



**HIAWATHA HOMES
FOUNDATION**

2019 Annual Report



Celebrating Family

THE HIAWATHA FAMILY TREE



Family is a versatile word at Hiawatha Homes. It functions as a way to describe each and every person connected with a near and dear mission: providing quality support to individuals with disabilities at home and in their community. The Hiawatha Homes family tree is deep rooted and far reaching. This year, we celebrate those who joined our family tree, and those who have remained to help us grow.

The 2019 Annual Report is filled with meaningful stories that illustrate the many HH family branches.

Family: We Stay Together



Hiawatha Homes was founded with a strong belief and commitment to providing quality support services to individuals and families in our community. The **care, commitment, and compassion** of our HH Team Members are the **roots that keep us grounded and anchored in all that we do.**

As the oak tree is resilient, and flexible to endure the storms, we too, with our strong roots have survived many storms throughout the years. Hiawatha Homes' endured a challenging storm in 2019 when due to the statewide staffing crisis that affected our program and nursing teams, we were forced to say goodbye to three people we supported and truly cared for. This was a very difficult time for everyone involved.

As the season's changed, the year 2019 also offered new opportunities for those we support and new ways to grow and have fun with family and friends. Through support from our community, and grants from our HH Foundation, individuals we support attended camps, professional sporting events, participated in ski dox, and several other individualized activities and events.

The oak branches symbolizes our **connections and relationships to one another.** Together with those we support, family members, guardians, board members, donors, volunteers, community members, **we are a strong family.** We have the strength, flexibility, and resilience of the oak tree. Together, our **dedication to those we support** provides the nutrients and rich soil for another new year of growth, learning, and prosperity.



Our HH Team continues to stand tall and stand proud during each evening's sunset. **We know that together and with your support, we are making a positive difference for many in our community.** Thank you for your ongoing support.

Cindy Ostrowski
Hiawatha Homes CEO



Family: Dedicated Team Members

"I hit a cow," was the simple answer that Jeff Morgan gave when asked how he ended up working for Hiawatha Homes. At the time, Jeff was working as a farmer and truck driver and that cow managed to cause a spinal cord injury and reset the trajectory of his career path. He landed at Hiawatha Homes and has spent the last 6 years as a Direct Support Professional who is trained at 18 different programs. In all of these programs, Jeff consistently finds a way to give individualized care to each person he supports. From dance parties to community events, he will always ensure that each individual is living the life they desire.



Hiawatha Homes nominated Jeff for the 2019 ARRM Cares Award. The ARRM Cares Award recognizes DSP's who represent specific ideal skills and values such as creative, innovative, person-centered approaches to services, personal integrity, and networking supports. His commitment to these values not only makes him a valuable employee but also highly talented and successful in supporting individuals to reach their goals.

Jeff Morgan
Hiawatha Homes
Direct Support Professional



Family: Community Partners

Thanks to a grant from the Otto Bremer Trust, Hiawatha Homes has replaced 68 outdated computers throughout the agency over the past year.

In 1976, when the doors at Hiawatha Homes (HH) opened for the first time, the idea of purchasing a computer was over a decade away. The first computer was used to track individual care plans and finances. Today, computers are a part of every team members' roles and responsibilities. Most importantly, computers have made it possible to further the progression of person-centered care. They are used to track individual plans, document care provided, manage medications, and allow efficient and effective communication between team members as it pertains to the individuals they are supporting. HH places a high demand on equipment as care is provided 24-hours per day, 365 days per year by 280 dedicated team members.

Team members are integral in creating an empowering environment filled with consistent support and care. They are involved daily in the support for the individual to achieve their personal goals and actively participate in the community. Updated and functioning equipment increases the time spent providing this quality face-to-face care.

The Otto Bremer Trust is a bank holding company and a private charitable trust based in Saint Paul, MN, that works at the intersection of finance and philanthropy. Created in 1944 by Otto Bremer, it is today one of the region's largest philanthropic organizations and is committed to supporting a better quality of life for residents of Minnesota, Montana, North Dakota and Wisconsin. We are grateful to the OBT for their belief in our efficient operations at HH, and most importantly, for their belief in supporting people!



Family: Community Partners 2019 Grants

Rochester Area Foundation weGive365

Thanks to RAF weGive365 members, HH received support for our Therapeutic Pet Support Fund. This fund supports our beloved four legged friends at HH, Racer & Rico!



SFM Safe Patient Handling

Safety is first at HH! This grant was gifted to HH to be used for the purchase of a new EZ Lift system for training and use in our programs.

Rochester Civitan Club

This club awarded two mission centric gifts to HH in support of ability awareness – a disability awareness education kit and support for DiverseAbility Day at the Festival of Trees – A Celebration of Giving.



