



2010  
ANNUAL REPORT

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making a difference

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Paul Coleman - *Executive Director/CEO*

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Ed Zablocki - *Director, Business Services*

# making a difference



Last year in this space I wrote about LifePath's desire to develop more community partners. I'm happy to report that we've had some great success in that area. LifePath is surrounded by people who know how to make a difference. We have families like the Iasiellos who have started up a family group in the Lehigh Valley. The group meetings focus on everything from mutual/peer support to legislative advocacy efforts to negotiation of the challenging system we work within. The family group is also planning on making a big showing for us at the Highmark *Walk for a Healthy Community* on June 11, 2011. These families are sharing resources to benefit not just their loved ones, but everyone at LifePath.

Another family, the Rogers, decided that when their sister and her housemates were relocating to a new house, it would be a good time to replace their furniture. They wrote a check to the LifePath Foundation, and the new furniture helped to make home relocation less stressful for the ladies and more of a celebration. Because the Rogers have been doing things like that for years, they were selected as our Outstanding Family Award recipients for 2010. I think you'll see their pride in this picture from our luncheon below. The families of our Tikvah residential program in Allentown are another group of great partners. They purchased a home that LifePath provides services in and they make a periodic donation to the LifePath Foundation which allows us to provide staff with some extra recognition for their good work. That makes a big difference! Board members have also established a monthly program to recognize LifePath employees' special accomplishments.

The people we serve are making a difference themselves. Our day service program has organized groups of giving individuals that deliver groceries to elderly people. Our people also do volunteer work for the Cancer Support Community Center, Meals on Wheels, recycling centers in the area and even to help some of our other consumers.



Our staff makes a difference everyday. Not just with dramatic events like saving someone's life by implementing CPR, but in so many little ways that add up to become huge: making sure that someone has dry socks; surprising someone with their favorite dessert on their birthday; taking the time to listen to someone who has difficulty expressing him or herself; repositioning someone in their wheelchair to make them more comfortable... There are so many little things that together make a big difference.

**You** can make a difference *and* you can help us to make a difference. You'll find different ways to help LifePath highlighted throughout this report. Please contact our development office today to learn more.

**"How wonderful it is that nobody need wait a single moment before starting to improve the world."**

— Anne Frank

Paul H. Coleman,  
LifePath Executive Director/CEO

# LifePath, Inc. Performance

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|  | Temporarily Unrestricted | Permanently Restricted | Restricted      | Total              |
|--|--------------------------|------------------------|-----------------|--------------------|
| <b>REVENUES, GAINS AND OTHER SUPPORTS</b>          |                          |                        |                 |                    |
| Service Revenue                                    | 41,517,751               |                        |                 | 41,517,751         |
| Other Operating Revenue                            | 566,050                  |                        |                 | 566,050            |
| Unrealized Loss on Investments                     | (134,670)                | (204,053)              |                 | (338,723)          |
| Realized Gain on Investments                       | 14,299                   | 42,595                 |                 | 56,894             |
| Interest and Dividend Income                       | 38,769                   | 24,552                 |                 | 63,321             |
| United Way Contributions                           | 7,079                    |                        |                 | 7,079              |
| Other Contributions                                | 86,368                   | 31,461                 | 540             | 118,369            |
| Fundraising Revenue                                | 145,994                  |                        |                 | 145,994            |
| Net Assets Released From Restrictions:             |                          |                        |                 |                    |
| Satisfaction of Program Restrictions               | 28,822                   | (28,822)               |                 |                    |
| Satisfaction of Equipment Acquisition Restrictions | 9,045                    | (9,045)                |                 |                    |
| <b>Total Revenues, Gains and Other Support</b>     | <b>42,279,507</b>        | <b>(143,312)</b>       | <b>540</b>      | <b>42,136,735</b>  |
| <b>EXPENSES</b>                                    |                          |                        |                 |                    |
| Community Residential Services                     | 33,331,730               |                        |                 | 33,331,730         |
| Day Services                                       | 4,603,539                |                        |                 | 4,603,539          |
| Ancillary Services                                 | 167,194                  |                        |                 | 167,194            |
| Training   | 247,361                  |                        |                 | 247,361            |
| Clinical   | 481,962                  |                        |                 | 481,962            |
| Maintenance  | 403,274                  |                        |                 | 403,274            |
| Administration                                     | 2,879,729                |                        |                 | 2,879,729          |
| Fundraising  | 177,533                  |                        |                 | 177,533            |
| <b>Total Expenses</b>                              | <b>42,292,322</b>        |                        |                 | <b>42,292,322</b>  |
| <b>CHANGE IN NET ASSETS</b>                        | <b>(12,815)</b>          | <b>(143,312)</b>       | <b>540</b>      | <b>(155,587)</b>   |
| <b>NET ASSETS AT BEGINNING OF YEAR</b>             | <b>295,110</b>           | <b>1,039,685</b>       | <b>28,399</b>   | <b>1,363,194</b>   |
| <b>NET ASSETS AT END OF YEAR</b>                   | <b>\$282,295</b>         | <b>\$896,373</b>       | <b>\$28,939</b> | <b>\$1,207,607</b> |
| <b>REVENUES, GAINS AND OTHER SUPPORTS</b>          |                          |                        |                 |                    |
| Service Revenue                                    | 43,597,038               |                        |                 | 43,597,038         |
| Other Operating Revenue                            | 554,099                  |                        |                 | 554,099            |
| Unrealized Gain on Investments                     | 47,808                   | 68,451                 |                 | 116,259            |
| Realized Gain on Investments                       | 14,552                   | 17,413                 |                 | 31,965             |
| Interest and Dividend Income                       | 19,081                   | 20,004                 |                 | 39,085             |
| United Way Contributions                           |                          |                        |                 |                    |
| Other Contributions                                | 32,801                   | 37,667                 | 300             | 70,768             |
| Fundraising Revenue                                |                          |                        |                 |                    |
| Net Assets Released From Restrictions:             |                          |                        |                 |                    |
| Satisfaction of Program Restrictions               | 19,003                   | (19,003)               |                 |                    |
| Satisfaction of Equipment Acquisition Restrictions | 1,142                    | (1,142)                |                 |                    |
| <b>Total Revenues, Gains and Other Support</b>     | <b>44,285,524</b>        | <b>123,390</b>         | <b>300</b>      | <b>44,409,214</b>  |
| <b>EXPENSES</b>                                    |                          |                        |                 |                    |
| Community Residential Services                     | 34,561,790               |                        |                 | 34,561,790         |
| Day Services                                       | 5,036,187                |                        |                 | 5,036,187          |
| Ancillary Services                                 | 182,807                  |                        |                 | 182,807            |
| Training   | 271,769                  |                        |                 | 271,769            |
| Clinical   | 511,770                  |                        |                 | 511,770            |
| Maintenance  | 439,275                  |                        |                 | 439,275            |
| Administration                                     | 3,170,093                |                        |                 | 3,170,093          |
| Fundraising  | 21,993                   |                        |                 | 21,993             |
| <b>Total Expenses</b>                              | <b>44,195,684</b>        |                        |                 | <b>44,195,684</b>  |
| <b>CHANGE IN NET ASSETS</b>                        | <b>89,840</b>            | <b>123,390</b>         | <b>300</b>      | <b>213,530</b>     |
| <b>NET ASSETS AT BEGINNING OF YEAR</b>             | <b>282,295</b>           | <b>896,373</b>         | <b>28,939</b>   | <b>1,207,607</b>   |
| <b>NET ASSETS AT END OF YEAR</b>                   | <b>\$372,135</b>         | <b>\$1,019,763</b>     | <b>\$29,239</b> | <b>\$1,421,137</b> |

