

GENERATIONS



VOLUNTEER SPOTLIGHT: GARY SOLOMON



Gary and his wife Courtney have a young son and one on the way. He grew up in New Jersey, the son of a stay at home mom and hard working father who opened his own print shop. Gary himself is a third generation printer who now counts Seniors First among his many clients. But his connection to helping senior citizens began long before that.

Growing up he remembers his mother as a woman who instilled in him and his 2 sisters the idea that giving back and reaching out to those in need wasn't just the right thing to do, it was every person's responsibility. "I remember my parents taking in people who were having hard times and putting extra chairs around the dinner table."

His first experience with Meals on Wheels was when his grandfather became a client. "After Grandpa passed away, my parents started volunteering at the Westfield, NJ Meals on Wheels. They would deliver meals one day a week and

said they always enjoyed that time together."

Today Gary and his wife are living their life the way his parents did. Courtney plans to stay at home to care for the children but looks forward to being able to volunteer when they start school.

Gary volunteers at Seniors First events and works on planning committees throughout the year. He also donates his design talents and print work as a way to give back and says, "I'll start delivering meals myself once I retire."

"Meals on Wheels is close to my heart because of my grandfather. They were there for him. The people they serve, these are somebody's parents or grandparents. They've worked and given their whole lives. A couple of hours of my time to help someone who has no support; it's nothing. We waste more time than that staring at TV or playing on the computer. These people have no one. They deserve to know someone cares. For us to give back is such a small thing. How could you not? That's what we intend to teach our boys."

Gary and his family are a great example of how you can touch lives across generations and what a wonderful experience it can be. But in order for that to happen, we must be taught the importance of caring for one another. Clearly in their home, that lesson will be taught early and often.

CORPORATE PARTNER: PUBLIX SUPER MARKETS CHARITIES

As we celebrate our 50th anniversary this year serving the seniors in our community, we wanted to celebrate those community partners that have been a part of our long history. One such partner is Publix Super Markets Charities. Also in their 50th year, Publix Super Markets Charities has been part of our history since 1997, and has helped us reach this milestone.

Their Mission:

The mission at Publix Super Markets Charities is to endeavor to meet the needs of the people in their community. To that end, they commit to be dedicated to the dignity and value of the human spirit—helping strengthen it to overcome adversity, determined to offer people hope and a choice for the future, and devoted to the highest standards of community involvement.

Their History:

In 1966 Publix Super Markets founder George W. Jenkins, affectionately known as Mr. George, established a charitable foundation with the intention of caring for his community—and with a vision that the giving would continue long after he was gone. Today, under the leadership of Mr. George's daughter, Carol Jenkins Barnett, Publix Super Markets



PUBLIX SUPER MARKETS
CHARITIES

Charities remains committed to serving the communities in which Publix operates. And the legacy of giving continues.

At Publix Charities, dedication to serving others is at the heart of everything they do. By supporting a variety of nonprofit organizations engaged in life-changing work, Publix Charities makes a far-reaching impact throughout the Southeast. The result is stronger communities infused with hope and prepared for a brighter future.

Thank you:

Thank you Publix Super Markets Charities for partnering with and supporting Seniors First all these years. As both organizations celebrate 50 years we look to the future and the next 50 years serving those in our communities that need us most. You help provide frail older adults with independence, choice and hope. We applaud you for your ongoing commitment to philanthropy and thank you for your valued partnership.



PRESIDENT'S MESSAGE: MARSHA LORENZ

Seniors First 50th Anniversary

Seniors First, Inc. turned 50 this year and to commemorate this significant milestone, held an anniversary party on May 17th to celebrate our dedication to helping seniors maintain their health and independence. We are extremely proud of our history and those who have contributed their time, talents, and resources to meet our mission.

The intimate celebration honored our volunteers, donors and staff that made this golden anniversary possible. Joined by Annetta Wilson, an award-winning journalist and success coach, the event also revealed our extensive rebrand.

