



**BUILDING ON STRENGTHS,**  
*Positioning for the Future*

Moravian Manor  
**2012**

## Our Vision

To be a unique Community within a Community™ that excels at anticipating and accommodating the changing lifestyles, expectations, and needs of the people we serve.

## Our Mission

Moravian Manor is a not-for-profit senior living community offering a person-centered approach to a full continuum of services. Our faith-based mission provides opportunities and services that enrich the journey of aging.

*We gratefully acknowledge the devoted service of our Board of Trustees,  
Development Committee, and employees.*

### » *Board of Trustees*

Mr. Richard A. Minnich, Chair  
Mr. Frank A. Christoffel, III, Vice Chair  
Mr. Daniel B. Garrett, Secretary  
Rev. Dean A. Easton, Treasurer  
Rev. David E. Bennett, President  
Eastern District Board  
Mrs. Margaret C. Greiner, Eastern  
District Board Designee  
Mr. Reginald K. Knowlton, Past Chair  
Rev. Mark V. Breland  
Mr. Bruce R. Bucher  
Mr. J. Robert Hess  
Mr. Edmund L. Marks  
Mr. David M. Pusey  
Mr. James T. Roland  
Mrs. Mary Ann Russell  
Rev. John P. Smeltzer  
Mr. Richard G. Stauffer  
Mr. Kenneth G. Stoudt  
Mr. Christopher A. Stump  
Mrs. Dianne E. Zimmerman

### » *Development Committee*

Mr. J. Robert Hess, Chair  
Rev. Dr. Victor L. Baer  
Mrs. Helen L. Becker  
Rev. Mark V. Breland  
Mrs. Diane H. Ford  
Mrs. Margaret C. Greiner  
Mr. Reginald K. Knowlton  
Mr. Edmund L. Marks  
Mrs. Cindy Meier  
Mrs. Mary Ann Russell  
Mr. J. David Swartley

### » *Executive Team*

J. David Swartley, MBA, NHA,  
President/CEO  
Joyce M. Krushinski, RN, BC, NHA,  
Vice President of Health Services  
Sharon K. Leese,  
Vice President of Human Resources  
Cindy Meier, MBA, Controller

### » *Management Team*

Donovan K. Carper, RN,  
Director of Nursing Services  
Diane H. Ford, CFRE,  
Director of Development  
Kevin T. Glah,  
Vice President of Facilities and  
Project Management  
Jackie Holzel,  
Director of Activities  
Mary Jane Hudock,  
Director of the Children's Corner Daycare  
Dale Kachelries,  
Director of Maintenance  
Peggy A. Kammerer,  
Director of Community Services  
Nichole M. Michael,  
Director of Marketing and  
Public Relations  
Patti Shelley,  
Accommodations Director  
Jennifer Shutt,  
Director of Administrative Services  
Rev. Richard Thierolf,  
Chaplain  
Greg Wethey,  
Dining Services General Manager

# Building on Strengths, Positioning for the Future



J. David Swartley, MBA, NHA  
President/CEO

My high school basketball coach use to constantly encourage me to work on my right-hand play. Being a strong left-hander was working to my advantage during the early part of my basketball season. However, being an over-confident teenager, I chose the easy way and worked only on my left-hand moves. By mid-season, it was evident the other teams were on to my limited skill set. Players I had never faced before came into the game defending me solely on my left side...daring me to try to make a move to my right. My averages went down as the season progressed. I chose to rest on my laurels instead of building on my strengths. My “maddening” coach knew that without further development, my future would not be strong. In the end, the only thing Michael Jordan and I had in common was that we both wore the number 23. I made no effort to position myself for the future. ❧

finally paid dividends in 2012. Moravian Manor also was the recipient of several bequests and numerous gifts during 2012. Many of these friendships and commitments began formation some time ago.

The townhomes on the Hendricks Place project were almost completed in 2012 (100% sold at the time of writing this article). This project was the result of a Board decision over four years ago to explore this development. The reality is that the project would not have happened in our economic environment without our Board “digging in” and making a commitment with an eye on the future instead of the present. These are just a few examples of decisions that were made in the past that bore fruit in 2012.

During 2012, our Board of Trustees reworked our Strategic Plan. Hours of volunteer time and energy went into planning and positioning Moravian Manor for the future. ❧



Moravian Manor had an excellent year in 2012. Our financial results were strong, the townhomes on Hendricks Place wrapped up, and the appreciative comments for our service continued to stream in by letter and email. In reflecting upon the results of the year, one realizes that many of the successes were from decisions made in the past, sometimes in the distant past. In 2008, our Finance Committee decided to “hold the course” on our investment policies during an extremely difficult year, and that decision yielded fruit in 2012. Our nursing leadership worked diligently over the past two years to reduce nursing agency use—both to save money and improve quality—and this

As much input, discussion, and thought was put into this planning, I was again reminded of how blessed I am to work in tandem with a talented and energized board and staff. In turn, we are all blessed by serving many residents during the year.

Thank you for your significant role in making Moravian Manor a fine place to live and to work. Thank you for your part in making us successful. Thank you for your willingness to look into the future with us and assist in positioning the Manor as a pillar of strength! Blessings to you in 2013.

# Positioning for the Future

The 2012 annual report's theme, "Building on Strengths, Positioning for the Future" encapsulates two of the Strategic Focus Areas of Moravian Manor's 2012-2015 Strategic Plan:

## Develop and Manage the Manor's Underdeveloped Assets

- Develop a long-range plan for the 72 acres based on the Master Plan.
- Commence with the development of the 72 acres by creating a sound financial model based on the various phases of the development project.
- Seek out and identify an equity partner(s) for the medical office building.