Upcoming Projects

In 2019, the Casey T. O'Neil Foundation and People's Energy Cooperative granted gifts to HH to support the purchase of a new lift system at our Ferguson home. This project will take place in 2020, stay tuned for updates.

Family: Parent

Our Daughter, JoAnna, lives at Hiawatha Homes.

When JoAnna was 2 years old she was diagnosed with severe developmental delay. By the time she was a teenager my wife and I had to face some tough truths including that we lacked the resources to give Jo proper care so we made the difficult decision to turn her care over to others. Hiawatha Homes was the only organization that was willing to take someone her age which is how she came to live in Rochester. Originally, we planned to move her back to the cities once we found a program that would take her. In the meantime, we realized that Hiawatha Homes was the best place for her...she had become part of their family.



Now, over 20 years later, we still see Hiawatha Homes in those terms, and Rochester has become our second home. Jo is now 34 years old but functions at about a 2-year-old level and needs care in every area of her life. JoAnna has had many serious health issues over the years and it is only because of the excellent care and support from the staff at Hiawatha Homes that she has not had to move into a higher-level care facility.

Jim Huff

Hiawatha Homes Family Member



Family: Board Member, Friend, Volunteer

I first became acquainted with Hiawatha Homes when my brother, Larry, began to call HH his home in 2005. This acquaintance quickly turned into my involvement with the Board of Directors, Festival of Trees planning committee, and building relationships with the individuals supported by HH, staff, and other family members. As both a family member and a member of the Hiawatha Homes Board of Directors, I can personally attest to the goodness of the mission of Hiawatha Homes: To provide quality support services to people with disabilities at home and in their community. Larry lived at Hiawatha Homes for 10 ½ years. Those years provided him with some of the happiest days of his life as he was cared for by professional, caring, and compassionate staff. When as an aging adult with disabilities, Larry's physical challenges became more difficult, the staff saw to it that he was able to do all that he wanted to do each day...and then some. Until his passing, Larry was blessed many times over to be a part of the great family of Hiawatha Homes and I continue to experience those blessings each day.



One of the things I have particularly been blessed with is a growing friendship with Darlene. She was one of Larry's former roommates and we enjoy reminiscing about him and all his antics. We also love to bake and shop for new ingredients and have coffee and lunch together. We love visiting the Foundation Office and helping with Festival things together. Darlene has been the Underwriter Ambassador for the past two years and, in my role as Underwriter Committee Chair, it has been fun to visit prospective Underwriters with her and watch the way she advocates for Hiawatha Homes. Last year a new Underwriter handed us a check right on the spot after Darlene told him, "I think you should be an Underwriter!"

Mary Brouillard
Hiawatha Homes Boards of Directors



Hiawatha Homes Foundation

2019 - 2020 Board of Directors



Back Row: Roger Dearth, Mary Brouillard, Peter Carryer, Rahn Lund, Missy Hale, Jerry Kvasnicka, Michelle Pyfferoen
Front Row: Kathy Davis, Heather Whitten, Ryan Backus, Matt Nigbur, Linda Becker

Not pictured: Lisett Comai-Legrand, Margaret Lloyd

Hiawatha Homes, Inc.

2019 - 2020 Board of Directors



Back Row: Dan Gateno, Mary Brouillard, Jim Marcella, Carol Fitzgerald, Peter Carryer, Fran Bradley
Front Row: Heather Whitten, Ryan Backus, Matt Nigbur, Nicholas Dibble

Not pictured: Deb Falbo, Elaine Ingalls, Timothy Kelly, Jason Krueger, Susan Uhlenkamp

In 2019 the Festival of Trees - A Celebration of Giving raised more than \$185,000, which brings the 34 year total to over



\$4 million to support individuals with disabilities in our community!



“Our Festival of Trees committee is a family. We work together by sharing our talents and skills in support of our Hiawatha Homes family. We are committed to supporting the individuals at HH with much needed funding. To me, life couldn’t get any better than working with others to improve the world around us.”

**Kathy Davis,
FOT Co-Chair**



625 dozen cookies were gobbled up at the Holiday Cafe!



Over \$19,000 was raised in the Gift Thyme Shoppe. The gift that gives twice!



3 different raffles raised over \$8,000!



DiverseAbility Day had over 1000 participants learning about all abilities!

HIAWATHA HAPPENINGS

672

DONORS



These generous donors gave monetary and in-kind donations.

\$3,426.36

THIRD-PARTY EVENTS

These events included partnerships with the Rochester Honkers, Topper's Pizza, TerraLoco, and Grammercy Park Co-op.



\$85,550

GRANTS



These grants were used for new computers, lift systems, bathroom remodels and more.

350+

VOLUNTEERS

Through the gift of time, these volunteers carried on with the mission.