When we look back on where Seniors First began, we truly have come a very long way since our humble beginnings in 1966 as an advocacy and information and referral organization. Last year, Meals on Wheels volunteers delivered more than 200,000 nutritious meals to Orange County homebound seniors with an additional 90,000 hot lunches offered through our

Neighborhood Lunch Program. Our in-home services program which includes personal care, homemaker, companionship, and respite care provided over 100,000 hours of direct client assistance.

With our rebrand, we wanted to illustrate our continuing commitment to the Orlando community. The logo that served us so well over the years, no longer reflects the programs and services we provide for more than 5,000 Central Florida seniors, or our expertise and permanency in our field.

As we have grown over the last 50 years, so has the need for our programs and services. This milestone was the perfect time to reflect on how Seniors First combats the three biggest threats to aging: hunger, isolation and loss of independence and to strategically plan how we will meet the growing needs of our seniors going forward.

Thank you for joining and supporting us in our efforts to alleviate hunger and provide hope to seniors who want to live healthy and independent lives. We could not do what we do without YOU!

The Problem

Our community's vulnerable seniors find themselves in positions they never expected – isolated, having to choose between buying food or medication, and physically unable to care for themselves or their living environments. No senior deserves to be forgotten, hungry or left behind.

The fastest growing segment of the population is people age 85 and older.

There are over 16,000 senior citizens in Orange County alone who may not know where their next meal is coming from.

Our average client is a 77 year old widow living on a limited income, is isolated or has little family support and suffers from more than one illness or disability.

How You Can Help

VOLUNTEER - Volunteers are a vital part of the care we provide. Often just spending time listening to and talking with our elderly clients helps to enrich their lives.

GIVE - Your thoughtful gift will help our community's most vulnerable seniors avoid or delay the three biggest threats of aging: hunger, isolation and loss of independence.

ADVOCATE - Knowing that 1 in 6 seniors may not know where their next meal will come from, education and awareness of senior hunger is essential on all levels.



ALBERTA'S STORY:

Alberta just wants to stand on her own two feet. That's not much to ask considering the dozens of years she spent in front of a stove preparing thousands of meals for friends, family, church members and others. Though visitors to her home are no longer met by the aroma of her famous pound cake, they are greeted by a smiling 95-year-old senior citizen who is determined to maintain her independence and home address. With your help, she's able to live on her own through the Meals on Wheels program where she receives nutritious, home-delivered meals and regular visits from caring volunteers. Alberta looks forward to the meals and the friendly visits. "I really depend on them since I can't cook anymore," she said.



ANNUAL REPORT 2015

STATEMENT OF FINANCIAL POSITION

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$ 812,100
Accounts receivable	1,516,837
Prepays and other assets	99,611
Total Current Assets	2,428,548

Property and Equipment, Net	1,422,039
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OTHER ASSETS

Certificates of deposit	522,776
Funded depreciation	206,820
Beneficial interest in assets held by Community Foundation of Central FL	1,644,186
Security deposits	3,250
Total Other Assets	2,377,032

TOTAL ASSETS	\$ 6,227,619
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LIABILITIES AND NET ASSETS

Current Liabilities

Accounts Payable	\$ 448,769
Accrued payroll and related expenses	131,526
Deferred revenue	290,013
Total Current Liabilities	870,308

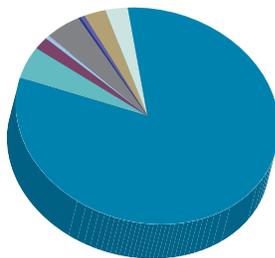
NET ASSETS

Unrestricted	5,022,449
Temporarily restricted	229,753
Permanently restricted	105,109
Total Net Assets	5,357,311

TOTAL LIABILITIES AND NET ASSETS	\$ 6,227,619
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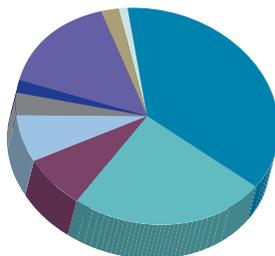
REVENUE BY FUNDING SOURCE TOTAL: \$9,080,924

