### Dear Friends,

2017 has been a stellar year in the life of Episcopal Retirement Services (ERS). The annual report on the following pages will give you the highlights of 2017, which has turned out to be our best year financially in the history of ERS.

This rock-solid position will not be a place for us to rest on our laurels as an organization. We plan instead for it to be a launch pad for ERS to lead future innovation in aging-care services.

For the older adults that we serve and their families, we've been making a positive difference in their lives for more than 67 years. With our eyes on 2025 and beyond, we commit to you, and to those we serve, that we will address the community's needs and advocate for the highest level of aging services and quality of life for older adults in Ohio, Kentucky, and Indiana.

Here are important updates for this year, as well as a look at significant milestones ahead in 2018 and beyond:

- Leadership transitions are continuing at ERS. Our talented board chair Robin Smith has retired and we welcomed JoAnn Hagopian as new board chair beginning in February. Their willingness to serve is a blessing for ERS.
- It is with equal amounts of joy and sadness that we will celebrate with our longtime CFO Paul Scheper as he retires in June. Paul has dedicated more than 35 years of service to ERS. We are thankful for his faithful leadership and exceptional legacy of steady excellence.
- Marjorie P. Lee Master Plan Progress: This summer we look forward to opening the Shaw building, featuring the beautifully renovated Tom Craig Lobby and our state-of-the-art Meyer Family Rehabilitation Center and short-term rehab studios.
- Marjorie P. Lee Capital Campaign: We look forward to celebrating the completion of our \$4.25 million capital campaign to assist in funding the \$20 million master plan renovation. The generous support of hundreds of donors has made this possible.
- New Ventures: Our senior leadership and board have developed a strategy to stay ahead of an increasing demand on funds to provide services to our affordable living seniors. A team of "ideation" experts has begun to develop a for-profit enterprise solution to fund these crucial services. This year we will evaluate several business models. This is an exciting time for ERS as we solve this funding struggle through innovation and new ventures.
- Dementia-Inclusive Cincinnati: Regional community partners have joined us to launch the initiative, starting with the Kennedy Heights neighborhood. We are working diligently to expand our efforts to support the caregivers of those living with Alzheimer's or dementia with the goal of making Cincinnati the most dementia-inclusive city in the country.

With the success of 2017, we are confident that 2018 will position our organization for future growth. Thank you for your continued support and commitment to travel on this journey with us.

Sincerely,

Laura R. P. Lamb, President & CEO

Lewralframb

Episcopal Retirement Services is expanding its mission to improve the lives of older adults through quality senior living communities and community-based services throughout Ohio, Kentucky, and Indiana.

13,417

Individuals served through ongoing support or impacted by community outreach programs.



## 2017 Overview and Financial Report

#### **Balance Sheet**

For the years ending December 31, 2017 and 2016

Assets	2017	2016
Current Assets	\$22,364,269	\$17,220,187
Marketable Investments	\$39,340,302	\$34,453,725
Fixed Assets	\$197,333,082	\$201,590,963
Beneficial Intents in Endowments	\$32,238,549	\$28,221,554
Other Assets	\$6,670,351	\$9,877,521
Total Assets	\$297,946,553	\$291,363,950

Liabilities	2017	2016
Current Liabilities	\$16,367,786	\$14,158,172
Unamortized Entrance Fees	\$30,893,386	\$30,823,595
Long-Term Debt	\$80,952,117	\$79,250,646
Other Liabilities	\$1,918,268	\$4,896,410
Total Liabilities	\$130,131,557	\$129,128,823

Net Assets	2017	2016
Permanently Restricted	\$29,000,621	\$25,886,473
Temporarily Restricted	\$7,119,679	\$6,848,808
Unrestricted	\$131,694,696	\$129,499,846
Total Net Assets	\$167,814,996	\$162,235,127
Total Liabilities & Net Assets	\$297,946,553	\$291,363,950

### Condensed Statement of Revenue and Expenses For years ending December 31, 2016 and 2017

	2017	2016
Operating Revenue	\$62,965,164	\$53,558,005
Operating Expense	(\$70,155,349)	(\$58,749,820)
Net from Operations	(\$7,190,185)	(\$5,191,815)

	2017	2016
Non-Operating Revenue (Expense)	\$9,107,190	\$1,372,311
Total Net Income	\$1,917,005	(\$3,819,504)

