The body of our work at the National Hospice Foundation is to raise funds for the important programs of the National Hospice and Palliative Care Organization and FHSSA (which began as the Foundation for Hospices in Sub-Saharan Africa). But the heart of our work is told through the stories that come to us every day. Stories of those we have helped through our fundraising efforts, and the stories of our donors. Each one is unique and meaningful.

The purpose of an Annual Report for any organization is to report on its financial status and on the work accomplished throughout the year. While the numbers can be found at the back of this report, we have chosen to report our work through the stories of those who support us. For example, you’ll meet Mercedes Ibarra, a flamenco dancer who was so moved by her experience with hospice that she not only became a monthly donor to the National Hospice Foundation, but also became a volunteer at her local hospice. And we’ll introduce you to David White of The Hospice & Palliative Care Center of Vermont. He jumped at the chance to try out a new online fundraising vehicle introduced by FHSSA this year and raised an impressive amount for their African partner.

We hope you’ll find these stories enriching and motivating. With the support of people like those featured in this report, we are able to fuel programs such as Caring Connections, We Honor Veterans, programs in pediatric care, and many more. Our vision of a world where individuals and families facing serious illness, death, and grief will experience the best that humankind can offer is being realized through the support of those who, we believe, represent the best of humankind.
Since 2010, NHF has raised $4 million through its Capital Campaign for the National Center for Care at the End of Life. The Center houses the National Hospice and Palliative Care Organization and its affiliates. Hospice supporters have contributed to the Campaign in a variety of ways including selecting spaces within the building to name in recognition of individuals or organizations or making estate gifts, such as naming NHF in their will.

In 2012, NHF was contacted by the attorney of an individual who designated NHF in her will as one of three charities to receive funds from her estate. In total, her contribution to hospice was over $100,000. Her life story is intriguing to say the least.

Gifted in linguistics and fluent in four languages, Ms. Evans was recruited after college by the U.S. Naval Intelligence and finished her career with the Central Intelligence Agency. She lived most of her life in Europe during WWII, the Korean conflict, and the “Cold War,” experiencing the glamour and danger of working undercover. She shared stories of attending the opera and brushing shoulders with the likes of the King of Spain—and even passing microfiche at parties.

Evans was cared for by hospice at the end of her life. Her legacy and generosity will touch the lives of many.

Stories shared by Thomas F. Cox, Esquire
Monthly or annual donors are an important source of funds for NHF. There are many options for supporters to give to hospice in ways that are convenient and manageable for their budgets or investment plans.

Mercedes Ibarra is one of NHF’s monthly donors. In one month, Mercedes lost three family members and found powerful healing through the lyrics and movement of flamenco dancing—her life’s passion. Based on her experience with hospice, she decided to become a hospice volunteer for Silverado Hospice in California.

“I chose to give NHF a monthly gift because I believe in the dignity that hospice and palliative care provide. My experience being a volunteer has been a blessing. I feel I have developed such intimate relationships with my hospice patients, even though they sometimes can barely speak to me. They have made me realize not to take any moment for granted. They have taught me how to just be of service for whatever is happening from moment to moment. I feel honored that they feel comforted by my visits and simple gestures like holding my hand.”

—MERCEDES IBARRA
NHF is fortunate to have the support of many corporations through sponsorships and contributions to our programs and services. These investments are crucial to NHPCO’s provider education initiatives and work in serving special populations.

Dignity Memorial, a network of funeral, cremation, and cemetery service providers, made a major commitment to our *We Honor Veterans* program in 2012 by becoming the Founding WHV Community Partner. The collaboration between Dignity Memorial and NHPCO focuses on working with funeral service providers to broaden their knowledge about how to meet the unique needs of Veterans and their family members. Through Dignity Memorial’s efforts, the *We Honor Veterans* program is able to spread its mission beyond the hospice community.

“Dignity Memorial providers have always been focused on serving our Veterans with respect, integrity, and dignity. We are honored to be a part of such an incredible and innovative program as *We Honor Veterans*.”

—DIANA VAZQUEZ M.A.
DIRECTOR OF HOSPICE RELATIONS,
DIGNITY MEMORIAL
FHSSA’s flagship program, the Partnership Program, continued to flourish in 2012 with abundant examples of strong relationships and effective fundraising efforts among U.S. hospices and African palliative care programs. In total, nearly half a million dollars, $462,875, was raised and sent directly to African partners in 2012.

