

PEOPLE WHO  
WEAR  
GLASSES  
DON'T ALL  
LIVE  
TOGETHER.



## 2012 ANNUAL REPORT

# SO WHY SHOULD PEOPLE with intellectual disabilities?

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At Hope House Foundation, we believe that people with intellectual disabilities are happiest not when they're segregated according to their shared diagnosis, but when they make friends based on shared interests. When they have control over the day-to-day decisions that many of us take for granted – like what to eat for dinner, or where to put the coffee table. When they truly belong to the community, and don't just live in it.

That all starts with a home of one's own.

That's why Hope House provides supportive living services to adults with intellectual disabilities in their own homes or apartments – no matter how complex their disabilities may be. And we're the only organization in Virginia to do so exclusively.

Recently, the Department of Justice decreed that Virginia must provide thousands more people with disabilities with community-based services as an alternative to institutions. As part of that, 4,000 new community waivers will be released over the next ten years – and people will be leaving institutions in droves.

Many will seek services from Hope House. But to meet the increased demand, we'll need to expand our resources, our staff, and our services. That's why your support is more vital than ever.

Like all of us, people with disabilities dream of living in their own homes, and on their own terms. With your help, Hope House can make their dreams come true.



# Doing what it takes **TO GET THINGS RIGHT.**

## Blake Thomas

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So you're a Lord of the Rings fan? Then you ought to meet Blake Thomas. He can recite the dialogue from the movie practically word for word, and he's a master of the Lord of the Rings video game.

Of course, if your tastes run in a different direction, no problem. Blake can talk to you about pretty much any movie or video game made in the last 20 years. He's got a collection of movies that would be the envy of any cinema buff, and his gaming setup is, as he puts it, "AWESOME."

As much as he enjoys talking to people about movies and games, however, Blake very much values his solitude. In fact, there have been times in the past when staff couldn't get him to leave his apartment, even to go grocery shopping.

But Hope House is full of people who'll do what it takes to get things right. And that includes both staff and Blake. Today, Blake is a charming, articulate young man of 26 who leads a full life — shopping for groceries, teasing the staff, and even attending the occasional party.

When he has a new video game at home, though, who can blame him if he excuses himself a bit early and heads back to his own apartment?

Once you're home,  
**YOU'RE HOME FOR GOOD.**

## Beatrice Willie

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It's a common fear as we get older: Leaving the familiarity and privacy of our own home behind, and moving into a nursing home. For someone like 74-year-old Beatrice Willie, who lived in an institution for decades, that fear is magnified tenfold.

Miss Bea, as she is known by her friends and staff, has been living in her own apartment with support from Hope House since 1994. Now that she's retired, she spends her days mothering her neighbors, teaching new staff the ropes, and visiting with friends from her old job.

But aging has brought new challenges, as it does for us all. Miss Bea doesn't get around as easily as she once did, and she now uses a wheelchair. She also has other issues that are part and parcel of getting older, such as arthritis and hypertension.

Another organization might find Miss Bea's increased needs to be too challenging, and place her in a nursing home. But that would be our absolute last resort. Because at Hope House, once you're home, you're home for good.





# Her apartment. **HER CHOICE.**

## Eunice Stepp

With its thoughtfully arranged groupings of Barbie dolls, art, games, and Elvis memorabilia, Eunice Stepp's apartment is practically a museum. Guests step carefully around bookshelves piled with knick-knacks and TV tables that hold her latest art and scrapbooking projects, while Eunice proudly points out her favorite treasures.

For Eunice, her collections and creative pursuits have always been a way to express herself. But when her mother, with whom she'd lived since birth, suddenly passed away, Eunice worried that her collections — a large part of who she is — would have to go, too. After all, she had friends in group homes, and she knew what they had to offer. And personal space was not high on the list.

Fortunately, Eunice's brother supported her desire to live in her own apartment and receive services from Hope House. Within a few months, she and her brother had moved their mother's old furniture into Eunice's new apartment, and Eunice slowly unpacked her various collections, turning a nondescript space into a cozy, charming home.

Admittedly, it's a bit crowded. But it's her apartment — her choice. Which is exactly as it should be.

# Liberty and justice **FOR ALL.**

In 2011, a Department of Justice (DOJ) investigation found that Virginia had violated the civil rights of people with disabilities by keeping them segregated in institutions, rather than making services available to them at home or in other community settings.

