

LifePath™



EFFICIENCY

EMPATHY



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Efficiency and Empathy

Dear LifePath friends and families,

With all the talk about e-readers, e-commerce, e-this and e-that, I've chosen to buck the trend and write about two old-fashioned e-words: efficiency and empathy. At first glance, efficiency and empathy don't seem to fit together, but they are at the very heart of LifePath's mission of providing the highest quality of services to individuals with special needs in an environment of unconditional respect and dignity.

During this past year, perhaps more than ever before, providers serving individuals with developmental and intellectual disabilities faced funding challenges that forced them to clamp down and examine their resources. For many, this meant implementing layoffs, cutting staff benefits, and reducing or eliminating services. Because of rate cuts throughout the state, we have seen many examples of efficiency without empathy.

We are very pleased that so far, LifePath has not had to lay people off, cut benefits or compromise our level of services. LifePath has worked diligently over the past few years to find efficiencies without sacrificing empathy. We are completing a major refinancing of all of our long-term debt. We are saving over \$200,000 through property tax restructuring. We have renegotiated many of our large cost items. We have been able to save hundreds of thousand of dollars by restructuring our health care costs while actually improving benefits! In terms of empathy, it is great to be able to say that, "No humans were harmed in the making of these efficiencies!"

Lastly, we have helped the LifePath Foundation to grow to the point that it is functioning in a meaningful and effective way. The Foundation makes sure that development funds achieve their maximum impact. At its heart, the LifePath Foundation is about extending our mission of empathy by making sure that our development funds are managed efficiently. The Foundation was able to increase its giving by over 50% last year because of the generosity of individuals and businesses like you.

The growth of the Foundation was demonstrated through power in numbers: a record year for our annual golf outing, a record year for our annual Thanksgiving benefit and a tremendous record showing for our participation in the Highmark "Walk for a Healthy Community." Our participation in the 2012 "Walk for a Healthy Community" yielded over 200 walkers who together helped us net \$22,000. Have you registered for this year's walk yet? If you're not registering, please support someone who is.

Thank you for your support of LifePath and your investment in the future of our great organization and the individuals we serve with your help.



Paul H. Coleman, LifePath Executive Director/CEO



LifePath, Inc. Performance

2012
2011

	Temporarily Unrestricted	Permanently Restricted	Restricted	Total
REVENUES, GAINS AND OTHER SUPPORTS				
Service Revenue	47,035,819			47,035,819
Other Operating Revenue	537,852			537,852
Unrealized Gain (loss) on Investments	9,955	24,606		34,561
Realized Gain on Investments	6,998	5,058		12,056
Interest and Dividend Income	24,981	31,407		56,388
United Way Contributions	4,226			4,226
Other Contributions	31,508	29,784		61,292
Fundraising Revenue	754			754
Net Assets Released From Restrictions:				
Satisfaction of Program Restrictions	30,496	(30,496)		
Satisfaction of Equipment Acquisition Restrictions	9,224	(9,224)		
Total Revenues, Gains and Other Support	47,691,813	51,135		47,742,948
EXPENSES				
Community Residential Services	38,029,081			38,029,081
Day Services	5,143,099			5,143,099
Ancillary Services	186,114			186,114
Administration	3063,758			3,063,758
Training	260,492			260,492
Clinical	503,018			503,018
Maintenance	386,988			386,988
Fundraising	22,902			22,902
Total Expenses	47,595,452			47,595,452
CHANGE IN NET ASSETS	96,361	51,135		147,496
NET ASSETS AT BEGINNING OF YEAR	512,704	1,173,281	29,239	1,715,224
NET ASSETS AT END OF YEAR	\$609,065	\$1,224,416	\$29,239	\$1,862,720
REVENUES, GAINS AND OTHER SUPPORTS				
Service Revenue	43,733,316			43,733,316
Other Operating Revenue	592,677			592,677
Unrealized Gain (loss) on Investments	72,813	129,740		202,553
Realized Gain on Investments	58,670	34,246		92,916
Interest and Dividend Income	23,058	25,810		48,868
United Way Contributions	2,982			2,982
Other Contributions	42,518	57,035		99,553
Fundraising Revenue				
Net Assets Released From Restrictions:				
Satisfaction of Program Restrictions	12,393	(12,393)		
Satisfaction of Equipment Acquisition Restrictions	80,920	(80,920)		
Total Revenues, Gains and Other Support	44,619,347	153,518		44,772,865
EXPENSES				
Community Residential Services	35,372,024			35,372,024
Day Services	4,773,587			4,773,587
Ancillary Services	165,685			165,685
Administration	2,912,880			2,912,880
Training	266,605			266,605
Clinical	506,785			506,785
Maintenance	440,981			440,981
Fundraising	40,231			40,231
Total Expenses	44,478,778			44,478,778
CHANGE IN NET ASSETS	140,569	153,518		294,087
NET ASSETS AT BEGINNING OF YEAR	372,135	1,019,763	29,239	1,421,137
NET ASSETS AT END OF YEAR	\$512,704	\$1,173,281	\$29,239	\$1,715,224

