



HATTIE LARLHAM  
**ANNUAL REPORT**  
2012

Every year, Hattie Larlham donors and volunteers selflessly give of themselves to support children and adults with developmental disabilities, many of whom they have never met. Your commitment and generosity change lives.

Thank you.

## Hattie's Gardens



Joe, participant

Joe didn't have an agricultural background when he started at Hattie's Gardens, but he did have a motivated attitude and work ethic.

"I've had previous job training and worked in areas where people watched my every move," Joe said. "At Hattie's Gardens, I have the freedom to do what I love."

Some of Joe's favorite responsibilities include composting, harvesting and teaching children the importance of gardening.

"When I teach children, I want them to remember what I taught them and carry those skills on."

Joe is a shining example of how people with developmental disabilities can succeed at work. He has learned responsibility, independence, leadership and to work with others. These skills will stay with him the rest of his life.

"I come to work loving what I do. Having the chance to make a difference by working with my hands is really good in my book."



John Hinds, supporter

In Sept. 2012, John Hinds met with Hattie Larlham CEO Dennis Allen to discuss a second Hattie's Gardens. Hinds was impressed with the organization's progress since his time on the board of directors. After visiting Hattie's Gardens at Crown Point Ecology Center, John got involved.

"It's [Hattie Larlham] a local charity, which I like. It's a charity where the reward for the money is incredible," John said. "When you invest money with Hattie Larlham, it changes lives."

John's contribution and his outreach to others were instrumental to the second Hattie's Gardens, which opened May 16, 2013, at Old Trail School.

"The kids working seemed happy in the fresh air, in this environment, producing a useful product and learning a viable trade," John said. "A food bank might eliminate hunger for a short period of time, but Hattie Larlham changes the lives of people who are most reliant on others."

Purchasing produce from Hattie's Gardens at Akron-area farmers' markets supports locally grown, chemical-free agriculture and people with developmental disabilities. Your interest in healthy eating and sustainable produce can support Hattie Larlham's employment initiatives.

## Hattie's Doggie Day Care & Boarding

Employment is an important issue today. Hattie Larlham is strengthening Northeast Ohio's economy by creating jobs for people who want to and can work. Choosing Hattie's Doggie Day Care & Boarding for your dog when you go out of town means more people hard at work in our community.



Kim, participant

Kim's career with Hattie's Doggie Day Care & Boarding began in September 2012, but her love for animals comes from growing up with them in her home.

"Doggies are my furry children," said Kim. "I think about them when I'm away and look forward to coming back in."

Employees at Hattie's Doggie Day Care & Boarding are trained to care for dogs with regular grooming, feeding and activity. Kim's physical activity with the dogs has helped her lose 62 pounds. Both employees and dogs benefit from the mutual love and companionship they experience each day.

"I save up until I find something I really want and get it," said Kim. She earns a paycheck for her work and uses her money to buy groceries, clothes and have her hair colored.

"I enjoy taking care of the dogs and giving them love, and dogs return your affection by licking you," said Kim. "It's a friendly work environment compared to everything else," said Kim. "I benefit a lot from this job."



The Cleveland Foundation

In May 2012, Hattie's Doggie Day Care & Boarding opened its third location on Brookpark Road in Cleveland. Hattie's Doggie Day Care & Boarding is a vocational program for adults with developmental disabilities. The cage-free environment offers day and overnight care, daily exercise and grooming services. The new location was made possible by a generous donation from The Cleveland Foundation.

"It's amazing to see the care and pride of people taking care of the dogs," said Cleveland Foundation Director of Community Responsive Grantmaking Kathy Hallissey. The Cleveland Foundation is greater Cleveland's largest grantmaking organization committed to leaving an impact of positive change in the community. It supports underserved populations, including people with developmental disabilities at Hattie Larlham, and helps them to succeed.

"Overall Hattie Larlham provides high quality care and has attracted the foundation," Kathy said, "The staff is so caring and committed to the success of individuals with developmental disabilities."