That's about to change, based on an agreement between Virginia and the DOJ. Starting in 2013, Virginia will make more than 4,000 new Medicaid waivers available to people with disabilities who want community-based services. Of course, there are currently about 6,000 people in Virginia already on the waiting list for such waivers — but it's a good start.

There are other changes that will result from this settlement. For instance, congregate care facilities, such as group homes, will be allowed to serve no more than five people within a single residence. Providers will not be able to require people to accept certain services as a condition of remaining in the home. And all services must be person-centered, as opposed to being at the provider's convenience. Fortunately, Hope House Foundation has been providing services that meet or exceed the DOJ's standards for decades.

*“The United States v. Virginia settlement agreement will provide many Virginians with intellectual disabilities the chance to live in their own homes, regardless of the complexity of their support needs. This is a historic opportunity for Virginia to reset its service system; to move away from large, segregated programs and instead promote supports that result in integration and true inclusion.”*

*—Jamie Liban, Executive  
Director of the Arc of Virginia*

Liberty and justice for all? Bring it on.

Why are  
**MEDICAID WAIVERS**  
so important  
to Hope House?

Medicaid waivers were developed to encourage people with disabilities to access long-term services in their own homes and communities, rather than in an institution, nursing facility, or intermediate-care facility. Waivers allow states to “waive” certain requirements, specifically the requirement that individuals live in institutions in order to receive funding.

The vast majority of the people we support hold Medicaid waivers. In fact, 86% of Hope House’s funding is provided through waivers, while fundraising makes up the remainder.

Traditionally, waivers have been hard to come by in Virginia, with just 300 new waivers released in Hampton Roads in 2012. With the recent DOJ decision, however, thousands more Virginians with disabilities will receive waivers, and many will be seeking what only Hope House Foundation provides exclusively: supportive living services in their own homes.

In order to meet their needs, Hope House will need to increase its current capacity by 50%. That means additional staff, resources, and a more robust infrastructure.

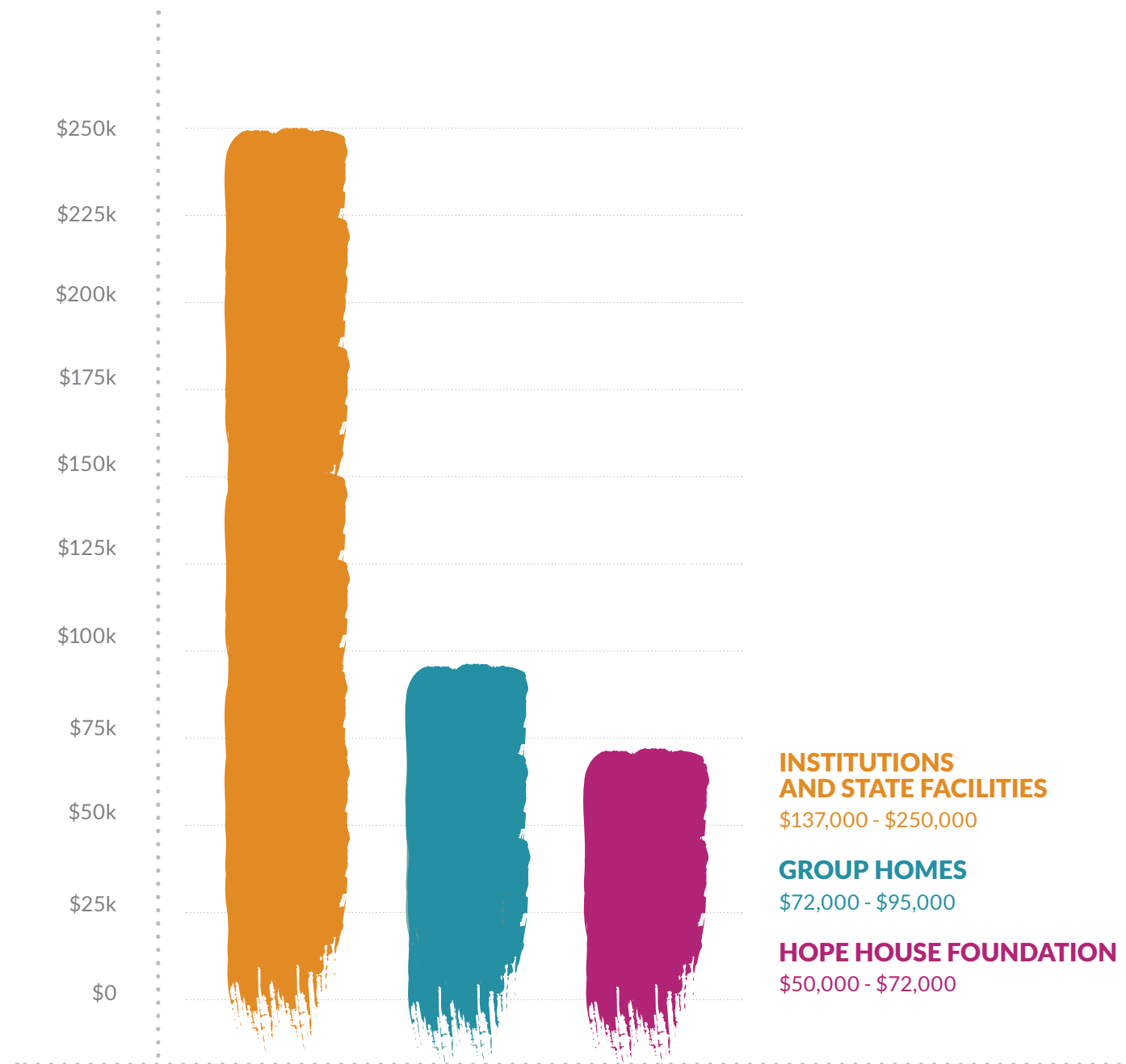
It will be challenging, but with your help, we can get there. More importantly, we can help people with intellectual disabilities get to where they want to be: Their own home.

