Dear Friends

of Abraham House,

One of the rewards of preparing an annual report is that it gives us the opportunity to reflect on our accomplishments as we continue to progress towards future goals.

2018 highlights include:

- Fundraising revenue was the highest in 20 year history
- Partnered in the creation of City of Utica Monopoly
- Successful operation of The Bird’s Nest vintage boutique has generated $19,804 in sustainable revenue
- Renovations are being made to the Rome Home property with the intent to operate a 6-bed facility there in 2019

2018 STATS

2018 MARKED OUR 20TH ANNIVERSARY.

50 guests were provided a safe and loving home along with 24-hour care.

90% of those served reported income below poverty level.

Our length of stay ranged from 1 hours to 87 days with the average being 11.1 days.

Guest ages ranged from 49 - 96, the average being 78.

2018 GRANTS

Community Foundation of Herkimer & Oneida Counties
Indium Corporation/McCartney Family Foundation
The Women’s Fund
Walmart
City of Utica CDBG
Sears Family Foundation
Francis & Ruth Pugliese
Anonymous Grant “In Honor of a Remarkable Man”
Family, Finances, Fundraisers & Facts

**INCOME**

<table>
<thead>
<tr>
<th>Event</th>
<th>Profit (after expenses)</th>
</tr>
</thead>
<tbody>
<tr>
<td>View of Hope Gala</td>
<td>$48,569</td>
</tr>
<tr>
<td>Meatball Madness</td>
<td>$23,562</td>
</tr>
<tr>
<td>Utica Monopoly</td>
<td>$137,455</td>
</tr>
<tr>
<td>Holiday Letter Annual Appeal</td>
<td>$11,259</td>
</tr>
<tr>
<td>Bird’s Nest Vintage Boutique</td>
<td>$15,981</td>
</tr>
<tr>
<td>Golf Tournament</td>
<td>$8,221</td>
</tr>
<tr>
<td>Donation Boxes and Other Efforts</td>
<td>$12,762</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$257,808</strong></td>
</tr>
</tbody>
</table>

While donations are encouraged and appreciated, Abraham House never bills our guests or families nor do we collect insurance reimbursements. Donations, fundraisers, & small grants sustain us.

% of ANNUAL EXPENSES:

- Program and Services..............65%
- Fundraising..........................31%
- Other..................................4%

**2018 INCOME**

<table>
<thead>
<tr>
<th>Event</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>View of Hope Gala</td>
<td>23%</td>
</tr>
<tr>
<td>Meatball Madness</td>
<td>10%</td>
</tr>
<tr>
<td>Utica Monopoly</td>
<td>15%</td>
</tr>
<tr>
<td>Holiday Letter Annual Appeal</td>
<td>13%</td>
</tr>
<tr>
<td>Bird’s Nest Vintage Boutique</td>
<td>7%</td>
</tr>
<tr>
<td>Golf Tournament</td>
<td>2%</td>
</tr>
<tr>
<td>Donation Boxes and Other Efforts</td>
<td>2%</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>100%</td>
</tr>
</tbody>
</table>

**2018 EXPENSES**

- Payroll Expenses (PE)..............45%
- Professional Fees (PF)...............4%
- Insurance Expenses (IE).........22%
- Fundraising Expenses (FE)......10%
- House/Occupancy Expenses (HO)....9%
- Office Expenses (OE)..............3%
- Outreach/Advertising (OA).....3%
- Miscellaneous (M)...............1%

**2018 TOTAL ANNUAL EXPENSES:**

$487,856

Abraham House provides our terminally ill guests and their families a safe and loving home, with all the support needed for dignified end of life care, free of any financial burden.

**OUR FAMILY:**

Please call (315) 733-8210 if interested in volunteering in any of the following areas:

- **Caregivers:**
  Based on the model of a family caring for their loved one at home, our surrogate caregivers provide 24 hour care to our guests as well as social and emotional support for our families. We have a mixture of per diem and volunteer caregivers.

- **Buddies:**
  Our buddies are volunteers who assist caregivers and have direct interaction with both guests and families.

- **Volunteers:**
  We have a team of over 50 volunteers who support Abraham House throughout the year with working our thrift store, fundraising, housecleaning, maintenance, and guest services.

Abraham House is tax-exempt under section 501 (c)(3) of the Internal Revenue Code. Donations are tax-deductible to the extent allowed by law.