

## FINANCIAL STATEMENT

| REVENUES                 |             | GENERAL OPERATIONS   |             | SUMMARY                                       |             |
|--------------------------|-------------|----------------------|-------------|---|-------------|
| Public funding           | \$985,870   | Facility rents/loans | \$626,532   | 2016 REVENUES                                 | \$4,489,914 |
| Resident fees            | \$2,660,526 | Food/household       | \$289,348   | 2016 EXPENDITURES                             | \$4,677,539 |
| Donations                | \$448,212   | Utilities            | \$228,513   | BALANCE                                       | (\$187,625) |
| Other contracts/grants   | \$124,376   | Insurance            | \$67,778    | Administrative cost                           | 8.9%        |
| Other income             | \$270,930   | Maintenance          | \$88,795    | Fund-raising cost                             | 2.9%        |
|                          |             | Communications       | \$46,140    | Certified audit available on request.         |             |
|                          |             | Accounting/legal     | \$21,696    | Dawn Farm is a tax-exempt Michigan 501 (c)(3) |             |
|                          |             | Depreciation         | \$161,836   | non-profit corporation. We welcome charitable |             |
|                          |             | Office supplies      | \$25,215    | contributions.                                |             |
|                          |             | Other contracts      | \$127,452   |   |             |
|                          |             | Transportation       | \$51,592    |   |             |
|                          |             | Other expenses       | \$176,384   |   |             |
| TOTAL REVENUES           | \$4,489,914 | TOTAL OPERATIONS     | \$1,911,281 |   |             |
| Wages                    | \$2,182,298 |                      |             |   |             |
| Payroll taxes & benefits | \$583,596   |                      |             |   |             |
| TOTAL PERSONNEL          | \$2,766,258 |                      |             |   |             |

## REAL COMMUNITY

The great social activist Dorothy Day once said, *"We have all known the long loneliness, and we have learned that the only solution is love and that love comes with community."*

Addicts and alcoholics understand that loneliness better than anyone. And we know that *community* is the foundation for finding a way out. We work hard to make Dawn Farm a place where the sum is greater than the parts—where our collaboration with clients, helpers, recovering people and the broader community come together to create a truly vital thing. Something bigger than all of us!

If you are reading this, you play a role in this extraordinary community, and you are important to the work we do. As we acknowledge 44 years of helping people who suffer from addiction, we are keenly aware that we survive only as we do this together.

Thank you helping to keep this community alive!