The Center for Hospice Care/Hospice Foundation (CHC/HF) of South Bend, Indiana raised over $25,000 for its partner, the Palliative Care Association of Uganda (PCAU). A highlight of their fundraising creativeness resulted from a collaboration with faculty and alumni of the University of Notre Dame Film, Television and Theatre Department. Together they created an award-winning documentary film that offers a glimpse at the astounding challenges facing terminally ill people living in Uganda and the monumental issues PCAU encounters in its daily work.

The film, entitled Okuyamba, (a Lugandan word meaning “to help”) has helped increase world-wide awareness of the suffering of patients with life-limiting illness in Uganda and throughout sub-Saharan Africa. CHC/HF has made the film available to hospices across the country to use in local awareness-raising and fundraising efforts.

“It’s been said that pain knows no boundaries. Through our partnership with PCAU and through making our film Okuyamba available as an education and fundraising tool, we have also found that compassion and caring know no boundaries.”

—MIKE WARGO
CHIEF OPERATING OFFICER OF HOSPICE FOUNDATION
MEMORIAL GIFTS

So often at NHF we hear families say that they want to support hospice so that others may have the same experience their loved ones had at the end of life. Many families request that memorial gifts be made to NHF.

John and Laurie Bailey of Dallas, Texas searched online in hopes of finding a way to support hospice on the national level and found NHF.

John’s parents, John and Betty were married in February 1957. At the time of John’s death in 2008, they had been married 51 years. They lived full and happy lives with their three children, primarily in Texas, with one move to Oklahoma. When it was time to retire, they moved back to Paris, Texas, about 15 miles from the family farm where John was born.

Both John and Betty were cared for by hospice. As John and Laurie wished, the funds raised by memorial gifts from friends and family will ensure that others receive the same compassionate care as his parents.

“We didn’t want donations of flowers, but instead wanted to ask for support of hospice care. We found the National Hospice Foundation online and that was the right place for us to choose.”

—JOHN BAILEY
In July 2012, Washington, DC hosted the XIX International AIDS Conference and FHSSA staff attended this multi-day event. On the evening of July 23, FHSSA held a successful palliative care networking reception one block from the conference venue.

The overall goal was to provide a networking opportunity for individuals committed to—or interested in—the role of palliative care in HIV/AIDS internationally, with an emphasis on Africa. The initial target was to have at least 75 guests. That goal was well exceeded. More than 100 guests attended and enjoyed the opportunity to network both before and after the short program.

Guests represented a wide array of organizations, including community service providers, international non-governmental organizations (NGOs), African national hospice and palliative care associations, advocacy networks, and other American and African conference attendees committed to palliative care.

The reception was sponsored by Foundation for Open Society Institute, America’s Health Insurance Plans (AHIP), the Community Health Accreditation Program (CHAP), FHI 360, and the Worldwide Palliative Care Association (WPCA).

“ That was the perfect way to do a reception. The venue was close by the conference. There was a diverse group of participants. The food and beverage were excellent. The program was short but informative. People came early and stayed late. I had an opportunity to meet people that I only knew before by e-mail.”

—RECEPTION ATTENDEE
“ANY RACE AT ANY PACE!”

That’s the motto for NHF’s signature athletic fundraising program. Participants can choose any race or walk of any length or pace to raise funds for hospice and in return receive fundraising and training tips from Run to Remember. Funds may be directed solely to NHF or FHSSA or can be divided with a local hospice or FHSSA partner. Setting a goal and rising to the challenge of finishing a race is a wonderful way to honor and celebrate the memory of a loved one.

In 2012, 73 participants raised $25,180 and funds were distributed to 27 local hospices around the country.

Dolores Harbison had dreamed of running the Chicago marathon since she was a teenager. In 2012, she finally met her goal and achieved a personal time record. Dolores ran in memory of many family members and friends and raised more than $3,000 for hospice.

“I took every moment in to enjoy this marathon. The memories of when I was a kid, and all the neighborhoods my mom used to take us to, brought real joy to my experience.

I ran the 26.2 miles as my way of saying ‘thank you’ to hospice’s amazing caregivers and in remembrance and honor of my loved ones.”

—DOLORES HARBISON
FHSSA expanded its fundraising in 2012 by launching its first crowdfunding platform. Crowdfunding is a new and popular way of giving, which uses the power of the Internet and social media to inspire and unite people from all over the world to support the causes that matter most to them. By bringing people together, donations of all sizes are pooled and directed toward targeted campaigns that best reflect the needs of the recipient organizations.

