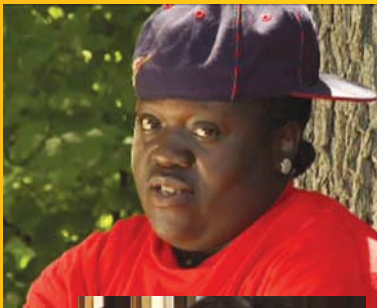


L D A
L I F E A N D L E A R N I N G
S E R V I C E S

Partners In Learning



Annual Report
2007

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Mission

LDA Life and Learning Services is a not-for-profit agency helping individuals with learning disabilities, attention deficit disorder, and other developmental disabilities seek personal success in school, work, relationships, and independent living.

Vision

LDA Life and Learning Services envisions a society in which all individuals with varying abilities prosper and participate fully in their communities.

Friend,

There are many reasons to be excited about LDA's work in our community. Leading the list of reasons is that LDA is the premiere service provider for children and adults with learning disabilities who seek success in school, work and in life. With 15% of the general population having a learning disability, there are many people who struggle in school, at work and in personal relationships.

That is why LDA hosted its first Partners in Learning luncheon in May, 2007. You will read in this annual report about the wonderful success stories of children who have learned to adapt to their learning difficulties and are now thriving, thanks in large part to LDA's educational consulting services. Those who attended the luncheon gave generously and the \$70,000 raised is now supporting more children as they seek to do better in life and in learning.

Another reason we are excited about LDA's work is because we are striving to provide person-centered, individualized services for those who request and use our services. Our self-determination services now support 32 individuals each of whom is living a life of their choosing with their own ideas and plans for support and each has a disability. One young man living in Warsaw is volunteering at the local hospital and high school and is also exhibiting his pottery work. Another is a gifted photographer and a committed advocate from Pittsford who is documenting the lives of individuals with disabilities through photography. He has received local and national recognition for his work.

2007 marked the beginning of LDA's new brand strategy... we call it "the LDA Experience." Whether you are a service recipient, an employee, a volunteer or anyone in the community who is interacting with LDA, we are striving daily for your experience to be that LDA offers personalized services, is a great place to work, is operationally excellent and is the life and learning resource for children and adults who live with a variety of neurologically-based disabilities.

We invite you to learn more about LDA by reading this report and look forward to your continuing and/or new interest in our organization and the individuals we serve.

Warmly,



Brian E. Frierson

Brian Frierson
President



Colin Garwood

Colin Garwood
Executive Director



Debbie Zanghi and her daughter, Brenna, captured the hearts of guests at LDA's 2007 Partners In Learning Luncheon with their story of discovering and addressing Brenna's learning disability.

A child of tremendous potential, Brenna was tested at age 8 to comprehend material at a level equivalent to grade 18, while her writing ability tested out to the equivalent of a child in Kindergarten.

An LDA educational consultant helped the Zanghis access the educational supports Brenna needs to succeed.

According to Debbie, however, the most important thing that the consultant achieved was "restoring Brenna's smile and her eagerness to go to school... Because of LDA, Brenna will finally be able to soar to the heights she was born to reach."

Education Services

Community Information Services – 1,800 served

Educational Consulting – 244 served

Adult Education – 30 served

After School Programming/Supplemental Education Service (SES) – 64 served

Conferences and Workshops – 506 served

Annual Conference is Just Ducky

Rubber duckies became the icon for LDA's 2007 Annual Conference, which was attended by more than 300 teachers, other professionals, parents, and students. Titled, "When Their Ducks Won't Line Up," the conference focused on strategies for helping students who struggle with executive dysfunction. Students with executive dysfunction face challenges, neurological in nature, that particularly affect their ability to plan, adapt to changes, organize, and self-monitor. Held November 9th, the conference featured presenter Sheryl Pruitt, M.Ed., author of *Teaching the Tiger*.

LDA Receives \$50,000 for Educational Consulting Services

More than half of the calls to LDA for Educational Consulting Services come from low-income families who cannot afford the fee for service. A Special Legislative Grant for \$50,000, facilitated by Senator James Alesi and administered through the New York State Education Department, is enabling LDA to serve approximately 100 of these families in 2007-2008.

New Battery of Workshops Launched

LDA presented 17 workshops and training sessions in 2007, covering a variety of topics of interest to parents and professionals who work with individuals with learning disabilities.

Attendance was at-capacity for many of these popular sessions, which included such titles as “ADHD and Its Cousin Impulse Control,” “Treatments: ADD/ADHD,” “Transition: A Focus on Students with Learning Disabilities,” “College for Students with Disabilities: What Every Parent and Student Needs to Know,” “Response to Intervention and Educational Consulting Services,” “Learning Disabilities 101,” and “Life Coaching.”