2017 Contributions and Commitments

\$910,469
Good Samaritan Mission
Annual Gifts

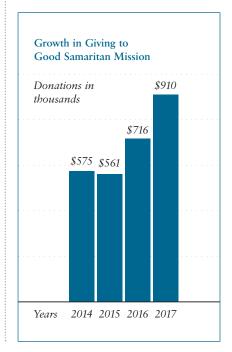
\$3,927,739\*
Marjorie P. Lee Capital
Campaign Gifts and
Commitments

\$469,728\*\*
Realized Planned Gifts in 2017\*\*

\$650,000

Newly Committed Planned
Gifts (some gifts are also included in the MPL Campaign commitments)

<sup>\*\*</sup>Total does not include an additional \$229,399 of realized planned gifts that were directed to the MPL Capital Campaign



<sup>\*</sup>Cumulative MPL Campaign total as of 12/31/17.

### The Good Samaritan Mission Fund

\$1,620,000
Residential Financial Aid

\$586,083
Affordable Living by ERS

\$205,371
Parish Health Ministry

\$291,132 Spiritual Care

\$49,260 Community Outreach programs

\$54,225
Deupree Meals On Wheels

\$32,564 SAIDO Tuition Assistance

\$21,562 Volunteer Coordinators

\$36,556
The Staff Assistance Fund

\$13,149
Partners In Care Fund

\$2,900,000

Total ministry costs

6.8% of ERS annual budget

### Ministry through community outreach programs

9,049

Individuals impacted by community outreach programs

7,839

Parish Health Ministry ContactsStudent Educational Experiences

286

Parish Health Ministry Training Attendees

539

Refresh Your Soul Attendees

325

Community Education Event Participants

60

Students Attending Council on Lifelong Engagement Presentations

### Ministry for residents or through on-going support

1,978

Affordable Living Residents

358

**Independent Living Residents** 

164

Assisted Living Residents

1,109

Skilled Nursing Care Residents

400

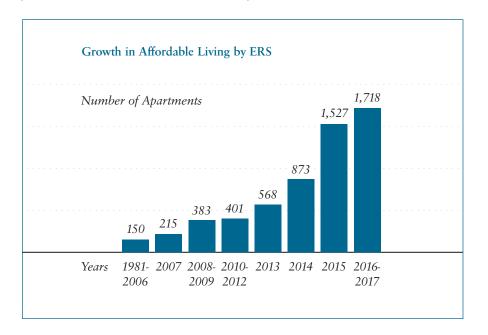
Meals On Wheels Clients

34

Living Well Senior Solutions Clients

325

Student Educational Experiences



# Parish Health Ministry Celebrates 20 Years

Monthly blood pressure screenings, which now total more than 80,000, are saving the lives of parishioners around the region.

By Kathleen Doane

reg Winter knew something wasn't right. He was constantly tired, even after a full night's sleep. At his doctor's suggestion, he'd been monitoring his blood pressure and noticed, in recent months, that it had been creeping up. Still, he wasn't having chests pains, so he didn't think anything too serious was going on. Then, one Sunday after Mass at Sacred Heart Church in Fairfield, he had Parish Nurse Gail Grabowski take his blood pressure during one of the regular BP screenings offered at the church through a partnership with Episcopal Retirement Services' Parish Health Ministry (PHM).

"It was high, and she recommended I see my family doctor," Greg recalls.

He took her advice and within a week, Greg's doctor scheduled a chest X-ray, EKG, and stress test. "I was all hooked up and ready to go, then they wouldn't let me on the treadmill," Greg says. He was told that there was a problem, and he needed to see a cardiologist as soon as possible.

Less than two weeks later, Greg received a stent to repair a 99-percent blockage in one of his arteries. "Two days later, I was home and felt great," he says. Greg believes that having Gail, a professional, urge him to see his physician after confirming his high blood pressure reading at church possibly saved his life.

This year is the 20th anniversary of PHM, and they have a lot to celebrate. In addition to providing a wide range of health and wellness activities and services to 170 tri-state congregations and communities since its inception in 1998, PHM Director Jeanne Palcic estimates that more than 80,000 blood pressures have been taken, 10,000 of which have resulted in physician referrals.

Fifteen to 20 parishioners usually stay after Mass



Gail Grabowski checks Greg Winter's blood pressure regularly as a parish nurse for Sacred Heart Church.

to take advantage of the monthly blood pressure screenings at Sacred Heart, according to Gail. "It seems every month we get one or two who are new," she says. "We have caught numerous high blood pressures where it was a surprise to the person."

