Dear Friends,

After completing a thorough process to identify Koinonia’s strategic direction for 2012-2014, the year began with high energy and clear focus. In true Koinonia fashion, the very nature of the plans developed are designed to move Koinonia to the next level in terms of services, processes, efficiency, and impact. Without our innovative associates and community partners this would not be possible.

Today, thanks to so many supporters and hard work, our urban farm in Old Brooklyn neared completion of build-out by year end. Rising Harvest Farms, LLC became a reality with over two acres in Strongsville and 2.3 acres in our new location at W. 41st St. and Memphis Avenue. Designed to create a sustainable urban farming system that serves the local community, creates new employment and educational opportunities, while improving the local availability of healthy food, Rising Harvest Farms will also offer diversity in job skill training for individuals with developmental disabilities.

We live in a time requiring new thinking and new approaches to solve old and emerging challenges. Koinonia continues its commitment to fulfilling our responsibility to the community and our stakeholders – now and into the future. Thank you to the many who helped to make the journey both interesting and productive.

Best regards,

Diane Beastrom   Fred Watkins
President/CEO   Chairman, Board of Directors
VISION

Our mission is our vision.

At the core of everything we do is the fundamental conviction that we exist to create an environment in which those we serve are able to flourish. Living with an intellectual and/or developmental disability is not a “handicap” to a fulfilled life, nor is it an inhibitor to personal enrichment and growth.

Koinonia serves the individual. Each unique. Each valued.

In partnership, we walk the journey of each person’s life. Sometimes cutting the path ahead. Sometimes encouragingly nudging from behind. Yet, always walking along side supporting, comforting, encouraging, caring; and respecting personal desires, aspirations and individuality.
Programs, Services, and Supports

Residential Services
Whether it’s a cozy brick bungalow or a sprawling colonial on a wooded lot, what matters about the homes Koinonia serves is that they are just that – homes. The comfort, safety and personal touches any of us expect in a home are what individuals served by Koinonia experience. We care for individuals in residential group homes, supported living sites (Waiver) and host homes throughout Cuyahoga County.

Licensed Group Homes
- Licensed group homes
- 18 ICF/DD homes serving a total of 129 people
- 3 licensed waiver homes serving a total of 20 people

Supported Living arrangements
- 112 people served in 48 houses and apartments across Cuyahoga County
- 3 Host Homes serving 6 people

Adult Day Support
Each weekday, The Center is bustling with rewarding activities in Koinonia’s day support program where socialization skills and learning initiatives capture the interest of the attendees
- 141 people served

Career and Vocational Services
Jobs open doors—to community participation, confidence and financial independence. We give individuals the keys to access meaningful employment through participation in the Career and Vocational Program. Success starts with a careful assessment of each person’s job skills and strengths in the pre-vocational services phase.

Vocational
- 59 people served in vocational/job training
- 8 people in enclaves
- 9 supported employment

Community Volunteering
- 10 people volunteered at 5 locations on a weekly basis

Summer Work Experience Program
- 5 people participated in our program

Life Enrichment Program
- 671 participants
Koinonia Strategic Initiatives 2012-2014

1. Fund raising evolution
2. Expanding financial competency throughout the organization
3. Expand program services portfolio
4. Business ventures to create financial independence for Koinonia
5. High Performance Work Teams
6. Value stream mapping
7. Performance measurement and improvement
8. Telecare/remote monitoring
9. Technology optimization
10. Telehealth and eMAR

New Business Venture

Rising Harvest Farms, LLC

Rising Harvest Farms, LLC. was established as a wholly owned subsidiary of Koinonia Homes, Inc. Developed as a social enterprise, Rising Harvest Farms, LLC. applies commercial farming strategies to maximize improvements in human and environmental well-being. Rising Harvest Farms has partnered with the vocational programs at Koinonia Enterprises, LLC. to develop a farm internship program, where people with developmental disabilities have the opportunity to work hard, develop new skills and earn an income.

