40 years ago, these wonderful individuals started a journey.
As they’ve grown, so has Hiawatha Homes!
Dear Friends of Hiawatha,

When the founding families of Hiawatha Homes (Ellingson family, Johnson family, & Miller family) proudly opened the Hiawatha Children’s Home in 1976, it was a time to celebrate! It was a time to re-unite children who received services several miles away from their family’s home, it was a time of opportunity and hope for many additional families who needed local support services for their children, and it was a turning point in our history for providing services in our community. During the 70’s our nation started to see the results of the civil and human rights movement. People of all abilities and disabilities started to receive equal rights and have access to services that assisted them to be more independent. Hiawatha Children’s Home was here to support up to 40 children so that they could live in their community with quality support services and not be forced to live in a state institution.

Throughout the years, Hiawatha Homes continued to grow and change to accommodate the needs of people in our community. As the children we supported grew up and became young adults, our board members responded, and Hiawatha opened the Adult Home in 1982 that supported up to 20 adults. In 1983 Hiawatha Children’s Home changed our name to Hiawatha Homes, Inc. With funding support from the federal and state government, it became possible for us to open our first four-person community home, the Cascade Home, and to open our Family Support Services Program, both in 1986.

Our Hiawatha Homes Foundation was established in 1983 to support the mission of Hiawatha Homes. Through our HH Foundation and community support, gifts moved into action to help fund specialized equipment and programs that would otherwise not be afforded. Our HH Foundation assisted with the opening of several other community-based homes. With more and more four to five person community homes, we closed the adult home in 1997 and then closed the original children’s home in 2001.

 Forty years later, in 2016, we continue to celebrate the lives of those we support! We continue to support twelve of the original people who moved into Hiawatha Children’s Home in 1976. Today, we celebrate the lives of the 95 people we support in our residential community homes, the 30 plus people we support in our Family Services and Respite Program and the 340 HH employees that make it all possible.

Today, we also celebrate YOU, our community supporters. Whether you are current or former family members, individual we supported, board member, donor, or employee, we THANK YOU, because without you, we would not be able to carry out our mission, forty years later to provide quality support services to people with disabilities at home and in their community.

Sincerely,

Cindy Ostrowski, CEO
A Decade of New Beginnings

The 1970’s

In 1976, a group of family members, advocates, and community members sat around a kitchen table with a dream to provide care and support to their loved ones with disabilities. This dream became the Hiawatha Homes Children’s Home.
The Hiawatha Children’s Home supported forty children with developmental disabilities. Over the years, the community’s needs changed and Hiawatha responded by reaching out to offer support to those individuals with significant health, cognitive, medical, emotional and behavioral support needs.
A Decade of Growing

The 1980’s

As the years moved on, the children grew and so did their needs. Recognizing the need to provide quality programming for soon-to-be young adults, Hiawatha Homes opened the Adult Home in 1982 to provide support for twenty adults with disabilities.

The trend for smaller homes to promote independence and community inclusion prompted the opening of Hiawatha’s first community-based home in 1986. The children’s Home and The Adult Home closed soon after.
In 1986, the Festival of Trees - A Celebration of Giving was born. This was the beginning of what would become a cherished community event.
During the 1990’s, Hiawatha began to build its own fully accessible homes throughout the community.
A Decade of New Opportunities
The 2000’s

In 2008, Hiawatha built the Stone Bridge Home to meet the specific needs of those individuals who have a Traumatic Brain Injury.
In 2006, Doug Butler retired after 28 years at Hiawatha Homes and welcomed Cindy Ostrowski as the new CEO.
A Decade of New Ideas

The 2010’s

Family Support Services moved into a new home in 2010. The Activity Center on North Broadway offers more space and resources to grow, play and learn.

