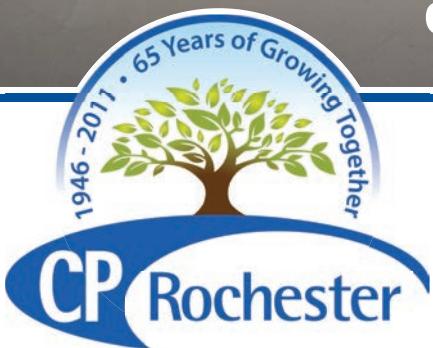
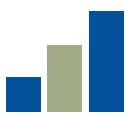




family
means
everything.



2011 Annual Report
to the Community





It was a successful, unique, and sometimes challenging 2011 at CP Rochester. There were many changes, including cuts in funding, increased regulatory scrutiny, and an unclear future as we head into an era of managed care for those with disabilities in New York. The year saw long-time members of the CP Rochester family move on to other places while new family members took their place. But, even during times of change and challenge, one thing stays crystal clear: 'family means everything!'

When I think about family, I quickly realize there are many different kinds. Most obvious is the family in which we are born. Then, there is the family many of us choose to make by marrying and having children. Finally, there are the numerous other families in which each of us find ourselves throughout our lives.

As I think about the CP Rochester family, I focus on this definition of the word: 'a group of people who share common attitudes, interests, or goals.' Bingo. That describes the CP Rochester family perfectly and is the focus of this *2011 Annual Report to the Community*. However, I would like to add a bit more description to the definition: 'a group of **passionate** people who share common attitudes, interests, goals, **and a personal commitment to the health and wellness of individuals in our care.**'

The passionate and personal commitment members of our CP Rochester family possess help ensure we all work together to make certain the people we support successfully live the lives they choose for themselves. In this *2011 Annual Report to the Community*, I want to share a few 'CP Stories' which showcase this commitment.

It is these stories, and many others, which form the backbone of our rich history and create the fabric of our CP Rochester family. As we wrap up our agency's 65th year of caring for individuals with physical and developmental disabilities, let us look forward to another 65 years of family, successes and, of course... stories.

Be well.

A handwritten signature of Brian C. Klafchn's name.

Brian C. Klafchn
President

family
means
everything.

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3399 Winton Road South
Rochester, New York 14623
585-334-6000
www.CPRochester.org
www.facebook.com/CPRochester



It's a great feeling to be independent and on your own. This is very true for 26-year old Caitlin Weir, a friendly and determined young woman who has received services from CP Rochester her entire life. Caitlin is very eager to experience her own personal independence as she ventures out from her parents' home toward the next exciting stage of her life. Pictured in front of her new home, Caitlin and friends are in the final stages of preparing for the supports they need to live on their own.



Financial Report

Consolidated Statement of Activities and Change in Net Assets

For the year ended December 31, 2011 (with comparative totals for 2010)

| | % of Total |
|---|-------------|
| Revenue and Support: | |
| Medicaid and other third-party payers | 76% |
| Government Support | 17% |
| Self-pay | 5% |
| Investment income, net and other income | 1% |
| Public Support | 1% |
| Total Revenue and Support | 100% |

| | 2011 | 2010 |
|---------------------|---------------------|------|
| \$12,862,632 | \$12,929,007 | |
| 3,006,567 | 3,352,015 | |
| 854,504 | 819,091 | |
| 246,903 | 674,083 | |
| 240,174 | 368,863 | |
| \$17,210,780 | \$18,143,059 | |

| | % of Total |
|-----------------------|-------------|
| Expenses: | |
| Staffing | 69% |
| General Operating | 23% |
| Occupancy | 6% |
| Depreciation | 2% |
| Total Expenses | 100% |

| | 2011 | 2010 |
|----------------------|---------------------|------|
| \$12,218,238 | \$12,444,165 | |
| 4,055,696 | 3,551,242 | |
| 1,091,927 | 1,060,748 | |
| 339,293 | 333,408 | |
| \$17,705,154 | \$17,389,563 | |
| \$(494,374) | \$753,496 | |
| 62,511 | 148,871 | |
| (1,523,893) | 608,774 | |
| \$(1,955,756) | \$1,511,141 | |
| 4,839,304 | 3,328,163 | |
| \$2,883,548 | \$4,839,304 | |