Several months after his surgery, Greg made a point of seeing Gail to thank her and share his new mission: "I tell everybody I run into to get their blood pressure checked, and if it's high, to go see a doctor."

"It definitely was very rewarding for us to hear that," Gail says. More proof that PHM's efforts are having a positive ripple effect.

# Way to Bee Healthy

Bee Healthy has helped residents at Affordable Living by ERS senior apartment communities significantly improve their overall health.



Residents at Canterbury Court are ready to "Bee Healthy!" The award-winning wellness program helps residents like Lucy and Marilyn focus on individual goals for well-being.

he Bee Healthy Wellness Program is a collaborative initiative between ERS, Xavier University, and Home Care by Blackstone which provides Affordable Living residents with blood pressure clinics, coordinated care transitions, and a variety of wellness opportunities including group exercise activities and monthly health talks.

The initiative started at St. Paul Village in 2015, serving 168 Affordable Living residents. It expanded to serve an additional 95 residents across our Cincinnati communities with the goal of reaching a total of 632 residents. To date, approximately 55 percent of residents have voluntarily chosen to participate in the program at their communities.

This person-centered program focuses on the

strengths of each participant and encourages commitment to his or her successes. Residents can earn Bee Bucks for participating in the wellness activities, which they can spend to purchase items.

Volunteers are screened to identify if they are at risk for health deterioration. In addition, their knowledge, skill, and confidence for managing one's own health and healthcare are assessed.

-Kristin Davenport

**3,966** AL by ERS on-site clinic visits were provided to residents, free of charge.

**3,118** bus trips last year helped connect residents to the broader community.

# Delivering Meals and Smiles

Every Tuesday through Friday, Deupree Meals On Wheels staff and volunteers prepare and deliver nutritious lunches to 400 area seniors.



Loveland resident Jean and her Meals On Wheels driver Joe Bischoff have become friends this year. Joe brings more than nutritious meals; he also brings friendly conversation.

hrough Deupree Meals On Wheels, ERS provides older adults with something they need to age in place—warm meals delivered right to their homes. When those meals are delivered, more than 400 each day, elders also receive crucial contact that complements their family support.

Jean, a Meals On Wheels client, and Joe Bischoff, a dedicated volunteer driver, are neighbors in Loveland. They've gotten to know each other through weekly visits. "We talk about my family and his; it has been nice to get to know him, and I look forward to his visits," Jean says. "I'm here by myself which can be lonely."

ERS and its volunteers invest the time to listen to each client and accept that each senior has

unique wants and needs. "We cater to their preferences and dietary needs," says Sue Susskind, Deupree Meals On Wheels Supervisor. "We prepare personalized meals for many of our clients. They have a choice of receiving either hot or frozen meals, and our volunteers go above and beyond to ensure the overall well-being of those we serve."

—Kristin Davenport

Record-breaking **110,176** meals delivered annually by caring volunteers and staff

100% Department of Agriculture audit score

100% Council On Aging audit score

100% Board of Health audit score



ECH supports The Healing Place with monetary and clothing donations. Staff members and residents, including (standing) Sally Tan, Anne Vanderburgh, Chad Ballard, Jennifer Huber, Diana Atkins, (seated) Tracy Graham, and Elizabeth Riggs Pace, led the collection efforts.

# Help, Hope, and Healing

ECH staff members teamed up with residents and family members to collect donations and give aid to clients at The Healing Place.

here's an epidemic of kindness at the Episcopal Church Home (ECH) in Louisville. ECH staff members started a campaign to gather donations of socks and coats for the clients at The Healing Place, which provides food, shelter, clothing, and a substance abuse recovery program to 600 men and women each year.

The recovery program is free to any person who wants to get sober. The Healing Place mission inspired the ECH community to get involved. When the campaign launched at ECH, residents and family members jumped right in to help. Staff members and volunteers collected dozens of coats and more than 1,000 socks.

There is much more than an average day in the

life at a retirement community happening at ECH, which sees its ministry as an expression of God's love in the world for all people. Driven from the heart, the ECH community is dedicated to selfless service—not only to each other but to those in the broader community who need care and support.

-Kristin Davenport

Staff and volunteers collected dozens of coats and more than **1,000** socks.