Whether you need to leave town on short notice or have been planning a vacation for months, Hattie's Doggie Day Care & Boarding cares for your dog while you're out of town. Adults with developmental disabilities learn to care for dogs at Hattie's Doggie Day Care & Boarding. The program offers customers daytime services as well as overnight boarding options. Professional grooming is also available.

## Volunteer



Courtney, resident

Courtney's mother, Melanie, toured Hattie Larlham in the 1970s as part of her Hiram College degree in early childhood education.

Years later, when Courtney, one of her three daughters, was born with a developmental disability, Melanie returned. While the transition was difficult for Melanie, she took comfort knowing her daughter was happy at Hattie Larlham.

"Once parents place their children, it is important to get involved and stay involved," Melanie said. "I'm always bringing people so they can see the quality of care here."

Volunteers are a valuable source of community support and social interaction for the people with developmental disabilities at Hattie Larlham.

"Volunteerism has to be purposeful," said Melanie. "I think it's neat when volunteers do something with kids that is enjoyable."

"Courtney is independent, like my other two children," said Melanie. "If it weren't for Hattie Larlham, she wouldn't have that."



Carol Dolan, volunteer

"I was truly impressed by Hattie Larlham's mission," said Carol, "and I wanted to help in any way that I could."

"At first, I donated a little money but soon realized that I wanted to have a stronger connection to the individuals and staff of Hattie [Larlham]." Carol decided to further commit to improving the lives of people with developmental disabilities by generously donating her time.

"I think about how hard it must be to have a child with developmental disabilities. A place like Hattie Larlham is unbelievable and I want to do whatever I can to help staff, families, and people with developmental disabilities."

Carol volunteers at the indoor pool helping children swim and also assists with transport. She also plans to volunteer with Creative Arts.

"I really enjoy getting to know the people I am helping," said Carol. "It has been an interesting and fun learning experience for me and I hope it's the same for the children I work with."

You can volunteer at the Hattie Larlham Center for Children with Disabilities, at a group home for adults with developmental disabilities or at a fundraising event. There are individual and group volunteer opportunities for children, adults, seniors, companies and organizations.

Not all gifts are material. Giving your time to enrich the lives of people with developmental disabilities supports Hattie Larlham's mission of comfort, joy and achievement.

Hattie Larlham Creative Arts is proud to be a contributing member of Northeast Ohio's thriving art community. Your patronage supports artists with developmental disabilities and their work, which has appeared in Cleveland and Akron galleries and been shown across the country.



Kerry, resident

Kerry was one of the first to join Creative Arts when it started in 2007. The program gives people with developmental disabilities the opportunity to create art with the assistance of an art tracker.

“The patience of art trackers allows kids to be themselves,” said Pete, Kerry’s father. “They use every ounce of the client’s ability to make sure their personality comes through in all artwork.”

Pete is also a Hattie Larlham board member and was instrumental in developing the program. He knew residents like his daughter would benefit from an art program. Creative Arts has grown to serve 95 artists. Artwork is exhibited at local venues and has gained national attention. Proceeds from sold artwork go to the artist.

“Funding is so important to keep this wonderful program going,” said Pete. Kerry started the program by painting canvases and soon moved on to ceramics. “Kerry likes stimulation, chaos and craziness and that’s why she loves to throw clay,” said Pete. “This program gives her more relationships with adults, changes her environment and improves her quality of life.”



Nicholas Lopick, supporter

Ernst & Young Assurance Services Senior Manager Nicholas Lopick has a history with Hattie Larlham, dating back to 1963. His grandparents lived near the Larlham family and his mother’s first job was at Hattie Larlham.

In 2011, Nicholas connected with Hattie Larlham CEO Dennis Allen at the EY Entrepreneur of the Year Award™ gala. Later, the two toured the Hattie Larlham Center for Children with Disabilities.

