



# SeniorsFirst

*Meals on Wheels, in-home care and more.*



## GRATITUDE REPORT 2021



OUR MISSION IS TO ENHANCE THE QUALITY OF LIFE OF SENIORS BY MAINTAINING THEIR INDEPENDENCE AND DIGNITY.

**It takes each of us to make a difference for all of us.  
Thank you, for making a difference.**

# FIRST FACTS

Clients  
Served:  
4,071

Volunteer  
Hours:  
22,214

Shopping  
Assistance  
Hours:  
1,804

Pieces of  
Medical  
Equipment  
Provided:  
731

Meals  
Served:  
406,373

Wards  
Served by  
Guardianship  
Program:  
137

In-home  
Care Hours  
Provided:  
163,533

Client  
Transportation  
Trips:  
14,547



# COMMUNITY IMPACT



## Meals on Wheels

**96.5%** report they are eating a healthier diet.

**95.5%** report MOW makes it easier to live at home.

**90.9%** report the volunteers make them feel less isolated.



## Neighborhood Lunch Program

**96.5%** report they have something to look forward to.

**86.1%** report the program supports their daily well-being.



## In-Home Care

**93%** report it helped them meet their daily living needs.

**92%** of caregivers reported less stress.



## Stepping Stone Medical Equipment Bank

**100%** report their equipment makes it easier to complete activities of daily living.



## Guardianship

**100%** of wards well being maintained.



## ANNUAL REPORT 2021 STATEMENT OF FINANCIAL POSITION

### AUDITED ASSETS

#### CURRENT ASSETS

|                             |                    |
|-----------------------------|--------------------|
| Cash and cash equivalents   | \$3,177,453        |
| Accounts receivable         | 1,296,245          |
| Certificates of deposit     | 550,620            |
| Prepays and other assets    | 169,139            |
| <b>Total Current Assets</b> | <b>\$5,193,457</b> |

#### PROPERTY AND EQUIPMENT, NET

**\$1,149,432**

#### OTHER ASSETS

|  |                  |
|--|------------------|
| Contingency Reserve Fund   | 274,500          |
| Funded depreciation  | 174,503          |
| Beneficial interest in assets held by Central Florida Foundation | 2,350,777        |
| Security deposits  | 3,250            |
| <b>Total Other Assets</b>  | <b>2,803,030</b> |

#### TOTAL ASSETS

**\$9,145,919**

### LIABILITIES AND NET ASSETS

#### CURRENT LIABILITIES

|                                      |           |
|--------------------------------------|-----------|
| Accounts payable                     | \$531,069 |
| Accrued payroll and related expenses | 110,009   |
| Deferred revenue                     | 272,387   |

#### TOTAL CURRENT LIABILITIES

**\$913,465**

### COMMITMENTS AND CONTINGENCIES

#### NET ASSETS

|                            |                  |
|----------------------------|------------------|
| Without Donor Restrictions | 7,952,842        |
| With Donor Restrictions    | 279,612          |
| <b>Total Net Assets</b>    | <b>8,232,454</b> |

#### TOTAL LIABILITIES AND NET ASSETS

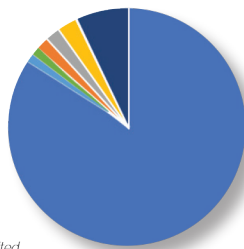
**\$9,145,919**

*Figures taken from Seniors First Consolidated Statement of Activities 12-31-21 Audited*

### REVENUE BY FUNDING SOURCE

**TOTAL: \$11,290,984\***

|                           |           |        |
|---------------------------|-----------|--------|
| Grant & Contract Rev      | 9,755,254 | 86.40% |
| Fee for Service           | 195,799   | 1.73%  |
| Other Contracted Services | 223,121   | 1.98%  |
| Donated Services & Rent   | 299,804   | 2.66%  |
| Client Contributions      | 2,099     | 0.02%  |
| Other Income              | 9,636     | 0.09%  |
| Fundraising               | 805,271   | 7.13%  |



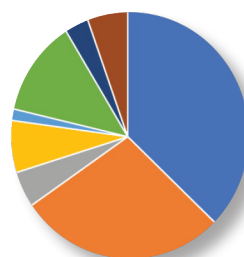
*Figures taken from Seniors First Statement of Functional Exp - 12/31/21 audited.*