Apple Tree Dentistry has been brightening smiles with their on-site, mobile services since 2011.
Hiawatha added a new special event into the “mix” in 2013, Festive Mixology - A Signature Cocktail Experience.
Today, Hiawatha supports **95** adults who live in **22** warm, friendly, and accessible homes throughout Olmsted County. Hiawatha also supports **30+** children and adults in our Family Support Services and Respite Programs.
Hiawatha Homes is committed to providing person centered support services to individuals and families throughout our community. Over 340 dedicated staff offer support services with dignity and respect for each person’s unique needs.
Annual Giving

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**Gift were made specifically to the following:**

- **Individual Hiawatha Homes**
  - Bandel
  - Bel Air
  - Butters
  - Eastwood
  - Forest Knoll
  - Northern Slopes
  - Valkyrie
  - Woodlane
  - Weatherstone

- **Programs**
  - Specialized Equipment and Assistive Technology Support
  - Therapeutic Pet Support
  - Social and Community and Recreational Support
  - Specialized Medical Needs Health and Wellness Support

### Tributes

**Tribute gift is given to recognize friends & relatives on special occasions. Gifts were given in honor of:**

- Nanette Bailey
- Jana Eide
- Danny Ellingson
- June Hain
- Christy Fitzgerald
- Mrs. Kendall Heins
- Steve Johnson
- Erika Keller
- John & Barb Meyer
- Rosemary Neis
- Linda Pieper
- Connie Rehm
- Kendra Weyhrauch

### Memorials

**A memorial gift is given in remembrance of loved ones. Gifts were given in memory of:**

- Curt Andersen
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- James Christenson
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**EMPOWERING PEOPLE**

**PROVIDING CHOICES**

**FOCUSING ON INDIVIDUAL ABILITIES**

**PROMOTING INDEPENDENCE**
2016 Festive Mixology –
A Signature Cocktail Experience

Mix, shake, stir! The 4th annual Festive Mixology was complete with one-of-a-kind cocktails, tasty snacks and dance moves influenced by Suite.

This event was a winner by raising over $5,000 for Hiawatha Homes! Thanks to all sponsors, mixologists, volunteers, and guests for making this a successful event for the fourth year in a row.

The winning cocktail- Hibisco En Jalisco created by Chris Gutierrez of Hefe Rojo.
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The Doggery
Grand Rounds Brewpub
Hefe Rojo
Johnny Mango’s Cabernet Catering
The Loop
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La Vetta

Rochester Downtown Alliance
Suite
Best Cocktail
Chris Gutierrez
Hefe Rojo

Most Congenial Mixologist
Nora O’Hara
Grand Rounds Brewpub

People’s Choice Cocktail
Virgil Cossette
Rochester American Legion Post #92
The 31st annual Festival of Trees – A Celebration of Giving is the ultimate display of community support...

The Planning Committee donated their time to create a most spectacular event. Designers created one-of-a-kind trees to be displayed. Underwriters and Sponsors gave monetary gifts to contribute to Hiawatha Homes’ mission. Community businesses and individuals donated gifts of time, talent and treasure to help raise funds. Entertainers made the sights and sounds of the holidays come together. Volunteers worked countless hours to ensure guests had the best time of the year. Guests attended to embrace the spirit of giving that the holiday season brings.

Our generous community came together to do their part in continuing the tradition to support Hiawatha Homes. Thanks to our generous community, the event raised over $182,000 to further Hiawatha Homes’ mission to provide quality support services to people with disabilities at home and in their community!
Take a moment to review this list of generous supporters:

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This very special tree is decorated each year with a commemorative ornament. Friends of Hiawatha contributing $150 or more to the Festival receive this ornament.

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From Parking Lot to Play Spot (Fund-a-Dream)

Many youth and young adults supported by Hiawatha receive services our Activity Center location, which has no place to play outside. With the help of many generous donors, a new fenced in recreational area will be created to inspire laughter, build friendships, and be a place to have fun for many years to come.