There are  
**1,250**  
waiver holders  
in Southside  
Hampton Roads.

Hope House  
**supports**  
**10%**  
**of them**

# Annual Cost Comparison\*

Care for Adults with Disabilities in Virginia in 2012



\*Costs vary based upon level of care. Estimates provided by Community Service Boards, industry consultants, and Hope House.

Hope House supports people in their own homes because we believe it's the right way to provide services.

But it's worth noting that the Hope House model is also significantly less expensive than alternatives. That may seem counter-intuitive, but it makes sense when you consider that Hope House delivers services to people when they need it, and only when they need it.

In addition, everyone Hope House supports has his or her own name on the home's lease or deed, which makes them eligible for assistance that residents of group homes can't get, such as food stamps and fuel subsidies.

Most important, however, is that the people we support are living life on their own terms. You just can't put a price on that.

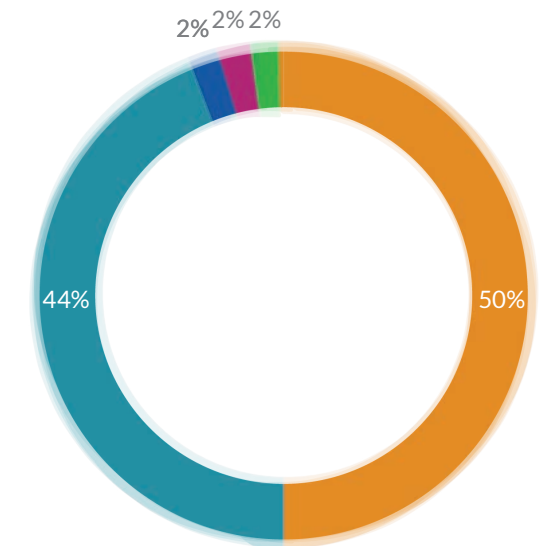
Virginia could serve  
**THREE PEOPLE**  
in the community for  
what it costs to serve  
**ONE PERSON**  
in an institution