“You’re not human if you don’t feel moved by the tour,” said Nicholas. The tour inspired him to join Hattie Larlham’s corporate leadership committee and donate to Creative Arts.

Nicholas saw EY’s new Cleveland building as an opportunity to support Hattie Larlham. In April 2013, the company held an employee art sale and raised \$13,400 for Creative Arts. In July 2013, EY also purchased 16 pieces by our artists which are currently on display in the new facility.

“This was a small way for our firm to give back, and we were happy to support Hattie Larlham,” said Nicholas.

Hattie Larlham Creative Arts enables people with developmental disabilities to produce paintings, ceramics, music and photographs. Creative Arts pairs artists with developmental disabilities with staff, themselves professional artists, to create unique works of art. Art from this program is available for sale to the public, with the proceeds benefiting the artist.

## Unrestricted Giving



R.J., resident

Your unrestricted gift could be used to make a child's wheelchair more comfortable at the Hattie Larlham Center for Children with Disabilities.

It might replace a living room couch at a Northeast Ohio group home or provide equipment for a vocational program. Your donation truly makes a difference.

Unrestricted giving allows Hattie Larlham to apply funds where the need is greatest and where they will have the greatest impact. It can fund an unexpected cost, non-reimbursable medical expenses and the general operating needs that enable Hattie Larlham to deliver comprehensive care to people with developmental disabilities.

"Hattie [Larlham] has been a savior for our family," said Ericka, the mother of a child at the Hattie Larlham Center for Children with Disabilities. "There is nothing like knowing your child is being cared for and loved," said Ericka.

When Ericka is not able to visit her son R.J., the staff go above and beyond to connect him with her. Ericka is able to hold regular Skype sessions with her son, and the staff sends photos and biweekly e-mails written in R.J.'s voice.

"You can tell when people care, it's not just a job," said Ericka. "The staff has been wonderful." Unrestricted gifts make it possible for people like R.J. to continue to receive high quality care at Hattie Larlham and for parents like Ericka to know their children are in loving hands.



The Harry K. and Emma R. Fox Charitable Foundation

The Harry K. and Emma R. Fox Charitable Foundation has supported Hattie Larlham since 1965. It is an independent foundation with an understanding of the needs of Northeast Ohio's nonprofit organizations. It also recognizes the importance of unrestricted gifts to Hattie Larlham's general operating fund.

"General operating grants allow nonprofit organizations to use the funds for whatever they need it for," said Harold E. Friedman, Fox Foundation trustee.

Contributions to the general operating fund enable Hattie Larlham to direct money where it will have the greatest impact on the lives of children and adults with developmental disabilities.

The Harry K. and Emma R. Fox Charitable Foundation has funded such projects as the capital campaign, vocational training and the new Cleveland Hattie's Doggie Day Care & Boarding.

Unrestricted gifts to Hattie Larlham's annual fund provide the organization with the flexibility to use the donation where the need is greatest. This type of gift supports people with developmental disabilities and their families throughout Northeast Ohio's communities.

# choice

Your choices say much about who you are, what you believe and value.

You choose to help people with developmental disabilities. You choose to believe in Hattie Larlham.

You recognize the benefit of comprehensive health care, residential assistance, vocational support, artistic expression and social interaction for children and adults with developmental disabilities. You see our programs and services bolster our economy and strengthen our communities.

Your choices help others.

You choose to care.

You choose to give.

