

**United Disabilities  
Services  
Foundation**

**Annual Report  
Fiscal Year  
2013 - 2014**

*Enhancing  
Abilities...  
Restoring  
Lives*



# Financials

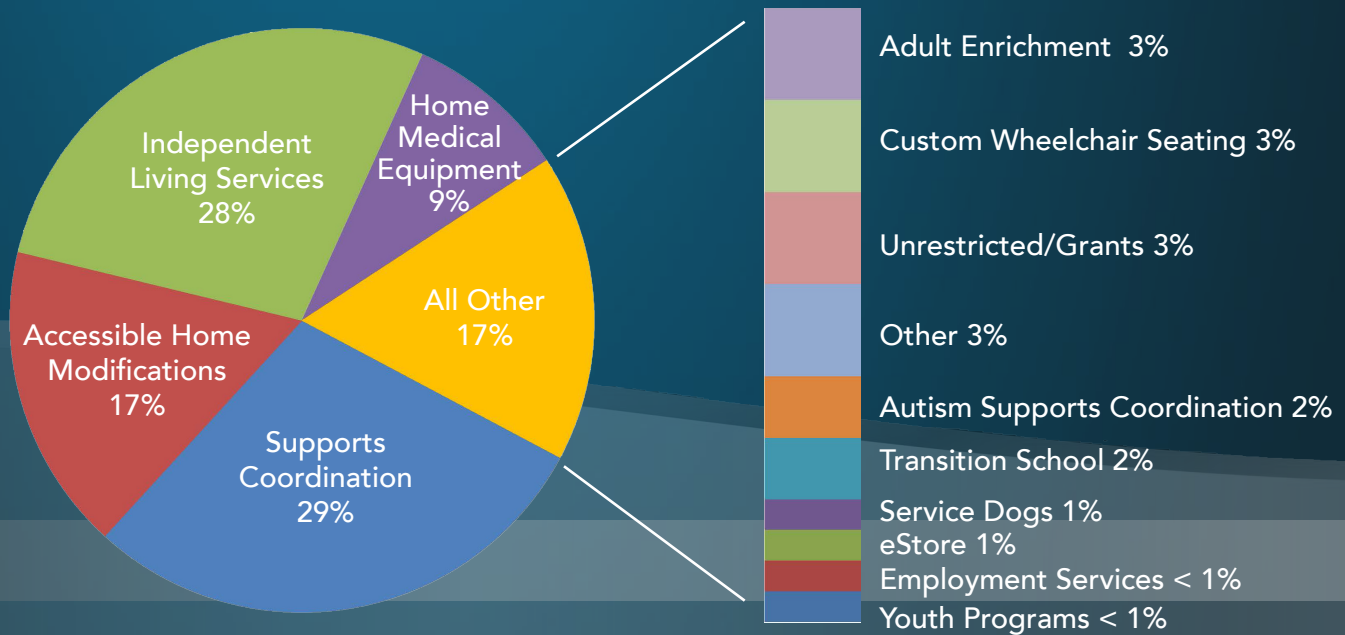
	2014	2013
PUBLIC SUPPORT AND REVENUE	\$12,927,271	\$11,394,068
EXPENSES	\$12,436,571	\$11,557,404
<b>Excess (Deficiency) of Public Support and Revenue Over Expenses</b>	<b>\$490,700</b>	<b>(\$163,336)</b>

## REVENUE BY PAYOR SOURCE

Total Public Support	\$609,909	\$611,030
Total Program Revenue	\$11,779,072	\$10,350,707
Total Other Revenue	\$457,290	\$432,331
<b>TOTAL</b>	<b>\$12,927,271</b>	<b>\$11,394,068</b>

United Disabilities Services Foundation (UDSF) continued to improve the financial health of the organization in 2014, as it increased overall revenues by 14%. The public's support increased by 13% and program revenues increased by 14%. The largest service provided by UDSF was Supports Coordination, which made up 29% of the total revenue generated in 2014. In-Home Care made up 28% and Accessible Home Modifications made up 17%, making these the top three services provided.

The company generated an overall net income for the first time in 4 years, reduced the debt ratio from 13% to 12% and improved the profit margin by 5%.