Tom DeVinny
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Podein’s Power Equipment
Potbelly Sandwich Shop
Prairie Walls Climbing Gym
Ranfranz & Vine Funeral Homes
Return of the Robin
Rochester Athletic Club
Rochester Golf & Country Club
Rochester Montessori School
Rochester Repertory Theatre
Roscoe’s Root Beer & Ribs
Tyrah Rostad
Salem Glen Winery
Sargent’s Floral & Gifts
Smokin’ Turtle BBQ/
Scott & Angela Decker
Jennifer Sorensen
Sorensen & Sorensen Painting &
Decorating
St. Paul Saints
Darla Svenson
Tarsilla Coffee House and Cafe
Texas Roadhouse
The Pizza Ranch
Thirsty Belgian Bar & Kitchen
Dick Thomsen State Farm
Teresa Thompson
Thyme Restaurant & Lounge
Townsquare Media Rochester
Trader Joe’s
Twigs Tavern & Grille
Valentino’s
Deb Weinrich
Loren Wendroth State Farm
Whistle Binkies
Wildwood Sports Bar & Grill
Willow Creek Golf Course
Whiting Nursery & Garden
Center
Wyndham Garden of Rochester
Ye Olde Butcher Shoppe
Zadeos Pizza North
Zzest Market & Zzest Cafe
Donations of Cash, Time or Goods

Caitlin Alexander
Ryan Backus
Daphne Barnett-Wick
Beta Sigma Phi
Linda Becker
Cassandra & Ryan Benter
Charlie Blekre
Bernie Bouquet
Matt Brouillard
Mary Brouillard
Katie Brown
Alyssa Brownell
Laurie & Andy Brownell
Kristy Badger
Linda & Gil Becker
Boy Scouts
Bruegger’s Bagels
Tori Bokios
Don Brouillard
Shirley Carlson
Peter Carryer
Erin Chase
Andrea Cheville, MD
Cherry Berry
Brandy Claffy
Jared Cleveland/
fotoJared, LLC
Cold Stone Creamery
Lisett Comai-Legrand
Heather Connelly
Dahl Dance Center Professional Dancers
Kathy Davis
Erin & John Dillon
Todd Dolan
Dunn Brothers
Greg Eaton
Jon Eckhoff
Jesse Edwards
Dirk Erickson
Millie & John Ellingson
Wendy Evan
LeAnn Fischer
Furniture Superstore
Pete Gerlesberger, Photo Booth Phun
Gingerbread House Bakery/John Fish
Kayla Goetzman
Dan Groteboer/Edina Realty
Grisman Bus
Missy Hale
Nancy Hanson
Stephen Harner
Stephanie Hernandez
Hiawatha Homes Inc. Staff
Home Federal
HOM Furniture
Home Federal Bankers
House Chevrolet
Hubbell House
Immanuel Lutheran Ladies Aid of Potsdam
Individuals Supported by Hiawatha Homes, Inc.
Innovations
Janet Lange Dance Studio
Helen Jacobson
Inez Jacobson
Cheryl Johnson
Janet & Larry Johnson
Lois Johnson
Mark Johnson
Johnson Printing
Dennis & Sharon Jones
Dee Dee Jorgenson
Julie’s Hair Care Salon
Tim Jungers
Amanda Kaiser
Megan Kennedy
Kiwanis Club of Rochester
Kiwanis Daymakers
Kohl’s Associates in Action
Larry Kollasch
Nick Konrady
Kathy Krob
Robert Kurland, MD
Adam Landherr
Brenda Landherr
Kelvin Landherr
Mason Landherr
Colleen Landherr-Maddox
Alex Larson
Kristina Larson
Rahn Lund
Main Stream Boutique
Lauren Manosmith
Jim Marcella
Mayo Civic Center Staff
Mayo Clinic
Tracy McCray
Darlene Mielke
Matt Nigbur
Brian Nelson
Cathy & Brian Nelson
Mr. Pizza North
New You Massage
Ardie & Ella O’Hanlon
Donations of Cash, Time or Goods continued

