

a Heart for **MISSION**, a Vision for the **FUTURE**

Last year at this time we gathered with Pastor Donald Wukotich, family and friends to celebrate his gift of 31 years of faithful service in ministry. In his retirement, it has been my honor to follow in Pastor Don's footsteps as President and CEO of Lutheran Ministries of Mercy (LMM).

LMM's affiliate agencies: Luther Home of Mercy, Filling Homes and Lutheran Social Services of Northwestern Ohio have been blessed through the decades with steadfast and visionary leaders. "A Heart for Mission, A Vision for the Future" not only describes those who are a part of our rich past, but those who continue to faithfully serve and all those who will be an important part of a bright future.

As we actively confront the challenges of service...certainly our agencies are familiar with budget shortfalls, rising costs, fluctuating labor markets and changing regulations... we are strengthened by the success of the LMM affiliation. We seek, as always, not only to be wise stewards with the dollars entrusted to us but to shepherd and encourage the many abilities and skills of those within our organizations. To date, our work together has enabled the maximization of both talent and resources in the areas of fiscal services, information technology and facilities management. Work continues to streamline these and other administrative functions in a proven effort to increase efficiencies and reduce costs. The work of our ministries is made possible by the consistent effort and dedication of over 700 team members.

Today, more than ever before, our staff offers a vast array of programs and services designed to meet the varying needs of clients in creative and progressive ways. In 2017, the lives of more than 15,000 of our friends, neighbors and families have been touched by our caring ministries. We continue to be thankful for the blessing of our volunteers, board members, families and donors. The many gifts of prayer, time, talent and resources so graciously given sustain this important work as we reach out to those in need in 24 Ohio and Michigan counties.

Lutheran Ministries of Mercy remains faithful in service to others and we give thanks that, by God's grace, we have experienced a year of accomplishment. We look forward to the promise of the years ahead and rejoice in that with Him, all things are possible.



Terri Rodriguez
President and CEO

Annual Report 2017



a Heart for **MISSION**, a Vision for the **FUTURE**



Luther Home of Mercy
We are a Ministry Enriching Lives
& Individual Abilities



LUTHERAN SOCIAL SERVICES
of Northwestern Ohio
Strengthening People in Body, Mind and Spirit

Sharing Resources
Enhancing Lives



**a Heart for MISSION,
a Vision for the FUTURE**



Board of Directors

- Rev. Rita Bair
- Krista Behm
- Eric Benington.....Treasurer
- Rev. Charles Campbell...Secretary
- Sharon B. Dailey
- Rev. Ray G. Gottschling
- Steven Graf
- Michael C. House.....Chair
- Rev. Dale Kern
- Lillian Lagger
- Janet Meyer
- Milt Pommeranz
- Rev. David Proctor
- Tim Roth.....Vice Chair
- John M. Rutz.....Vice Chair II
- John Shaffer
- Kevin Thierry
- Stephen Westrick

LMM Administrators

- Terri Rodriguez, President & CEO
- Carol Schroeder, Director of Finance
- Lori Beakas, Director of Facilities
- Michael Short, Director of Information Technology

Filling Homes

- Carol Slight, Vice President
- Jenny Perdew, Director of Community Services

Luther Home of Mercy

- Dan Housepian, ICF Director
- Jean Witt, Director of Business Office Services
- Susan Witt, Director of Systems Support
- Vikkijean Mixon, Director of Employee Relations
- Susan Tate, Director of Supported Living
- Shelly Coker, Director of Habilitation Services
- Joseph Beagle, Senior Accounting Supervisor

Lutheran Social Services NWO

- Rev. Dr. Mark Hill, Vice President of Advancement & Development
- Traci Jaksetic, Director of Operations
- Jefferey Bischoff, Senior Clinical/Program Manager



Helping Hands —

Every year, the volunteer force behind our ministries contributes thousands of dollars to the bottom line of our budgets. Our deepest gratitude goes out to these remarkable volunteers—our partners in mercy.

Our Ministries Depend on Volunteers

Lutheran Social Services	
Volunteers	147
Volunteer hours	4,085
Luther Home of Mercy	
Volunteers	248
Volunteer hours	2,305
Filling Homes	
Volunteers (11 regular)	149
Volunteers hours	1,597



Lutheran Social Services & Related Entities

	2017 Actual
REVENUE/EXPENSES	
Counseling Program Revenue	841,545
Counseling Program Expense	1,323,076
Net Income (Loss)	(481,531)
Counseling Assistance Revenue	5,333
Counseling Assistance Expense	2,967
Net Income (Loss)	2,366
Grants & Other Revenue	471,956
Grants & Other Expense	485,362
Net Income (Loss)	(13,406)
Administration Revenue	14,758
Administration Expense	123,821
Net Income (Loss)	(109,063)
Foundation Donations	480,000
Grand Total Income	1,813,593
Grand Total Expense	1,935,226
Net Income (Loss)	(121,633)
BALANCE SHEET	
Current Assets	
Cash in Bank	264,083
Investments	4,599
Accounts Receivable	100,953
Other Receivables	47,638
Total Current Assets	417,273
Capital & Other Assets	
Property, Plant, Equipment	1,069,451
Depreciation	(748,157)
Deposits	24,685
TOTAL Capital & Other Assets	345,979
Liabilities	
Accounts Payable	223,386
Payroll Related W/H Liability	58,621
TOTAL Liabilities	282,007
Fund Balance	602,878
Profit/Loss Current	(121,634)
TOTAL Fund Balances	481,244
TOTAL Liabilities & Fund Balance	763,252

Financial Reports

	Filling Homes & Related Entities	Luther Home & Related Entities
	2017 Actual	2017 Actual
REVENUE		
Service Revenue	12,003,225	16,894,020
Other Income	276,704	488,092
	12,279,929	17,382,112
EXPENSES-BY FUNCTION		
Program/Medical Services-ICF:	5,685,504	9,537,030
Nursing and Direct Care, Medical, Dietary, Activities, Social Services, Pastoral Care		
Facility Services-ICF:	1,833,313	2,746,892
Plant Operation, Housekeeping, Laundry and Security Services, Capital		
Administration and Support Services-ICF:	1,137,459	1,419,623
Administration, Public Relations/Development Services, Interest		
Supported Living/Vocational/Day Hab	4,664,643	6,142,460
	13,320,919	19,846,005
TOTAL EXPENSES		
Net Income (loss) from Operations	(1,040,990)	(2,463,893)
HUD Projects Revenue	188,060	419,769
HUD Projects Expense	287,525	682,743
Income/Loss Subsidized Housing	(99,465)	(262,974)
Foundation Support	3,257,676	2,856,645
	2,117,221	129,778
TOTAL NET INCOME/LOSS		
BALANCE SHEET	2017	2017
Current Assets	4,902,052	3,021,125
Property & Equipment Net of Depreciation	7,316,864	12,469,240
Other Assets & Investments	1,246	-
TOTAL Assets	12,220,162	15,490,365
Liabilities	5,324,036	7,224,466
Fund Balances	6,896,126	8,265,899
TOTAL Liabilities & Fund Balance	12,220,162	15,490,365