





Dennis Allen

Dear friends,

An organization's mission guides what it does, influences the choices it makes and directs its future. More than 50 years ago, Mrs. Larlham set this organization on its mission—to provide comfort, joy and achievement to children, and later adults, with developmental disabilities.

Our mission is the theme that runs through our work. For example, our health care and therapy services afford comfort, our recreation and art programs create joy and our employment and community enterprises foster achievement.

As the children Mrs. Larlham cared for grew up, the organization also grew. Society grew. We saw in ourselves the need to help others and the good we can do. At some time in the past half century, you joined our mission. Your generosity for, your commitment to and your investment in the belief that people with developmental disabilities deserved the same rights, opportunities and respect as the rest of us encouraged us to work harder, reach further and dream bigger.

As partners in this mission; thank you. Hattie Larlham would not be what it is today without your continued generosity, commitment and investment in the lives of people with developmental disabilities.

Sincerely,

Dennis Allen
Hattie Larlham CEO

Michael J. Weinhardt
Hattie Larlham Board of
Directors, President



Michael Weinhardt

Foreword

To fully appreciate what Hattie Larlham is today, consider the time when Hattie Lena Gadd Larlham began caring for children with developmental disabilities in her farmhouse. It was the early 1960s. People with disabilities were marginalized. The social and cultural atmosphere emphasized people's disabilities and assumed helplessness.

Much has changed in the past 50 years. Today, we focus on nurturing each person's abilities; promoting self-confidence and self-reliance. Today, we work to connect people with developmental disabilities to the community in which they live. We have seen the importance of and the benefit in moving forward together.

This 2011 annual report highlights innovative new programs and services and the expansion of established ones. As our program footprint expands, so does our geographic footprint. This helps us make additional services available to more people with developmental disabilities in more Northeast Ohio communities.

Looking forward to the future, Hattie Larlham always has been, and will continue to be, a committed leader in the lives of people with developmental disabilities.

PROGRAMS & SERVICES

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“We recognize the wonderful work Hattie Larlham does for the community. Our daughter has experienced the compassion, care and professionalism that is Hattie Larlham. We use the respite care services. We know what it means for families to feel that sense of security knowing their child is in such loving and wonderful hands. We appreciate the safety blanket Hattie Larlham provides for children of special needs.”