Ryan Oftedahl/
Falloom Photography
John & Cindy Ostrowski
Tom Overlie
Pickett Family
Jesse Pendergrass
James Rabe
Ranfranz & Vine Funeral Homes
Reichel Foods, Inc.
Adam Rainey
Jim Ranweiler
Kay Rowe
Bruce Ryan
Heather Saterdalen
Hulet Sherry
Shriner’s Clowns
Blake Schmidt
Josie Schultz
Abby Sorenson/Hair Games
Steve Sorensen
Starbuck’s
Lavonne Steiger
Jenna Steinkamp
Stewarville Tiger Tots
Cindy Thoreson Arnold & Blue
Char Sveska
Jennifer Sveska
Judy Syring
Jan Tarnow
Jane Thompson
Teresa Thompson
Abbey Trom
Townsquare Media
Ramae Tweeten
Susan Uhlenkamp
Chet Welle
M J Wagenson
Cindy Walker
Stacey York

A very special thanks to the service clubs, organizations, and individuals too numerous to mention individually who volunteer each day. We greatly appreciate their services, which makes the Festival of Trees such a great community event.
HIAWATHA HOMES FOUNDATION FINANCIAL REPORT

Statements of Financial Position as of December 31, 2016 and 2015

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash &amp; Money Market</td>
<td>$134,229</td>
<td>$230,657</td>
</tr>
<tr>
<td>Investments</td>
<td>3,066,335</td>
<td>2,707,846</td>
</tr>
<tr>
<td>Property (community homes)</td>
<td>5,786,577</td>
<td>5,804,959</td>
</tr>
<tr>
<td>Receivables and Other Assets</td>
<td>11,186</td>
<td>8,701</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$8,988,327</td>
<td>$8,752,163</td>
</tr>
<tr>
<td><strong>Liabilities and Net Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Liabilities:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable &amp; Accrued Expenses</td>
<td>$33,571</td>
<td>$45,097</td>
</tr>
<tr>
<td>Property Related Obligations</td>
<td>634,364</td>
<td>785,781</td>
</tr>
<tr>
<td>Deferred Income</td>
<td>54,645</td>
<td>54,645</td>
</tr>
<tr>
<td><strong>Net Assets:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>8,222,838</td>
<td>7,833,578</td>
</tr>
<tr>
<td>Temporarily restricted donor gifts</td>
<td>42,909</td>
<td>33,062</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$8,988,327</td>
<td>$8,752,163</td>
</tr>
</tbody>
</table>

Statement of Activities for Years Ended December 31, 2016 and 2015

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenues:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising events, net</td>
<td>$175,537</td>
<td>$212,838</td>
</tr>
<tr>
<td>Gifts and Grants</td>
<td>86,885</td>
<td>91,467</td>
</tr>
<tr>
<td>Investments</td>
<td>158,335</td>
<td>(34,023)</td>
</tr>
<tr>
<td>Rental Income</td>
<td>655,740</td>
<td>655,740</td>
</tr>
<tr>
<td>Gain of Sale of Property</td>
<td>135,210</td>
<td>92,051</td>
</tr>
<tr>
<td>Other Income</td>
<td>3,641</td>
<td>7,268</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>$1,215,348</td>
<td>$1,025,341</td>
</tr>
<tr>
<td><strong>Expenses:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program</td>
<td>$483,673</td>
<td>$433,682</td>
</tr>
<tr>
<td>Fundraising</td>
<td>83,242</td>
<td>75,689</td>
</tr>
<tr>
<td>Management and General</td>
<td>85,728</td>
<td>77,726</td>
</tr>
<tr>
<td>Grants to Hiawatha Homes, Inc.</td>
<td>163,598</td>
<td>94,298</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$816,241</td>
<td>$681,395</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$399,107</td>
<td>$343,946</td>
</tr>
</tbody>
</table>
Hiawatha Homes, Inc.
2016 - Costs of Waiver Services

Costs of Waiver Services (In thousands)

