



new horizons

2010

ANNUAL REPORT



# A Message to the Community

from the Chairman of the Board and CEO

Dear Friends and Supporters,

With a rich history of 56 years of service to individuals with developmental disabilities, New Horizons remains steadfast in our commitment to provide the highest quality programs within a rich continuum of services. The 850 clients served this year truly benefited from that commitment and we have a wonderful vision for the future.

We envision New Horizons continuing to grow and expand to meet the needs of a growing population of people with developmental disabilities.

We recognize the call for increased services for three distinct populations:

1.) Individuals with severe challenges; 2.) An aging population; and 3.) Individuals with higher functioning autism. In order to provide exemplary service to these populations and continue with the critical programs we currently manage, we will need increased support and involvement from our community.

New Horizons is actively working to position ourselves to be less reliant on government funding. Currently, 75% of our revenue comes from government sources, and as a result of many years of frozen and decreased reimbursement rates, we must explore new opportunities for funding, while maintaining our present funding relationships. It is critical that our legislative officials be kept aware of the importance of New Horizons' services as a lifeline to our clients and their families so that government support will continue. In our partnership with you, we ask for you to advocate on behalf of our clients the significance of supporting New Horizons' programs to your legislators, local business leaders, foundations, family and friends. With your continued help, we can expand our resources.

Please join us in creating a brighter future for our clients. With your partnership, we can continue to help our clients expand their capabilities and fulfill their dreams.

Sincerely,



**Stanley Bryant**  
Chairman, Board of Directors



**Cynthia Kawa, M.S., M.F.C.C.**  
Chief Executive Officer

## Mission Statement

*New Horizons empowers adults with developmental disabilities to fulfill their dreams. Through partnerships, community education and advocacy, we create a brighter future in which our clients are accepted by, participate in, and add value to the community.*

## Vision Statement

*We envision a brighter world in which individuals with developmental disabilities are valued for their strengths and challenges, their courage and their joy; where each person is afforded compassion and dignity, rights and opportunities as equal members of the community.*

# 2010

## Board of Directors

### Officers

Stanley Bryant, *Chairman*  
Gene Siciliano, *Chairman-Elect*  
Dean Daily, *Vice-Chairman*  
Larry Stern, *Treasurer*  
Roc Caldarone, *Secretary*  
Cynthia Kawa, *CEO (Staff)*

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Spero Bowman  
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Lawrence H. Diamond  
Mitchell Englander  
Joyce Feucht-Haviar  
Muriel Goldojarb  
Marguerite Gossett  
Lisa Hughes  
Burt Margulis  
Kevin Mentzel  
Nina Perry  
James Porter  
Sondi Scheck  
Pat Schultz-Mascolo  
Ernie Smith  
Susan Stearns  
Stuart Steinberg  
Gary Washburn  
Sue Weitkamp

### Honorary Directors

Paula Boland  
Peggy Carr  
Julie Kavner  
John Lithgow  
Joseph Mascolo  
Julie Newmar  
Charlotte Rae  
William Schallert  
Michael Tilson Thomas

The San Fernando Valley Association for the Retarded, Inc. d.b.a. New Horizons, is a 501 (c)(3) charitable organization. Tax Id # 95-1862084



new horizons

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## Achievement Center

The newly named and expanding Achievement Center (formerly the Day Training Activity Center), which is dedicated to individuals with physical and developmental challenges, has experienced tremendous growth this past year. They have seen dramatic changes in their social skills, their independence, and their elevated confidence. These acquired skills are the focal point of the Achievement Center's curriculum.

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# New Horizons' Accomplishments and Highlights

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## Community Awards and Recognition

Long considered one of the best social service agencies in the country for its comprehensive approach to helping clients lead independent lifestyles, New Horizons was thrilled by recognition from community organizations and the resulting new supporters. The *San Fernando Valley Business Journal* honored New Horizons CEO Cynthia Kawa with the Not For Profit Leadership Award at its Women in Business event in July. In addition, she received the Jynny Retzinger Community Service Award at the North Los Angeles County Regional Center Legislative Breakfast in April for her 35 years of advocacy and service. The Greater San Fernando Valley Chamber of Commerce recognized New Horizons as a Captain of Industry at its annual installation event. New Horizons was also recognized as Best Large Non-Profit Organization by the *San Fernando Valley Business Journal*.