- Elaine and David Maine
Donors since 2008

Constant Companions

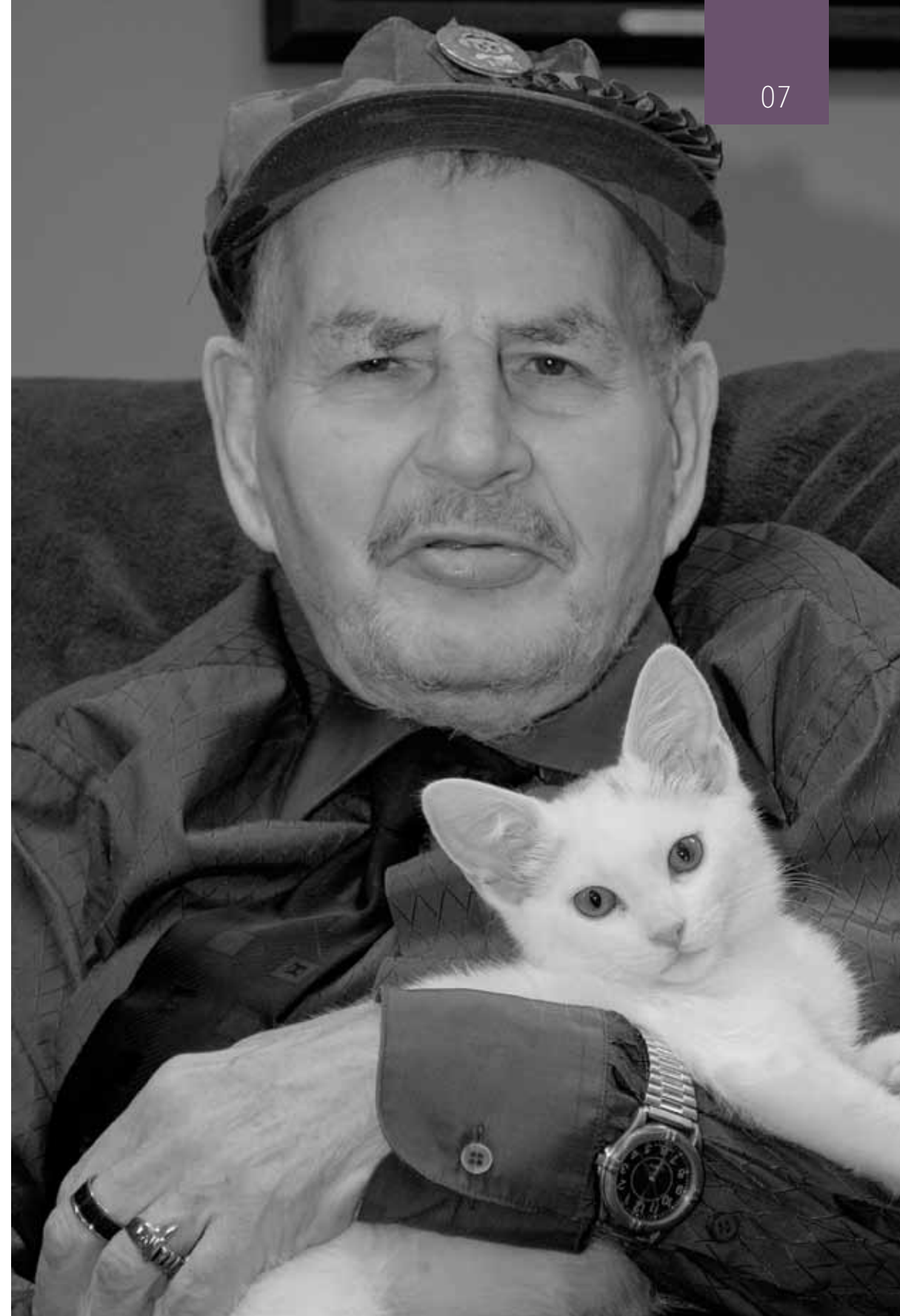
Constant Companions provides interaction with animals as an alternative to traditional day or work programs. The pet care experience, day trips, skill-building activities and lasting friendships enrich the lives of all who participate.

Regular contact with pets has positive effects on both the physical and emotional health of people with developmental disabilities. People with developmental disabilities become more focused and aware of their social environments and tend to exhibit more nurturing behaviors.

In December 2011, Hattie Larlham celebrated the opening of the largest Constant Companions to date. Now people with developmental disabilities in Middleburg Heights, Ohio, and the surrounding cities can share a mutually beneficial relationship with domesticated cats, rabbits, birds and fish. The program has about 4,000 square feet and a dozen animals cared for by the participants.

As Hattie Larlham seeks to serve more people through new programs, in 2011 we began planning for a specialized Constant Companions. This new take on a familiar program will include services for seniors with Alzheimer's disease or dementia. The program will also be available to senior citizens interested in adding socialization to their day.

The Middleburg Heights Constant Companions was made possible through collaboration with and the financial support of the Cuyahoga County Board of Developmental Disabilities. We are grateful for the support and collaboration.





Hattie's Doggie Day Care & Boarding

Creating opportunities for people with developmental disabilities to gain valuable work experience and be a part of the community is an integral part of Hattie Larlham's mission. Working in collaboration with the Cuyahoga County Board of Developmental Disabilities, Hattie Larlham began planning for its third Hattie's Doggie Day Care & Boarding in 2011.

This award-winning social enterprise allows people with developmental disabilities to develop skills and gain confidence while providing a safe, loving and attentive environment for the dogs in their care.