In 2012 we identified and secured the lease for the location in Old Brooklyn at W. 41st and Memphis ave. Build-out was substantially completed by year end thanks to our partners and grant funding:

- City of Cleveland - $50,000
- Cuyahoga County Land Bank - $14,000
- FirstMerit Foundation - $10,000

risingharvestfarms.org
Financials 2012

Revenue
$24,803,115

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>51.2%</td>
<td>ICF/IDD Group Homes</td>
<td>$12,704,072</td>
</tr>
<tr>
<td>35.6%</td>
<td>Waiver Services</td>
<td>$8,820,858</td>
</tr>
<tr>
<td>9.1%</td>
<td>Day and Vocational Services</td>
<td>$2,248,967</td>
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<tr>
<td>2.5%</td>
<td>Transportation</td>
<td>$625,867</td>
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<tr>
<td>1.0%</td>
<td>Grants and Fundraising</td>
<td>$256,030</td>
</tr>
<tr>
<td>0.6%</td>
<td>Other</td>
<td>$147,321</td>
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</table>

Expenses
$24,235,029

<table>
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<tr>
<th>Percentage</th>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>88.2%</td>
<td>Program Related</td>
<td>$21,391,039</td>
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<tr>
<td>11.8%</td>
<td>Administrative</td>
<td>$2,843,990</td>
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</table>

Revenue in excess of expenses: $568,086
Percent of Revenue: 2.3%
### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Cash and equivalents</td>
<td>$1,133,736</td>
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<tr>
<td>Accounts receivable</td>
<td>$1,723,886</td>
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<tr>
<td>Other current assets</td>
<td>$347,358</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td><strong>$3,204,980</strong></td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>$5,680,114</td>
</tr>
<tr>
<td>Other assets</td>
<td>$2,137,254</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td><strong>$12,093,016</strong></td>
</tr>
</tbody>
</table>

The financial information presented is taken from the 12/31/2012 financial statements audited by Howard Wershbale & Co. A complete set of these audited financial statements are available for your review at Koinonia Homes, Inc. offices.

### LIABILITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tr>
<td>Accounts payable</td>
<td>$236,334</td>
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<tr>
<td>Accrued compensation &amp; related taxes</td>
<td>$2,066,200</td>
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<tr>
<td>Other current liabilities</td>
<td>$855,218</td>
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<td><strong>Total current liabilities</strong></td>
<td><strong>$3,157,752</strong></td>
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<tr>
<td>Long-term debt</td>
<td>$4,802,924</td>
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<tr>
<td>Other long-term liabilities</td>
<td>$185,502</td>
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<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$8,146,178</strong></td>
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<tr>
<td>Net assets</td>
<td>$3,946,838</td>
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**Total liabilities and net assets**  

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td><strong>$12,093,016</strong></td>
</tr>
</tbody>
</table>
Honor Roll

DONOR GIFTS
Gifts of $10,000 and above
CBIZ
North Coast Community Homes
NSL Analytical Service Inc.
Ogden Post Consulting Group, LLC
Ohio State Landscaping
Christine Piazza
Ray Fogg Corporate Properties
Dane W. Roberts
Sievers Security
Stancato’s
Sultanas of Mahdi Caravan, No. 142
Today’s Business Products
Jason Umstot
Catherine A. Veverka

Gifts of $5000 to $9999
Anonymous
Cuyahoga County Board of Developmental Disabilities
Key Bank
Kaiser Permanente
The National Telephone Supply Co.

Gifts of $2500 to $4999
Diane & Robert Beastrom
Dollar Bank
Kaiser Permanente
The National Telephone Supply Co.

Gifts of $1,000 to $2499
Avalon Foodservice, Inc.
Cuyahoga County Mayor’s Secretaries A Association
FirstMerit Bank
Howard, Wershbaie & Co.
Bryan Kilbane
Melissa Majkut
Michael Mancuso
McKesson Medical-Surgical
Mutual of America
Omnicare, Inc.
Sherwin-Williams Women’s Club
St. Albert the Great Catholic Church
Dr. Gerald & Eileen Strauss
Father John M. Tezie
The Fedeli Group
UBS Financial Services

