



“A small group of thoughtful people  
could change the world.  
Indeed, it's the only thing that ever has”

*- Margaret Mead*



“Be the change  
that you wish to see in the world”

*- Mahatma Gandhi*



**new horizons**  
*Serving Individuals with Special Needs*

## 2016 ANNUAL REPORT



“Change your thoughts  
and you change your world”

*- Norman Vincent Peale*

## A MESSAGE TO THE COMMUNITY from the Chairman of the Board and President /CEO

Dear Friends and Supporters,

In fiscal year 2016, we had a lot to boast about. Across the organization, we continued our steadfast commitment to our clients, serving more than 1,600 individuals through a broad array of vital services, delivered in the very communities in which they live, work, and learn. None of this would have been possible without your generous support.

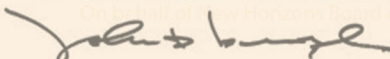
Here are some of our accomplishments...

- **In Job Placement and Training.** *Employment Services* helped over 350 consumers find and maintain jobs at local businesses. They earned over \$1,600,000 in income. Other programs within Employment Services, such as Pathways and Direct Placement, provided more job training opportunities through new contracts with businesses like the California Department of Transportation (Caltrans), Panera Bread, and Marshalls Department Store, just to name a few. Our *Work Services* program, which is transitioning through the agency's new "Choice through Discovery" process, successfully started placing individuals in jobs and volunteer programs at local nonprofit partners and businesses. And *Sam's Café* not only continued to be a popular community meeting place, in April of 2016 it began selling our delicious New Horizons cookies at two local Pavilions stores and opened its doors to the San Fernando Valley Interfaith Council (VIC) in order to serve hot, nutritious lunches to the program's seniors and our own consumers.
- **In Educating and Counseling.** The *Monarch Mobile Day Program (MMDP)* and on-campus *Achievement Center* served more than 200 individuals, helping them to become integrated in the community and achieve life goals. Both programs expanded services by providing additional workers and activities both on and off our North Hills campus.
- **In Travel Training.** With over 1,500 referrals and 750 trained participants, the *Green Light to Mobility* program offered one-on-one instruction to our clients and community of service providers, establishing New Horizons as experts in the travel training field. The program started offering Senior Travel Training Workshops, eventually leading to many of our consumer participants learning alongside local seniors within the community.
- **In Residential Services and Community Living.** Through *Residential Services* and *Community Living*, our clients continued to safely live their chosen lives with the help of New Horizons' dedicated staff. Whether residing in one of our agency's 12 group homes, or living in their own apartment or home, we saw the lives of our consumers advance in positive ways by helping them stay independent and community minded. As we continue remodeling and improving our group homes, and prepare to move consumers into our thirteenth home, our memory care residence, we remain mindful of their need to be involved in the community and be part of the neighborhoods in which they live.

There is so much more that we all can be proud of here at New Horizons. Like the fact that for two television seasons New Horizons has consulted on the ground-breaking, Emmy award winning A&E docu-series, "*Born This Way*," lending our expertise and help in creating authentic portrayals of those with developmental disabilities.

But our greatest pride comes from being able to partner with you in providing programs and services that assist our clients achieve so much. With your help, their dreams are becoming reality!

On behalf of New Horizons Board of Directors, volunteers, and staff, thank you!

  
**John D. Bunzel**  
Chairman of the Board

  
**Cynthia Sewell**  
President and Chief Executive Officer





# **CONSOLIDATED STATEMENT OF FINANCIAL POSITION** JUNE 30, 2016



# **CONSOLIDATED STATEMENT OF ACTIVITIES** FOR THE YEAR ENDED JUNE 30, 2016

## **ASSETS**

### **Current Assets**

Cash and cash equivalents	\$1,448,800
Investments	297,101
Accounts receivable, net	2,048,514
Current portion of pledges receivable	65,000
Prepaid expenses and other current assets	113,314
	<b>3,972,729</b>

### **Non-current Assets**

Pledges receivable, net of current portion	110,000
Restricted deposits and funded reserves	272,467
Endowment investments	2,681,122
Due from Reseda Ranch	521,746
Property and equipment, net	4,739,981
	<b>12,298,045</b>

## **LIABILITIES & NET ASSETS**

### **Current Liabilities**

Current portion of notes payable	57,199
Accounts payable and accrued expenses	1,134,548
Deferred revenue	34,167
	<b>1,225,914</b>

### **Long-term Liabilities**

Line of credit	389,042
Notes payable, net of current portion	283,957
Total liabilities	<b>1,898,913</b>

### **Net Assets**

Unrestricted general	3,279,861
Unrestricted investment land and building	4,242,986
	<b>7,522,846</b>
Temporarily restricted	175,000
Permanently restricted	2,701,286
Total net assets	<b>\$12,298,045</b>