<table>
<thead>
<tr>
<th>Client Support:</th>
<th>2016</th>
<th>%</th>
<th>2015</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Staffing</td>
<td>$5,841</td>
<td>53.6%</td>
<td>$5,644</td>
<td>51.8%</td>
</tr>
<tr>
<td>PTO &amp; Incentives</td>
<td>563</td>
<td>5.2%</td>
<td>596</td>
<td>5.5%</td>
</tr>
<tr>
<td>Training</td>
<td>208</td>
<td>1.9%</td>
<td>206</td>
<td>1.9%</td>
</tr>
<tr>
<td><strong>Staff Wages:</strong></td>
<td>6,612</td>
<td>60.7%</td>
<td>6,446</td>
<td>59.2%</td>
</tr>
<tr>
<td><strong>Taxes:</strong></td>
<td>497</td>
<td>4.6%</td>
<td>484</td>
<td>4.4%</td>
</tr>
<tr>
<td><strong>Health Benefits</strong></td>
<td>503</td>
<td>4.6%</td>
<td>492</td>
<td>4.5%</td>
</tr>
<tr>
<td><strong>Ins. - WC &amp; Liability</strong></td>
<td>210</td>
<td>1.9%</td>
<td>206</td>
<td>1.9%</td>
</tr>
<tr>
<td><strong>Pension</strong></td>
<td>42</td>
<td>0.4%</td>
<td>31</td>
<td>0.3%</td>
</tr>
<tr>
<td><strong>Taxes &amp; Benefits</strong></td>
<td>1,252</td>
<td>11.5%</td>
<td>1,213</td>
<td>11.1%</td>
</tr>
<tr>
<td>*Prog-Wages, Taxes &amp; Benefits</td>
<td>7,864</td>
<td>72.2%</td>
<td>7,659</td>
<td>70.3%</td>
</tr>
<tr>
<td>*Supplies &amp; Recruiting</td>
<td>299</td>
<td>2.7%</td>
<td>281</td>
<td>2.6%</td>
</tr>
<tr>
<td>*Room &amp; Board</td>
<td>1,516</td>
<td>13.9%</td>
<td>1,510</td>
<td>13.9%</td>
</tr>
<tr>
<td>*Transportation</td>
<td>215</td>
<td>2.0%</td>
<td>224</td>
<td>2.1%</td>
</tr>
<tr>
<td><strong>Total Client Support</strong></td>
<td>9,894</td>
<td>90.8%</td>
<td>9,674</td>
<td>88.8%</td>
</tr>
<tr>
<td>*Admin-Wages, Taxes, &amp; Benefits</td>
<td>673</td>
<td>6.2%</td>
<td>686</td>
<td>6.3%</td>
</tr>
<tr>
<td>*Admin-Overhead</td>
<td>$326</td>
<td>3.0%</td>
<td>$339</td>
<td>3.1%</td>
</tr>
<tr>
<td><strong>Total Costs of Services</strong></td>
<td>$10,893</td>
<td>100.0%</td>
<td>$10,699</td>
<td>98.2%</td>
</tr>
</tbody>
</table>

*Pie Chart items
**99% of Total Costs of Services is funded by DHS and other government sources.
Boards of Directors

Hiawatha Homes Foundation

Susan Uhlenkamp
President

Matt Nigbur
Vice President

Roger Dearth
Treasurer

Carol Fitzgerald
Past President

Matt Brouillard
Lisett Comai-LeGrand
Kathleen Davis
Dirk Erickson
Darren Groteboer
Larry Johnson

Mark Johnson
Jerry Kvasnicka
Rahn Lund
Frank McAnulty
Michelle Pyfferoen
Chet Welle

Hiawatha Homes, Inc.

Peter Carryer
President

Rahn Lund
Vice President

Brad Berg
Treasurer

Mary Brouillard
Past President

Ryan Backus
Linda Becker
Fran Bradley
Teresa Cerling
Roger Dearth

Deb Falbo
Nick Lauer
Jim Marcella
William Ryan
Heather Saterdalen
Providing quality support services to people with disabilities at home and in their community.

Chief Executive Officer - Cindy Ostrwoski

Chief Financial Officer - Rich Sherer

Director of Development and Communications - Teresa Thompson

Event and Communications Specialist - Crystal Landherr

Foundation and Development Assistant - Meghan Eggers

HIAWATHA HOMES FOUNDATION
1820 Valkyrie Drive NW • Rochester, MN 55901 • 507.289.8683 • www.hiawathahomes.org