RACF Grant Focuses on Girls

Because girls with learning disabilities typically do not exhibit disruptive behaviors, they are less readily identified as having learning disabilities than boys. In fact, enrollment of boys in special education counts for 33% more than that of girls, though there is only a 4% gender disparity in disability prevalence. To begin to address this discrepancy, the Rochester Area Community Foundation (RACF) Fund for Women & Girls awarded LDA Life and Learning Services a \$10,000 grant in August 2007 to provide Educational Consulting Services to ten low-income families of girls with learning disabilities and to raise awareness among community educators and health care professionals about how learning disabilities present in girls.

The grant-funded work, which extends into 2008, includes the production and distribution of a brochure, presentation of several community workshops, and outreach activities to local pediatricians and schools -- all to raise awareness about signs of learning disabilities in girls.

Lead-Off Hits for LDA

Every lead-off hit of the Red Wings’ 2007 Season helped kids with learning disabilities, thanks to AutoTrader.com. In the season-long promotion, called “Lead-Off Hits for LDA,” AutoTrader.com pledged to make a monetary contribution to LDA Life and Learning Services each time a Red Wings lead-off batter made a hit. A total of \$3,500 was raised. Melody Millar, an ad hoc member of the LDA Board of Directors’ Cultivation & Development Committee, arranged for the promotion through her work as a sales representative for AutoTrader.com.



Melody Millar, an AutoTrader.com sales representative and LDA volunteer, presents LDA Executive Director Colin Garwood (center) with a check for \$3,500 as Red Wings Manager Dan Mason looks on.



Employment Counselor Josie Hulme and Alan O'Dell share a moment at the Annual Holiday Gala. Approximately 150 individuals attended the dinner and dance, which was held at the Crowne Plaza in December.

Employment Support Services

Supported Employment – 200 served

LDA Accepted into NYSACRA Learning Institute for Innovation in Individualized Supports

LDA Life and Learning Services is one of only twelve agencies across New York State accepted into the Learning Institute for Innovation in Individualized Supports administered by the New York State Association of Community and Residential Agencies (NYSACRA). Under the guidance of NYSACRA, LDA and the other agencies in the Institute will explore service paradigms to expand opportunities for quality person-centered, customer-directed supports and services. NYSACRA describes the Institute as “designed to create a learning community of practice and change. By assisting agency staff in becoming committed change agents, the Institute will help them explore new ideas, options, and possibilities related to innovation.”

Residential Services

Supervised Apartments – 35 served

Supported Apartments– 30 served

Shared Living – 9 served

Community Residential Habilitation – 11 served

Residential Services kicks off Healthy Lifestyles Initiative

In the summer of 2007, staff at one of LDA's residential facilities started a "Sunday Tastings" program to facilitate residents' exploration of new, more healthful food options. Each Sunday, residents prepared and then tasted such things as homemade hummus on pita bread. The enthusiastic response to this program led to a brainstorming session about other ways to promote healthy lifestyles through fun activities. The result was the launch of a major new initiative across all of LDA's Residential Services, called the "Healthy Lifestyles Initiative."

Based on residents' interests, the Healthy Lifestyles Initiative offers a wide variety of "clubs," which meet once or twice each month to engage in fun, enriching activities that promote health in four aspects of living: physical, spiritual (one's personal sense of inspiration), emotional (relationships, coping skills) and mental (lifelong learning). The current list of clubs, which continues to grow as new interest areas emerge, includes: hiking, sports, walking, networking, cooking, gardening, fishing, newspaper, reading, bowling, and kayaking. The initiative also offers seasonal special events. Plans for 2008 include a Wii Night, a barbecue, horseback riding, and an "LDA Idol" Night.



With LDA's St. Paul residence as a backdrop, LDA Director of Finance Jim Van Overbake (far left) and LDA executive director Colin Garwood (second from right) accept a \$5,000 contribution from KeyBank presented by LDA Foundation Board member Mark Wolcott (second from left) and KeyBank Senior Vice President Steven Barry (far right).

Day Habilitation Services



The LDA Atelier of Art is a working art studio and gallery. Four solo shows were mounted in the Atelier gallery in 2007.

Atelier artists participate in individual or small group instruction in a variety of arts and crafts. They also enjoy excursions to community cultural activities and events.

Atelier of Art – 11 served

Nicholas C. Shakeshaft Learning Center – 15 served

Community-Based Day Habilitation – 18 served

Annual Atelier Holiday Show a Success

The LDA Atelier of Art Annual Holiday Open House drew art appreciators and shoppers to the Atelier on December 6. Nearly every exhibiting artist sold work at the show. The Atelier and the event were featured in the fall issue of *Lake Affect Magazine*. The Atelier of Art is a working art studio and gallery that offers day habilitation services. The Atelier artists participate in individual or small group instruction in a variety of arts and crafts. They also enjoy excursions to community cultural activities and events, such as live concerts at Downtown Presbyterian Church and The Hochstein School.