Using FHSSA’s platform, American partners can mount campaigns to support the specific needs of their African partners. The pilot campaign for FHSSA focused on raising funds for the Conquering Pain project. During the 60-day campaign, $4,691 was raised for this project.

One of FHSSA’s U.S. partners, The Hospice and Palliative Care Council of Vermont, embraced the new fundraising tool and was very successful in raising funds for their African partner, Iambi Lutheran Hospital in Tanzania. Their goal was to raise $5,000 to fund 6 months of comfort care to hospice patients in 22 remote villages in Tanzania. The money raised would bring food and medical attention to family members and help provide a living wage to the community health workers caring for these patients. The campaign exceeded its goal by over $500.

“Here in Vermont the challenge has been to find innovative ways to both motivate our base and to inspire new participation. This new platform, crowdfunding has proved to be a winning approach.”

—DAVID WHITE
PARTNERSHIP CHAIR, THE HOSPICE & PALLIATIVE CARE COUNCIL OF VERMONT
Every gift makes a difference to support compassionate care at the end of life. NHF and FHSSA appreciate all of the donors who contributed in 2012. Due to space constraints, only those whose cumulative giving totaled $100 and above are listed.

While we strive for accuracy, should you find your information to be presented incorrectly or if you prefer your name to be listed differently in the future, please contact us toll free at 877-470-6472, locally at 703-516-4928, or email info@nationalhospicefoundation.org

NOTE: Green designates those donors who have made gifts to multiple programs of NHF and FHSSA.

### VISIONARIES / PHILANTHROPISTS
**$10,000 and Above**

- Anonymous*
- Arkansas Hospice, Inc.
- Capital Caring
- Caris HealthCare, LP
- Center for Hospice & Palliative Care, Inc. (South Bend, IN)
- **The Community Hospice** (New York)
- The Elizabeth Hospice
- Estate of L. Evans
- First Reformed Church
- Gentiva Hospice Foundation
- Gilchrist Hospice Care
- Glatfelter Insurance Group
- Good Shepherd Hospice
- Mr. & Mrs. Hanna
- Haven Hospice
- HCR ManorCare
- Hope Healthcare Services
- Hosparus Inc
- **Hospice of the Western Reserve**
- Mary J. Labyak*
- Bob Lee
- David & Sandra Lee
- LifePath Hospice
- Lifetime Care Hospice
- Jeannee & Mike Martin
- MedicAlert
- Estate of Irene P. Norell
- N.Y. Citizens Committee on Health Care Decisions, Inc.
- Pathways Home Health & Hospice
- Purdue Pharma, L.P.
- Regional Hospice and Home Care of Western Connecticut, Inc.
- Elizabeth M. Ross
- Samaritan Healthcare & Hospice
- SCI Funeral & Cemetery Purchasing Cooperative, Inc.
- Suncoast Hospice
- Suncoast Solutions
- Sutter Care at Home
- **TRU Community Care**
- VITAS Healthcare Corporation
LEADERS/DIPLOMATs
$5,000–$9,999
Matthew Branam*
Eric & Betty Brennan
California Hospice and Palliative Care
Association & the California Hospice
Foundation
Catherine L. Smith / SITUS, Inc.
The Center for Hospice & Palliative Care
The Denver Hospice
Four Seasons
Genesee Region Home Care
Hospice By The Bay
Hospice of Hope
Hospice of the Bluegrass
Hospice of the North Shore
& Greater Boston
Hospice Services, Inc.
Brad & Cami Hunter
Dr. Galen Miller & Mr. Bob Ward
Prairie Haven Hospice
J. Donald Schumacher
Spraying Systems Co.
David & Diane Steffy
Frances Lorraine Torgerson*
Tucson Medical Center
Hospice (Peppi’s House)
United Hospice of Rockland
Ann Morgan Vickery
Ron Fried & Holly Bode

PARTNERS/CHAMPIONS
$2,500–$4,999
Taft Abras*
Gretchen Brown
June Ebensteiner
Family Hospice and Palliative Care
Foundation for the Carolinas
Fuller Family Charitable Fund
Home Healthcare Solutions
Hospice Alliance of the National
Capital Area
Hospice and Palliative Care Council
of Vermont
Hospice Care Network
Hospice of Siouxland
Hospice of the Miami Valley
Hospice of Wake County, Inc.
Hospice of Washington County, Inc.
Medmarc Mutual Insurance
Robert Miller
mumms Software and
the At Risk Registry
Providence Hospice and
Palliative Care East
E. O’Neal Robinson & Alana Ward
Robinson
Charles Stellar
Covenant Hospice
David White

