



BOLD FUTURES.

UNLIMITED POSSIBILITIES.

ANNUAL REPORT

2019

NEW
HORIZONS

www.newhorizons-sfv.org



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We are grateful that you're a part of our world. Thank you for your continuing support.



Dear Family, Friends and Supporters:

As your board chairman and president/CEO, we are pleased to present New Horizons' Annual Report for the fiscal year ending June 30, 2019.

Years ago, Mahatma Gandhi encouraged others to "be the change that you wish to see in the world." He then went on to say that we do not need to wait to see what others will do. More than 65 years ago, eight families chose not to wait. The change they set in motion altered the world for their children with Down syndrome and the more than 1,500 clients that we serve annually.

This past fiscal year was one of changes that we hope would have made Gandhi proud. Our programs and services became almost 100% community based as we began to envision a world where those we serve would find real inclusion and even greater opportunities. And while it was exciting to see so many engage in the community in ways like never before, New Horizons is pleased to say that our unwavering commitment to our clients' bright futures could still be counted on.

This past year, New Horizons successfully served more than 400 clients by providing effective job training and placement, making us one of the largest placement agencies in California for individuals with special needs. Other key services, such as high-quality residential and community living services, innovative community day programs, and dozens of other service options, all continue to thrive, thanks to you, our loving and generous stakeholders.

Your partnership enabled us to work with a purpose to create our new GoGrocery food-service training program. It enabled us to provide person-centered community activities for all of our clients, and it strengthened our ability to navigate the shifting financial winds that have affected so many social service organizations like our own.

On behalf of our clients, staff, volunteers and board of directors, we are grateful to you, and to your resolve not to wait on others for the world to change. Your continued guidance, commitment and loyalty to New Horizons makes it possible for us to design bold futures and dream of unlimited possibilities for those we serve.

We are grateful that you're a part of our world. Thank you for your continuing support.

Sincerely,



Ken Miles
Board Chair



John C. Brauer, M.A.
President/CEO

OUR MISSION

New Horizons empowers individuals with **disabilities** to reach their **full potential**.



OUR VISION

Together we're building an inclusive world that celebrates **strengths, respects abilities** and **embraces diversity**.

PROGRAM HIGHLIGHTS



NEW AT NEW HORIZONS

City Of Los Angeles Celebrates New Horizons' 65th Year!

On Thursday, April 17, 2019, New Horizons proudly received a special proclamation from the City of Los Angeles at the Los Angeles City Hall in honor of its 65th anniversary. Los Angeles City Councilmember Bob Blumenfeld, of Council District 3, made this special presentation during fiscal year 2019. He had the honor of awarding it during a scheduled city council meeting to New Horizons' president and CEO, John C. Brauer, M.A., and other members of the New Horizons staff.

Blumenfeld invited the City of Los Angeles to join him in recognizing and celebrating New Horizons and the many clients we have had the pleasure of serving throughout the years.

Today, New Horizons looks toward the next 65 years as an era of advancing community inclusion and belonging for those we support, while keeping the dreams and the promise of our founding eight families alive in ways they could only imagine.

A New Program in the Bag: GoGrocery

In fiscal year 2019, New Horizons was excited to invite our members and the community to participate in our newest program: GoGrocery!

GoGrocery resulted from a successful partnership between New Horizons and Albertsons/Vons grocery stores. The program's 10-week training session trains adults as well as students, ages 16–22, who have exited/graduated from high school or been referred from local school districts, in collaboration with the California Department of Rehabilitation.

The GoGrocery curriculum includes classroom lessons for both the “hard skills” necessary to perform on-the-job duties and the “soft skills” needed to assist with developing the confidence and ability to engage successfully in appropriate workplace relationships with co-workers and supervisors. Once they've completed the GoGrocery coursework, participants have the option to receive support through continued employment services including assessment, job development, and placement and coaching at an actual food retail shop.

The California Department of Rehabilitation licensed GoGrocery in July 2019. Shortly thereafter, stories featuring this program – which provides opportunities for the community as a whole – appeared on LA's ABC7 News and Spectrum News 1.

New Horizons Client Engagement and Outcomes Manager

By the end of fiscal year 2019, a number of organizations serving the intellectually and developmentally disabled communities began seriously using the term “engagement,” as so many of those we served were out in the community in ever-growing numbers. It seemed only fitting that New Horizons would welcome a client engagement and outcomes manager to our staff in order to develop a robust system to meet the needs and desires of our members as they enter into varied programs and services, which – to a great degree – are community based.