*\*Net of cost of goods sold (\$250,583)*

### SENIORS FIRST FUNCTIONAL EXPENSES

**TOTAL: \$11,339,106\***

|                              |           |        |
|------------------------------|-----------|--------|
| In-Home Services             | 4,332,218 | 37.38% |
| Nutrition Services           | 3,216,627 | 27.75% |
| Transportation               | 569,572   | 4.91%  |
| Guardianship                 | 832,491   | 7.18%  |
| Stepping Stone & Food Pantry | 182,363   | 1.57%  |
| Admin & General              | 1,481,488 | 12.78% |
| Fundraising                  | 366,788   | 3.16%  |
| Other Services               | 608,142   | 5.25%  |



*Figures taken from Seniors First Statement of Functional Exp - 12/31/21 audited.*

*\*Net of cost of goods sold (\$250,583)*

## PRESIDENT'S MESSAGE

As I sat down to write this thank you letter to you, I had one word in my mind, "Gratitude". I mean, we all know the definition. Webster's says, Gratitude, noun: 1. The quality of being thankful; readiness to show appreciation for and to return kindness. But how? How can I fully express how much your support has meant to Seniors First and the 1,000's of clients we serve?



The question was how to start. But then I thought, "a readiness to show appreciation". It's important to me that you know just how much we appreciate you! We appreciate all you do each year to see that seniors who struggle with hunger, mobility, loneliness and depression are loved and cared for.

The simple truth is YOU make a difference when you donate your time or treasure, share our message on social media to spread the word, suggest to friends and family ways they too can ease the struggles of our most at risk senior citizens and simply help raise awareness. Just as a small drop of water can cause ripples that go on to effect everything around it, you have changed things for the better.

Thanks to you, seniors now have the security of knowing there will be fresh, nutritious food delivered daily, their home will be neat and tidy, someone will be there to help them groom and dress and most importantly, the comfort of knowing they are no longer alone.

And while a simple but heartfelt thank you doesn't seem enough, know that the work we are able to do in the community is only possible because of YOU and I could not be more thankful.

With the utmost gratitude,

- Marsha L. Lorenz, President/CEO

## PROGRAMS AND SERVICES:

### Meal Programs

- **Meals on Wheels:** Provides seniors with nutritious daily meals, warm conversation and a safety check.
- **Neighborhood Lunch with Transportation:** Nutritious meals and activities in a social setting.
- **Community Food Pantry:** Open the 2nd and 4th Thursday of each month at the Seniors First office.

### In-Home Care Program

- **Care Management:** A custom care plan from a case manager who regularly monitors client needs.
- **Personal Care:** Homebound clients receive general hygiene services like bathing, shaving and dressing.
- **Homemaker:** Provides light housekeeping and services like laundry, shopping and meal preparation.
- **Companionship:** Relieves loneliness providing conversation, help with reading, errands and shopping.
- **Respite Care:** Certified personal care worker relieves caregivers for a few hours at a time.

### Stepping Stone Medical Equipment Bank

- Offers new and refurbished medical equipment and safety devices at little-to-no cost.

### Guardianship Program

- Trained staff and attorneys manage legal and medical affairs of incapacitated adults legally declared unable to care for themselves.

## DID YOU KNOW?

- **1 in 6 seniors struggles with hunger.**  
*\$280 feeds a hungry senior for a month on Meals on Wheels.*
- **The majority of our community's seniors are lonely.**  
*\$125 provides a month of social activities and meals at our Neighborhood Lunch Program.*
- **68% of seniors age 65+ live with at least one disability.**  
*\$100 removes barriers to mobility with medical equipment from our Stepping Stone Medical Equipment Bank.*
- **16,000 seniors in Orange County may not know where their next meal will come from.**  
*\$100 feeds 6 hungry people for a week from our community food pantry.*
- **Up to 80% of seniors are socially isolated.**  
*\$50 provides 3 hours of companionship and personal care through our In-Home Care Program.*

## Thank you 2021 Funders and Corporate Partners

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TD Charitable Foundation  
The Chatlos Foundation, Inc.  
The Henry Family Foundation  
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WFTV 9 Family Connection

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