**117** volunteers donated **3,550** hours of service at ECH.

### 2017 ERS Samaritan Circle

The Samaritan Circle is comprised of individuals who generously support ERS' annual ministries through the Good Samaritan Mission Fund with a donation of \$1,000 or more. We would like to thank the following donors for their leadership giving in 2017:



### Platinum Level: \$10,000

Anonymous Jack Kirby Earl Raible

Dr. and Mrs. Stephen Cross Jack Martindell Bob\* and Connie Reed

ATTAN CHEE

### Gold Level: \$5,000–\$9,999

Anonymous JoAnn\* and Gary Hagopian Geoff and Robin\* Smith

Ann and Ben\* Blemker Bill\* and Liz Knodel Steve and Liz Sudberry

Alan and Tal Gast

Robbie Robertson

Taylor\* and Anne Greenwald Paul^ and Mary Lee Scheper

### 2017 ECH Donors

The Episcopal Church Home (ECH) recognizes the following partners for their generosity and leadership through their philanthropic investments of \$1,000 or more in 2017. The John P. Morton Society celebrates our founder and recognizes those who have remembered ECH in their estate plans.

Anonymous (2)

Mr. and Mrs. William O. Alden, Jr.

Mr. Bruce D. Ballerstedt and Ms. Joann C. Franko

Mr. Michael A. Boice

Mr. and Mrs. William F. Chandler, Jr.

Mr. W. Thomas Cooper

Dr. Jane E. Cornett

Mrs. Anne H. Dishman

Ms. Caroline Eddleman

Mrs. Beverly Edwards

Mr. George Edwards

Mr. Tim Gebhart

Ms. Mary L. Gorman

Ms. June Hampe

Mrs. Burton S. Harris

Ms. Norma A. Heick

Mr. Forrest Henson, Jr.

Mr. and Mrs. Donald F. Kohler

Mr. and Mrs. Peter B. Lanham

Arthur J. and Mary Lerman Foundation

Ms. Jean Merritt

Mr. and Mrs. Samuel G.

Miller

Mr. Robert A. Montgomery Mr. and Mrs. Kenneth W.

Moore

Ms. Marie Murphy

Mr. Philip B. Newman, III

Dr. and Mrs. William S.

Panning

Mr. and Mrs. Gordon L. Ragan

Mr. Paul and Mrs. Hollis A. Real

Mr. and Mrs. Gibbs Reese

Ms. Bonnie G. Sabel

The Reverend and Mrs. Alfred R. Shands, III

Mr. and Mrs. Andrew Strausbaugh

Dr. and Mrs. William K.

Stubbs Mrs. Martha M. Tafel

Mr. Tim and Mrs. Anne H.

Mrs. Juanita "Weezie" Walker

Mrs. Katie Winkelhake

ECH Woman's Board Klein Family

Foundation

First Christian Church

William C. Almstedt Foundation

J.J.B. Hilliard, W.L. Lyons, LLC

L&N Federal Credit Union Estate of William B. Grant.

Jr.

John P. Morton Society:

Mr. and Mrs. Robert B.
Nesmith

Mr. and Mrs. John S. Vanderburgh

Mr. and Mrs. John L. English

Dr. and Mrs. Keith R. Knapp

Mr. and Mrs. Stephen B. Ellis

Dr. and Mrs. James

Woodward Mrs. Ayako I. Phillips

Mr. James R. Hendon, Jr.

The Rev. Dr. Georgine Buckwalter

### 2017 Samaritan Circle



### Silver Level: \$3,000-\$4,999

Dick\* and Lee Adams Chet Cavaliere Summers Hunter Mrs. Emily W. Johann Jeff and Laura<sup>^</sup> Lamb Terry and Elizabeth Lilly Bobby and Rachel Maly Jeff\* and Jeanette March Bill and Ruth Rhodenbaugh Miles and Linda Schmidt The Revs. Bruce\* and Susan Smith

Gates\* and Kathy Smith



### Bronze Level: \$1,000-\$2,999

Anonymous (2)

Mr. and Mrs. Frank J. Andress

Ms. Stephanie Antoun^

St. John and Gay Bain

David and Joy<sup>^</sup> Blang

Joe and Anne Bodkin

Jon B.\* and Jeanne M. Boss

Eleanor Botts

Megan<sup>^</sup> and Dan Bradford Jim and Kathy Brockman

Ann Bullock

Barry and Audrey Cors

Bill and Polly Culp

Sonia Daoud

Pierson Davis

Angelo and Molly<sup>^</sup> deJesus

Mr. Thomas H. Dorger

Sandra and Thomas Eisele

The Rev. and Mrs. Darren R. S. Elin\*

Ms. Lissy Fabe and Mr. Chris Taylor

Mr. Walter S. Faught

Walter and Mary Ann Feige

Mr. Alessandro Ferraris

Rick and Orene Foreman

Dr. James M. Garvey, Jr.