LifePath Foundation Performance

2012
2011

				Unrestricted	Temporarily Restricted	Total
SUPPORT AND REVENUE						
Contributions				71,329	12,757	84,086
Grant Revenue				4,100		4,100
Net Assets Released from Restrictions						
				75,429		88,186
Special Events						
	Revenue	Expenses	Net Revenue			
Golf Tournament	53,304	31,707	21,597			
Thanksgiving Luncheon	140,489	119,238	21,251			
Walk for a Healthy Community	27,220	5,663	21,557			
Holiday Greeting Cards	50		50			
Cigar Fest	62,141	26,978	35,163			
Net	283,204	183,586	99,618	99,618		99,618
Investment Income				175		175
Unrealized (Loss) on Investments				(487)		(487)
Total Support and Revenue				174,735	12,757	187,492
EXPENSES						
Charitable Donations				52,874		52,874
Management and General				52,048		52,048
Total Expenses				104,922		104,922
CHANGE IN NET ASSETS				69,813	12,757	82,570
NET ASSETS AT BEGINNING OF YEAR				130,220		130,220
NET ASSETS AT END OF YEAR				\$200,033	12,757	\$212,790
SUPPORT AND REVENUE						
Contributions				51,979		51,979
Grant Revenue				600		600
Net Assets Released from Restrictions				1,650	(1,650)	
				54,229	(1,650)	52,579
Special Events						
	Revenue	Expenses	Net Revenue			
Golf Tournament	35,897	22,174	13,723			
Thanksgiving Luncheon	128,085	108,845	19,240			
Walk for a Healthy Community	11,968	2,826	9,142			
Holiday Greeting Cards	150		150			
Cigar Fest	34,461	11,090	23,371			
Net	210,561	144,935	65,626	65,626		65,626
Total Support and Revenue				119,855	(1,650)	118,205
EXPENSES						
Charitable Donations				34,495		34,495
Management and General				38,294		38,294
Total Expenses				72,789		72,789
CHANGE IN NET ASSETS				47,066	(1,650)	45,416
NET ASSETS AT BEGINNING OF YEAR				83,154	1,650	84,804
NET ASSETS AT END OF YEAR				\$130,220		\$130,220

2011-2012 LifePath, Inc. & LifePath Foundation Donor List July 1, 2011 - June 30, 2012

\$25,000+

Anonymous
Wolstenholme Charitable
Foundation

\$20,000+

Capital BlueCross
Mr. & Mrs. Barry C. Dobil Sr.

\$10,000+

Norris, McLaughlin & Marcus

\$7,500+

Redner's Markets, Inc.

\$5,000+

Cigars International
Lehr Foundation
Ridge Crest Christmas Shop

\$2,500+

Brown & Brown of Lehigh Valley
Chevy 21
Computer Aid
Foundations Community
Partnership
Fox Chase Bank
Fox Chase Bank Charitable
Foundation
Mr. William Rogers
Sovereign Bank

\$1,000+

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Axion of PA
Barbara Silver Levin Foundation
Mr. & Mrs. Toby Bell
Mr. Joseph Brake
Coca-Cola Bottling Co. of the
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Enterprise Holdings Foundation
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ICON Clinical Research
Interstate Fleets, Inc.
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U.S. Medical Staffing

\$500+

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McGoldrick Leasing Co., Inc.
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PDC Pharmacy
Penn Jersey Paper Co.
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PICPA
PRO 2 Respiratory Services
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Savchak
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Mr. Tony Salvaaggio
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Whitehall
Stephen Williams Flooring
Susquehanna Bank
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VCI Mobility
WPB Enterprises Inc.

\$250+

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Advanced Business Equipment
AlSCO National Linen Division
American Sentinel
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Mr. John Ehresman
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Helping Hands Medical Supply

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Maguire & Partners
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Miers Insurance
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\$100+

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