# LifePath Foundation Performance

2010

## SUPPORT AND REVENUE

|                                  | Permanently Unrestricted | Temporarily Restricted | 2010           |
|----------------------------------|--------------------------|------------------------|----------------|
| Contributions                    | 66,409                   | 1,650                  | 68,059         |
| Special Events Revenues          | 146,506                  |                        | 146,506        |
| In-Kind Donations                | 21,363                   |                        | 21,363         |
| Expenses                         | (108,753)                |                        | (108,753)      |
| Special Events Net               | 59,116                   |                        | 59,116         |
| <b>Total Support and Revenue</b> | <b>125,525</b>           | <b>1,650</b>           | <b>127,175</b> |

## EXPENSES

|   |        |  |        |
|---|--------|--|--------|
| LifePath Support and Events and Fundraising | 30,108 |  | 30,108 |
| Management and General                      | 32,621 |  | 32,621 |

## Total Expenses

|  |        |  |        |
|--|--------|--|--------|
|  | 62,729 |  | 62,729 |
|--|--------|--|--------|

## CHANGE IN NET ASSETS

|                                 |        |       |        |
|---------------------------------|--------|-------|--------|
| NET ASSETS AT BEGINNING OF YEAR | 20,358 | 1,650 | 64,446 |
|---------------------------------|--------|-------|--------|

|                           |          |         |          |
|---------------------------|----------|---------|----------|
| NET ASSETS AT END OF YEAR | \$83,154 | \$1,650 | \$84,804 |
|---------------------------|----------|---------|----------|

## 2009-2010 Memorial and Honorarium Gifts

Memorial and honorarium gifts are a wonderful way to pay tribute to a friend or family member while demonstrating your commitment to the work of LifePath. We are grateful that the donors listed on this page have chosen to memorialize and honor their loved ones in such a thoughtful way.

### Staff at Lederach Program

Mr. & Mrs. William Campbell

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Mr. & Mrs. J. Harold Yocum

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# 2009-2010 LifePath, Inc. & LifePath Foundation

## Donor List July 1, 2009 - June 30, 2010

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Anonymous

### \$20,000+

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Mr. & Mrs. Barry C. Dobil Sr.

### \$10,000+

Mr. & Mrs. Earle Alderfer  
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### \$5,000+

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### \$2,500+

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### \$1,000+

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that you can  
transfer your  
stocks or  
securities to  
LifePath and  
enjoy many  
tax benefits?

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 included  
 LifePath in  
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