\$353,408.06

TOTAL RAISED



Donors: The Family Who Chooses Us

Donations are key to furthering the Hiawatha Homes mission. Thank you to each and every donor who believes in our purpose - we are grateful to call you family!



To learn more and view a complete list of donors, please visit hiawathahomes.org.

HIAWATHA HOMES FOUNDATION FINANCIAL REPORT

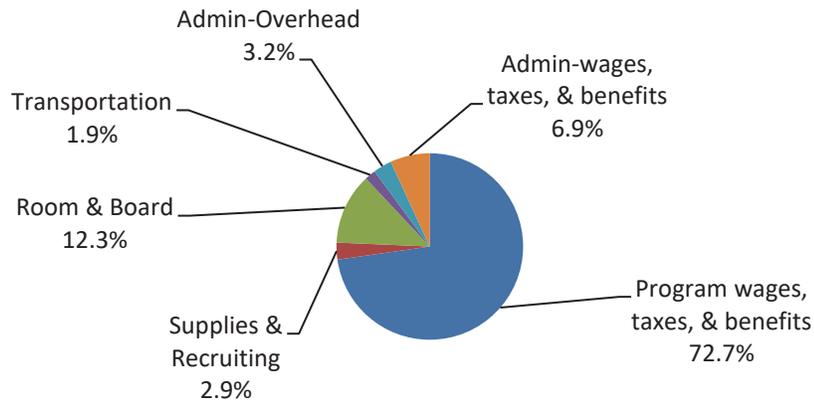
Statements of Financial Position as of December 31, 2019 and 2018

	2019	2018
Assets:		
Cash & Money Market	\$ 497,882	\$ 317,741
Investments	3,361,289	2,979,068
Property (community homes)	5,045,869	5,349,727
Receivables and Other Assets	40,831	5,360
Total Assets	\$ 8,945,871	\$ 8,651,896
Liabilities and Net Assets:		
Liabilities:		
Accounts Payable & Accrued Expenses	\$ 103,374	\$ 49,271
Property Related Obligations	125,483	507,930
Deferred Income	34,000	34,000
Net Assets:		
Unrestricted	8,625,198	8,022,756
Temporarily restricted donor gifts	57,816	37,939
Total Liabilities and Net Assets	\$ 8,945,871	\$ 8,651,896

Statement of Activities for Years Ended December 31, 2019 and 2018

	2019	2018
Revenues:		
Fundraising events, net	\$ 180,250	\$ 173,371
Gifts and Grants	163,180	100,179
Investments	616,386	(249,046)
Rental Income	408,000	415,500
Other Income	92,402	12,352
Total Revenues	\$ 1,460,218	\$ 452,356
Expenses:		
Program	\$ 465,339	\$ 467,843
Fundraising	97,586	97,687
Management and General	90,144	90,550
Grants to Hiawatha Homes, Inc.	184,830	533,713
Total Expenses	\$ 837,899	\$ 1,189,793
Change in Net Assets	\$ 622,319	\$ (737,437)

Hiawatha Homes, Inc. 2019 - Costs of Waiver Services



Costs of Waiver Services (In thousands)

	2019	%	2018	%
Client Support:				
Program Staffing	\$ 5,645	53.2%	\$ 5,849	54.2%
PTO & Incentives	608	5.7%	628	5.8%
Training	148	1.4%	186	1.7%
Staff Wages:	6,401	60.3%	6,663	61.7%
Taxes	459	4.3%	492	4.6%
Health Benefits	652	6.1%	545	5.1%
Ins. - WC & Liability	172	1.6%	208	1.9%
Pension	35	0.3%	38	0.4%
Taxes & Benefits	1,318	12.4%	1,283	11.9%
*Prog-Wages, Taxes & Benefits	7,719	72.7%	7,946	73.6%
*Supplies & Recruiting	311	2.9%	298	2.8%
*Room & Board	1,308	12.3%	1,300	12.0%
*Transportation	202	1.9%	205	1.9%
Total Client Support	9,540	89.9%	9,749	90.3%
*Admin-Wages, Taxes, & Benefits	728	6.9%	716	6.6%
*Admin-Overhead	\$ 343	3.2%	\$ 326	3.0%
**Total Costs of Services	\$ 10,611	100.0%	\$ 10,791	100.0%

*Pie Chart items

** 99% of Total Costs of Services is funded by DHS and other government sources.

Providing quality support services to people with disabilities at home and in their community.

Chief Executive Officer

Cindy S. Ostrowski

Chief Financial Officer

Rich Sherer

Director of Development & Communications

Crystal Landherr

Communications Associate

Meghan Eggers

Development Associate

Lindsay Birr



HIAWATHA HOMES

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hiawathahomes.org