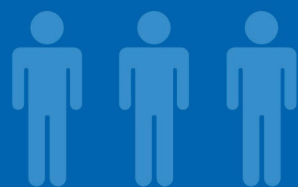
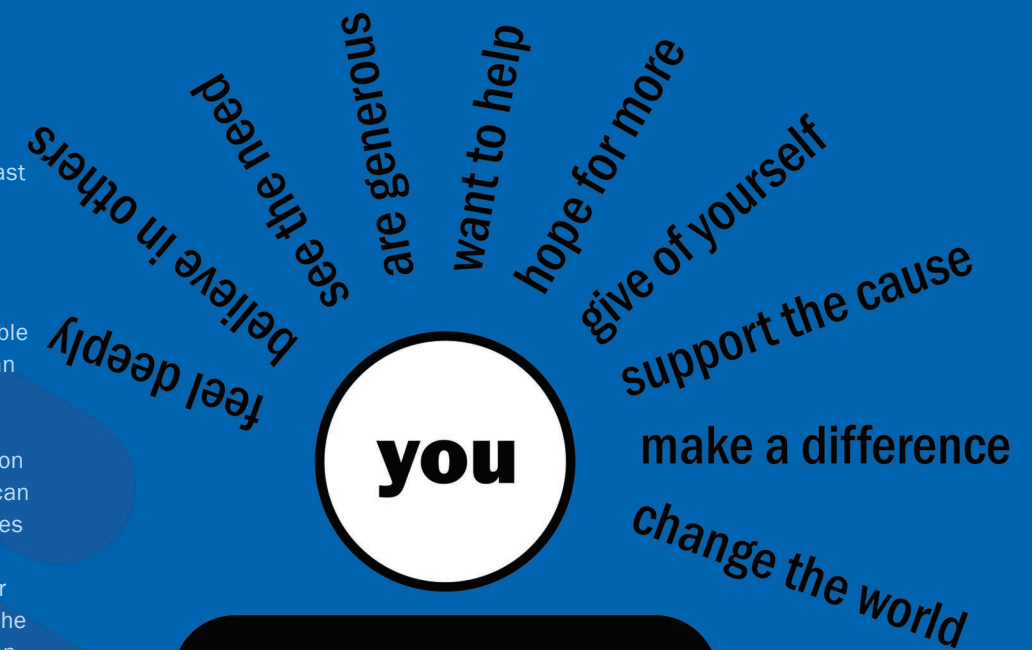


## working together

Hattie Larlham partners with corporations, organizations and foundations to develop innovative new programs and services. When we work together, we make a difference in the lives of children and adults with developmental disabilities.

## ways to give

More than 1,500 Northeast Ohio children and adults with developmental disabilities rely on the Hattie Larlham programs and services made possible by your donations. You can donate online, or include Hattie Larlham in your estate plans. Depending on your financial goals, you can donate bequests, annuities and real estate. Visit [www.hattielarlham.org](http://www.hattielarlham.org) for more information or call the Hattie Larlham Foundation at (800) 233-8611.







Your support of Hattie Larlham impacts the lives of children and adults with developmental disabilities. People with developmental disabilities are gifted with the discovery of their own abilities. Their abilities are awakened by the opportunity to use them. Your support provides these opportunities.

For Kerry, her quality of life is improved each time she throws clay in the Hattie Larlham Creative Arts program. For Kim, it's getting to work with her beloved pets at Hattie's Doggie Day Care & Boarding. For Joe, it's having the opportunity to work with his hands and teach people the skills he has learned at Hattie's Gardens. For Courtney and R.J., it's living in a place where they are loved, cared for and can live their lives to the fullest.



People who support Hattie Larlham are just as fulfilled through their gifts. For Nick, the artwork in his new building is a reminder that artists with developmental disabilities can continue to thrive and produce more pieces because of his donation. For Kathy, it's the pride she sees in the employees when they work with pets. For John, it's the garden employees he sees benefiting from learning a viable trade. For Carol, it's developing a stronger connection with the people she spends time with. For Harold, it's donating so Hattie Larlham can designate funds where they are needed most.



These great examples are a thank you to each person who has changed the lives of people with developmental disabilities through their generous donations.