Coming to us with a great deal of experience and dedication, Noemi Ortiz, New Horizons' client engagement and outcomes manager, expresses a person-centered approach as she engages with New Horizons members and families. She is also currently developing a system for New Horizons departments' outcomes and results.

NEW HORIZONS

Bold Futures. Unlimited Possibilities.

New Logo, New Look

In September 2019, New Horizons launched a new brand look and tagline to better reflect and convey our newly transitioned services. As an organization committed to looking toward the future, our new logo symbolizes our growth as we continue to evolve with the need to engage our members, staff and partners alike, in the community.

The updated New Horizons logo resembles a rising sun, evoking a sense of hope and possibility. The design captures New Horizons' vision of building an inclusive world that celebrates strengths, respects all abilities and embraces diversity. Similar to the logo, our new tagline, *Bold Futures. Unlimited Possibilities.*, embodies New Horizons' commitment to opening doors for individuals of all abilities by increasing self confidence, teaching valuable skills and facilitating continuous growth.

COMMUNITY NEWS

Principals Come Back to New Horizons

New Horizons was pleased to host the L.A. City Council District 12's 7th Annual Welcome Back Workshop (aka Educators' Roundtable) for San Fernando Valley LAUSD principals.

This highly attended, highly anticipated event took place in the Business Center and Banquet Hall (formerly Sam's Café) on Oct. 4, 2018, providing K-12 San Fernando Valley schools with the opportunity to learn about the numerous services and resources available to them at the start of the brand-new school year.

New Horizons appreciates all of its community members that choose our Business Center and Banquet Hall as a place to gather for large and small events. Our doors are always open to friends and supporters in the community who want to rent our space, step onto our campus, and learn about and support those we serve.

2018 Candidate Mid-Term Forum

As we entered into the fiscal year, in anticipation of the 2018 mid-term elections, the North Los Angeles County Regional Center (NLACRC) looked to New Horizons to be one of two local sites for its traditional bi-partisan Candidate Forum.

Held on Oct. 25, 2018, in the Business Center and Banquet Hall, this event, which was themed "Your Vote is Your Voice!," was designed so that potential voters, comprised of families, friends, caregivers and others, could have access to the candidates before the Nov. 6, 2018, election.

The candidates in attendance for the pre-election event were Mark S. Reed; John Brodtke, representing U.S. Congressman Brad Sherman for District 30; State Senate District 18 hopeful Rudy Melendez; and Roxanne Beckford Hoge for State Assembly District 46.

The fight to let our voices be heard continues from one fiscal year to the next. Right now, California Governor Gavin Newsom has the opportunity to fund critical services and supports for those we serve by investing \$450 million in the 2020-21 state budget. Please share this link: <https://thelantermancoalition.org/take-action-with-those-you-know>. Help support our clients in living safe and healthy lives, filled with opportunities.



New Horizons Members Honor President George H.W. Bush

One of the most enduring pieces of legislation signed by former President George H.W. Bush is the American Disabilities Act (ADA), which went into law on July 26, 1990.

When President Bush signed the legislation, he highlighted the fact that, " ... every man, woman and child with a disability can now pass through once-closed doors into a bright new era of equality, independence and freedom." Bolstered by these words – and in response to Bush Sr.'s passing on Nov. 30, 2018 – New Horizons produced a tribute plaque, containing New Horizons member signatures, that was sent to the late president's family as our way of saying "thank you."

Several members in our Community Day Services program signed the New Horizons tribute plaque to the late president, before it was delivered to the Bush Library at Texas A&M University.

New Horizons Annual Gala - 65th Sapphire Jubilee

In partnership with our event honorary chairs Luis A. Cayo, Los Angeles County Supervisor Kathryn Barger (SD-5), and Bert and Jane Boeckmann — owners and operators of San Fernando Valley's Galpin Motors — New Horizons held an elaborate celebration honoring 65 years of serving our members, helping them to reach their fullest potential.

"Honoring Our Past and Cheers to Our Future!" was the theme of the night on March 30, 2019, at the Los Angeles Skirball Center. Actress and comedian Sherri Shepherd joined us in kicking off the evening, making our 65th anniversary the crown jewel fundraising event of the year, and fun, too! New Horizons spent the evening focusing on our members who have become more involved in the community. In the area of involvement, in similar fashion, we also honored longtime volunteers Judy and Rick Fisher, whose involvement in the agency was recognized with our special Dignity, Love, and Compassion Award.