Elizabeth Goessel-Rule

Nancy and Jack Gottschalk

Patricia Greulich

Mrs. Elizabeth Lovett

Grover

Tim and Peggy Gruber

Mrs. Mary Harrison

Noel and Angela Horne

Kathy Ison-Lind<sup>^</sup> and Bill Lind

Mr. Harry Kangis and Dr. Julia Hawgood

Mr. and Mrs. Walter C. Kautz

Nancy and Bill Keating

Lana and K. Jay^ Kittenbrink

Vivian B. Kline

Mr. and Mrs. Frederick Koehler

Samantha Koeninger

Jack\* and Nanci Koepke

Mike and Kathy Krug

Corky Ladd

John and Susie Lame

Chuck and Peggy Landes Robert and Josephine Linkins

Ron Lloyd

Jodi and Steve Mahon

Nash McCauley

Bob and Gretchen

McCormick
Brenda McEntyre^

Cece Mooney

Mr. and Mrs. Alfred A.

Moore

Ernest and Marjorie Muntz

Jack and Lois Nebergall

Dick and Ellie Paulsen

Eli and Ilona Perencevich

Jewel Porter

Tom\* and Sarah Regan

Ted Sarran

Mr. and Mrs. John E.

Schmidt

Mike and Digi Schueler

Rich\* and Madelyn Setterberg

Ms. Karen Sieber

Ginnie Smith

Doug and Kathy Spitler

Emerson Stambaugh<sup>^</sup> and Michael Abernathy

David and Linda Stetson

Bernie\* and Kathy Suer

Neal and Sally Sundermann

Margaret\* and Tim Swallow

Ann Swanson

Mary Tanke

Frank<sup>^</sup> and Ginny<sup>^</sup> Uehlin

Grace Ulm

Anne Warrington Wilson

Mary West

Joan<sup>^</sup> and Steve Wetzel

Mr. and Mrs. William Wham

John and Francie Williams

Anne Wilson

Doug and Ellen\* Zemke

<sup>\*</sup>Denotes a current ERS Corporate, Affordable Living, or Foundation Board Member

<sup>^</sup> Denotes a current ERS Staff Member

# 2017 Community Partnerships

### Foundations, Corporations, Churches, and Other Organizations

To fulfill our mission of improving lives for elders, it takes a community. ERS builds partnerships in many ways with foundations, corporations, churches, and other organizations. We would like to recognize the following partners for their tremendous commitment and support:

#### Gifts of \$100,000 and above:

The Diocese of Southern Ohio Fifth Third Bank

H.B., E.W. & F.R. Luther Charitable Foundation, Fifth Third Bank and Narley L. Haley, Co-Trustees

Jacob G. Schmidlapp Trusts, Fifth Third Bank Trustee

Ohio Capital Corporation for Housing The Ellen A. and Richard C. Berghamer Foundation

#### Gifts of \$20,000-\$99,999:

Christ Church Cathedral, Cincinnati L. & L. Nippert Charitable Foundation Model Group, Inc. Ohio Capital Impact Corporation The Thomas J. Emery Memorial

#### Gifts of \$10,000-\$19,999:

Arthur and Elizabeth Kuhn Fund Lutheran Benevolent Society Meals on Wheels America PNC Bank Ruth J. and Robert A. Conway Foundation, Inc. TriHealth

#### Gifts of \$5,000-\$9,999:

BMO Harris Bank N.A.
CareSource Foundation
Church of the Redeemer
Duke Energy Foundation
Home Care Assistance of Southern
Ohio
Rindsfoo Foundation
Medpace
Millennium Business Systems

Molina Healthcare Ridge Stone Builders & Developers The Robert D. Stern Fund at the Greater Cincinnati Foundation, with thanks to Mrs. Robert D. Stern