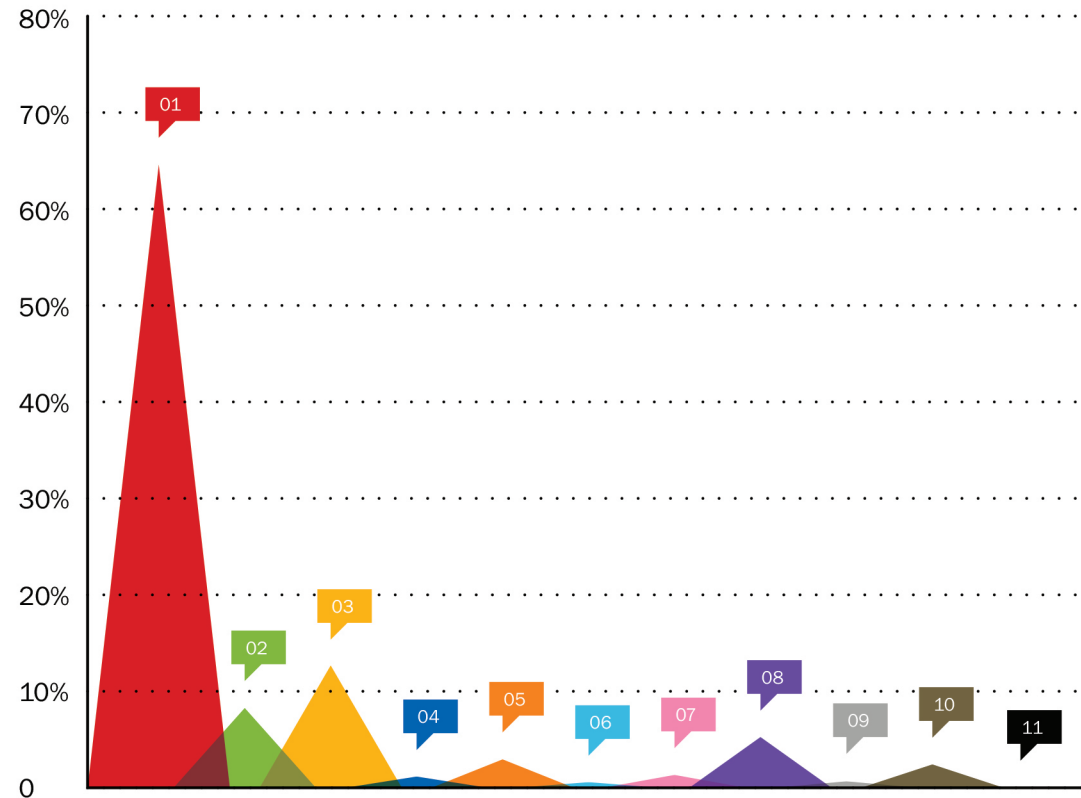
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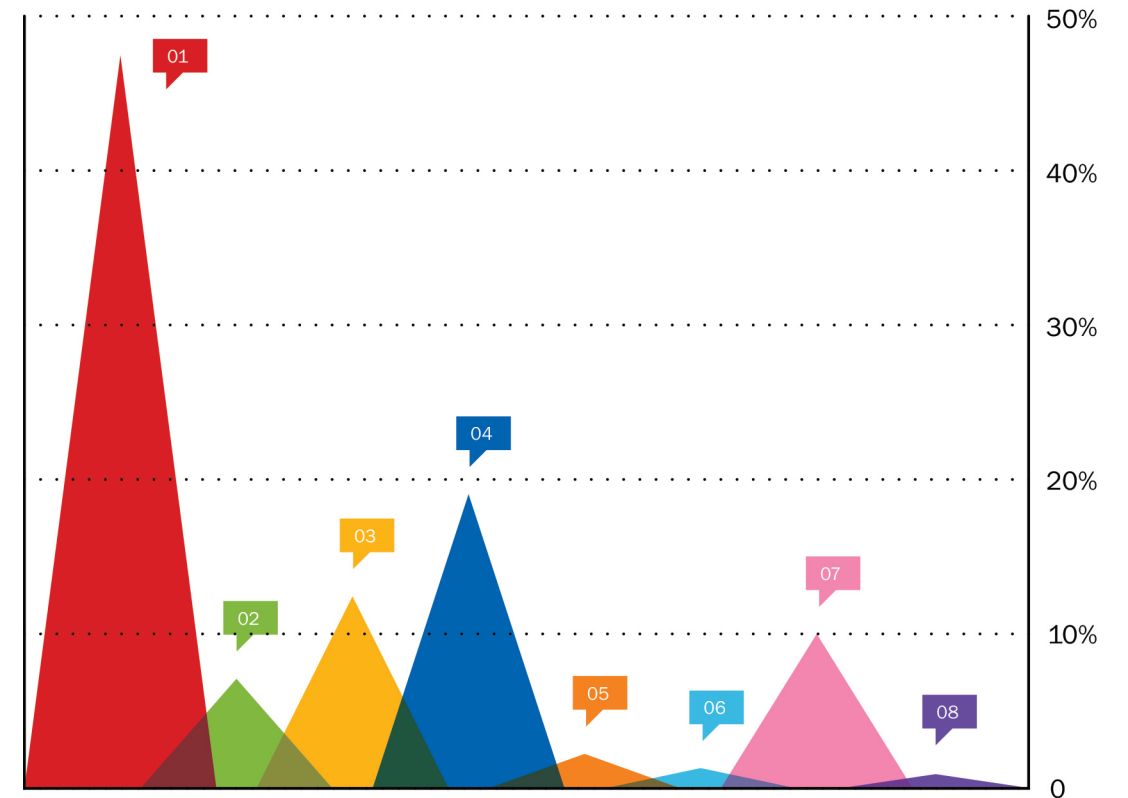
**As a Hattie Larlham donor and a champion of the rights of people with developmental disabilities your support and investment in our mission inspires continued achievement.**

