	2.0%
AA/Typist	10,806	9,567	13.0%	0.8%	116,154	114,378	1.6%	1.0%
Day Program Salaries	3,472	0	0.0%	0.2%	13,774	0	0.0%	0.1%
Network Managers	51,429	38,040	35.2%	3.0%	538,318	454,794	18.4%	4.8%
Network Coordinator & EDC	27,423	31,285	-12.3%	1.8%	355,757	382,215	-6.9%	3.2%
Behavior Salaries	6,867	6,883	-0.2%	0.4%	77,147	82,443	-6.4%	0.7%
Maintenance Salaries	3,459	3,858	-5.4%	0.2%	40,392	43,773	-7.7%	0.4%
DSP Salaries	108,858	110,414	-1.4%	6.3%	1,265,079	1,474,452	-14.2%	11.2%
Training Salaries	18,801	14,146	32.9%	1.1%	138,341	189,752	-18.5%	1.2%
DOS	9,270	12,399	-25.2%	0.5%	143,651	148,239	-3.1%	1.3%
Group Home Mgr	17,332	0	0.0%	1.0%	166,598	0	0.0%	1.7%
Bonus	4,789	3,554	34.7%	0.3%	43,335	42,492	2.0%	0.4%
RN Salaries	13,219	10,588	24.8%	0.8%	131,151	126,585	3.6%	1.2%
Accrued PTO	(67,046)	0	0.0%	-3.9%	(23,833)	0	0.0%	-0.2%
Direct Service Staff Overtime	39,261	15,449	154.1%	2.3%	319,008	204,039	56.3%	2.8%
Laundry Salaries	1,566	0	0.0%	0.1%	24,133	0	0.0%	0.2%
DSP Private Pay	292	748	-61.0%	0.0%	7,655	8,940	-14.4%	0.1%
DSP OT Private Pay	104	96	8.3%	0.0%	208	1,149	-82.1%	0.0%
DSP RH10	7,604	14,971	-49.2%	0.4%	116,515	178,989	-34.9%	1.0%
DSP OT RH10	1,741	2,496	-30.2%	0.1%	7,217	29,841	-75.8%	0.1%
DSP RH20	116,397	128,001	-9.1%	6.7%	1,572,537	1,530,339	2.8%	13.9%
DSP OT RH20	50,534	21,438	135.7%	2.9%	343,053	256,308	33.8%	3.0%
DSP RH20 Empi/CEO	661	1,193	-44.6%	0.0%	14,125	14,262	-1.0%	0.1%
DSP PAC	1,117	0	0.0%	0.1%	4,829	0	0.0%	0.0%
DSP ATTC	5,714	7,351	-22.3%	0.3%	97,758	87,885	11.2%	0.9%
DSP OT ATTC	1,555	1,226	26.8%	0.1%	7,188	14,655	-51.0%	0.1%
DSP CHIO	6,536	15,481	-57.8%	0.4%	145,443	185,085	-21.4%	1.3%
DSP OT CHIO	2,624	2,580	1.7%	0.2%	32,716	30,849	6.1%	0.3%
DSP RSP0	3,781	3,528	7.2%	0.2%	36,541	42,180	-13.4%	0.3%
DSP OT RSP0	361	588	-38.6%	0.0%	5,435	7,029	-22.7%	0.0%
DSP VR	11	1,194	-99.1%	0.0%	9,591	14,274	-32.8%	0.1%
DSP OT VR	219	198	10.6%	0.0%	1,343	2,367	-43.3%	0.0%
DSP Caregiver	0	49	-100.0%	0.0%	0	588	-100.0%	0.0%
<b>Total Salaries</b>	<b>504,588</b>	<b>508,257</b>	<b>-0.7%</b>	<b>29.1%</b>	<b>6,359,988</b>	<b>6,259,377</b>	<b>1.6%</b>	<b>56.3%</b>
<b>Benefits:</b>								
FICA	36,832	38,882	-5.3%	2.1%	470,833	478,845	-1.7%	4.2%
Pension Contribution	10,225	1,262	710.2%	0.6%	31,893	15,144	110.6%	0.3%
Unemployment Payout	884	3,087	-71.4%	0.1%	29,877	38,046	-21.5%	0.5%
Other Benefits	72,444	82,484	15.9%	4.2%	739,400	778,470	-5.0%	6.5%
Employee Appreciation	0	119	-100.0%	0.0%	1,006	1,632	-38.4%	0.0%
<b>Total Benefits</b>	<b>120,385</b>	<b>105,834</b>	<b>13.7%</b>	<b>6.9%</b>	<b>1,273,009</b>	<b>1,312,137</b>	<b>-3.0%</b>	<b>11.3%</b>
<b>Other Variable Expenses</b>								
Independent Contractor	11,863	22,635	-47.6%	0.7%	222,000	290,520	-23.6%	2.0%
Nursing & Other Nursing	1,603	1,380	17.9%	0.1%	29,606	23,520	25.9%	0.3%
Dietician	990	407	143.2%	0.1%	5,648	5,772	-2.1%	0.1%
Food	12,216	11,947	2.3%	0.7%	156,767	160,836	-2.5%	1.4%
Other Dietary	0	158	-100.0%	0.0%	0	2,394	-100.0%	0.0%
Laundry Supplies	166	349	-52.4%	0.0%	3,075	4,572	-32.7%	0.0%
Housekeeping	2,965	2,425	23.5%	0.2%	35,165	32,136	9.4%	0.3%
Other Operations	16,009	2,502	539.8%	0.9%	48,079	30,414	58.1%	0.4%