### **Revenue, Gains and Support**

Tuition and fees	\$10,849,578
Workshop projects	1,129,292
Contributions and grants	702,446
Rents	547,398
Food services	393,791
Fundraising event proceeds, net of direct cost of \$114,718	208,337
Contributed goods and services	144,578
Miscellaneous	131,678
	<b>14,107,098</b>

### **Functional Expenses**

Program services	11,795,404
Management and general	1,235,923
Fundraising	459,734
	<b>13,491,061</b>

Changes in net assets from operations	<b>616,037</b>
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### **Investment and Endowment Activity**

Interest and dividends	67,481
Net gains (losses) on investments	(86,864)
Net investment and endowment activity	(19,383)
Changes in net assets	<b>596,654</b>

<b>Net Assets, beginning of year</b>	<b>9,802,478</b>
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<b>Net Assets, end of year</b>	<b>\$10,399,132</b>
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Throughout the year New Horizons was honored to welcome a number of special visitors like Elena, from the Emmy award winning docu-series "*Born This Way*," to our North Hills campus.



New Horizons consumers began providing in-store samples of our delicious gourmet chocolate chip cookies to enthusiastic shoppers at Albertsons, Pavilions and Vons Supermarkets in the Spring of 2016.

With the combined efforts of staff, consumers, and volunteers, who served a total of 6,690 hours, New Horizons held a number of successful fundraising events in support of our programs and services.



Through our inclusive process known as "Choice Through Discovery" many of New Horizons consumers find a variety of meaningful work and volunteer opportunities in the community.



## 2016 CONTRIBUTIONS

### \$50,000 and Above

*Mr. Jonathan Murray\*\**

### \$25,000 and Above

*Anheuser-Busch Foundation  
Galpin Motors  
National Charity League, Inc.  
San Fernando Valley Chapter*

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

*Anonymous  
Glenn & Diane Baker  
California State University - Northridge  
Campbell Family Foundation  
Mr. & Mrs. Martin Farkas\*  
The Lawrence P. Frank Foundation –  
Donald & Lois Hoffman  
Mr. John Grant  
Janie Hansen & Wallace Manning  
George Hoag Family Foundation  
Marcia Israel Foundation, Inc.  
Julie Kavner  
The Fanny and Svante Knistrom Foundation  
Mark's Legacy Foundation  
National Association of Realtors  
Carroll and Nancy O'Connor Foundation  
Providence Health & Services Foundation –  
Mother Joseph Fund  
Barbara & Edward Shapiro  
Wells Fargo Foundation  
Stacey Whittle, In Memory of  
Barry A. Rutherford  
St. Jude's Trust for the Forgotten Blind,  
in Memory of John L. Goff, Jr., M.D.*

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

*A&E Television Networks, LLC  
John Aaroe Group Community Foundation  
Alperstein, Simon, Farkas, Gillin & Scott LLP  
Mr. & Mrs. Steve Anderson  
Mr. & Mrs. Steven Arklin  
John & Hilda Arnold Foundation  
Florie & John Bunzel\*\*  
Mr. Luis A. Cayo  
Bryan Ezralow  
Judy & Rick Fisher  
Michael Patrick King  
Ms. Heidi Lennartz  
Drs. David & Linda Lillington  
Ken & Lynn Miles  
Dr. & Mrs. Ronald Mindell  
ModernHR  
Wanda Nixon  
Providence Health & Services,  
Southern California  
Ms. Susan Stearns  
Ms. Christina Tucker  
The Vons Foundation  
Sue & Fred Weitkamp*

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

*Aadlen Brothers Auto Wrecking  
Mr. F. Shawn Azizollahi  
Boeing / Spectrolab, Inc.  
Boston Private Bank & Trust*



Sharon & Stan Bryant  
 Mr. Roc Caldarone  
 Cas Foundation  
 Mr. Winston Chappell, in Memory of  
 Helen & Winston Chappell  
 The Charitable Foundation  
 City of Los Angeles - District 12  
 Barbara & Larry Diamond  
 Discover A Star Foundation  
 Mr. & Mrs. Paul Draper  
 Sandy & Ron Friedman  
 Michael & Frieda Gockel  
 Greenberg & Bass, LLP  
 HBO  
 Stuart L. & Fran H. Jaffe  
 Kirsch, Kohn & Bridge LLP  
 Mr. Patrick Murray  
 NSBN LLP  
 Pharmavite  
 Ralphs Grocery Company - Food 4 Less  
 San Fernando Valley Employer Advisory Council  
 Mr. Stan Schneider  
 Mr. & Mrs. Ernie Smith  
 United Cerebral Palsy of Los Angeles  
 Van Nuys Airport Industrial Center  
 World Unity Organization  
 Robert Zoechling