With many exciting features at the Sapphire Jubilee Gala event — a cocktail hour, dinner, "wine pull" raffle, and silent and live auctions, along with two heartfelt video presentations — the night was truly a success.

Through sponsorships, generous donations, and gala attendance and participation, New Horizons raised more than \$232,000 at our 16th Annual Gala!



New Horizons 11th Annual Walk on the Horizon

On Saturday, Sept. 29, 2018, walkers joined together to raise funds and awareness for New Horizons' life-changing programs. Like a determined army on the backlot of CBS Studios in Studio City, California, we walked among the sound stages of some of television's most iconic TV shows with one goal in mind: to celebrate the abilities of individuals with intellectual and/or developmental disabilities, and to advance their inclusion in the community.

Starting with a delicious continental breakfast to get everyone's energy up and engines revving, one of the more memorable moments came early in the day when Galpin Motors' convertible pace car, carrying Universal Studios' "Lucy," began the walk, leading the way at the sound of the starting horn. Once the walk ended, there was time for awards, an exciting raffle and acknowledgements all around.

Fiscal year 2019's Walk was our 11th, and perhaps one of the best due to the venue and overwhelming participation — 500 participants strong with huge corporate team participation. More than \$77,000 was raised, which enables us to provide further programs and services for those we support.

New Horizons 16th Annual Golf Classic

After another stunning golf tournament, which took place at Mountain Gate Country Club on June 24, 2019, New Horizons ended fiscal year 2019 on a high note thanks to our generous golfers, sponsors, volunteers, staff and members who joined us for our 16th Annual Golf Classic event. Co-chaired by New Horizons Board Chair Ken Miles and Steve Asher, the day began with registration, followed by lunch and putting games provided by Eric Tracy, aka "The Mulligan Man." Throughout the day, golfers were treated to on-course refreshments, a hole-in-one contest courtesy of Galpin Motors, additional on-course games and the opportunity to receive professional photos of themselves while following through on their signature swings. All of this was followed up by an awards presentation and dinner that included a silent auction and some fabulous raffle prizes. In addition, as a special treat, in honor of our 65th anniversary, we held an opportunity drawing for a trip to Hawaii!

On a beautiful day in sunny Southern California, thoughtful golfers and our generous tournament sponsors Julie Kavner, Galpin Motors and Anheuser-Busch, along with many others, came together to honor New Horizons' many years of successfully providing services to individuals with intellectual and developmental disabilities. Together, we raised nearly \$90,000 for our programs and client support!



PROGRAMS & SERVICES

RESIDENTIAL AND COMMUNITY LIVING SERVICES

New Horizons' Residential and Community Living programs help its members get the most out of their living experience, whether they are living in one of the organization's 13 group homes with live-in care, or in a place of their own within the community.

RESIDENTIAL:

53 
RESIDENTS

6 
HOMES RECEIVED
PERFECT COMPLIANCE
SURVEYS

COMMUNITY LIVING SPACES:

42 
MEMBERS IN
DEPARTMENT
OF COMMUNITY
LIVING

EMPLOYMENT SERVICES

Through Supported Employment, Job Club, Pathways and GoGrocery, New Horizons' Employment Services has been recognized as Los Angeles County's most effective service provider in placing clients in local businesses. As part of the program — at no cost to the employer — professional job coaches provide New Horizons' members with training and assistance toward customized employment and an ability to be successful on the work site.

400 
MEMBERS

100% 
OF ALL WORKING
MEMBERS EARN
MINIMUM WAGE
OR ABOVE

\$2,230,000
IN SALARY MADE BY
SUPPORTED
EMPLOYMENT MEMBERS

HIGHEST PAID
MEMBER EARNS
\$20.25
AN HOUR, PLUS BENEFITS



**NEW HORIZONS PARTNERS
WITH MORE THAN 125 EMPLOYERS
AND ADDED 14 NEW
EMPLOYER PARTNERSHIPS:**

- > 99c store in SFV area
- > Law Firm of Patenaude and Felix
- > Smart & Final
- > Foley & Lardner LLP
- > Hawker Pacific Aerospace
- > Mitierra Restaurant
- > The Learning Experience
- > Homeboy
- > Liberty Tax
- > Staples
- > Super King
- > Dolphin Imaging
- > Allied Nationwide Security
- > Mandell, Damon & Associates LLP

COMMUNITY DAY SERVICES

Community Day Services, which operates at a 1:4 ratio, enables its members to participate in a wide range of activities that provide volunteer, recreational and learning opportunities in the community. With an emphasis on person-centered planning, this program facilitates both inclusion and engagement.