Gifts of $500 to $999
Nicholas Alexander
Blue Ribbon Meats, Inc.
Bulldog Office Products
Michael J. Cleary
Cleveland State University
Cleveland Waterproofing
Combined Federal Campaign (CFC)
Cuyahoga County Land Bank
Nancy Disbrow
Dr. Gulchin A. Ergun
Kathleen B. Fenner
Flask, Kusak & Company
Barbara Jarjisian
Geraldine Keator
Joseph & Elizabeth Kilbane
King Group
David Laubenthal
Gail & Steve McPeake
Lina Monteleone
Carol Morton

Gift of $100 to $249
Cheryl and Saadi Alikhan
Anonymous
Mary Alice Arbezni
Rita Barnes
Marlene Barry
Ralph Beattie
Charess Bell
Chris Bender
Peggy Bigeck
Nancy Barchert
Teresa E. Bruns
Ronnie Chambers
Lori Chick
Phyllis Chisnell
Janet Christopher
Michael Clegg
Dr. John & Mary Clough
Nicole Codner
Jane Coli
Donald & Marion Connerton
Janet Corbo
Father Peter D. Costarakis
Beverly Crumble
Michelle Cunningham
Joseph Dasko
Randie Davis
Stuart Davis
George & Teresa Dellaportas
Theresa Diamond
Martha DiLorenzo
William G. Eline
Brenda Escayg
Judy Fabec
Daniel A. Fedeli
Maura Finn
John Flannery
Danielle Focareto
Rev. & Mrs. Ronald R. Francis
Benitha S. Garrett
Wanda Gleske
John Gnafowski
Golubski-Deliberato Funeral Home
Marianne Gorgone
Linda Goshay-Smith
Dera Grier
Thomas & Abbey Griffith
Norman G. Halpern
Thomas J. Harmon
Carol Harrett
Cynthia Harris
Gary & Jo Anne Hernandez
Charlie Hill
Shelly Hodge
Lisa Hofmann
Nina Holliday
Hudecek Cement Contractors, Inc.
Amanda P. Huffman
Sarita Hunter
Doris M. Jarmusik
Rachel Jarrous
Todd Kalish
Chris Karas
Steve Karas
Leslie Kaufman
John Kikel
Lonneeta Kirk
Paul Kondrat
Latasha Cummings  
Susan Cutlip  
Rocky Dallas  
Arleen D'Annunzio  
Liberty Darakos  
Veronica Davenport-Wilson  
Carol J. Davis  
Ethel DeJovine  
Jane Duffy  
Holly Dzurko  
Mary Eberhardt  
Jim Economou  
Elizabeth Edelmann  
Jamal Edwards  
Kayaira Edwards  
Dejah Elder  
Aimee Erdman  
Fieldstone Farm Therapeutic Riding Center  
Aubrey Flemmings  
Maria Florio  
Theresa Floyd  
Gary Fluharty  
Helen French  
Irma Fretz  
Lee & Barbara Friedman  
Doula Gaitanaros  
Michelle Gallagher  
Armond Galmiri  
Ronald Ganim  
Frances Garrett  
Rosetta Gator  
Cathy Gaudio  
John & Judith Gaughan  
Chiquita Gay  
Janis Gembariski  
Amber Gibbs  
Thomas & Kim Gigliotti  
Katie Gill-Walko  
Sharon Goodrum  
Steve Graham  
Jeni Grant  
Catherine Gray  
Toni Greer  
Angela R. Gregg  
Louise Haggerty  
Kobie Hogans  
Deshawn Haley  
Roger Hammack  
Joelle Hanna  
Janine Harris  
Sanford Harris  
Carolyn J. Hartley  
Craig Hasel  
Brittaney Hatchette  
Ebenee Henderson  
Jennifer Hill  
Tressa Hill  
Norman Hives  
Asia Hobson  
Roger Honroth  
Deborah Hopes
CinéCraft Productions, Inc.
Cinemark Valley View
Cleveland Browns
Cleveland Public Theatre
Vic Collova
Melody Coniglio
CINEMARK
COUNTRY PURE FOODS
Thomas R. Dedrick
Martha DiLorenzo
Nancy Disbrow
Dramatics Hair Salon
Jane Duffy
Dunkin’ Donuts - Fairview Park
Dunkin’ Donuts - North Olmsted
Einstein Bagels
Embassy Suites
Elizabeth Fox
Gale’s Westlake Garden Center
Gary Guller
Carol Harnett
Harry’s Steak House
Heavenly Ham
Lisa Hofmann
Hughie’s Audio-Visual & Computer Cleveland
Barbara Jarjisian
Keogh Consulting, Inc.
John Kikel
Lake Erie Nature & Science Center
David Laubenthal
Tessie Lekas
Barbara Lemke
Tina Loeb
Marriott Cleveland Downtown at Key Center
Sue McGregor
Gail McPeake
Memphis Kiddie Park
Mid-Town Booth’s Tavern
Mimi Vanderhaven
Thomas Mone
Linda Moskus
Océ North America
Ohio State Landscaping
Carriann Pafford
Park Place Frozen Custard
Christine Piazza
Pickwick & Frolic Restaurant and Club
Carol Pietrowski
Elaine Pinter
Luke Ramsey
Manny Rodríguez
Sam’s Club #6305
Carol Smith
St. Albert the Great Catholic Church
St. Michael Catholic Church
St. Paul Ladies Philoptochos Society
St. Therese Church
The Cleveland Clinic Chagrin Falls
Timothy J. Riley, Attorney at Law
Trader Joe’s Westlake