## E-Philanthropy

New Horizons is increasingly utilizing internet technology to draw additional support and launched marketing campaigns through their re-designed web site, E-newsletters, E-communications, Facebook and Twitter. The efforts attracted both new donors and longtime donors. Nearly \$50,000 was raised through internet marketing.

## Toastmasters

The first chartered Toastmasters Club in the USA designed for people with special needs debuted at New Horizons in April. Before long, 20 confident clients had begun to gain important public speaking skills and became stronger self-advocates. In June, they stood behind the podium in Sam's Café and gave speeches to an audience of family, friends, staff, the Board of Directors and Toastmasters officials. A few spoke at the Golf Classic and several community events. The Toastmasters program continues to thrive in popularity. The club meets every Tuesday afternoon in Sam's Café.

## Residential Programs

The community living program at New Horizons offered many new conveniences this year. The Group Homes enjoyed in-home dental exams. Two donated vehicles were used for medical appointments and outings. Independent Living Services helped 20 clients and Supported Living Services helped 34 clients. Clients made trips to Disneyland, Las Vegas and community films at CSUN. Several cruised to the Caribbean, the Bahamas and Hawaii.



## Advocacy

New Horizons greatly improved upon its outreach efforts to the City of Los Angeles, Los Angeles County, State of California and federal legislators. The clients visited local offices of the legislators and presented them with delicious Sam's Café cookies and newsletters describing the successes of New Horizons' programs. In addition, the legislators were invited to visit the campus to gain a better understanding about what makes the programs highly effective. New Horizons receives the majority of its funds from the State of California.

## Grants

Funds received from corporate, private and government sources helped support operating expenses and specific projects and purchases. New Horizons was pleased to receive support from the City of Los Angeles Community Building and Development Grant: \$263,000 for the renovation of the Achievement Center; Los Angeles County Supervisor Zev Yaroslavy granted \$25,000 for the future building campaign; and the Weingart Foundation granted \$150,000 for core operating funds.

## Supported Employment

New Horizons celebrated the achievements of clients working in the community and the 20th anniversary of Supported Employment at an annual banquet in November. Jennifer C., the first client to transfer from the Workshop to Supported Employment with Sears for 20 years, was presented with the Award of Distinction. The Air National Guard, California Department of Food and Agriculture and State Building, Van Nuys became new Supported Employment partners. More than 160 clients excelled at the jobs they held at over 100 businesses, worked more than 145,000 hours, earned more than \$1.4 million, were paid \$8 to \$19 per hour.

The Job Club training program graduated 52 clients and expanded to Mission and Pierce Community Colleges. Pathways began transitioning clients from our Workshop and Sam's Café to community employment.



## Workshop

The extraordinary clients who work in the Workshop – one of the largest in California – produced goods and services with a retail value totaling nearly \$3 million and met their fulfillment goals 92 percent of the time. New Horizons received this much-needed revenue from a roster that included DAP Industries, Three Lollies, and Pharmavite. The Commission on Accreditation of Rehabilitation Facilities (CARF), commended the Workshop as one of the best in the country. Productivity nearly doubled over the last seven years because of improved work flow and the availability of more jobs skills training.





## Champions for Independence

New Horizons was able to lessen the impact of the recession and escalating costs while assuring a brighter future for clients through Champions for Independence, our annual major gifts campaign. The response of this effort, chaired by board member Stuart Steinberg, was astounding. More than \$160,000 was raised, enabling our clients to learn, work and live independently. The 44 donors who made pledges to the campaign were honored for their generosity at the annual recognition event. Each donor was presented with a beautiful ceramic plaque handmade by the clients in the Arts Center.