Grant and Contract Rev	7,407,157	81.08%
Medicaid Waiver Rev	447,346	4.90%
Fee for Service	177,136	1.94%
Other Contracted Services	45,979	0.50%
Donated Services and Rent	440,362	4.82%
Client Contributions	13,835	0.15%
Other Income	56,367	0.62%
Fund Raising	260,263	2.85%
Special Events	232,479	2.54%



EXPENSE BY PROGRAM TOTAL: \$9,135,955

In-Home Services	3,386,694	37.07%
Nutrition Services	2,232,182	24.43%
Home Improvement	683,947	7.49%
Transportation	635,752	6.96%
Guardianship	317,928	3.48%
Stepping Stone	158,573	1.74%
Admin & General	1,422,888	15.57%
Fundraising	202,625	2.22%
Special Events	95,367	1.04%



THANKS TO YOU

Your contribution of time and treasure have an immediate impact by alleviating hunger, combating isolation and enabling independent living with enhanced quality of life for vulnerable seniors.

IN 2015:

320,825

Total number of meals served to seniors at risk for hunger.

85,385

Hours of in-home personal care, homemaker, and companionship services.

250

Number of volunteer drivers needed each week to deliver meals.

773

Number of clients served by Stepping Stone Medical Equipment Bank.

With much gratitude Seniors First extends a heartfelt thank you to the following foundations for their generous support in 2015:

2015 FUNDERS

- A Friends' Foundation Trust
- Bank of America Charitable Foundation
- Banfield Charitable Trust
- Chatlos Foundation, Inc.
- Chesley G. Magruder Foundation
- Darden Community Grant – Season's 52
- Darden Restaurants Foundation
- Joseph G Markoly Foundation
- Lee Foundation
- Margaret McCartney & R. Parks Williams
- Martin Andersen-Gracia Andersen Foundation
- Meals on Wheels America
- Orlando Sentinel Family Fund, a fund of the McCormick Foundation
- Subaru of America – Share the Love
- The Father's Table Foundation
- The Galloway Foundation
- The Kent Foundation
- UPS Foundation, Inc.
- VNA Foundation
- Walmart Community Grants
- Winn Dixie Foundation

Mailing Label Changes

Please check the appropriate box below, correct the label and return to Seniors First.

- Name change or misspelling
- Address change
- Remove from mailing list
- Received more than one copy

Sign up for electronic newsletters on our website.

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- VIP Services of Orlando

HIGH TEA & HATS SPONSORS

Corporate Partners:

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WFTV 9 Family Connection

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- Orange Appeal
- Orlando Magazine
- Orlando Sentinel
- Plum Deluxe
- Southwest Orlando Bulletin
- Travel Host Magazine



Laura Chambliss, Loretia Davis, and Veronica Jacobs

EMPLOYEE SPOTLIGHT: ONE CLIENT'S THANK YOU

Celebrating our 50th year is the perfect time to highlight some of our staff that rarely receive thanks and recognition. Although not always in the spotlight they are truly the embodiment of our mission. A shout out to these special ladies: Laura Chambliss, Loretia Davis, and Veronica Jacobs.

One of their clients, a blood cancer patient, has these words of thanks and praise for each of them: "Moffett Cancer Center has its cancer benefits but they do not have Laura, Loretia and Veronica with Seniors First that provide me with so many other benefits.

Laura keeps my home clean (most important with blood cancer patients due to weakened immune systems), does

my laundry each week, and makes sure that everything is put away in its proper place.

Loretia gives me my showers, carefully rubs my back, dries my body, and applies lotion to keep my skin soft.

Veronica helps me with my exercises for my back & knees that I must do each day as prescribed by the neurosurgeon. We do the routine walk that I must do daily.

I thank God each day for having these ladies caring for me. They all are exceptional in caring for their clients."

Thank you Laura, Loretia, and Veronica! We are proud to have you part of our Seniors First family.

BOARD OF DIRECTORS

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