Jason Umstot
Wegman, Hessler & Vanderburg
Megan Wilson-Reitz

FOUNDATIONS AND GRANTS
Gifts of $50,000 and above
City of Cleveland

Gifts of $10,000 to 19,999
Cuyahoga County Land Bank
FirstMerit Foundation

Gifts of $5000 to $9999
Ohio Bureau of Workers’ Compensation
Safigan Family Fund

Gifts of $1,000 to $2499
KeyBank Foundation
Sherwin-Williams Foundation

Gifts of $500 to $999
Dominion Foundation
PNC Foundation

Gifts of $100 to $249
The Lubrizol Foundation
Verizon Foundation

IN MEMORY
In Memory of Emil C. Bardash
Beverly Swallen

In Memory of Marian Beutel
Betty Jo Mooney

In Memory of Jimmy Boukis
Georgiann Bodle
Pete Boukis
Phobia Boukis
Father Peter D. Costarakis
George & Teresa Dellaportas
Ronald Ganim
Gary & Jo Anne Hernandez
Alex & Frances Kariotakis
Denise Martin
Kathleen Oehme
Frank & Marie Palkovic
Irene Pontikos

In Memory of Beverly J. Boyd
Christine Piazza

In Memory of Carol Contorno
Christine Piazza

In Memory of Joseph M. Cooney
Maureen & John Lavelle

In Memory of Ayhan Ergun
Dr. Gulchin A. Ergun

In Memory of Marie Harnett
W. Perry Aggers

In Memory of John Hunyak
Mr. and Mrs. R. L. Scott

In Memory of Peggy Kilbane
Terence P. Clancy
Hugh Ginley
Thomas & Mary Kilbane
Richard & Mary Kubiak

In Memory of Beverly Ann Nau
Theresa Swinehart

In Memory of Bill and Kathy O’Hearn
Joseph & Helen Miller
Frances O’Hearn

In Memory of Carol Osterfeld
Renee Osterfeld

In Memory of Mike Parker
Judy Fabec

In Memory of Maryann Rinella
Tom & Lucy Amodeo
Thomas A. Amodeo
Josephine Caruso
M. A. Cichan
Marianne Gorgone
John J. King
Donald & Mary Beth Link
Mary Macko
Nacy Panzica
Joanne Polz
Anthony & Joanne Rinella
Ann Rinella-Kelly
The Fedeli Group

In Memory of Joanne L. Romansik
John & Judith Gaughan
Thomas & Kim Gigliatti
Kimon & Connie Karas
Ronald & Janie Kocisko
Terry & Susan Moffitt
Catherine A. Veverka