## Golf

The 100+ golfers who participated in the 8th Annual Golf Classic in September at the Calabasas Country Club raised more than \$56,000 for New Horizons. A highlight of the event was the first annual Helicopter Ball Drop when 800 golf balls descended onto the driving range. This was an unforgettable day for all.



## Gala

More than 300 friends of New Horizons attended the Mardi-Gras-themed **2010 Gala Celebration**. Chaired by Sharon Bryant, the Gala raised over \$170,000 and honored long-time Workshop supporter, Pharmavite, as well as Vons – one of our most faithful Supported Employment partners. Both companies received the Partner for Independence Award. The recipient of the Fredrick J. Weitkamp Service Award was former New Horizons Board of Directors President, Richard J. Bartus. Los Angeles County Supervisor Zev Yaroslavsky was honored with the Partner for Brighter Futures Award.

## Third Annual Walk

The Third annual **Walk on the Horizon** was a tremendous success. Held at California State University Northridge, it attracted 600 participants and raised \$45,000, compared to 200 participants raising \$8,000 the previous year. The success of the Walk was aided by the efforts of corporate partners: Wells Fargo and Providence Health Care System. A fun-filled atmosphere was amplified by lively music, a Lucy (Lucille Ball) look-a-like, great food and many give-a-ways.



New Horizons' **Holiday Angels** donated blankets to the San Fernando Valley Rescue Mission.

# Consolidated Statement of Activities

For the Year Ended June 30, 2010

## Revenue, Gains and Support

Tuition and fees	\$ 8,477,257
Workshop projects	1,887,136
Contributions and grants	574,230
Contributed goods and services	124,881
Food services	381,587
Rents	493,327
Interest and dividends	30,764
Miscellaneous	45,675
Unrealized gains on investments	12,896

**Total Support** **12,274,029**

## Functional Expenses

Program services	10,235,798
Management and general	1,116,081
Fundraising	514,304

**Total Expenses** **11,866,183**

**Changes in Net Assets** **407,846**

**Net Assets, beginning of year** **6,720,833**

**Net Assets, end of year** **\$ 7,128,679**

# Consolidated Statement of Financial Position

June 30, 2010

## Assets

### Current Assets

Cash and cash equivalents	\$ 1,338,817
Investments	1,007,345
Accounts receivable, net	1,363,044
Prepaid deposits and other current assets	35,289
<b>Total Current Assets</b>	<b>3,744,495</b>

Endowment Investments	1,475,930
Restricted Deposits and Funded Reserves	66,806
Property and equipment, net	5,073,329

**Total Assets** **\$ 10,360,560**

## Liabilities and Unrestricted Net Assets

### Current Liabilities

Current portion of notes payable	\$ 53,690
Accounts payable and accrued expenses	905,925
Current portion of deferred revenue	161,610
<b>Total Current Liabilities</b>	<b>1,121,225</b>

### Long-Term Liabilities

Line of credit	299,042
Notes payable, net of current portion	726,447
Deferred revenue, net of current portion	64,167

**Total Liabilities** **\$ 2,210,881**

## Commitments and Contingencies (Notes 5, 11 and 12)

### Net Assets

#### Unrestricted

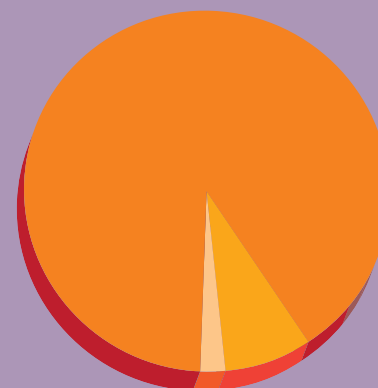
General	2,694,545
Investments in land and buildings	3,979,204
Board-designated	454,930
<b>Total Unrestricted Net Assets</b>	<b>7,128,679</b>

Permanently Restricted 1,021,000

**8,149,679**

**\$ 10,360,560**

## Functional Expenses



Legend

Program Services	85%
Management & General	11%
Fundraising	4%

## Thank you to our Heroes of Horizons

who have included support of New Horizons in their estate plans:

Alaine & Dick Bartus  
 Renee Rousseau Beeder  
 Sharon & Stanley Bryant  
 Rose & Paul Elkins  
 Mr. & Mrs. Guenther W. Engel  
 Barbara & Marty Farkas  
 Freida & Michael Gockel  
 Mr. & Mrs. Pete Hansen  
 Cynthia Kawa  
 Ross Craig Kawa  
 Janet B. Latto  
 Nora & Aaron Lazaroff  
 Aldea Lumenello  
 Susan Stearns  
 Roseline Susman  
 Kenneth Wechsler  
 Sue & Fred Weitkamp

# Thank You To Our Generous Supporters

## *\$25,000 and above*

Dr. John L. Goff, Jr.'s St. Jude's  
Trust for the Forgotten Blind, Peggy  
Carr and Pam Wolfson, trustees  
Ms. Julie Kavner  
Weingart Foundation

## *\$10,000-\$24,999*

Aadlen Brothers Auto Wrecking  
Anonymous  
Mr. & Mrs. Hank Arklin  
Mr. & Mrs. Stanley Bryant  
DAP World, Inc.  
The Lawrence P. Frank Foundation,  
Lois & Don Hoffman, Trustees  
Ms. Janie Hansen &  
Mr. Wally Manning  
Kaiser Permanente  
Pharmavite, LLC  
Mr. & Mrs. Ernie Smith  
Mr. & Mrs. Bernie Switt  
Van Nuys Airport Industrial Center  
Vons Foundation  
Mr. & Mrs. Fred Weitkamp  
Wells Fargo Foundation

## *\$5,000-\$9,999*

Anheuser-Busch, Inc.  
Boeckmann Charitable Foundation  
The Charitable Foundation  
First Private Bank & Trust  
Los Angeles Conservation Corps  
Dr. & Mrs. Ronald Mindell  
Ms. Wanda Nixon  
Prudential Cares Foundation  
San Fernando Valley Employer  
Advisory Council  
Ms. Susan Stearns  
WD-40 Company

## *\$2,500-\$4,999*

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Ross Baker Towing, Inc.  
Boeing/Spectrolab Inc.  
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Mr. & Mrs. David Cook  
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Ms. Gloria Elgort  
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Ms. Susan K. Finch and  
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Ford Auto Body, Inc.  
Hamer Toyota, Inc./Lee Hamer  
Memorial Charities  
Mr. & Mrs. Thomas Lee  
The Louis L. Borick Foundation  
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Bunim-Murray Productions  
Ms. Lorraine New  
Northridge Insurance Agency  
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Mr. Ira Wolowitz  
Mr. & Mrs. Craig Wolfson

World Unity Organization  
Mr. & Mrs. Robert Zoehling

## *\$1,000-\$2,499*

Americh Corporation  
Mr. & Mrs. Steven Arklin  
The Barnes Foundation,  
Mr. & Mrs. Robert Villar, trustees  
Mr. & Mrs. Richard Bartus  
Black & White Towing, Inc.  
The Bridges Club at Rancho Santa Fe  
Mr. & Mrs. John Bunzel  
Mr. Steve Chopp  
Clay Lacy Aviation  
Mr. & Mrs. Greg Connole  
Cooper Communications, Inc.  
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Mr. & Mrs. Lawrence Daniels  
Mr. & Mrs. Paul Elkins  
Mr. & Mrs. Mitch Englander  
Mrs. Eileen Fass  
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Flannery, Inc.  
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Mr. & Mrs. Sol Galper  
Mr. & Mrs. David Gersuk  
Gelb Group  
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Mr. & Mrs. Robert Rivkin  
Ms. Nan Roberts  
Roy Neilson Plumbing  
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Mr. & Mrs. Larry Stern  
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The Gas Company  
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Union Bank  
Mr. Warren Weiss  
Western Management Associates