4 MEMBERS TO EVERY INSTRUCTOR

7 VANS TO TAKE CLIENTS INTO COMMUNITY

72% MEMBERS GO INTO THE COMMUNITY DAILY

21 MONTHLY ACTIVITIES

16,200 HOURS THAT MEMBERS PARTICIPATED IN COMMUNITY ACTIVITIES



MONARCH MOBILE DAY PROGRAM (MMDP)

At a ratio of 1:1, this program provides individuals with highly customized day program support in a private setting. Such locations may include, but are not limited to, a family home, skilled nursing facility, or a residential or convalescent home.

1 MEMBER TO EVERY INSTRUCTOR

53 MEMBERS

GREEN LIGHT TO MOBILITY

New Horizons' Green Light to Mobility program, funded by the Los Angeles County Metropolitan Transportation Authority (METRO), empowers individuals to safely access their communities by encouraging further independence, confidence and mobility through METRO transit education throughout the Southeastern and Eastern San Fernando Valley.

3 TRAINING GROUPS: SENIORS, STUDENTS AND NEW HORIZONS MEMBERS





BUSINESS CENTER AND BANQUET HALL (FORMERLY SAM'S CAFÉ)

Rebranded as a full-time Business Center and Banquet Hall, Sam's Café's transition represents the exciting transformation New Horizons has made as a whole in accordance with many of our programs and services. Through our 11,000-square-foot rental space, we seek to become more engaged in the community through professional, community and social events. To book the Business Center and Banquet Hall for an upcoming event, contact Aida Velasco at 818-894-0582 or at avelasco@newhorizons-sfv.org. New Horizons' monthly Friday night client dances in the the Business Center and Banquet Hall will continue. Regularly check our website at newhorizons-sfv.org under "events" for more information.

NEW HORIZONS VOLUNTEER PROGRAM

Founded in 1954 by eight parents who wanted to provide a brighter future for their sons and daughters with developmental disabilities, we thrive on a kind of roll-up-your-sleeves, can-do attitude. That is why today, volunteers through our Volunteer Program receive value at New Horizons for their involvement and support of our clients, programs and agency.

 **6,513** TOTAL HOURS VOLUNTEERED

695  TOTAL VOLUNTEERS



12  "THIRD FRIDAY OF THE MONTH" MEMBER DANCES

129  COMMUNITY EVENTS

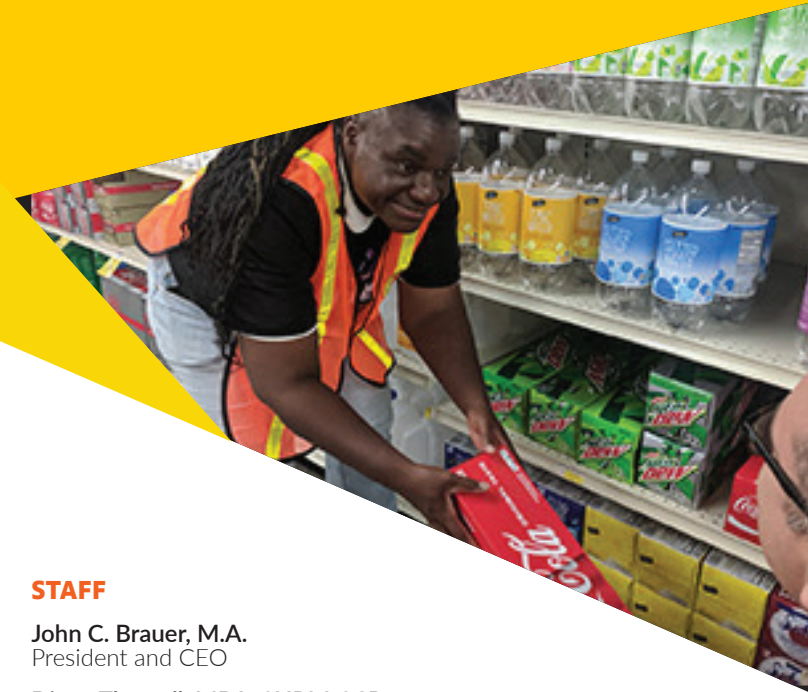
SUCCESS ACCESS TEAMS (SAT)

Funded by the Department of Developmental Services, SAT helped families seeking special needs services by hosting workshops and being a resource at community fairs and educational events throughout the San Fernando Valley.