CAREGIVERS/SPONSORS
$1,000–$2,499
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Alive Hospice
American Ambulance Service, Inc.
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Ashby Family Law Associates, P.C.
Shelly Austin
William & Theresa Bachhuber
The Joan B. and Richard L. Barovick
Family Foundation
Ellen Barrosse
Samira Beckwith & Jim Sievers
Steve & Kelly Bloom
Boulder Rotary Club
Katherine Brandt & Kimberly Acquaviva
Tara Brodbeck
The Bristol Foundation
Leslie Byrd
Elizabeth J. Clark
Ms. Clark
Bob & Joanne Clarke
Kate Cummings & John Thoma
Philomena Dane
DeKalb County Hospice
Andrew Duncan
Georgia Eads
Family LifeCare
Genesis Healthcare System
Cathy L. Gibney
Grand Lodge Benevolent, Patriotic
Order of Does of the USA
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Dr. Harris-Hilliard
Herbert Fried Foundation
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Hospice of the Valley, California
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Gladys Lazarus
Wendy Lazarus
Paula Wood Loud & Monty Loud
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John Mastrojohn III & Mike Davids
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Terry Melvin
Laura & Michael Miller
Matt Moren
Zachary Morfogen
Mark Murray
Ione Olson
Harriet Osen
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Jon Radulovic
Carol Raphael
Laurie Rexford
SueAnn Reynolds
Mr. & Mrs. Ross
Shareefah Sabur
David Sarich
James & Amy Smith
Judy Smith
Richard Smith
Patricia & Gordon Soenksen
Susquehanna HomeCare & Hospice
Claire Tehan
United HealthCare Services, Inc.
Upstate New York Hospice Alliance, Inc.
VITAS Innovative Hospice Care of Fort Worth
VITAS Innovative Hospice Care of Miami-Dade
Mark & Amelia Walsh
Jeff Williamson
Jennifer Yu
Kenneth & Laurel Zeri
Emil Zuberbueler

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$500–$999

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Dr. Ellen Baer
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Stephen Breitigan
Nancy Brewer
Darlene Brown
Kavin Cartmell
Cleeanne Cass
Catskill Area Hospice & Palliative Care, Inc.
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Stephen Connor
Joel Cruzada
Mark Duncan
Wilma Feeley
Michael Ferris
Rochelle Fierston
Jack Forehand, Jr.
Javier & Sara Garcia
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Gary & Dena Gilroy
Mr. Gordon
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Anita Hall
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Keith & Jill Herndon
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Hospice of the North Country
J&L Medical Services
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Keep Shedding, Inc.
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VITAS Innovative Hospice Care of Waterbury  
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Mary Zalaznik  
Alberta Zalimas  