Like our Hattie's Doggie Day Care & Boarding locations in Green and Twinsburg, the aim is to provide work experience and community interaction for people with developmental disabilities and play and socialization for the dogs. The new Cleveland facility will employ about 40 people with developmental disabilities as well as a manager, full- and part-time job coaches and a groomer.

This location will be the largest Hattie's Doggie Day Care & Boarding to date with 26 individual dog rooms, two 2,000-square-foot outdoor play areas and four indoor activity areas. Its proximity to Cleveland Hopkins International Airport and walking distance of the Brookpark Road Rapid Transit Authority (RTA) station will make it convenient for travelers and commuters.

Growing Confidence at Hattie's Garden

In June 2011, Hattie Larham expanded its vocational training options into the realm of agriculture through Hattie's Garden. The program partners adults with developmental disabilities with Hattie Larham job coaches at Crown Point Ecology Center. Together, they grow sustainable, chemical-free crops for Hattie's Café & Gifts, farmers' markets, food banks and program participants.

Teaching employees about sustainable growing practices is only one of the program's goals. Another is to sow the seeds of confidence. We want our participants to grow alongside the crops they plant each season. We want the confidence they gain working at Hattie's Garden to be as deeply rooted and carefully cultivated as the crops they tend. The skills and the self confidence nurtured in this program prepare participants for a variety of jobs in the general workforce.

Hattie's Garden participants contribute to each stage of the growing process, from soil preparation to harvesting. As part of their training, they learn tool use and safety and greenhouse growing techniques. They also oversee a flock of 20 free-range hens.

Hattie's Garden is a reflection of our interest in addressing and supporting the needs of people with autism. Agricultural models like Hattie's Garden are being used around the world to engage an increasing number of people with this developmental disability.



At Home with Supported Living

Autism is now the fastest growing developmental disability, and there is a growing need for safe, comfortable and affordable homes that allow people with autism to live as independently as possible while still receiving assistance and care.

In September 2011, Hattie Larlham broke ground on its thirteenth supported living home, the first specifically designed to serve adults with autism. The new four-bedroom house in Twinsburg, Ohio, features amenities that ensure people on the autism spectrum, including those with physical challenges, reside in a secure, livable environment.

Hattie Larlham built the home in partnership with Summit County and Neighborhood Development Services, which provided land and labor. The building costs were covered by Summit County's Neighborhood Stabilization Program, which is funded by a grant from the U.S. Department of Housing and Urban Development.

Looking forward, Hattie Larlham plans to build more supported living homes in Northeast Ohio and expand our collaborative partnerships.

Now Serving Summit County Courthouse and Canal Place

In 2011, Hattie Larlham opened two new Hattie Café & Gifts locations in Akron. These new cafés increased to 66 the number of adults with developmental disabilities employed. The café program has come a long way from its humble beginnings in Hudson, where it began with only a handful of employees. Hattie Larlham now operates six café locations throughout Summit County and one in Cuyahoga County.

The first of these new cafés opened in March 2011 inside the Summit County Courthouse. The other, a second location at Canal Place in Akron, opened in August 2011. Situated five floors below the larger, food court-style Hattie's Café & Gifts, this café opens directly to the street and offers a menu with a Mediterranean twist. Both of the Canal Place cafés serve the office complex's 2,000 employees, but the new café's street access means patrons who are passing by can also support people with developmental disabilities.

Hattie's Café & Gifts provides people with developmental disabilities an opportunity to advance their unique talents in the workplace. Looking forward, we will continue to develop innovative employment opportunities for people with developmental disabilities to help them flourish in an environment that promotes meaningful skills and provides social interaction.

“Hattie Larlham is a miracle place for lives that would never have had a chance otherwise. It nurtures its individuals to their potential. As a retired art teacher, I enjoy donating funds to the Creative Arts department where the teachers/trackers enable their students to accomplish amazing feats in clay, painting and more.”