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Ms. Lilli Diamond  
Mr. Rob Dickey  
Dr. & Mrs. Andrew Dixon  
EagleEye IT  
Mr. & Mrs. Jerry Fischer  
Mrs. Roxy Gaskill  
Mr. & Mrs. Michael Gockel  
Mrs. Marguerite Gossett  
Mr. & Mrs. Phil Johnson  
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Mr. David Kavner  
Knesset B'Nai B'rith Unit 5383  
Knights of Columbus  
Leisure Systems, Inc.  
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Mr. Gary Minzer  
Mr. & Mrs. Pat Modugno  
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Neighborhood Council  
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Parunyan Enterprises LLC  
Mr. Stuart Platt  
Providence Holy Cross  
Medical Center  
Mrs. Sylvia Rabb  
Ms. Phyllis Rini  
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Rotary Club of Northridge/  
Chatsworth  
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Mr. James Rutherford  
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Mr. Victor Sampson  
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Mr. Thomas Schulte  
Mr. & Mrs. Stuart Silverman  
Ms. Susan Simon &  
Mr. Joel Aronowitz  
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Mr. & Mrs. Gary Spindt  
Stern, Kory, Sreden & Morgan  
Mrs. Roseline Susman  
Mr. & Mrs. Jeff Uniack  
Valley Motor Center  
VICA  
Mr. & Mrs. Gary Washburn  
We Clean America  
Mr. & Mrs. Robert Weitkamp

## *\$250-\$499*

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Ms. Patricia Allen  
Arxis Technology, Inc.  
Ms. Diane Auten  
Mr. & Mrs. Robert Blair  
Mr. & Mrs. Karl Boeckmann  
Ms. Barbara Boylan  
Mr. & Mrs. Barry Budow  
Campbell Family Foundation  
Mr. & Mrs. Gregg Ceman  
Ms. Janice Chernoff  
Citadel Information Group, Inc.  
Click File Serve, Inc.  
Mr. Ken Coelho

Mr. & Mrs. Jack Colker  
Mr. & Mrs. Don Cosby  
Crawford Mortuary  
Mr. Bob Curran  
Mrs. Beth Daily  
Mr. Ludwig Ditrich  
Mr. Robert Dolley  
Mr. David Eberhardt  
Ms. Gloria Elgort  
Ms. Barbara Etes  
Ms. Joyce Fidler  
Freelite Skylights  
Mr. & Mrs. Albert Friedman  
Mr. & Mrs. Andrew Frohlich  
Mr. & Mrs. David Fung  
Galpin Motors  
Mr. & Mrs. John Garrett  
Ms. Muriel Goldojarb  
Granada Hills Woman's Club  
Mr. & Mrs. Martin Harris  
Mr. Michael Herrera  
Mr. Benjamin Hsiang  
Mr. & Mrs. Larry Jepsen  
Mr. Barry Kagasoff  
Mrs. Stena Katona  
Key Pharmacy  
Mr. & Mrs. Steven Kleiger  
Mr. & Mrs. John Larson  
Dr. Ira Latto  
Mr. & Mrs. Arthur Lipschultz  
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Ms. Vicki Lynch  
Mr. & Mrs. Sam Marion  
Mr. Daniel Marrow  
Mr. & Mrs. J. Maccolo  
Ms. Barbara McDaniels  
Mr. & Mrs. Serge Melkizian  
Mr. Don Mendel  
Minuteman Mail House  
Mr. John Moynihan  
Orion Risk Management  
Shanon Overbeck  
Owen, Patterson & Owen,  
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Rotary Club of Van Nuys  
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Sherman & Associates, PI  
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Mr. Kenneth Stevens  
Mr. & Mrs. Brent Stutzman  
Mr. & Mrs. Thomas Taffet  
Mr. & Mrs. Ron Uyeda  
Ms. Sylvia Vargas  
Mr. Sander Weiner  
Ms. Wendy Weiss  
Mr. & Mrs. John Weitkamp  
Mr. Caleb Willis

*\*Deceased*





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