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

Dr. Nader Abdelsayed  
 Anheuser-Busch  
 Frank Azizollahi  
 The Barnes Family Foundation  
 Alan Bladyka  
 Cathy Blin  
 Mr. & Mrs. Brett Boeckmann  
 The Boeing Company  
 Mr. & Mrs. David Cook  
 Mr. & Mrs. Robert Couturier  
 Dr. Mary Ann Cummins-Prager  
 Halcyon & Larry Daniels  
 Paul Davis & Alberta Bellisario  
 Insurance Services  
 Mrs. Nanette Day  
 Dr. & Mrs. Andrew D. Dickson  
 Christine & Colin Donahue  
 EagleEye IT  
 Rose & Paul Elkins  
 Harriet Elliott  
 Eileen Fass  
 Susan Finch  
 Tom Goldberg  
 Beth & Alan Goldstein  
 Hamer Toyota  
 Edward & Mary Hersh  
 Ideal Metal & Salvage  
 Howard & Carol Jensen  
 Aimee Johnsen  
 Mr. & Mrs. Barry Krowne  
 Tracie and Duane Lyons  
 Paul Mandabach  
 Mr. Dana Martin  
 David and Sandy Marton  
 chard McElwee  
 Morgan Stanley  
 Morgan Stanley Foundation  
 Walter W. Mosher, Jr. Foundation  
 North Valley Construction Company  
 Owen, Patterson & Owen  
 Sylvia Rabb  
 Angela Reese

Phyllis Rini  
 Mr. & Mrs. Russell Rutali  
 Greg Santilli  
 Gary Schneider  
 Thomas Schulte  
 Cynthia and Jeffery Sewell  
 Ron Silverman  
 SimEx iWerks Entertainment  
 Southern California Edison -  
 Corporate Communications  
 Southland Regional Association of  
 Realtors' Foundation  
 Carolyn Strauss  
 Roseline Susman  
 Valley Presbyterian Hospital  
 Van Nuys Airport

## \$500 - \$999

American Realty Advisors  
 Armanino LLP  
 Mr. Adrian Backer  
 Ashley Gabriele and Chris Baker  
 Dr. & Mrs. Robert E. Behringer  
 Mr. Steven Beltran  
 Mr. Scott Bowling, Psy.D.  
 Mr. & Mrs. John Brunson  
 Ms. Suzanne Bunzel  
 Mr. Ronald Burkhardt  
 Mr. & Mrs. Michael Cantrill  
 Columbian Foundation Supporting People  
 with Intellectual Disabilities, Inc.  
 Community Health Charities  
 Cooper Communications, Inc.  
 Ms. Doris (D.C.) Cordova  
 Crown Media United States, LLC  
 Mr. and Mrs. Paul Davis  
 Ms. Lilli Diamond  
 Mr. John Eissele  
 Fidelity Charitable Gift Fund  
 Mr. Fred Fisher  
 Ms. Karen Fung  
 Mr. Bobcat Goldthwait  
 Dr. Lawrence Gross  
 Mr. P. Michael Hathaway  
 Mr. & Mrs. Jerry Hilecher  
 Stuart L. Jaffe, An Accountancy Corporation  
 Mr. Glenn Kantor  
 Alan and Ellen Kessler  
 Mr. & Mrs. William Kivinski  
 Knesset B'Nai B'rith  
 Limitless Group  
 Ms. Mary Lou MacLean  
 Randy & Jonelle Miller  
 MobileCause, Inc.  
 Northridge Retirement Villa  
 Lanny Noveck  
 Ruby & Romeo Pantoja  
 Ross Pendergraft  
 Mrs. Marilyn Peshek  
 Debra Rabb  
 Ralphs Grocery Company  
 Rutherford Company, Inc.  
 Mr. Jeffrey Segal  
 Brian & Julie Shapiro  
 Beth Shevin  
 Julia Shy  
 Ms. Trudy Sincok  
 Mr. James Smathers  
 Ms. Jacqueline Stanton  
 Virginia Tanawong

Lester & Jane Trachman  
 Ms. Sylvia Vargas  
 Mr. & Mrs Robert Wagmeister  
 Ms. Christine Ward  
 Sharon Sackin & Marc Weisel  
 Mrs. Rose Weiss  
 Mrs. Christa Weitkamp  
 Western Management Associates  
 Pierre & Yolanda Wong  
 Mr. & Mrs. Herbert Zebrack  
 Mr. George Stevens