In Memory of Sam Serio
Christine Serio

In Memory of Franklin Sherman
Eileen Sherman

In Memory of Patricia Smith
Lisa M. Sepulveda

In Memory of Steve Williams
Ethel Williams
<table>
<thead>
<tr>
<th>TRIBUTES</th>
<th></th>
<th>TRIBUTES</th>
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</tr>
</thead>
<tbody>
<tr>
<td>In Memory of Dorothy Buzek’s Birthday</td>
<td>Betty Jo Mooney</td>
<td>In Honor of Mrs. James DeBleyker</td>
<td>Betty Jo Mooney</td>
</tr>
<tr>
<td>In Honor of Jesus Christ</td>
<td>Lori Stancato</td>
<td>In Honor of Eve Ennis &amp; Bryan Kilbane: Wedding</td>
<td>Peggy Bigeck</td>
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<tr>
<td>In Honor of Patty Corbo</td>
<td>Janet Corbo</td>
<td>In Honor of Lisa Hofmann &amp; John Hanigosky: Wedding</td>
<td>Peggy Bigeck</td>
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<tr>
<td>In Honor of Jody Arbeznik Curry</td>
<td>Mary Alice Arbeznik</td>
<td>In Honor of Antoinette Martin</td>
<td>Mr. &amp; Mrs. Clint Martin Jr.</td>
</tr>
<tr>
<td>In Honor of Mrs. James DeBleyker</td>
<td>Betty Jo Mooney</td>
<td></td>
<td></td>
</tr>
<tr>
<td>In Honor of Eve Ennis &amp; Bryan Kilbane: Wedding:</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>in honor of 10 or more years of consecutive giving</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Anonymous           | Janine Harris           | Mr. & Mrs. R. L. Scott                                           |
| Diane & Robert Beastrom | Robin James            | Lisa M. Sepulveda                                                 |
| Laura Becka         | Geraldine Keator        | Angelina Spencer                                                 |
| Sheila Burton       | Joseph & Elizabeth Kilbane | Angel Steel                                                     |
| Beverly Butler      | Dr. Anna Koo & Robert Yui | Sultanas of Mahdi Caravan, No. 142                               |
| Sheree Carroll      | Shemale Lumpkins        | Diana Talley-Miller                                              |
| Ronnie Chambers     | Kelly Maloney           | Kristen Todaro                                                   |
| Phyllis Chisnell    | Barbara Mays            | Crystal Wilson                                                  |
| Aretha Crawford     | Nicole McClellan        | Virginia Worthy                                                 |
| Rob de la Cruz      | Michelle Meyer          |                                                                  |
| Mary Eberhardt      | Joseph & Helen Miller   |                                                                  |
| Brenda Escayg       | Lina Monteleone         |                                                                  |
| Steve Fluharty      | Linda Moskus            |                                                                  |
| Danielle Focareto   | Marian Noch             |                                                                  |
| Frances Garrett     | Dorothy Parks           |                                                                  |
| Linda Goshay-Smith  | Linda Powers            |                                                                  |
| Angela Gregg        | Latricia Rustin         |                                                                  |
| Dera Grier          |                        |                                                                  |
Koinonia Leadership

2012 Board of Directors
Fred Watkins, Chair
Todd Hays, Vice Chair
Melissa Majkut, Secretary/Treasurer
Timothy R. Alberts
Kate Fenner
Josh Gordon
Ethan McPeake
Dr. Gerald Strauss

President and Chief Executive Officer
Diane Beastrom

2012 Vice Presidents
Jody Curry, Vice President of Institutional Advancement and Communications
Nancy Disbrow, Vice President of Human Resources
David Laubenthal, Vice President of Physical Resources
Carol Morton, Vice President of Finance
Jason Umstot, Vice President of Programs and Organizational Learning
Joann Watterson, Vice President of Government Relations

2012 Directors
Teri Bruns, Director, Organizational Learning
Candice Kelly, Director, ICF/DD Services
Gina Kerman, Director, Quality and Regulatory Compliance
Patti Matzinger, Director, Waiver Services
Mary Beth McDonald, Director, Waiver Services
Gail McPeake, Director, Health Services
Lina Monteleone, Director, Koinonia Enterprises
Erik Toth, Director, Information Systems

2012 Business Advisory Council
John Flask, Flask, Kusak and Company
Chris Goebel, Lakefront Lines
Charlene Paparizos, CMP Communications and Executive Director of CVCC
Mark Hancock, Humaneering
Eliesa Mendeluk, Parent
Valerie J Smolik-Troiano, ICAN Coordinator City of Independence