

THE GUIDING HAND

News About Home of Guiding Hands; Advocates for People with Developmental Disabilities

Our Mission

Provide quality residential support and training to people with developmental disabilities.

Encourage self-dependence through responsible choices and options.

Advocate for people with developmental disabilities through community education and interaction with other agencies.

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www.guidinghands.org

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President's Message

By Ben Trovaten



Another year of change for Home of Guiding Hands has been completed. Unlike other recent years, we have not had to be continuously concerned with our financial survival. The completion of the move to our community-based structure and the sale of the original campus have given us the opportunity to focus on our commitment to providing superior care for persons with developmental disabilities. We have been fortunate in 2004-05 to be able to direct our energy towards reaching the goals established during the Board of Directors Retreat in November 2004.

The Board approved goals for 2004-05 included the following:

- Relocate administrative and support services
- Realign compensation and benefits for employees
- Provide health services that fit the changing needs of our organization
- Refine and improve our administrative and financial support services
- Enhance our community relations programs
- Remodel program services to meet the current and future needs of HGH's aging population
- Revise the HGH corporate structure and reorganize Board of Directors committees.

Through Board and staff cooperation and effort, most of the goals have been substantially reached. By the end of this fiscal year we had selected our new administrative site at 1825 Gillespie Way and had started plans for an August 2005 move-in. The Human Resources Committee met periodically and progress was made during the June negotiation meetings. (Agreement and ratification for a new three-year union agreement was reached in August). Arrangements for obtaining a new medical clinic site and modified services for our residents were nearing completion by the end of the year. (We signed a new lease and ceased use of the on-campus medical facility in August). Additionally, outsourcing of food, office and medical supplies were phased in over the year; major changes were made in Financial Department personnel and procedures; increased emphasis was placed on our In-Home Respite care program; revenue was increased. Furthermore, the HGH Foundation structure was thoroughly reviewed and evaluated, and as a result, the Foundation responsibilities were merged into a new corporate department and a director position was eliminated. The Board of Directors committees were also revitalized through examination, discussion and revision of mission and purpose. Community membership has been expanded; and, a new audit committee has been commissioned in response to state requirements as well as our own internal control improvement initiative.

Early steps have been taken to revise our community relations programs and special events staffing. Reorganizing and emphasizing HGH's public outreach and visibility will be one of our principal goals for fiscal year 2005-06. The new Development Department is responsible for donations, public relations, special events, planned and major gifts, grants, corporate relations and volunteers.

This past year has been very busy and exciting, and our efforts to improve are ongoing. We have transitioned from a survival mode through recommitment and dedication and will focus now on a future of expanded services and corporate strength.

Home of Guiding Hands' Annual Report

Fiscal Year July 1, 2004 to June 30, 2005

FISCAL YEAR END 6/30/05

STATEMENT OF ACTIVITIES HOME OF GUIDING HANDS and Affiliates

Consolidated Operations

SUPPORT AND REVENUE

Program Funding Agencies	9,436,744	89.9%
HUD Rental Income	42,290	0.4%
Other Income	34,088	0.3%
TOTAL PROGRAM REVENUE	9,513,122	90.6%

Contributions and Grants	626,132	6.0%
Special Events	187,296	1.8%
Investment Return	170,583	1.6%
TOTAL SUPPORT & REVENUE	10,497,133	100.0%

EXPENSES

Program Services	9,189,904	86.7%
General and Administrative	1,095,803	10.3%
Fundraising Special Events	70,033	0.7%
Fundraising Other	243,070	2.3%
TOTAL EXPENSES	10,598,810	100.0%

Net Expense/Income (101,677)

DETAIL of Consolidated EXPENSES

Salaries & Payroll-Related Expenses	7,731,637	72.9%
Facility Costs	568,563	5.4%
Supplies	569,911	5.4%
Depreciation & Amortization	280,493	2.6%
Purchased Services	242,596	2.3%
Transportation & Travel	265,852	2.5%
Interest	390,849	3.7%
Special Events	70,033	0.7%
In-Kind	228,555	2.2%
Other	250,321	2.4%
TOTAL EXPENSES	10,598,810	100.0%

(Continued on Page 4)