- Joyce Ritchie
Donor since 2005



Employment, Job Training and Social Interaction

Hattie Larlham creates jobs that enable people with developmental disabilities to interact with the community and provide valuable goods and services to our customers. In 2011, our social enterprises employed 184 adults with developmental disabilities. In many cases, these programs provide participants with their first job experience and exposure to the public.

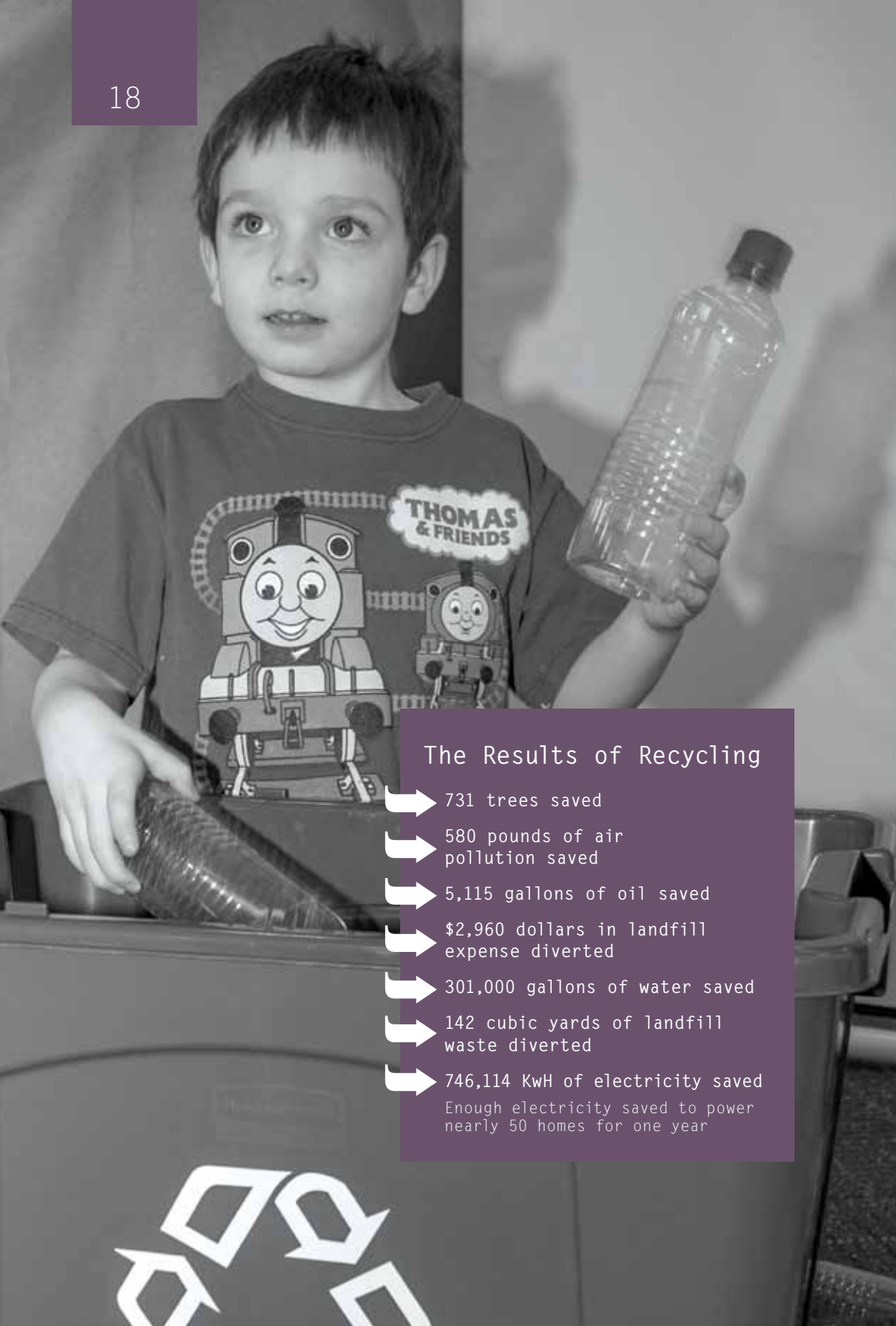
Community interaction and public patronage make our social enterprises possible. Community members provide a critical social element to our programs and your support generates the revenue we need to continue providing jobs for people with developmental disabilities.