**COLLABORATORS**

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Wanda Allen  
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Lawrence Hirschberger & Saoirse McIlor
LTC Harry Hodges & Jerry Carter
Nicky Holt
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Hope Hospice
Lissa Bailey Hornstrom
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Nancy Jakobsson
Kim Janowiak
Richard & Margaret Jefferies
Scott Jefferies
Stephanie Jemmott
Holly Jenkins
Sheila Jiwani
Dale & Jennifer Johnson
Linda Johnson
Calvin Jones
Janice Jones
Joy Jones-Pennycook
Jon & Kimberly Josefik
Angela Joseph
Kristine Kaiser
Michael Kammer
Sandra Kapinos
Donna Kasik
Mark Katich
Morton & Dorothy Kaufman
Jackie Kaye
Diane Keaney
James & Suzanne Kelleher
Deborah Kelly-Hoehn
Janice Kennedy
William Kerth
Marcia Kilpatrick
Kathy & Kenny King
Stefanie Kirchheimer
Randy Kitchen
Dan Klein
Judith Knecht
Patricia Kneifl
Winnie Kneifl
Kristi Knight
KR Systems, Inc.
Tina Krajacic
Jeffrey Krauss
Lauri Krouse
Dan Kruzac
David Kubisch
James Kuro
Through AT&T United Way Employee Giving Campaign
Maurine K. Kwende
Dotty Lagesse
Landscaping Services
Michael Langston
Wendy Langston
Aneca Lasley
Sharon Latson
Richard Laurion
Michele Leach
Marsha Lee
John & Patricia Lehotsky
Jeff & Jennifer Lembcke
Carleen Lensch
Micheline Lherisson
Ann Lindner
Tamara P. Lindsey
Melody Linkletter
Carolyn Little
Susan Livingston
Andi Lobdell
Joe & Patricia Logsdon
John Thomas Long, III
Loudoun Mutual Insurance Company
Cheri Lounsbury
Dawn Lowan
Richard Lusiak
Paula Lynch
Duane & Jean MacFarland
Jeffery Mack
Mari Magler
Kelly Mahlman
Catherine Manning
Linda Marcantonio
Ceci Markwick
Joan Martin
Chuck Martz
Robert Masrieh
Kidder Mathews
Amity Mattei
Dawn Matyi
Lynn Maund
Adrianne May
John Mayer
Thom McCain
William & Linda McCann
Evelyn McClelland
Patricia McCormack
Phyllis McCormick
Thomas McCourt
Through Truist
Edward & Sharon McCullough
Glenn & Debby McGlathery
Christine McMurray
Heather McNay
Nina Meindl
Jim Mermis
Mark Metcalf
Karen Meyer
Steve Meyer
Patricia Mezzina
Lillian Michel
Paula Mickelson
Max Milam
James Millard
Anne Miller
Elizabeth Miller
Heather Miller
Jennifer Miller
Linda Miller
Virginia Miller
Terri Mills
Ann Mitchell
Jamie Mitchell
Ron Mohr
Susan Mooney
J. R. & Deloris Moore
Kerri Moore
Heidi Moos
Traci Morris & Maria Daly
Dave Mortensen
Jo-Ann Mueller
Rod & Laura Mulder
Deborah Muller
Peggy Murray
Leo & Mary Nachreiner
NACM Connect
Juergen P. Nebe
Dorothy Nelson
Shawn & Christine Netterville
Lynne Nettifee
Employees of the New York City Transit Authority
Kellie Newman
Gwyn Newsom
Joy Nguyen
Martin & Cherie Niatopsky
Martin & Judith Niatopsky
Stella Nicholson
Brenda Nicodemus
Sincera Noel
Stephen Norton
Harold & Carol Oakes
Bob & Geri O’Connor
Bryan O’Connor
John O’Connor
Mike O’Connor
Fatimoh Olawumi
Peter O’Leary
Kristine Olson
Madeleine Olson
Gary Opley
Through AT&T United Way Employee Giving Campaign
Mr. & Dr. Orloff
Donna Oviedo
Rhoda Owens
Pathways Hospice
Anthony Penna
Shaffina Persaud
Steve Phan
Marie Pierre-Francois
PinPoint Systems
Paducah, LLC
Judy Platt
Marian PoeppelMeyer
Linda Posey
Stuart Post
Kathy Powers
Michelle Prand
Preferred Mutual
Lawanda Preston
Larry & Kathelen Provonsa
Monica Pugh
Kathy Pursely & Karen Blodgett
Colleen Pyles
Ray Quaranta
Patricia Quinn
Angela Quinn
Jen Rabung
Jan Radatz
J. Dennis & Barbara Rademacher
Kathleen Rains
Joseph Ramsubhag
David & Cheryl Raskin
Neil Ravella, Ph.D
Abbe Raven
Raygun