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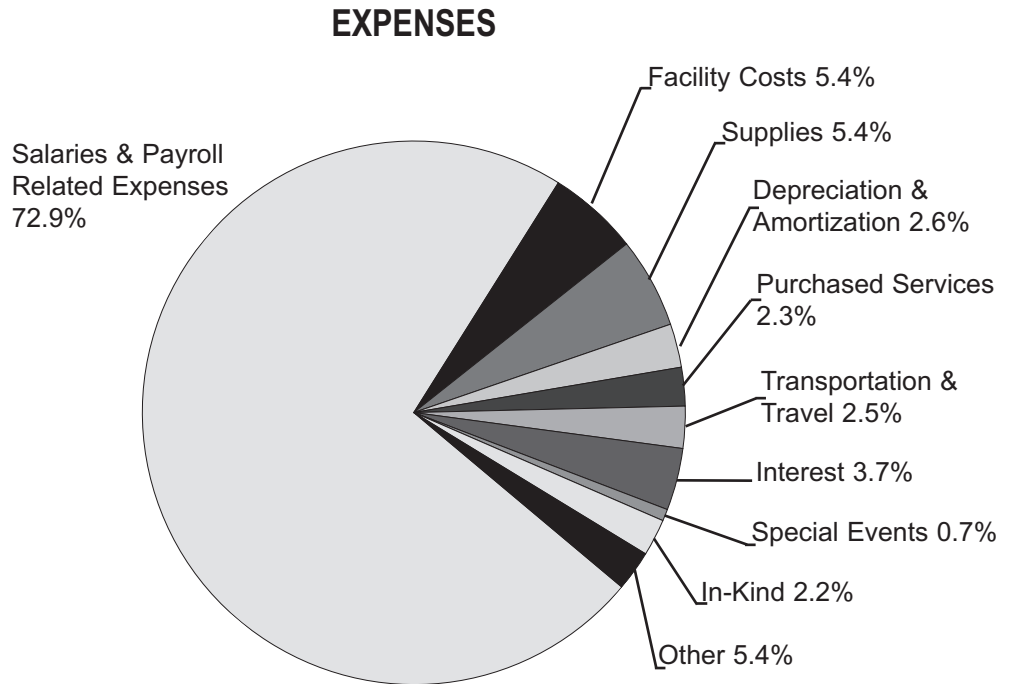
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**STATEMENT OF ACTIVITIES HOME
OF GUIDING HANDS and Affiliates
Consolidated Operations**

(Continued from Page 3)



**STATEMENT OF Consolidated FINANCIAL POSITION
At 6/30/05**

ASSETS:

Current Assets	4,027,254
Property, Plant & Equipment	8,287,663
Investments Held for Long-Term Purposes	707,179
Beneficial Interest in Perpetual Trust	280,342
Other Assets	<u>157,810</u>
TOTAL ASSETS	<u><u>13,460,248</u></u>

LIABILITIES AND NET ASSETS:

Current Liabilities	1,207,245
Long-Term Debt	<u>6,495,891</u>
TOTAL LIABILITIES	<u><u>7,703,136</u></u>

NET ASSETS:

Unrestricted	5,333,286
Temporarily Restricted	143,484
Permanently Restricted	<u>280,342</u>
TOTAL NET ASSETS	<u><u>5,757,112</u></u>

TOTAL LIABILITIES AND NET ASSETS	<u><u>13,460,248</u></u>
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July 1, 2004 to June 30, 2005

(\$30,000 and more)

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House Hopes

*New Items Needed
for HGH's 28 Homes:*

Art supplies: Crayola ink (paper only) markers; colored pencils; modeling clay; drawing papers, paint by number kits

Artificial plants & flowers

Bake ware/casserole dishes

Bath towels: white, brown & multi-colored

Bedding: twin comforters (6), blankets (6)

Blenders

Board games: (Game of Life, Price is Right, American Idol)

CD & cassette players

CDs & cassettes (country, 50's, Spanish)

Dining room tables & chairs

Dishes (sets of 8)

Dish towels

Dog food/Petco Gift Certificates

DVD players & movies (Disney/ comedy/animals)

Dyson Animal vacuum

Electric toothbrushes

Floor lamps

Food processor

Furniture: sofas, love seats, recliners

Gas barbecue

George Foreman G-5 grill

Gift Certificates (restaurants, hair salons, Wal-Mart, Target)

Microwave ovens

Patio furniture

Paper shredder

Plastic food containers

Pots & pans/cookie sheets

Puzzles, wooden & 100 pieces

Speaker phones

Teakettle

HGH's House Hopes list is now registered at Wal-Mart and Bed, Bath & Beyond stores. You can shop on-line, or in-person. To find HGH's Registry at www.walmart.com, click on **Wish List** and enter **First Name:** Home Of; **Last Name:** Development; at www.bedbathbeyond.com go to the gift registry and under Give A Gift enter **Registry # 2089626**. Ordered items can be shipped directly to HGH's Administrative Offices, or personally delivered. Our offices are located at 1825 Gillespie Way, Suite 200, El Cajon CA 92020. Please call first before delivering furniture items. For more information contact Jane at: (619) 938-2854; or Jane@guidinghands.org.

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“It’s very rewarding to help support HGH so they can help those with developmental disabilities live as normal a life as possible! Their community houses are cozy and warm, and make the residents feel like they are ‘home.’”