# Revenue



01 Residential Services	\$21,448,399	64.62%
02 Community Services	\$2,715,118	8.18%
03 Vocational Training and Supported Employment	\$4,245,511	12.79%
04 Other Operating Revenue	\$346,625	1.04%
05 Bequests	\$985,156	2.97%
06 Endowments	\$200,000	0.60%
07 Government Grants	\$453,374	1.37%
08 Other Contributions and Events	\$1,755,368	5.29%
09 Investment Earnings	\$216,353	0.65%
10 Gains/<Losses> on Investments	\$819,817	2.47%
11 Other Non-Operating Revenue	\$4,341	0.01%
<b>Total Revenue</b>	<b>\$33,190,062</b>	<b>100%</b>

# Expenses



01 Residential Services	\$15,403,633	47.13%
02 Community Services	\$2,274,606	6.96%
03 Vocational Training and Supported Employment	\$4,051,463	12.40%
04 General Services	\$6,220,080	19.03%
05 Other Program Services	\$710,286	2.17%
06 Fundraising	\$436,667	1.34%
07 Administrative Services	\$3,285,145	10.05%
08 Loss on Sale and Impairment of Fixed Assets	\$299,987	0.92%
<b>Total Expenses</b>	<b>\$32,681,867</b>	<b>100.00%</b>

To our generous donors, thank you. Together, we are making tomorrow better for children and adults with developmental disabilities. Hattie Larlham's success is your success.

## Sustaining Members

Honoring those donors who have given a lifetime total of \$25,000 or more to support children and adults with developmental disabilities. New donors to this level are designated in bold.

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Estate of Lola S. Spangler  
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 Estate of Antoinette M. Zick

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Orphans' Outing Fund  
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Howard, Wershale & Co.  
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PNC  
Uniontown Veterinary Clinic Inc.  
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Cuyahoga Valley Scenic Railroad  
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Honoring those corporations whose 2012 gifts total \$250 to \$499.

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Honoring those corporations whose 2012 gifts total \$10,000 and above.