Cynthia Rearden
La Donna Renga
Neil Renga
Robin Rewalt
Johnny & Joni Reyna
Robert Ricciardi
Rice City Senior Citizen’s Club
Joe Richardson
Richard Riddoch
Tim & Kim Rinehart & Family
Nancy Ritucci
Bob & Patricia Ritzen
Suzanne Robb
Helen Roberson
Robert W. Luscinski, CPA, LLC
Dave, Salli & Brian Roberts
Paul & Julia Robichau
Rhonda Robinson
JoAnne Robinson
Sharyl Rodriguez
Raymond Roetting
Donna Roger
Joyce Rollins
Ellen Rosen
Enomie Rosenthal
Chad Rudolph
Van & Kathy Rudolph
Susan Rueda
Laurie Rugenstein
Elizabeth Ruppe
Virginia Ruyle
Saint Mark’s School
Joe Salas
Lourdes Sanchez
Lisa Sandy
Eddie Sanker
Daniel Sanner
Edwin Sasek
Roberta Saunders
Curtis Scaife
Daniel & Pamela Schaid
Richard Schermerhorn
James Schumacher
Dave Schury
Kathleen Schwarz
Jason Schwendinger
Frank & Anita Sciaccia
Camille Scott
Martha Selby
Tamara Seringer
Shady Oaks Assisted Living LLC
Jean Shappee
Amanda Shaw
Kristine Shiner
Miriam Shufon
Parveen Siddiqui
Silver Lake
Darlene Smith
Kevin Smith
Scott & Kappy Smith
Susan Smith
Lynn Shapiro Snyder
Cara Sparks
Robert & Judith Spears
Sarah Speier
Jim Sperandio
Beth Spottiswoode-Behrens
St. John’s Mercy Medical Center
St. Stephen’s Episcopal Church
Michael Stacy
John & Mike Stadler
Barbara Stahl
Bridget Stalkamp
Anthony Stefani
Leah Stegmaier
Sean Stegmaier
Robert Steinberg
Susan Stewart
Stewart Wood Trust
Stohlman Volkswagen/ Subaru
Suzanne Strater
Yvonne Streete
Robert Struthers
Pamela Stryker Stanton
Anita Sturtz
Yohandra Suarez
Timothy & J. Christy Sullivan
Robert & Christine Svendsen
Laurie Swabey
David Swenson
John Tallichet  
Dinora Tejada  
Diane Tenison  
Maria Tessitore  
Martha Teumim  
Ashley Thomas  
Bob Thompson  
Julie Thompson  
Mark Thompson  
Rebecca Thoren  
Danielle Thorson  
Bradley & Virginia Tips  
Dawn Tipton  
April Topachikyan  
Towers Holdings  
Connie Townsend  
Townsend Funeral Home, Inc.  
Grace Trewartha  
Lisa Truitt Jehl  
Patty Trujillo  
Joel Tucholski  
Joy Tucholski  
Victoria Tucker  
Julia Turansky  
George & Anneliese Turner  
Stephen Turner  
Marcy Twardak  
Scott & Kara Valare  
June Van Alstyne  
Gordon Van Enk  
R.L. Vaughan  
Elizabeth Velez  
Albany Vergara  
Verisign, Inc.  
Kim Vesey  
Cristi Vihlen  
Luz Villarreal  
Virginia Capital Partners  
Thomas Vitro  
Greggory Volk  
Douglas Wagemann  
William & Kathleen Waggener  
Eliot Wajskol  
Janice & William Walker  
Susan Walker  
Terri Walter  
Walter F. George School of Law  
Dawn Walters  
John Ward  
Oscar & Frances Watkins  
Anita Despues Watson  
Brian & Kathleen Watt  
Marsha Weaver  
Matt Weis  
Michael Weis  
Patty Weis  
Dennis & Theresa Wellbrock  
Deborah Werner  
Glenn & Beth Werner  
Todd West  
David Wester  
Joan Westrich  
Catherine Wetterling  
Penny Weymouth  
Bruce White  
Carol White  
David White  
W. Littell White  
Carrie Wilbert  
John & Michele Wilcox  
Marilyn Williams & Harrie Bigarani  
Maureen Williams  
Virginia Williams  
Lynelle Williams-Halsey  
Monica Willis  
Shellie Wills  
Andrea Wilson  
Jeffrey & Corrine Wilson  
John Wilson  
Noreen Wint  
Marla Winter  
Donald Winters and Cornelia Winters  
Stephen & S. Shacklette Wix  
The Wolff Family  
Margaret Wolters  
Kimberly Wood  
Tom & Yan Work  
World Kitchen  
Kelly Wortham  
Through YourCause LLC  
Sarah Wynn  
Wynnewood Tuesday Night Mixed  
Gerald & Patricia Younce  
Allison Young  
Susan Young  
Hartwig Zakin  
Ericka Zamudio  
J. Kyle & Charlotte Zehring  
Nancy Zobitz
SPECIAL EVENTS

