#### Lifespan 2005-2006 Unaudited Unrestricted Fund

Revenue

Government Grants	\$ 3,076,534
Non-Government Grants	1,273,544
Donations/In-kind	439,924
Fee Income	523,659
United Way	340,700
Interest Income	106
Bridge to the Future Released	76,631
Miscellaneous Income	858
Total Revenue	\$5,731,956
Salaries	\$ 3,376,131
Fringes and & Benefits	631,174
Operating	1,507,297
Rent	214,061
Total Expenses	\$5,728,663

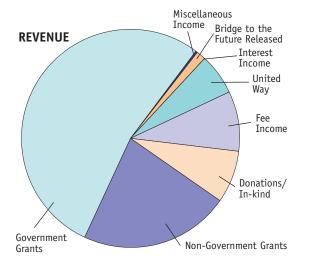
Excess (Deficiency) of Support and Revenue over	
Expenses before Equity in Earnings of Eldersource	3,293
Equity in Earnings of Eldersource	-266
Changes in Net Assets	3,027

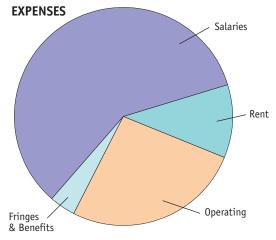
Total Assets	\$1	,276,747
Total Liabilities	\$	745,183
Unrestricted Net Assets	\$	531,564

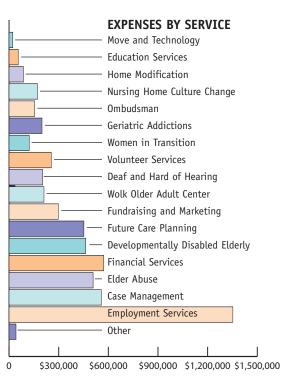
**Expenses by Service** 

Total Expenses by Service	\$5	,728,663
Employment Services		1,352,497
Case Management		572,542
Elder Abuse		557,770
Financial Services		507,730
Developmentally Disabled Elderly		463,104
Future Care Planning		452,300
Fundraising and Marketing		297,672
Wolk Older Adult Center		255,250
Deaf and Hard of Hearing		211,055
Volunteer Services		203,042
Women in Transition		199,117
Geriatric Addictions		121,888
Ombudsman		172,121
Nursing Home Culture Change		155,251
Home Modification		87,406
Education Services		55,348
Other		42,050
Move and Technology	\$	22,520

Expenses	
Program Services	\$ 4,812,519
Management and General (net)	691,569
Fundraising	224,575
	\$5,728,663





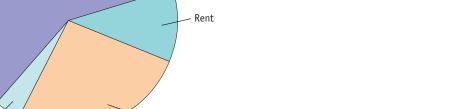




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"Time you always

find for me."





PHOTO: MARTY CZAMANSKE

LIFESPAN ANNUAL REPORT 2005/2006



A world of difference — in aging and at Lifespan:

## Lifespan at 35

The Regional Council on Aging was founded in 1971 by a group of nursing home administrators to provide planning for services for the elderly and to advocate on their behalf. The office was in one room over a Columbia Savings Bank.

Our tagline at the time, aging touches us all, was a passive phrase that too well mirrored society's view of aging. Sixty five was old. Old equated with used up, and most people didn't consider post retirement life as a time to engage in anything new. Older adults had fewer options. In 1971, aging had a different face.

In 1995, we changed our name to Lifespan and our tagline to "Enhancing the Quality of Adult Life." Soon though, we realized that the tagline didn't capture the myth-busting revolution underway. More often than not, today's older adults view aging as about empowerment, not entitlement, about assertion, not victimization and about engagement, not retrenchment. We changed our tagline to "Take it on!" which is our

corporate promise to consumers; we are here to help older adults take on both the challenges and the opportunities presented by longer life.

As President Kennedy said at the very first White House Conference on Aging in 1962, "adding years to peoples' lives through the magic of science and medicine, however impressive, was an insufficient ambition for American society." He said our objective must be to add "new life to those years."

Lifespan now has 30 programs, 100 staff members, four locations and a geographic reach beyond Monroe County. Last year we served more than 19,000 people. Yes, 35 years has made a world of difference in our views about aging and within Lifespan.

ann Marie Cook Ann Marie Cook President/CEO



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#### CELEBRATION OF AGING

A record 1400 people attended the Celebration of Aging at the Convention Center on March 22 with Broadway star Carol Channing, 85, who wowed the audience.

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#### ARTFUL AGING

**Emeritus Assisted Living** 

More than 300 people attended Artful Aging, a first of its kind auction of the works of local older artists. The event was held on October 19th at the Memorial Art Gallery.

Honorary chairs Wendell Castle and Nancy Jurs donated pieces for the event, along with more than 50 other wonderful artists. All proceeds benefited Lifespan and the Memorial Art Gallery.

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The Art Store

"You were the only reason she could live in her apartment as long as she did."

"You were able to make the connections we needed." "Helpful information!"

#### RESULTS

# Total Customers

a 7% increase over the previous year.

We intervened in 293

elder abuse cases.
Financial exploitation,
the most prevalent type of abuse,
occurred in 44% of our cases.
65% of clients are age 75 to 100.

We trained

2,221

allied professionals to recognize the signs and symptoms of elder abuse.