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The Alpha Group Agency  
Applied Medical Technology, Inc.  
Circle K Great Lakes Division  
The Dominion Foundation  
KeyBank Foundation  
The Lubrizol Foundation  
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The Giant Eagle Foundation  
Lakeside Sand and Gravel

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## FOUNDERS

Honoring those foundations whose 2012 gifts total \$5,000 to \$9,999.

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Bessie Benner Metzbaum Fund of The Cleveland Foundation  
Mike's Kids - A Becker Family Private Foundation  
The Murch Foundation  
The Linda J. Peirce Memorial Fund of The Cleveland Foundation  
Virginia Salay Memorial Fund of The Cleveland Foundation

The Kenneth A. Scott Charitable Trust  
Gene and Betty Skerl Family Foundation

## SAMARITANS

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Honoring those foundations whose 2012 gifts total \$1,000 to \$2,499.

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Edward A. and Catherine L. Lozick Foundation  
The Maynard Family Foundation of Akron Community Foundation

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Stephen Hegner Charitable Fund  
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# Community Organizations

## BENEFACTORS

Honoring those organizations whose 2012 gifts total \$10,000 and above.

County of Summit Department of Community & Economic Development  
Cuyahoga County Board of Developmental Disabilities

Knights of Columbus #14406  
Northeast Ohio Vette Club  
Science Hill Community Church  
Women's Guild of The Church in Aurora

## FOUNDERS

Honoring those organizations whose 2012 gifts total \$5,000 to \$9,999.

Fraternal Order of Eagles #2436  
Hattie Larlham for Cystic Fibrosis  
Ohio Elks Association

## FRIENDS

Honoring those organizations whose 2012 gifts total \$250 to \$499.

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## PATRONS

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Faith Community Covenant Church  
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Knights of Columbus #5559 - Northfield

Gifts up to \$249 are important to Hattie Larlham. Due to limited space, we regret we cannot list the 1,296 donors who gave \$90,624.64 in 2012. Please see upcoming issues of the Focus newsletter for a list of these donors. We greatly appreciate your generous support.

Great care has been taken to prepare the donor list. Should any errors or omissions appear, please contact the Hattie Larlham Foundation at (800) 233-8611. We respect the privacy of our donors. Our policy prohibits selling, renting or exchanging our donor mailing list. You may request that no further fundraising materials be mailed to you by sending your name and address to:

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7996 Darrow Road, Suite 10  
Twinsburg, Ohio 44087

Contact Hattie Larlham using the contact form on the Hattie Larlham website, or send an e-mail to [give@hattielarlham.org](mailto:give@hattielarlham.org). Hattie Larlham will make a reasonable effort to ensure you do not further receive any fundraising communications.

# Volunteers

Hattie Larlham is grateful to the volunteers who donate their time. This gift is invaluable and greatly appreciated. In 2012, 1,397 people volunteered 10,402 hours. When calculated as an estimated hourly rate, these hours represent \$230,300 in savings.

## 80 TO 119 HOURS

Samantha Bagnis  
Amber Downes  
Ashlee Downes  
Robert Edwards  
Sonya Edwards  
June Mutersbaugh  
Catherine Riordan  
Kristina Spaude  
Marilyn Styblo

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Neema Patel  
Justin Phenney  
Rachel Ruskell  
Ima Samba  
Kaveri Sharma  
Kim Strok  
Jessica Walker  
Sue Zielinski

## 40 TO 79 HOURS

Katie Bedell  
Sandi Bishop  
Julia Boyden  
Sam Buganski  
Gerald Gittinger

## 500+ HOURS

Aaron Dallner

## 200 TO 239 HOURS

Cortney Ruggeri

## 160 TO 199 HOURS

Judy Elston  
Jessica Glover

## 120 TO 159 HOURS

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Jackie Melton

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The generosity of the people, corporations, organizations, foundations and volunteers listed in this annual report is the cornerstone of Hattie Larlham's accomplishments. These contributions make tomorrow a better place for children and adults with developmental disabilities.

Thank you.





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