## A MESSAGE FROM UDS FOUNDATION BOARD OF DIRECTORS

Those who count on United Disabilities Services Foundation (UDSF) and its operating entities for our services expect us to be there when they need us. The UDSF Board and Leadership Team have made many changes over the past several years to ensure we uphold that promise and serve the people who need the vital services we provide.

In the 2014 Fiscal Year, we completed a new strategic plan that outlines the priorities, focus and benchmarks that will be used to measure our ability to meet the needs of our consumers, staff and volunteers to make UDSF even better in the future. By critically looking at who we are, what we do and where we can improve, we can make an even stronger organization that can be counted on to be there moving forward.

There is always more to do; so it is not time to sit back and rest on our laurels. While we look back on the past couple of years as a rough time for all, we now can see the strength and resilience of the organization as it has emerged stronger, more versatile and continuing to find new ways to serve our customers.

It has been my pleasure to serve as Board Chair this year. We are blessed to have such dedicated staff, Board Members and volunteers to carry us forward. I know that our new Board Chair, Shawn Long, will continue to lead us into a stronger and fulfilling future.

Thank you all for your past, present and future support of UDSF. And most of all, for being there when needed. You are doing great things in your community.



David Kreider, Chairman

## A MESSAGE FROM THE PRESIDENT & CEO

Thanks to you and your generous support of our mission through donations, dedicated acts of volunteerism and gifts-in-kind, we completed a very successful fiscal year. Here are some highlights you helped to make happen:

We are serving more folks than ever before! Our Supports Coordination program added over 500 new consumers. Our Accessible Home Modifications program served an additional 60 clients and families. Our Resource Center, totally funded by grants and donations, handled an additional 2,000 calls. The Adult Enrichment program added 10 participants growing their census by 40% and sustaining themselves with positive net income.

Development had its best year ever. We exceeded our Challenge Match goal to increase our endowment by \$140,000. We also had the benefit of 600+ volunteers tirelessly assisting with our Gift Wrap Booth and Gala.

Our Transition School was able to provide additional scholarships to needy students as a result of record support from PA businesses through EITC contributions. We were also able to fully launch our Non-Profit Management Solutions Company (NPMS) to assist other non-profits with limited resources manage their risk and compliance.

All of these factors and many others were significant in helping us financially turn the corner in FY2014 and for the first time in four years, we were able to generate positive net income. Moving into FY2015, we are in a better place to no longer just focus on sustainability of key services to those we serve, but on investing in expansion, diversification and filling new service gaps.

Once again thanks to you, our community support, our engaged Boards, our talented, committed staff and to those we serve, we are in a much better place. FY2015 should be an exciting and fruitful year! Please stay tuned.



Bill Kepner, President & CEO

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We have made our best effort to ensure accuracy. Please contact Larry Aubrey, Director of Development, about any errors or omissions at 717-397-1841.

## Special thanks to our 2013-2014 EITC Donors

The UDS Transition School is funded through the Educational Improvement Tax Credit (EITC) which allows businesses the opportunity to invest in tomorrow's workforce and earn substantial tax credits in return. Many of the businesses below have provided ongoing support for this important community asset for many years.

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### Your Gifts Make A Difference

UDS Foundation strives every day to help individuals get the services and supports they need.

Josh is one of these individuals who originally came to us through a call to our Resource Center. Josh's parents had given him a remote, but he was unable to use it and wanted to donate it. During this call, our Resource Center representative, Jenn, began to understand that Josh could benefit from other services that he was not currently receiving.

Jenn helped Josh to apply for the Independence Waiver, a State and Federal funded program, that would pay for some of the critical supports he needed. Josh also engaged UDS Supports Coordination to assist him with his care plan.

One of the major issues that needed to be addressed was accessibility in Josh's home. With funding from his new waiver, our UDS Accessible Home Modifications team was able to install an exterior ramp, a ceiling lift, and - Josh's favorite part - a new accessible shower. Now, instead of being a scary experience that caused intensive fear of falling when being lifted in and out of the tub, Josh feels safe and secure with his new modifications.

Josh's Supports Coordinator, was also able to help Josh's mother become his paid caregiver, and she helped his family find the resources to acquire an accessible van allowing Josh to be more active in the community. Josh is extremely grateful for all of the resources UDS Foundation has provided to him.

**Every time you donate to UDS Foundation, YOU help to change the lives of individuals like Josh.**

*Thank you!*



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