13,486
people called Eldersource,
a collaborative of Lifespan
and Catholic Family Center,
for information and guidance.

low income adults age 55 or older were placed in federally subsidized job training positions. 45 subsequently found unsubsidized jobs. 18 clients pursued their GED at classes held at Lifespan.

Lifespan's new employment service for older adults seeking part-time jobs helped

138 clients.

individuals obtained one-on-one help with their health insurance choices—especially Medicare Part D.

5338 attended Medicare Part D workshops.

70 dedicated volunteers made monthly visits to

frail older adults
to help with bill paying.
90% had increased financial
stability as a result of this service.

as guardian for

36
older adults who are deemed incapacitated by a court.

by a court.

In this intensive service,
we make legal, health, financial,
and housing decisions
on behalf of our wards.

older adults participated in activities at our Wolk Older Adult Center in downtown Rochester.

22% of our clients are younger than 65.

55% of our clients are 75 or older.

"You are an angel!"

"I'm excited to have the service and help available." "We have finally spoken to someone who understands us!"

meone mands us!"

"You talked with my mother and earned her trust."

#### MAJOR ACCOMPLISHMENTS

#### Lifespan Trains Law Enforcement Professionals to Recognize Elder Abuse

In first quarter of 2006, Art Mason, director of Lifespan's Elder Abuse Prevention Program, trained 1270 first responders and probation officers to recognize, investigate and prosecute instances of abuse, neglect and exploitation of older adults and people with disabilities. A \$211,000 grant from the U.S. Department of Justice provided funding for the training and curriculum development. We collaborated on a multimedia manual/DVD with the Monroe Community Police Training Facility. We are currently working with the Training Facility to develop a stand-alone training DVD that depicts real scenarios about different types of abuse. In the month following the training, police officers referred 11 possible abuse cases to Lifespan.

### Programmatic Additions

## Deaf & Hard of Hearing Program Joins Lifespan

The Deaf and Hard of Hearing Program, formerly of both DePaul and The Health Association, is now being operated by Lifespan.

The service provides reasonably priced sign language interpreters, and is the only local interpreting service operated by a non-profit organization. Sign language interpreting is available on an hourly basis to businesses, health care organizations, religious and educational institutions, governments, or for special events.

The program also provides service coordination and guidance for individuals of any age with recently diagnosed hearing loss and for deaf, deaf/blind or hard of hearing older adults.

## Partners in Caring/Faith in Action Joins Lifespan

Partners in Caring/Faith in Action, an interfaith program that recruits volunteers to provide non-medical caregiving services to the frail elderly and to persons with disabilities, became part of Lifespan on October 1. The services — ranging from friendly visiting to meal

preparation to light housekeeping — help older adults maintain their independence and align perfectly with Lifespan's mission. Partners in Caring/Faith in Action was started by congregation volunteers in the towns of Lima, Mendon and Rush under a grant from the Robert Wood Johnson Foundation.



## **Lifespan Receives Grant to Provide Health Insurance Information & Guidance**

Monroe County awarded Lifespan the Health Insurance Information and Counseling Assistance Program (HIICAP) contract. Program staff and trained volunteers provide expert guidance about health insurance options and help understanding medical bills. Our two HIICAP staff members did group presentations about Medicare Part D for more than 5000 people in 2005/2006.



## New Grant Provides for Guidance on Long-term Care Insurance

New York State approved the implementation of Longterm Care Insurance Resource Centers. Monroe County's center is located at Lifespan where you can find nothingto-sell educational seminars and/or personalized consultations about long-term care insurance.

#### Eldersource and the University of Rochester Psychiatry Department Form Mental Health Collaborative

The University of Rochester Psychiatry Department won funding from the National Institutes of Mental Health to train Eldersource care managers to recognize depression and other mental health issues so that we can more effectively link older adults to mental health services. The grant will link Eldersource to the UR Psychiatry Department and provide for a more seamless system of care. Eldersource is a collaborative service of Lifespan and Catholic Family Center.

#### **Ombudsman Program Expands**

The Ombudsman Program trains volunteers to act as advocates for residents of nursing and adult homes. Last year, Lifespan assumed responsibility for Livingston and Genesee counties Ombudsman Programs. We also serve Monroe and Ontario counties. Ombudsmen volunteers visit their assigned facilities at least once a week.

#### **Staff Kudos and Awards**

Ronni Abramovitz, director of Lifespan's Ombudsman program, was voted the best ombudsman in New York State by her peers and won the "Hazel Crouch" Award for Outstanding Ombudsman Service. Ombudsmen advocate for residents living in long-term care facilities.

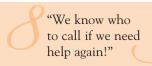
Rose Marie Fagan, director of the Pioneer Network, based at Lifespan, won the "Paul Dana Vanas" Award of Excellence for outstanding advocacy and for improving the lives of nursing home residents.

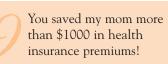


## Lifespan's Geriatric Addictions Program Wins National Award

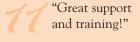
Lifespan's Geriatric Addictions Program is one of six national recipients of a 2006 Health Care and Aging Award from the American Society on Aging. The program was recognized for "innovation and quality." Launched in 2001, the Geriatric Addictions Program is a one-of-a-kind service providing outreach and in-home intervention, assessment and care management for older adults who abuse alcohol and/or prescription drugs. Most alcohol/substance abuse treatment programs are geared toward the needs of a younger population, not the specialized needs of older adults. Lifespan's Geriatric Addictions Program provides service to approximately 100 older adults annually.

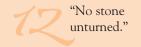
















"I got the job!