— Gail Glutting,
Assistant Vice President
San Diego County Credit
Union – Santee Branch



“Grossmont Healthcare District is proud to be a long-time community partner with Home of Guiding Hands. We recognize that our contributions directly assist their efforts to assist East County residents with developmental disabilities to achieve greater independence and live healthier and happier lives.”

— John W. Hardebeck, M.D.,
Grossmont Healthcare
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“We continue to support HGH because of the quality of care our daughter Terri received while a resident there for more than 20 years. We strongly believe in community support for the people with disabilities that Home of Guiding Hands is providing care for.”

— Bob & Dottie Carne

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“Home of Guiding Hands has been a consistent performer for those that need their services, providing a family environment where residents feel safe and secure as they live and learn under the professional and compassionate leadership of HGH staff and volunteers.”

— Chuck Hansen, Vice President of Community Relations, Viejas Enterprises



YOU SHOULD KNOW HGH spends a mere 9.65 percent (based on 2004-05 fiscal year) on administrative costs, which means more than 90 percent of your donations directly benefit the 250-plus people with developmental disabilities assisted by HGH’s programs and services. And, 100 percent of designated donations (contributions that indicate your desire to fund a specific program or item) are allocated per your wishes.

Home of Guiding Hands puts your donations to work!

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How to Help HGH, Without Costing You a Cent

It's easy to help HGH accomplish its goals of providing the highest quality service and care to people with developmental disabilities. See below for a few ways you can contribute to HGH's success – *and they don't cost you a cent!*



Albertson's/SavOn Community Partners Card

Each time you shop Albertson's/SavOn HGH benefits. Ask for an Albertson's/SavOn Community Partners/Preferred Savings Card at your local Albertson's/SavOn store; select HGH as your charity beneficiary at www.albertsons.com/cp/; and a percentage of every purchase you make when you display this card at your local stores will come back to HGH. Plus, the Preferred Savings Card also saves you valuable dollars.



eScrip

Southern California merchants provide HGH with a donation (up to 8 percent) of each purchase you make with a eScrip-registered debit or credit card. Go to: www.escrip.com; click on Members/Supporters, then Sign-Up; select HGH as your charity beneficiary; and register your credit/debit card today! Participating merchants include **VONS** (must use your VONS Club Card in addition to your registered debit/credit card to track purchases); **Safeway**; **Carl's Jr Restaurants**; **Big 5 Sporting Goods**; **American Airlines**; **Coco's Restaurant**; **Carrows Restaurant**; **Claim Jumper Restaurant**; **Macy's** (purchases must be made with a registered Macy's Card); **OfficeMax**; **PepBoys Auto**; **Keil's Food Stores**; **Baja Fresh**; **Maaco Auto Painting and Body Works**; and many more. For a complete list of participating merchants visit the eScrip website.



iGive.com

Shop online at www.iGive.com, and put your shopping dollars to work for HGH. The iGive online shopping mall offers more than 500 online stores, each offering a return percentage to the charity of your choice. Visit www.iGive.com/hgh and sign up today to benefit HGH with your online purchases.



Donate a Vehicle

Now is the perfect time to clean-up by clearing your driveway of those unwanted cars, RVs, and/or boats (running or not). Donate your vehicle to HGH and receive a gift for yourself – a valuable tax deduction and free towing of your unwanted vehicle. *Contact Marcy Delsen, Development Administrator, at (619) 938-2855, to make arrangements for your donation.*

Please note: Home of Guiding Hands only partners with reputable businesses that protect the privacy of our donors; and those that affirm that they do not license, sell, exchange or distribute any specific information concerning individual program participants to any third parties, not directly involved in the particular giving programs.

Save The Date

- ◆ **February 11, 2006** —32nd Heart & Hand Ball: “Romance in Tuscany” at the Omni San Diego Hotel. Sponsored by Grossmont Healthcare District and The San Diego Scottish Rite Community Foundation. Cost is \$200 per person. Net proceeds benefit HGH. *Call (619) 938-2856 to reserve your table today.*
- ◆ **February 16, 2006** — Introduction to HGH’s Life Planning Project and related workshops at HGH’s corporate offices: 1825 Gillespie Way, Suite 200, El Cajon. Two time slots are available (10 a.m. or 1 p.m.). All parents and relatives of people with developmental disabilities are invited to attend. Reservations required; call (619) 938-2879.
- ◆ **March 25, 2006** —Involved Exceptional Parents Day at the Handlery Hotel in Mission Valley, San Diego. Features keynote speaker Mary Shea, Ph.D., founder of Kids Included Together. For more information visit: www.iepday.org; or call 858-576-2966.



HGH resident Neil Cairncross relaxes on the sofa at Windmill House.



Jennifer Hothan, Community Living Program counselor (left), assists Barbara Bartlinsky with her shopping.

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THE GUIDING HAND

News About Home of Guiding Hands;
Advocates for People with
Developmental Disabilities

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