IT’S ABOUT HOW WE PARTNER

Platinum
Community Health Accreditation Program
Gilchrist Hospice Care
Hospice Pharmacia

Gold
Center For Hospice Care
Gentiva Health Services

Silver
The Denver Hospice
Hospice of the Western Reserve

Bronze
Bob and Joanne Clarke
Glatfelter Healthcare Practice
The Elizabeth Hospice
Hope HealthCare Services
Hospice Services, Inc.
Infinity Hospice Care
Jeanne Parker Martin/The Corridor Group
Mark Murray
National Association of Social Workers
Polly Rehnwall
Suncoast Solutions & Suncoast Hospice

Patron
CCR Events
Tim Bowen
Cathy Gibney
SueAnn Reynolds
Linda Rock
John Thoma

In-Kind
CCR Events
John Mastrojohn III & Mike Davids
Galen Miller & Bob Ward

LION CHEF

Sous Chef
ENDO Pharmaceuticals
Susan Messina & Maryann Krayer
J. Donald Schumacher

Cook
Homestead Funding Corp.
Rodney M. Louis, State Farm Agency
John Mastrojohn III & Mike Davids
Galen Miller & Bob Ward

In-Kind
Hilton Alexandria Mark Center

GALA

Ruby
Suncoast Solutions & Suncoast Hospice

Pearl
Dignity Memorial Funeral Providers

Tanzanite
Gentiva Health Services
Hospice Pharmacia

Amethyst
AseraCare Home Health and Hospice
Center for Hospice Care
Chapters Health System
Community Health Accreditation Program
Evercare Hospice & Palliative Care and Hospice Inspiris
Glatfelter Healthcare Practice
Hogan Lovells US LLP
Hope HealthCare Services
Sara Jo Kobacker
David and Sandra Lee & Christine Swann
Montgomery Hospice  
mumms Software/Secure Computing  
VITAS Innovative Hospice Care  

**Garnet**  
Bristol Hospice, LLC  
The Corridor Group/Jeannee & Mike Martin  
Delaware Hospice  
The Denver Hospice  
DEYTA  
The Elizabeth Hospice  
Gilchrist Hospice Care  
HBO  
Hospice of the Bluegrass  
Hospice & Palliative Care of Western Colorado  
Hospice of Palm Beach County  
Hospice of the Western Reserve  
Lighthouse Hospice  
Nathan Adelson Hospice  
National Association of Social Workers  
Prairie Haven Hospice and Hospice Services, Inc.  
J. Donald Schumacher  
Simione Consultants LLC  
Studer Covenant Alliance/Covenant Hospice Inc.  

**Topaz**  
Accreditation Commission for Health Care, Inc  
E. John Bullard  
Family LifeCare  
Greenspring Village  
Hospice Buffalo  
Hospice of the Miami Valley  
Jon Keyserling & Jennifer Miller  
John Mastrojohn III & Mike Davids  

Medline Industries, Inc.  
PNC Bank  
Stoladi Properties  

**In-kind**  
Eleanor Blayney  
Bradford Renaissance Portraits Corp.  
Sue Canuteson  
Capitol File  
CCR  
Gaylord National  
Master Print Inc.  
Mrs. Frank Perdue  
David & Lynn Swenson
The Legacy Society recognizes individuals who provide support for NHF through charitable gift planning through one or more of the following methods:

- Provision in a will
- Retirement plan beneficiary designation
- Life insurance policy beneficiary designation
- Life income gift (charitable gift annuity, charitable remainder trust, or charitable lead trust)
- Life estate gift (remainder interest in real property)

---

**THE LEGACY SOCIETY**

*as of December 2012*

Anonymous*
Samira Kanaan Beckwith
Robert L. Benn*
Eleanor K.H. Blayney
Frances J. Callahan*
Katherine M. Canaday*
A. Frances Casey*
David L. Cherry
Bob & Joanne Clarke
Gladys M.* & Robert A. Crane*
L. Evans*
Beth Fells
Cathy L. Gibney
Virginia Glidden*
Leland H. Hunter*
Margaret G. Hunter*
John Jacobs III &
Mary Louise Jacobs*
Jennifer L. Kennedy
Ambassador* & Mrs. Henry Kimelman
Alexander Kurthy*
Mary J. Labyak*
Maureen T. Lilly
Jeenne & Mike Martin
John Mastrojohn III
Monika Mayr
Rebecca A. McDonald
Susan A. Messina
Marie Anna Meyer*
Galen W. Miller & Bob W. Ward
Marilyn* & Zachary Morfogen
Harold Richard Nelson*
John W. Nicholls*
Irene P. Norell*
Meta Osborn*
Connie Osmundson*
Jon Radulovic
Patricia Raymond*
Polly Rehnwall
Mildred Rueda*
Shelly & Duane Ryder
True Ryndes
M. Patricia Schubert*
Kathleen B. Schulze*
J. Donald Schumacher
Beverly Schwartz
Arline W. Sheehan*
Bev Sloan
Frances Lorraine Torgerson*
Elizabeth Tyrell*
Ronald L. Whisnant
Steven Wood*
John H. Young*
## YEAR ENDED DECEMBER 31, 2012

### Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>1,631,865</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>51,617</td>
</tr>
<tr>
<td>Promises to Give</td>
<td>480,487</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>7,699</td>
</tr>
<tr>
<td>Investments</td>
<td>1,491,718</td>
</tr>
<tr>
<td>Property</td>
<td>16,000</td>
</tr>
<tr>
<td>Long Term Promises to Give</td>
<td>937,746</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$4,617,132</strong></td>
</tr>
</tbody>
</table>

### Liabilities & Net Assets

#### Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>52,285</td>
</tr>
<tr>
<td>Grants Payable</td>
<td>25,000</td>
</tr>
<tr>
<td>Due to Affiliates</td>
<td>278,044</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>21,525</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$376,854</strong></td>
</tr>
</tbody>
</table>

#### Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>1,288,191</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>2,858,762</td>
</tr>
<tr>
<td>Permanently Restricted</td>
<td>93,325</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$4,240,278</strong></td>
</tr>
</tbody>
</table>

**Total Liabilities & Net Assets** $4,617,132

### STATEMENT OF ACTIVITIES 2012

#### Revenue

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants &amp; Contributions</td>
<td>1,808,216</td>
</tr>
<tr>
<td>Events</td>
<td>533,524</td>
</tr>
<tr>
<td>Publications and products</td>
<td>13,300</td>
</tr>
<tr>
<td>Royalties</td>
<td>934</td>
</tr>
<tr>
<td>In-kind donations</td>
<td>263,291</td>
</tr>
<tr>
<td>Investment Income</td>
<td>128,614</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$2,725,181</strong></td>
</tr>
</tbody>
</table>

#### Expenses

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>1,321,364</td>
</tr>
</tbody>
</table>

#### Supporting Services

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative and general</td>
<td>217,774</td>
</tr>
<tr>
<td>Fundraising</td>
<td>28,690</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td><strong>$246,464</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,567,828</strong></td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td><strong>$1,157,353</strong></td>
</tr>
</tbody>
</table>

#### Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of year</td>
<td>$3,082,925</td>
</tr>
<tr>
<td>End of Year</td>
<td>$4,240,278</td>
</tr>
<tr>
<td>Cost to raise a dollar</td>
<td>$ 0.11</td>
</tr>
</tbody>
</table>
**FHSSA FINANCIAL STATEMENTS**

### YEAR ENDED DECEMBER 31, 2012

**Assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>608,387</td>
</tr>
<tr>
<td>Accounts receivable, net</td>
<td>23,508</td>
</tr>
<tr>
<td>Due from Affiliate</td>
<td>62,134</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>4,527</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$698,556</strong></td>
</tr>
</tbody>
</table>

**Liabilities & Net Assets**

**Liabilities**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>0</td>
</tr>
<tr>
<td>Grants Payable</td>
<td>102,444</td>
</tr>
<tr>
<td>Due to Affiliates</td>
<td>26,861</td>
</tr>
<tr>
<td>Deferred Revenue</td>
<td>53,236</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td><strong>$182,541</strong></td>
</tr>
</tbody>
</table>

**Net Assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>32,829</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>483,186</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$516,015</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>$698,556</strong></td>
</tr>
</tbody>
</table>

### STATEMENT OF ACTIVITIES 2012

**Revenue**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants &amp; Contributions</td>
<td>1,148,475</td>
</tr>
<tr>
<td>Publications and products</td>
<td>944</td>
</tr>
<tr>
<td>In-kind donations</td>
<td>107,350</td>
</tr>
<tr>
<td>Events</td>
<td>5,400</td>
</tr>
<tr>
<td><strong>Total Revenue and Support</strong></td>
<td><strong>$1,262,169</strong></td>
</tr>
</tbody>
</table>

**Expenses**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>947,808</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$1,124,594</strong></td>
</tr>
</tbody>
</table>

**Supporting Services:**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative and general</td>
<td>156,205</td>
</tr>
<tr>
<td>Fundraising</td>
<td>20,581</td>
</tr>
<tr>
<td><strong>Total Supporting Services</strong></td>
<td><strong>$176,786</strong></td>
</tr>
</tbody>
</table>

**Net Assets**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning of year</td>
<td>$378,440</td>
</tr>
<tr>
<td>End of Year</td>
<td><strong>$516,015</strong></td>
</tr>
<tr>
<td>Cost to raise a dollar</td>
<td><strong>$ 0.16</strong></td>
</tr>
</tbody>
</table>
SHARE YOUR STORY
LEAVE A LEGACY