Hattie's Café & Gifts was our first social enterprise to employ people with developmental disabilities. To provide more employment opportunities for people with disabilities, we added catering, online gift basket sales and vending under the Hattie's Café & Gifts umbrella. People with disabilities make the food we cater, bake the cookies and brownies we sell and stock the vending machines we service.

A similar success story is written at Hattie's Doggie Day Care & Boarding, where meaningful employment for adults with developmental disabilities provides a quality service for Northeast Ohio dog owners. At Creative Arts, a young artist's talents blossom as they work with professional artists to create artwork that is available for sale.

We take great pride in these programs. Looking forward, each cup of coffee we pour and each dog we walk means a more secure place in our community's future for the people Hattie Larlham serves.





The Results of Recycling

- ➔ 731 trees saved
 - ➔ 580 pounds of air pollution saved
 - ➔ 5,115 gallons of oil saved
 - ➔ \$2,960 dollars in landfill expense diverted
 - ➔ 301,000 gallons of water saved
 - ➔ 142 cubic yards of landfill waste diverted
 - ➔ 746,114 kWh of electricity saved
- Enough electricity saved to power nearly 50 homes for one year

Making Social Enterprises Sustainable

Hattie Larlham's community impact is evident in the programs and services we deliver, as well as our stewardship of the environment. New environmentally friendly initiatives are resulting in impressive reductions in our landfill waste, water consumption and electricity use.

In 2011, our maintenance and housekeeping staff spearheaded a recycling program that saved us thousands of dollars and valuable environmental resources.

The Hattie Larlham Center for Children with Disabilities and our group homes recycled 31 tons of plastic and cans last year. Recycling efforts prevented 43 tons of paper from ending up in area landfills and yielded a cash return of more than \$900.

Other initiatives include updating lighting to high efficiency ballast and LED lights, and installing programmable thermostats to reduce heating and cooling costs. An initiative as simple as using old grocery bags to collect waste instead of new plastic trash bags is saving us an estimated \$7,500 a year.

Hattie's Garden is another eco-friendly initiative. The organic agriculture program now operates year-round in greenhouses at Crown Point Ecology Center. Extending a typically seasonal endeavor all year allows us to use our own homegrown lettuces and hardy winter vegetables, reducing grocery costs at our cafés.

“When a tragic event happens to your child, the Hattie Larlham Foundation is a bright light in the darkness. It has made all the difference in knowing our child is loved and cared for beyond all else. We support this wonderful organization because it not only brightens our son’s life, but the lives of many other children.”

- Jeanne and Tom Gufler
Donors since 1987

Promoting Commitment and Support

There is an axiom that history repeats itself: to plan for the future you should examine the past.

In considering how to best secure Hattie Larlham’s future, we look back 50 years to the time when Mrs. Larlham began caring for children with developmental disabilities in her Mantua, Ohio, farmhouse. What stands out is her personal commitment and how much she gave of herself.