**LifeDesigns, Inc.**  
**Statement of Revenue & Expense**  
**For the Twelve Months Ending December 31, 2013**  
**Total Agency**

	December				Year To Date			
	Actual	Budget	% Variance	% Revenue	Actual	Budget	% Variance	% Revenue
Repairs & Maintenance	\$10,268	\$6,646	54.5%	0.6%	\$124,565	\$89,064	39.9%	1.1%
Small Equipment	1,031	428	140.9%	0.1%	11,069	5,736	93.0%	0.1%
Common Area Maintenance	0	4,310	-100.0%	0.0%	9,666	17,240	-43.7%	0.1%
Legal & Accounting	13,173	5,851	125.1%	0.8%	98,723	70,212	40.6%	0.9%
Help Wanted Ads	1,617	0	0.0%	0.1%	2,217	0	0.0%	0.0%
Publicity & Advertising	(524)	2,995	-117.5%	0.0%	61,399	32,718	87.7%	0.5%
Travel	17,462	19,535	-10.6%	1.0%	255,818	239,484	6.7%	2.3%
Licenses, Dues, Subscriptions	2,482	2,098	18.3%	0.1%	27,975	26,094	7.2%	0.2%
Office Supplies	1,547	1,970	-21.5%	0.1%	27,619	24,090	14.6%	0.2%
Postage	228	783	-70.1%	0.0%	9,087	9,156	-0.8%	0.1%
Copying	0	8	-100.0%	0.0%	0	96	-100.0%	0.0%
Conferences & Inservices	455	1,104	-58.8%	0.0%	8,755	13,548	-35.4%	0.1%
Training Resources	670	913	-26.6%	0.0%	15,148	10,956	38.3%	0.1%
Background Checks	220	550	-60.0%	0.0%	4,921	6,600	-25.4%	0.0%
Activity Supplies	2,728	1,758	55.2%	0.2%	31,593	22,296	41.7%	0.3%
Recreational	56	592	-90.5%	0.0%	2,053	8,304	-75.3%	0.0%
Grant Expenses	0	0	0.0%	0.0%	36,693	0	0.0%	0.3%
Physical Therapy	0	99	-100.0%	0.0%	0	1,188	-100.0%	0.0%
Speech Therapy	0	25	-100.0%	0.0%	0	300	-100.0%	0.0%
Occupational Therapy	0	87	-100.0%	0.0%	0	1,044	-100.0%	0.0%
Behavior	0	33	-100.0%	0.0%	0	798	-100.0%	0.0%
Pharmacist	4,956	954	419.5%	0.3%	17,213	12,036	43.0%	0.2%
Day Service	27,456	21,881	26.8%	1.6%	288,034	265,230	8.6%	2.6%
Property Taxes	0	0	0.0%	0.0%	61	0	0.0%	0.0%
RLA	0	0	0.0%	0.0%	(200)	0	0.0%	0.0%
Non-reimbursable Expense	0	108	-100.0%	0.0%	50	2,244	-97.8%	0.0%
Bad Debt Expense	232,961	0	0.0%	13.4%	232,961	0	0.0%	2.1%
Loss on Disposal of Assets	533	0	0.0%	0.0%	595	0	0.0%	0.0%
Donation Expense	0	0	0.0%	0.0%	1,400	0	0.0%	0.0%
<b>Total Other Variable Expenses</b>	<b>363,161</b>	<b>114,271</b>	<b>217.8%</b>	<b>21.0%</b>	<b>1,767,577</b>	<b>1,408,598</b>	<b>25.5%</b>	<b>15.7%</b>
<b>Total Variable Expenses</b>	<b>988,134</b>	<b>728,362</b>	<b>35.7%</b>	<b>57.0%</b>	<b>9,400,574</b>	<b>8,980,112</b>	<b>4.7%</b>	<b>83.2%</b>
<b>Fixed Expenses:</b>								
Depreciation & Amortization	37,041	19,994	85.3%	2.1%	272,007	239,928	13.4%	2.4%
Utilities	7,225	7,042	2.6%	0.4%	84,413	84,504	-0.1%	0.7%
Telephone	7,077	5,638	25.5%	0.4%	77,329	70,806	9.2%	0.7%
Office Lease	650	11,103	-94.1%	0.0%	61,093	131,808	-53.7%	0.5%
Van Lease	3,029	3,980	-23.5%	0.2%	36,347	47,520	-23.5%	0.3%
Copier Lease	15,497	3,074	404.1%	0.9%	58,145	39,000	49.1%	0.5%
Insurance	20,573	28,145	-26.9%	1.2%	221,883	361,158	-38.6%	2.0%
Provider Assessment	23,146	19,152	20.9%	1.3%	280,950	266,764	9.4%	2.5%
Interest	8,397	4,767	76.1%	0.5%	65,237	57,204	14.0%	0.6%
<b>Total Fixed Expenses</b>	<b>122,637</b>	<b>102,875</b>	<b>19.2%</b>	<b>7.1%</b>	<b>1,157,384</b>	<b>1,288,692</b>	<b>-10.2%</b>	<b>10.2%</b>
<b>Total Expenses Before Allocatio</b>	<b>1,110,771</b>	<b>831,237</b>	<b>33.6%</b>	<b>64.1%</b>	<b>10,557,958</b>	<b>10,268,804</b>	<b>2.8%</b>	<b>93.5%</b>
<b>Net Income (Loss) Before Allocat</b>	<b>621,859</b>	<b>(239)</b>	<b>*****</b>	<b>35.9%</b>	<b>735,545</b>	<b>246,190</b>	<b>198.8%</b>	<b>6.5%</b>
Allocations								
<b>Net Income (Loss) After Allocation</b>	<b>621,859</b>	<b>(239)</b>	<b>*****</b>	<b>35.9%</b>	<b>735,545</b>	<b>246,190</b>	<b>198.8%</b>	<b>6.5%</b>
<b>Gain/Loss on Sale of Asset</b>	<b>0</b>	<b>0</b>	<b>0.0%</b>	<b>0.0%</b>	<b>91,038</b>	<b>0</b>	<b>0.0%</b>	<b>0.8%</b>
<b>Net Income</b>	<b>621,859</b>	<b>(239)</b>	<b>*****</b>	<b>35.9%</b>	<b>826,583</b>	<b>246,190</b>	<b>235.8%</b>	<b>7.3%</b>
Total Overtime	96,389	44,071	118.7%	5.6%	716,167	546,237	31.1%	8.3%