Change in Net Assets before Other Changes in Net Assets

| | | |
|---|----------------------|--------------------|
| Prior year income/(expense) | 62,511 | 148,871 |
| Change in funded status of pension plan | (1,523,893) | 608,774 |
| Change in Net Assets | \$(1,955,756) | \$1,511,141 |
| Net Assets - beginning of year | 4,839,304 | 3,328,163 |
| Net Assets – end of year | \$2,883,548 | \$4,839,304 |

Consolidated Balance Sheet

For the Year Ended December 31, 2011 (with comparative totals for 2010)

Assets:

| | 2011 | 2010 |
|-------------------|-------------|-------------|
| Current assets | \$3,169,444 | \$3,455,506 |
| Fixed assets, net | 1,557,506 | 1,754,621 |
| Other assets | 4,321,958 | 4,428,763 |

| | | |
|---------------------|--------------------|--------------------|
| Total Assets | \$9,048,908 | \$9,638,890 |
|---------------------|--------------------|--------------------|

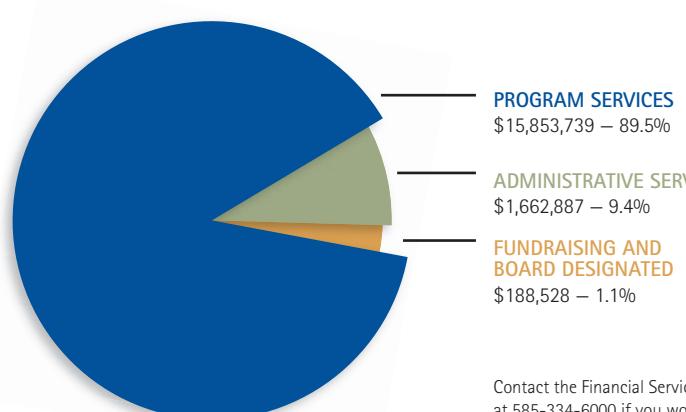
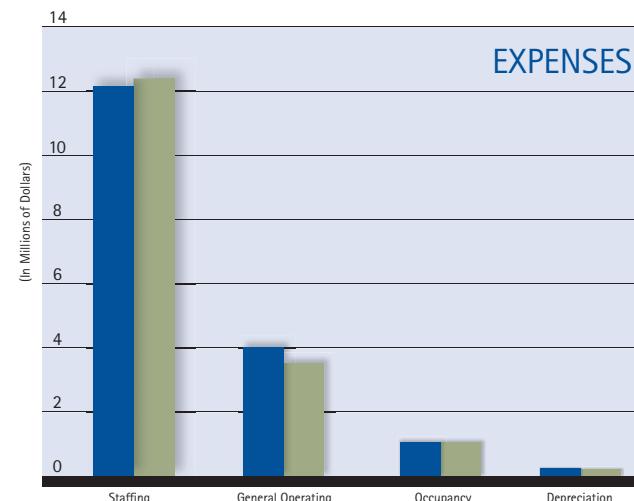
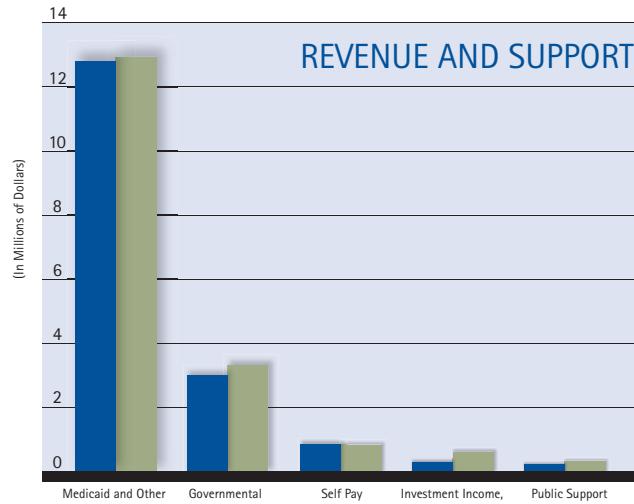
Liabilities:

| | 2011 | 2010 |
|-----------------------|-------------|-------------|
| Current liabilities | \$1,936,152 | \$1,866,600 |
| Long-term liabilities | 4,229,208 | 2,932,986 |

| | | |
|--------------------------|--------------------|--------------------|
| Total Liabilities | \$6,165,360 | \$4,799,586 |
|--------------------------|--------------------|--------------------|

| | | |
|------------------|-----------|-----------|
| Total Net Assets | 2,883,548 | 4,839,304 |
|------------------|-----------|-----------|

| | | |
|---|--------------------|--------------------|
| Total Liabilities and Net Assets | \$9,048,908 | \$9,638,890 |
|---|--------------------|--------------------|



Contact the Financial Services Department at 585-334-6000 if you would like a copy of audited financial statements.



What started out as a team building experience resulted in a long-term commitment which time and corporate change have not broken. CP Rochester's family of volunteers from Eastman Kodak have come together every Day of Caring for the past 15 years to offer support to our agency and the individuals we serve. Although many have retired or left Kodak, they remain strong in their commitment to support CP Rochester's mission throughout these changing times.



This group of volunteers is known for their ability to build — and build they have! Over the years, they have designed and fabricated shelves at all of our residences, as well as constructed countless picnic tables, accessible garden boxes, benches, and swings.

Volunteer Support

In 2011, the agency was fortunate to have 214 dedicated volunteers give 15,293 hours of their time. This figure is even larger when the many service groups who come throughout the year are included.

According to the leading nationwide coalition of non-profits, foundations, and corporate giving programs, the national average value of volunteer time is \$21.63 per hour. This translates to \$330,787 in real savings for CP Rochester thanks solely to its volunteers. While the monetary value of our volunteers alone is astonishing, it is equally important to remember the long-term relationships the agency develops with such wonderful people... and all the experiences and life lessons they bring. CP Rochester is extremely fortunate to have this support.

- 214 program volunteers gave 15,293 hours of service
- 94 students spent 263 hours observing professionals in their fields of study
- 18 service groups gave 1,853 hours of support throughout the agency
- 17 Board of Directors and Committee members met for 323 hours

Ways to Give

Many CP Rochester donors choose to give from their immediate assets such as cash and check (or via credit card). In addition to this type of giving, there are a number of creative ways to provide long-term financial support, such as with a 'legacy' gift. The goal of CP Rochester's *Legacy Society* is to plan for the organization's future and set the course for a strategic vision which will carry the agency forward. Legacy gifts include bequests, charitable gift annuities, charitable remainder trusts, charitable lead trusts, life insurance, real estate, and others.

Every member of the CP Rochester family has the power to make future change possible. Together, the agency can continue to ensure the long-term sustainability of programs and services for the nearly 2,000 individuals served each year.

Legacy Gifts

- **Stocks** – Gifts of stock enable donors to avoid capital gains on the appreciation in market value of the shares.
- **Bequests** – Simple bequests may be made through a donor's will and can specify any dollar amount, percentage, or portion of the estate to CP Rochester.
- **Charitable Gift Annuity** – A charitable gift annuity is when a donor transfers property (cash, securities, real estate) to CP Rochester in exchange for a fixed dollar payment during the donor's lifetime.

- **Charitable Gift from an IRA** – Individuals over 70½ may designate direct contributions from an IRA to CP Rochester.

- **Charitable Remainder Trust** – A charitable remainder trust pays income to the donor or beneficiary for a period of time, after which the property in the trust passes to CP Rochester.

- **Charitable Lead Trusts** – A charitable lead (income) trust is established when a donor transfers property to a trust, which generally pays income interest to CP Rochester.

- **Life Insurance** – A gift of life insurance allows a donor to pass on part of his or her estate with minimum cost, maximum benefit, and often an estate tax advantage.

- **Real Estate** – Gifts of real estate include a principal residence, vacation home, farm, commercial property, and land.