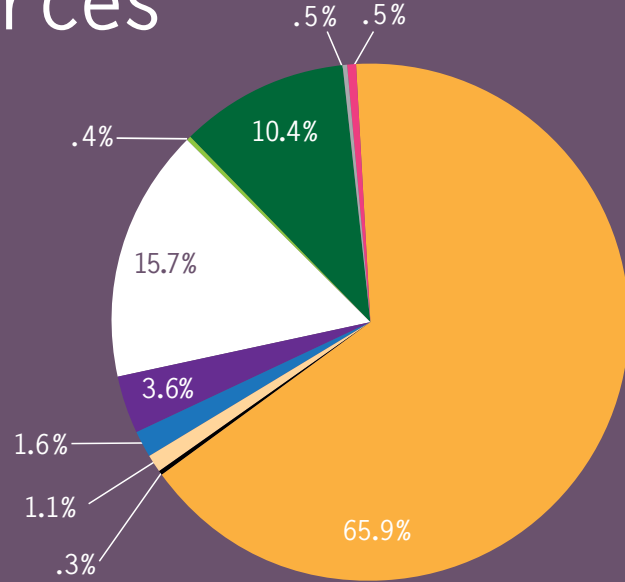
Many people today are making a similar commitment to Hattie Larlham, either professionally or personally, by supporting people with developmental disabilities as volunteers and donors.

As federal, state and local reimbursements shrink, your gift in support of Hattie Larlham’s mission becomes even more critical. Support from donors provides those in our care with comfort, joy and achievement. Your unrestricted gifts allow us to apply funds where they are needed most, designated gifts are applied to the program or social enterprise of your choice, tribute gifts honor a loved one or commemorate a special occasion and remembering Hattie Larlham in your will leaves an enduring legacy.

We invite you to become a patron of our social enterprises, a volunteer and to remember Hattie Larlham in your charitable giving. We encourage you to support the people we serve with a contribution to our general operating fund or one of our innovative programs.

Please consider making a commitment to help. As we know from our history, just one individual making a personal commitment can start something truly amazing.

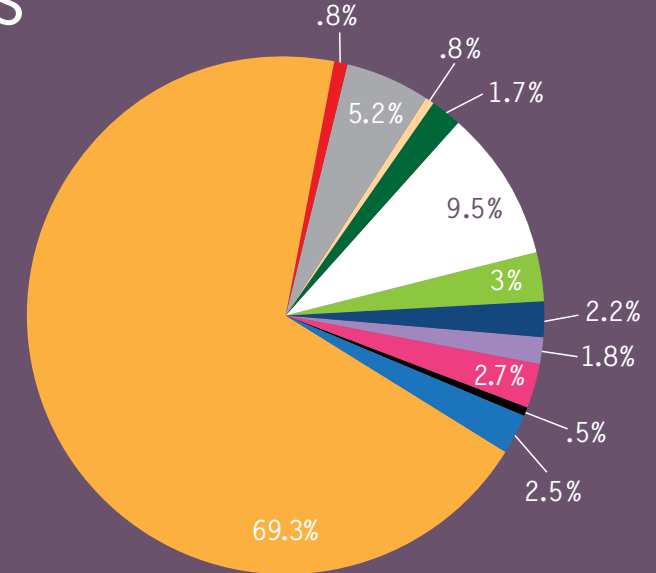
Sources



Private Pay and Insurance	\$3,202,127
Bequests	\$141,145
Government Grants	\$165,637
Medicaid	\$20,249,426
Other	\$89,275
Investment Earnings	\$323,524
Realized Gains/Losses on Investments	\$476,297
Contributions used for Operations	\$1,102,958
County Reimbursements	\$4,832,029
Transfer from Board Restricted Reserves	\$135,000
Total	\$30,717,418

Data derived from audited financial statements.
Does not include unrealized losses of \$644,563.
Refinancing of \$4,097,000 existing debt not included in sources or uses.

Uses



Capital Acquisitions	\$775,910
Program Services	\$21,298,980
Debt Repayment (not including refinanced debt)	\$234,945
Support Services	\$1,610,189
Business Insurance	\$231,304
Fund Raising	\$511,092
Other Administrative	\$2,926,119
Dietary	\$918,128
Leased Building and Equipment	\$671,178
Utilities	\$554,712
Per Capita Bed Tax	\$843,485
Board Restricted for Future Program Development	\$141,145
Transfer to Permanently Restricted Funds	\$231
Total	\$30,717,418

Thank you to our generous donors.

Sustaining Members

Honoring those who have donated a lifetime total of \$25,000 or more.

New members are denoted in bold type.

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