**LifeDesigns, Inc.**  
Statement of Financial Position  
For the 12 months ended December 31, 2013 (UNAUDITED 3/31/14)

**ASSETS**

<b>Current Assets:</b>	
Cash & Cash Equivalents	2,871,654
Cash - Internet Sales	6,555
Cash - Crawford Project	50
Cash - Covey Lane Deposits	7,630
Certificates of Deposit - Raymond James	55,794
Total Cash	<u>2,941,683</u>
Accounts Receivable	1,013,756
Accounts Receivable - Developer Fee	65,000
Accounts Receivable - Dr. Brewer	0
Accounts Receivable Retainage	0
Less: Allowance for Doubtful Accounts	-187,730
Accounts Receivable County Tax	0
<b>Accounts Receivable Net</b>	<u>891,025</u>
Other Current Assets	11,046
<b>Total Current Assets</b>	<b>3,843,755</b>
<b>Investments:</b>	
Endowment Fund Raymond Janes	445,306
Endowment Fund Heritage	18,338
Endowment Fund Community Foundation	14,125
Investment in Crawford	100
<b>Total Investments</b>	<u>477,868</u>
Mortgage Receivable Crawford Apartments	1,060,000
Mortgage Interest Receivable Crawford Apts	36,387
Property and Equipment	6,078,659
Less: Accumulated Depreciation	-1,203,049
<b>Net Property and Equipment</b>	<u>4,875,610</u>
<b>TOTAL ASSETS</b>	<b><u>10,293,620</u></b>

**LIABILITIES AND NET ASSETS**

<b>Current Liabilities:</b>	
Current Maturities of Long-term Debt	109,033
Accounts Payable	194,280
Accrued Salaries	580,097
Payroll Taxes	43,569
Rental Deposits - Covey Lane	7,630
Deposits - Private Pay	914
Deferred Revenue Week of Chocolate	5,330
Audit Liabilities Rate 1996 & 2000	82,800
County Tax Received in Advance	0
Medicaid Payable	0
<b>Total Current Liabilities</b>	<u>1,023,654</u>
<b>Non-Current Liabilities:</b>	
Long-term Debt, Less Current Maturities	2,232,226
<b>Total Liabilities</b>	<u>3,255,879</u>
<b>Net Assets:</b>	
Fund Balance	6,211,158
YTD Net Income (Loss)	826,583
<b>Total Net Assets</b>	<u>7,037,741</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>10,293,620</u></b>