## 2016-2017 DAWN FARM BOARD OF TRUSTEES

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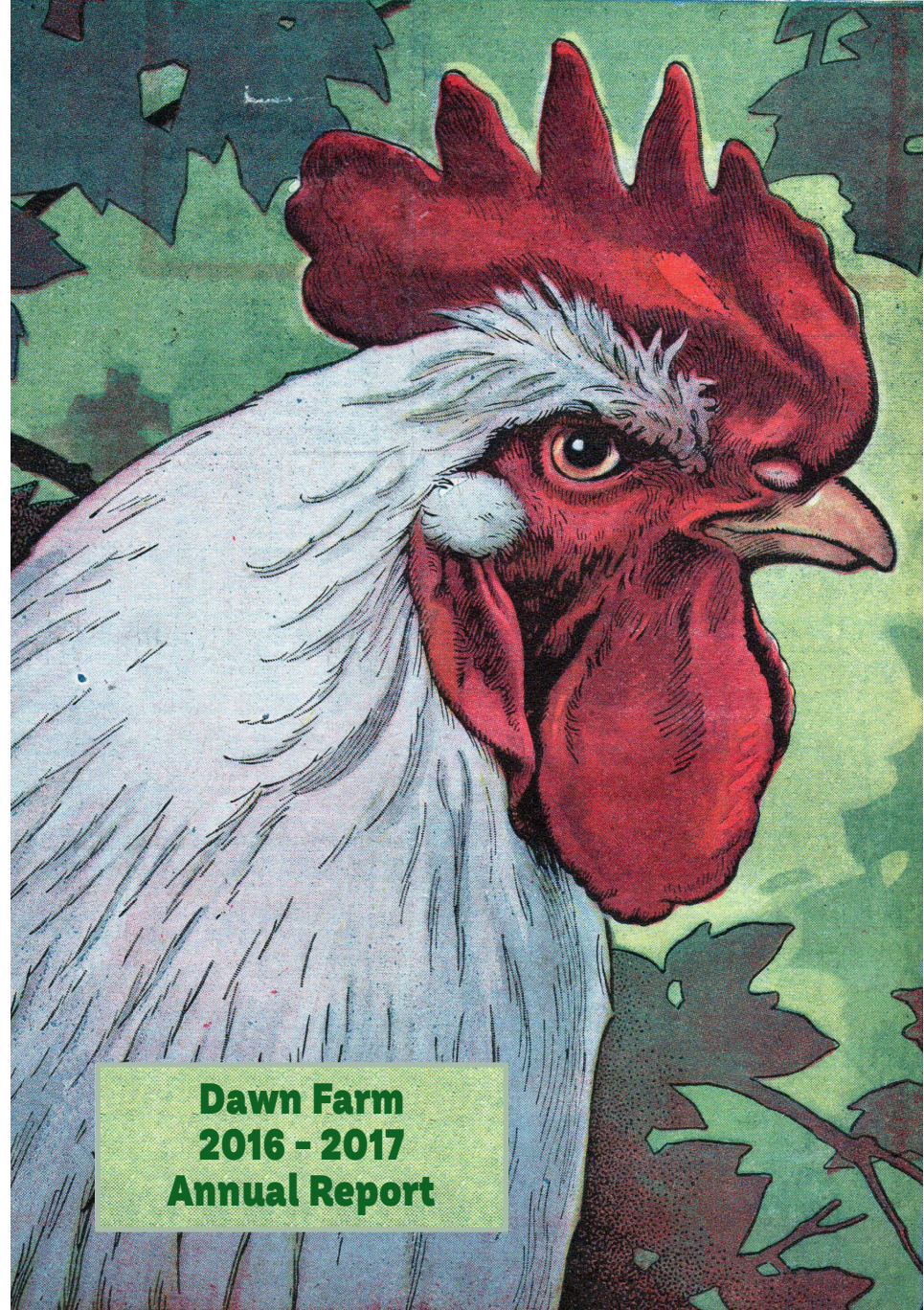
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## Dawn Farm 2016 - 2017 Annual Report





Here's our annual quick read: what Dawn Farm programs did this year, who we helped, our financial picture, and a bit about our mission and our plans. As always, we try to make this an annual report that won't bore you!

### MORE PEOPLE HELPED

2016 was another dynamic year, helping more people in better ways! Dawn Farm provided a selection of important services to thousands of addicted men, women and their families:

|                       |                     |
|-----------------------|---------------------|
| Residential Services  | 265 individuals     |
| Spera/Detox Services  | 460 individuals     |
| Spera Outreach        | 186 individuals     |
| Chapin Street Project | 385 individuals     |
| Outpatient Services   | 673 individuals     |
| Corrections Services  | 440 individuals     |
| Adolescent Services   | 24 teens/families   |
| Educational Outreach  | 5,255 participants  |
| <b>TOTAL:</b>         | <b>7,688 people</b> |

### HOPE THAT GROWS EVERYDAY

*"If you want to treat an illness that has no easy cure, first of all, treat them with hope."*

(George Vaillant)

Many believe that "hitting rock bottom" is essential for initiating recovery. However, people like Bill White and George Vaillant have challenged us to take a hard look at our thinking.

When someone doesn't get sober, is the problem really that they haven't suffered enough?

When we stop and consider the suffering that many of our clients have endured, it becomes clear that they don't need more pain—what they really need is *hope*.

But how do we treat addicts with hope?

We express our hopes for them. We explore what they once hoped for. We treat them as though they are important. We refuse to give up on them. We connect them with others who have recovered under similar circumstances.

It often takes time and repetition, and it won't always yield the result we hope for, but it's good for our soul, and they are always worth it.

Dawn Farm is an organization that is greater than the sum of its parts—and a key part of our success is people like YOU, who support and sustain us with your time, talent, gifts and prayers.

Thank you for your friendship, and for sharing our hope.