## \$250 - \$499

Mr. & Mrs. Yousef Abdelsayed  
 Mr. David Adelman  
 Ms. Melinda Alesana  
 Mr. Stephen Ashmore  
 Mr. Dennis Ayers  
 Mr. & Mrs. Richard Bartus  
 Ms. Stephanie Blin  
 Helen and Kay Charles Blin Foundation  
 Larry & Stu Bramer  
 Mr. & Mrs. Gregory Buesing  
 Ms. Lori Cardle  
 Janice Chernoff  
 Mr. & Mrs. Joseph Chu  
 Ms. Claudia Clark  
 Condie & Wood CPAs  
 Mr. & Mrs. Martin Early  
 Ms. Wendy Elgin  
 Exceptional Children's Foundation  
 Jodi & Alex Garcia  
 Ms. Florencia Giesseman  
 Mr. & Mrs. Richard Hartman  
 Mr. & Mrs. Frank Hathaway  
 Jeff Conway and Associates, LLC  
 Mrs. Alberta Kelley  
 Key Pharmacy  
 Mr. & Mrs. John Kiffmeyer  
 Lara Klingman  
 David Knott  
 LA Group for the Blind of Israel  
 Mr. Leon LeBuffe, PhD & Dr. Julena Lind  
 Amanda & Daniel Lynn  
 Ms. Debbie Meredith  
 Mr. Ray Musser  
 Jeffrey Noblitt  
 Ms. Tina Orr  
 Ms. Joanne Peterson  
 Providence Health & Services  
 Ms. Lena Rivkin  
 Robin & Craig Schoenfeld  
 Mr. Brent A. Sincok  
 Mr. & Mrs. Greg Sincok  
 Dr. Martin Smietanka  
 Mr. & Mrs. David Spiegel  
 Mr. & Mrs. Thomas Taffet  
 Ms. Tiffany Takac  
 Mrs. Debra Taylor  
 Mr. & Mrs. Paul R. Thorsell  
 Ms. Patricia Travis  
 Ms. Myriam Wagner  
 Ms. Wendy Weiss

\*Includes Pledge Amount \*\*Multi-Year Pledge



**new horizons**  
 Serving Individuals with Special Needs

...on the grow

## OUR MISSION

*New Horizons empowers individuals with special needs 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 special needs and other developmental disabilities are valued for their strengths and their challenges, their courage and their joy; where each person is afforded compassion and dignity, rights and opportunities as equal members of the community; and where our partnerships, community education, and advocacy have eliminated the difference between the culture of caring we provide at New Horizons and the quality of acceptance and caring provided by the community.*

### Officers

*John D. Bunzel – Chairman  
Sue Weitkamp – Vice Chairperson  
Stuart L. Jaffe – Treasurer  
Ken Miles – Secretary / Chair Elect  
Heidi Lennartz – Member at Large  
Cynthia Sewell – President/CEO*

### Board of Directors

*David Adelman  
Micahel T. Aguila  
F. Shawn Azizollahi  
Glenn Baker  
Colin Donahue  
Mitchell Englander  
Alan Goodstein  
David Lillington  
Dana K. Martin  
Hank Miller  
Patrick Murray  
Jeffrey Noblitt  
Kurt Peter  
Angela Reese  
Joel Simon  
Christine Ward*

### Honorary Directors

*Paula Boland  
Peggy Carr  
Julie Kavner  
John Lithgow  
Jonathan Murray  
Julie Newmar  
Charlotte Rae  
William Schallert  
Michael Tilson Thomas*

### Emeritus Council

*Dick Bartus  
Dr. Robert Behringer  
Spero Bowman  
Stan Bryant  
Roc Caldaraone  
Larry Daniels  
Larry Diamond  
Paul Elkins  
Joyce Feucht-Haviar  
Judy Fisher  
Muriel Goldojarb  
Janet Latto  
Sister Colleen Settles  
Gene Siciliano  
Susan Stearns  
Stuart Steinberg*

### Staff

*Cynthia Sewell  
President/Chief Executive Officer*

*Roschell Ashley  
Chief Operating Officer*

*Greg Santilli  
Chief Financial Officer*

*Diane Thorsell  
Chief Human Resources Officer*

*Ron Silverman  
Chief Development and  
Marketing Officer*

*Tony Casasola  
Administrator, Day Program Services,  
Campus Based*

*Anna Eskandarian  
Director of Employment Services*

*Esteban Estrada  
Director of Work Services*

*Nancy Soo-Hoo  
Director of Community Living Services*

*Tetyana Wynter  
Director of Residential Services*

*Anne Murphy  
Mobility Training Services Administrator*

*Dana Hart  
Monarch Mobile Day Program Manager*

*Aida Velasco  
Sam's Café Administrator*

*Leilani Downer  
Marketing Communications Manager*

“We create a brighter future... and add value to the community”

– New Horizons