# The Power of Numbers.

<p>Hope House is the <b>ONE &amp; ONLY</b> organization in Virginia that supports adults with intellectual disabilities exclusively in their own homes</p>	<p>Our administrative costs are less than <b>8%</b> of our operating costs</p>	<p>More than <b>64%</b> of the people we support volunteer with local civic groups, clubs, and churches</p>	<p><b>27%</b> of the people we support are employed. Others would like to be.</p>
<p>Last year, our thrift shop turned 20 and raised more than <b>\$67,000</b></p>	<p>In the last <b>35 YEARS</b> Hope House has exceeded its budget <b>ZERO</b> times</p>	<p>Hope House employs more than <b>220 PEOPLE</b></p>	<p>Stockley Gardens is <b>"one of the top three arts festivals in the eastern region"</b> — Virginia Living Magazine</p>
<p>It costs up to <b>\$250,000</b> to serve <b>ONE person</b> in a state institution</p>	<p>Hope House helped create more than <b>100 affordable</b> housing units in our community.</p>	<p><b>The Stockley Gardens Arts Festivals</b> are held twice a year and draw 50,000 visitors annually</p>	<p><b>100%</b> of those we support live, work and play in their communities.</p>
<p>Virginia has the <b>10<sup>th</sup> largest</b> institutionalized population in the country</p>	<p>Hope House offers <b>24/7</b> support to those who need it</p>	<p>Nearly <b>140,000</b> people in Virginia have developmental disabilities</p>	<p>Virginia made just 300 new Medicaid waivers available in 2012 — not nearly enough for the <b>more than 6,000</b> people on the waiting list</p>

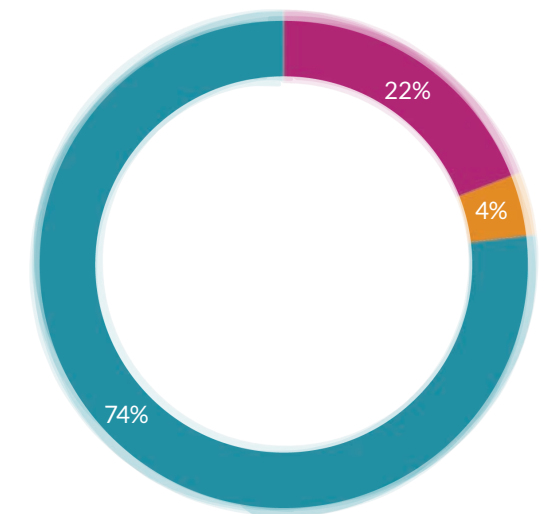
## CURRENT ASSETS

Cash and Cash Equivalents.....	\$1,941,199
Pledges Receivable.....	70,464
Grants Receivable.....	71,143
Other Current Assets.....	1,731,518
Property, Plant and Equipment.....	91,398
Other Assets.....	12,302
<b>Total Assets.....</b>	<b>\$3,918,924</b>



## LIABILITIES & NET ASSETS

Liabilities, Current.....	\$837,171
Liabilities, Long-Term.....	167,500
Net Assets.....	2,918,353
<b>Total Liabilities &amp; Net Assets.....</b>	<b>\$3,918,024</b>



Based on the audited Statement of Activities Report, 86% of our funding is derived from contract revenue, which are primarily Medicaid Waivers.

“What was  
**THE MISSING PIECE?**  
In retrospect,  
it couldn't have been  
more obvious.”



From our  
Executive Director

In college, I worked as a live-in counselor at a group home for eight women with developmental disabilities. The two years I spent with them raised many questions for me, the most puzzling of which was: Why were these particular women living together?

They had little in common, apart from their diagnoses. One woman, deeply religious and fiercely patriotic, was in her early seventies. Another had just turned 20, and enjoyed club-hopping. Most of the women came from Virginia's state institutions, where they had lived with hundreds of others. The group home was supposed to be an improvement. But from what I saw, it was just another, albeit smaller, institution.

True, we were in the community. But neighbors didn't stop by to chat. Occasionally, the women tried to engage people they met when they were out, but encountered hostility or fear. So they spent most of their time with each other — by circumstance, but not by choice.

When I joined Hope House, we tried to help the people we support have more meaningful lives, and integrate more fully with their communities. But our efforts always fell short. What was the missing piece? In retrospect, it couldn't have been more obvious. And it's something I should have known from my time at the group home: A house full of strangers living together based on a shared diagnosis makes no sense at all.

So we closed our group homes, and started providing services to people in their own apartments. Now, they choose how and with whom they want to live. They volunteer, work, and make friends in the community. And truly individualized services have changed from a quixotic ideal, to the way we work each and every day.

Last June, the Department of Justice agreed to a settlement with the Commonwealth of Virginia that will bring big changes for people with disabilities — changes that Hope House made almost 20 years ago. I'm so proud to be part of this innovative, forward-thinking organization. And I'm so grateful for your continued support — because that's what's made it all possible.

A handwritten signature in black ink that reads "Lynne Seagle".

Lynne Seagle  
Executive Director

# Thank You, Donors.

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