 **63** COMMUNITY OUTREACH EVENTS ATTENDED

2,500 FAMILIES AND MEMBERS BELONGING TO FIVE GROUPS REACHED: AFRICAN AMERICAN, KOREAN, FILIPINO, ARMENIAN AND HISPANIC.

LEADERSHIP & STAFF



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Vice Chairperson

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Community Living Manager

Holly Rasey
Senior Director of Development and Communications

Nancy Soo-Hoo
Director of Special Projects and Program Development

Aida Velasco
Business Center and Banquet Hall Administrator

\$100,000+
Anonymous

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\$50,000 - \$99,999

Julie Kavner
The Murray Reese Foundation

\$25,000 - \$49,999

Anheuser-Busch Foundation
Galpin Motors, Inc.
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\$10,000 - \$24,999

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\$1,000 - \$2,499

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 Mike's Roofing Service, Inc.
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 World Unity Organization



\$500 - \$999

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 Mr. Yoshko Prebanda
 Mr. Danny Ramirez
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 Health Center

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\$250 - \$499

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 Center
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 Ms. Sylvia Vargas
 Joan & Paul Waller
 Mr. Stephen Widjaja
 Ms. Ronda Wolfgang
 Mr. & Mrs. Paul Zerounian
 Robert Zoechling



FINANCIALS

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$2,034,653
Certificates of deposit	\$100,000
Accounts receivable, net	\$1,993,124
Current portion of pledges receivable	\$100,000
Advances to Reseda Ranch, net	\$130,696
Prepaid expenses and other current assets	\$110,145
Total Current Assets	\$4,468,618

OTHER ASSETS

Restricted deposits and funded reserves	\$215,939
Endowment investments	\$3,354,898
Long-term portion of pledges receivable	\$100,000
Property and equipment, net	\$4,949,260
Total Other Assets	\$8,620,097

TOTAL ASSETS \$13,088,715

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Current portion of notes payable	\$88,905
Accounts payable and accrued expenses	\$1,294,769
Deferred revenue	\$14,167
Total Current Liabilities	\$1,397,841

LONG-TERM LIABILITIES

Line of credit	\$375,676
Notes payable, net of current portion	\$123,815
Total Long-Term Liabilities	\$499,491

TOTAL LIABILITIES \$1,897,332

NET ASSETS

WITHOUT DONOR RESTRICTIONS

General	\$3,225,962
Investments in land and buildings	\$4,387,569
Total Without Donor Restrictions	\$7,613,531

WITH DONOR RESTRICTIONS

Total Net Assets	\$11,191,383
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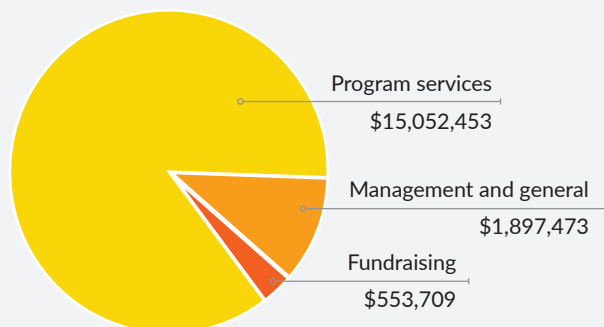
TOTAL LIABILITIES AND NET ASSETS \$13,088,715

CONSOLIDATED STATEMENT OF ACTIVITIES

REVENUES, GAINS AND OTHER SUPPORT

Tuition and fees	\$14,373,244
Workshop projects	\$405,067
Contributions and grants	\$1,156,889
Rents	\$570,965
Food services	\$342,686
Proceeds from fundraising events, net of direct costs of \$139,554	\$323,666
Contributed goods and services	\$6,456
Miscellaneous	\$39,398
Total Revenues, Gains and Other Support	\$17,223,371

FUNCTIONAL EXPENSES



Total Support Services \$2,451,182
Total Functional Expenses \$17,503,635

OTHER INCOME (EXPENSES)

Interest and dividends, net	\$190,926
Realized and unrealized gains on investments	\$82,764
Total Other Income	\$273,690
Changes in net assets	\$6,574

NET ASSETS, BEGINNING OF YEAR \$11,197,957
NET ASSETS, END OF YEAR \$11,191,383

BOLD FUTURES.

UNLIMITED POSSIBILITIES.

ANNUAL REPORT

2019

NEW
HORIZONS

www.newhorizons-sfv.org