Endless Possibilities in Community Day Habilitation

Volunteering, exercise, community exploration and learning all figure into activities chosen by participants in LDA's Community Day Habilitation. In 2007 volunteer activities included caring for residents at the Epicopal Home and caring for horses at the Double B Ranch. Some participants pursued healthy lifestyle goals at the YMCA and area parks while others explored and learned about their community through excursions to such venues as the Nazareth College Arts Center, the Wayne County Fair, the Susan B. Anthony House, the Harriet Tubman Home, and the National Women's Hall of Fame.

Service Coordination & FEA

Service Coordination – 140 served

Fiscal Employer Agent (FEA) – 19 served

Service Coordination Staff Participate in Training

The Service Coordination Department participated in the Mental Health Training Series, a series of seven workshops delivered by the University of Buffalo to strengthen their ability to work more effectively with people with dual diagnoses of developmental disability and mental health.

Individuals in Fiscal Employer Agent Services Pursue Chosen Goals

LDA served 17 individuals in our Fiscal Employer Agent Services (FEAS) during 2007.

As the Fiscal Employer Agent, LDA is the financial partner for individuals in OMRDD's Self Determination/Consolidated Supports and Services program. This is the unique program in which individuals with developmental disabilities, and their circles of support, use person centered planning to design customized services of their choice in order to become contributing members of their communities. Each of the individuals in LDA's FEA program is pursuing his or her unique goals and follows a life course that develops their interests and talents.

These are a few of the individuals who have approved Self Determination Plans. LDA is their chosen Fiscal Employer Agent (FEA).

- Young man in Warsaw who does volunteer work in community settings of his choice, including the local hospital and high school. He also is a talented potter who has exhibited his work locally.
- A gifted photographer and a committed advocate from Pittsford whose self determination goal is to become a professional photographer with emphasis on documenting the lives of individuals who have disabilities. He has received recognition and awards locally and nationally.
- Young woman in Elmira whose community volunteering includes being a companion to an elderly woman and a “kitty cuddler” at the local animal shelter.



LDA's annual summer picnic always offers good food, good fun... and great smiles! 200 individuals, guests and families attended the 2007 picnic, which included a game of kickball and door prize drawings.

Financial Report

2007 Program Support & Revenue

Public Support:

Gifts & Bequests	\$ 227,478
United Way	<u>15,487</u>

Total Public Support 242,965

Revenue

Medicaid	4,450,666
New York State Income	1,292,891
Client Fees	601,132
Other	<u>55,976</u>

Total Revenue 6,400,665

**Total Public Support &
Revenue** \$ 6,643,630

2007 Expenses

Payroll & Benefits	\$4,707,877
Rent & Building Expense	914,935
Client Related Expenses	284,775
Staff Education & Travel	204,851
Office Expenses	166,529
Professional Services	86,910
Other	64,531

Total Expenses 6,430,408

Net Revenue \$ 213,222

2007 Summarized Balance Sheet

Assets:

Current Assets	\$ 1,086,522
Property & Equipment	1,902,241
Other Assets	124,172

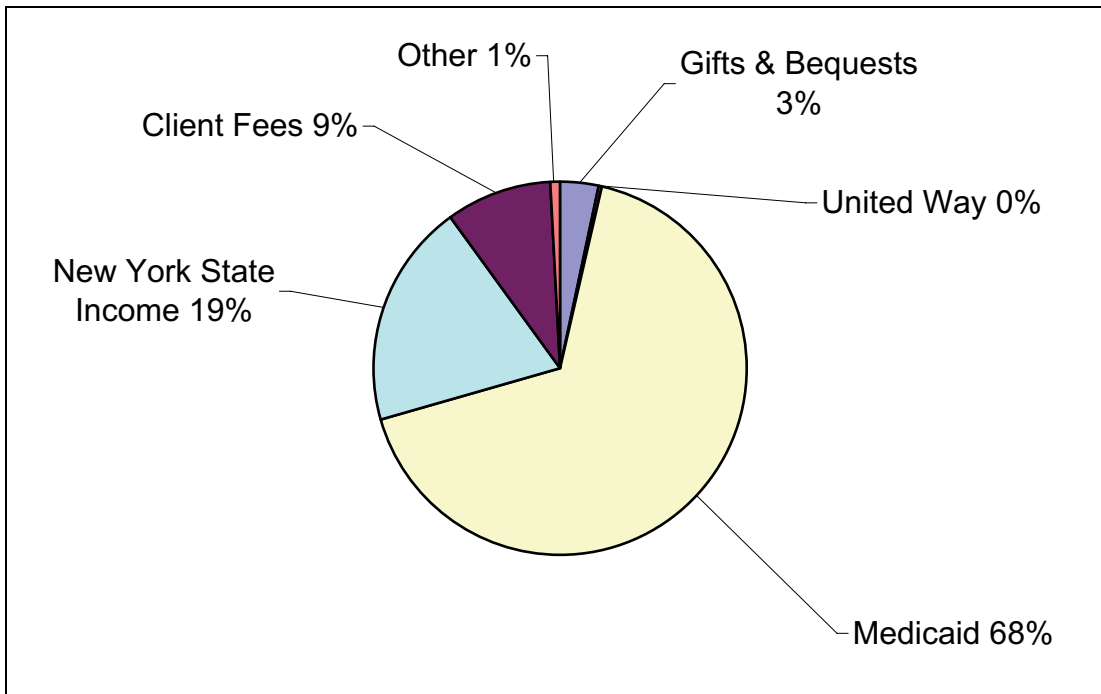
Total Assets \$ 3,112,935

Liabilities & Net Assets

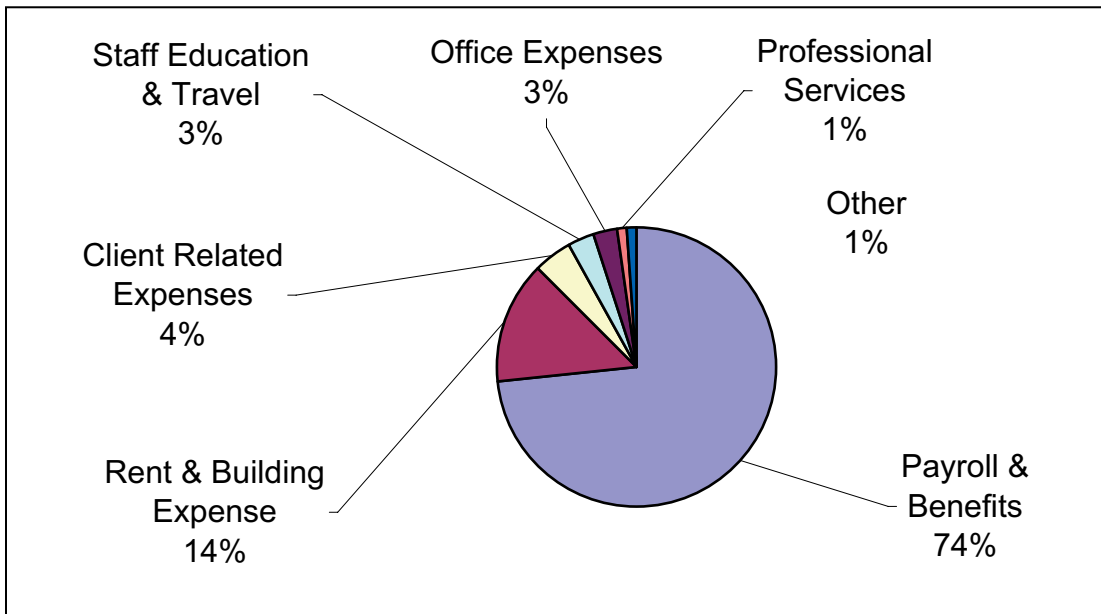
Current Liabilities	\$ 1,049,170
Long-Term Debt	1,180,660
Net Assets	<u>883,105</u>

Total Liabilities & Net Assets \$3,112,935

2007 Program Support & Revenue



2007 Expenses



Our Supporters

Through their generous financial support, the following individuals and organizations have partnered with LDA to serve our community. On behalf of the individuals whose lives have been touched by these gifts, we thank all who support LDA's work.

PARTNERS IN LEARNING SOCIETY

In 2007 LDA launched a multi-year giving society, called the "Partners In Learning Society" with 18 founding members. To join the Society, members must pledge to contribute \$500 or more each year to LDA for the next five years. Our "Partners" enjoy special updates from LDA Executive Director Colin Garwood on the work of the agency, are invited to special gatherings throughout the year, and attend the annual Partners In Learning Luncheon as "VIP" guests.

Guide Level - \$1,000/yr for 5 yrs

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Ray Isaac
Jane F. & William J. Napier
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New York State Senator James S. Alesi (left) receives special recognition from LDA Executive Director Colin Garwood for his efforts in securing a 2007-2008 \$50,000 member item grant for LDA.

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- New York State Office of Mental Retardation & Developmental Disabilities (NYS OMRDD)
- Council of Agency Executives

LDA Life and Learning Services is a member of

- Learning Disabilities Association of New York State, Inc.
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- New York State Association of Community and Residential Agencies (NYSACRA)
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