For more information on making an immediate or long-term legacy gift to CP Rochester, call Peter Gabak, director of Development, at 585-442-4102 x2718 or via e-mail at pgabak@alsigl.org.



Adaptive Workshop volunteers Tony Nardone, Henry Boessl, Jeannie Nutting, Patrick McGarry, and Frank Rogers. Not pictured: Ed Demay, David Schafer, and Marty Chatt.

CP Rochester's family of Adaptive
Workshop volunteers is made up of talented
and generous people who make a difference
every day in the lives of the individuals we
serve. Collectively, they have spent nearly
100 years hammering, sawing, planning,
designing, and developing perfect solutions
to every accessibility or mobility challenge
faced by many adults and children in our care.

Donations from January 1, 2011 to December 31, 2011

Courage League

\$1,000+

AI Sigi Sports Committee
Alesco Advisors LLC
Alice & Edward Johnson Foundation
Ames-Amzalak Memorial Trust
ASC Partners' Foundation, Inc.

Buffalo Bills
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Davenport-Hatch Foundation
Elks Lodge #24

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Monroe Wheelchair

Mosier & Muench Associates
NYS Elks Major Projects Corp.

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Foundation

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Jim & Georgine Stenger

Tds Upper Deck
Webster Lions Camp Smile

Wegmans
Mr. & Mrs. William F. Weir

Wilson Farms, Inc. / 7-Eleven

Independence Society

\$500-\$999

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Benefits Management, Inc.

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Mr. & Mrs. Simon J. Buisman

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Mr. Paul Olcott

Mr. Steven R. Olson
Omnicare of Rochester

Mr. Gary J. Petrus
Rochester Guild for Special Children
Mr. & Mrs. Robert S. Walsh
Webster-Fairport Elks Lodge #2396

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\$1-\$499

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Ms. Barbara Abraham

ABVI Goodwill
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Mr. & Mrs. Tobin Foryt

Mrs. Jessica Fowler

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We apologize if your name was inadvertently misspelled, omitted, or listed incorrectly. Please contact CP Rochester at 585-334-6000 and notify us.



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Our Mission

CP Rochester exists to support people with physical and developmental disabilities in choosing and accomplishing successive, individualized life goals. We do this by providing a wide range of services to people of all ages in the greater Rochester area. These services include: Outpatient Clinical, Residential, Educational, and Personal Support Services. Our purpose is to ensure those we serve safely determine their own pathways in life and live as full members of their communities.

More and more children and adults with physical disabilities and their families, from a broader geographic area, actively seek the expanding services of CP Rochester. They are confident they have a partner helping them to make personal life choices which result in more independence and meaningful community involvement. Our measure of success is simple – consumer and family satisfaction.

*Doing the right things...
...and doing them right.*

Operating Principles

CP Rochester's ability to grow as a successful, consumer-focused service organization will be dictated by the strength of our staff and volunteer belief in, and commitment to, the operating principles and values inherent in our mission. Shared awareness and clear understanding of these principles will enable us to rally around a common purpose in all we do.

It is the intent of CP Rochester to:

- Focus our support service planning and development on individualized, family-centered services created in partnership with consumers and families.
- Create an organizational environment where openness, choice, new ideas, and innovation in support of our mission can flourish because they are encouraged and supported.
- Actively work both individually and as an organization to remove physical, attitudinal, and communication barriers which exclude people with disabilities from their fundamental right to full community inclusion and participation.
- Constantly strive to maintain a consumer/family driven focus in all we do based on the highest standards of service quality.
- Support CP Rochester volunteers and staff in the belief that: they can make a difference, they will be treated with respect, and they will be challenged in a positive work atmosphere which fosters cooperation over competition through a dedication to team process.
- Pursue service growth and expansion in keeping with our mission that is cost conscious, well planned, and supports the financial stability of the organization.
- Promote consumer, family, staff, and volunteer understanding and awareness of internal/external factors which impact the agency through active listening and open expression.

Member of:



The Annual Report is published once per year for the consumers, families, friends, donors, and staff of CP Rochester. Comments are welcome and should be directed to the Marketing and Communications Department at 334-6000. Writer/Editor: Dave Carro, Marketing and Communications Manager