Wohlgemuth Herschede Foundation

### Gifts of \$2,500-\$4,999 Arthur J. Gallagher & Co.

Bahl & Gaynor Investment Counsel
Bruce S. and Caroline C. Taylor Fund
Frost Brown Todd LLC
Graydon
KeyBank
Lenox Wealth Management Charitable
Fund at Schwab Charitable
Merrill Lynch & Co., Inc
Multi-Craft
NextStep Networking, Inc.
Planes Moving and Storage
SFCS Inc.
St. Thomas Episcopal Church
The Cincinnati Woman's Club
US Bank

#### Gifts of \$1,000-\$2,499:

Ziegler Senior Living Finance

Aegis Protective Services
Applied Mechanical Systems, Inc.
Ascension & Holy Trinity
Assisting Hands Home Care
ATA Beilharz Architects
Christ Episcopal Church, Dayton
Christ Episcopal Church, Springfield
Christ Our Light Parish
Clark, Schaefer, Hackett & Co.
Collier Nursing Services Inc.

Complete Building Maintenance D.A.G. Construction Co., Inc DeBra-Kuempel Deffet Group, Inc. Fort Washington Investment Advisors HealthPRO Heritage Home Care by Black Stone Hvde Park Community United Methodist Church, Cincinnati Industrial Roofing Services, Inc. Johnson Investment Counsel, Inc. Kathman Electric Co., Inc. Kucia and Associates LLC Newbar Design Group, LLC Permakil Pest Control, Inc. Pinnacle Financial Advisors LLC Queen City Homecare R.J. Beischel Building Co. **RDL** Architects Right at Home of Greater Cincinnati RiverHills Bank Schueler Group St. Andrew's Episcopal Church St. George's Episcopal Church, Dayton St. Mark's Episcopal Church, Dayton St. Paul's Episcopal Church, Oakwood The New York Community Trust VITAS Healthcare

William's Wishes

Comey & Shepard Realtor

# 2017 Living Legacy Society

The Living Legacy Society recognizes friends who have informed us that they have included ERS in their will, estate plans, or other deferred gift arrangement. These generous individuals have chosen to leave a legacy that will provide for the needs of older adults in a dignified and compassionate way for generations to come.

Anonymous (2) St. John and Gay Bain\* Margaret Bigham Young Bongfeldt Mr. and Mrs. Jon B. Boss Eleanor A. Botts Ann J.† and Alvin W. Bunis Jill and Ken Burkman Anna K. and George G. Carey IV Mr. and Mrs. Donald Y. Carpenter Chet Cavaliere Mr. and Mrs. A. Burton Closson, Jr. Diana L. Collins Chris Cowan\* Katherine Duval Miss Irene E. Ehrmann Jack† and Helen Fix Mary Beth and Jim Foxworthy Robert and Marion Funk James M. Garvey, M.D. Alan and Tal Gast Elizabeth Goessel-Rule Al and Sandy Harris

Dr. Elizabeth T. Hatcher Robert and Judith Heaton Mr. Charles B. Hedrick Barbara and Theodore High Angela and Noel Horne Kathleen N. Ison-Lind Kathy and Tom Kahle Harry Kangis and Julia Hawgood Susan Kellogg Mr. Jack M. Kirby Lana and K. Jay Kittenbrink Jane Kuntz Jeff and Laura Lamb Miss Pat Landen Keith and Sue Lawrence Susan C. Lehman Mr. and Mrs. Robert G. Linkins The Rev. David B. Lowry Joan Maechling Tom and Nancy McOwen Cece and Tom Mooney Philip G. Osborn† Ken and Pam Paley

Joan Trittipo Perkins

Mrs. Betty W. Pippert Mr. Jack Plattner Sue and Tom Pontius The Rev. and Mrs. William E. Rathman Paul and Mary Lee Scheper Michael T. Schueler Elizabeth C.B. and Paul G. Sittenfeld The Revs. Bruce and Susan Smith Robin and Geoff Smith\* Doug and Kathy Spitler Barbara Sporck-Stegmaier Mr. John F. Stevenson Mrs. Delle Ernst Taylor† Dr. and Mrs. Thomas U. Todd Frank and Ginny Uehlin Pat and Bill Victor Mrs. Helene Warrener James P. Wersching\* Mrs. Mary E. West Jack and Elizabeth Williams Anne and Samuel Wilson

<sup>\*</sup>We are pleased to welcome these individuals who joined the Living Legacy Society this past year.

<sup>†</sup> We are deeply saddened by the loss of our friends who passed away in 2017 and would like to extend both our condolences to their family and friends and our humble appreciation for the legacy they have left by including ERS in their estate plans.