## Position Moravian Manor Campus for Sustainability

- Anticipate and accommodate the changing industry and lifestyles.
- Upgrade existing campus.
- Incorporate wellness philosophies (physical, spiritual, emotional, social, intellectual) throughout all aspects of campus areas, operations, initiatives, and activities.
- Invest in technology; and strategically prioritize, implement, and incorporate throughout the campus.



*A conceptualization of the Warwick Woodlands, which is in preliminary planning stages, to be built on the 72-acre property that was purchased during the past decade. This is a rare and exciting opportunity to expand our accommodations and programs in anticipation of the changing lifestyles and expectations of the people we serve.*

# Building on Our Strengths, Positioning us for the Future ...and the Future of Residents to Come



Diane H. Ford, CFRE  
Director of Development

Reflecting on my 33 years at Moravian Manor, I have seen tremendous change within our community. With strong and forward-thinking leadership since its inception, we have truly been building upon our strengths over the years, positioning us for a solid future.

When the Manor first opened its doors in the 1970s, the Health Center was a 52-bed facility with a hospital atmosphere, which was common for the age of health care at the time. Since then, with the help of many renovations, expansions, and culture change, today the Health Center and Herrnhut Community encompasses a 127-bed home-like atmosphere complete with pleasing neighborhoods, comfortable dining rooms, and open inviting lounges.

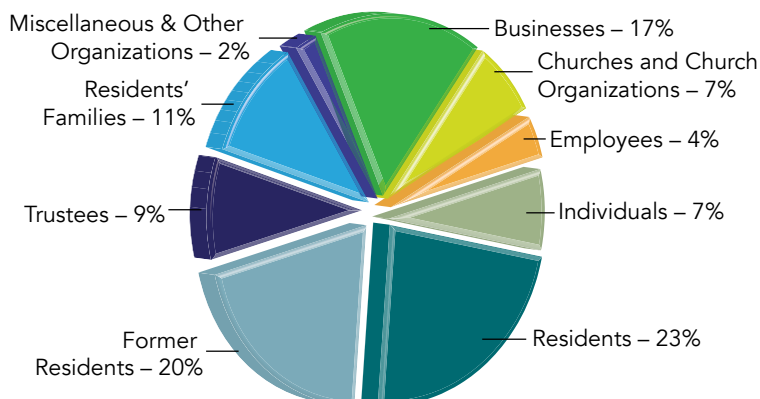
On the residential side, the Manor has grown from a 49-room residential facility to offering a wide selection of apartments, cottages, townhomes, and personal care neighborhoods. Each expansion project and strategic endeavor was built based on

the Manor's strengths and each project positioned us well for the future.

Over the years, I have had the honor of working with you—our abundantly generous friends—to build the Manor's endowment funds. Today, those funds total more than \$8 million, as reflected on page 17. To position us for the future, the strength of our endowments is extremely important as we constantly change to meet the social, health care, spiritual, and financial needs of those entrusted to our care.

Last year, we were blessed with gift revenue in excess of \$700,000! The future of Moravian Manor and the future of its residents in need of support are contingent upon our strengths. And one of our fundamental, vital strengths is your loyal, generous investment in the Moravian Manor ministry. Your gifts truly position us for a bright, enduring future! To each and every one of you, thank you for allowing and enabling us to building on our strengths and position us for the future.

## Sources of 2012 Gifts



Our Circle of Friends program recognizes and honors our Friends who caringly and generously give of themselves financially so that the Manor's ministry can fulfill the needs of those we serve.



# Heritage Circle

Recognizes our abundantly generous Friends who have made a single gift or cumulative gifts of \$10,000 or more to the Manor.

## » *John George Klein Benefactors*

EBED of the Moravian Church  
Northern Province  
Mr. J. Robert Hess

## » *Benjamin G. Forrest Benefactors*

Mr. and Mrs. Stephen Black  
John F. Steinman Foundation

## » *Paul W. McCloud Benefactors*

Anonymous  
Dr. and Mrs. Victor L. Baer  
Mr. W. Eugene Clair  
Foster Fund, Eastern District Board  
Good Samaritan Fund, Lititz  
Moravian Congregation  
Lamplighters Association of  
Moravian Manor

### **Mr. Edmund "Larry" Marks**

Mr. and Mrs. Philip L. McCloud  
Mrs. Ruth R. Miller  
Mrs. Betty T. Norman  
Moravian Larger Life Foundation  
Mrs. Helen Vanberg  
Mrs. Kay Van Gelder

## » *Richard A. Snyder Benefactors*

Anonymous (2)  
Mrs. Victoria H. Badorf  
Dr. and Mrs. Louis W. Bender  
Mr. and Mrs. Fredric Bulleit  
Mr. and Mrs. Robert I. Derck  
Douglas C. Lane & Associates, Inc.  
Mr. Augustus N. Faig, Jr.  
Mr. James L. Knapp, II  
Mr. H. Sid Long  
Mr. and Mrs. Ralston W. Russell, Jr.  
Mr. Willis W. Shenk  
Susquehanna Bank  
**Wohlsen Construction Company**  
United Brethren Church on Staten Island  
Mr. and Mrs. Walter V. Zaleskie, Jr.

## » *C. Robert Fowler Benefactors*

Mr. and Mrs. Jack A. Artale  
Mr. and Mrs. Steven W. Bomberger  
Mr. and Mrs. Bruce R. Bucher  
Mr. and Mrs. Jeremy H. Chase  
Mr. and Mrs. Robert Eby  
**Mrs. H. Pauline Garner**  
Mrs. Wilma J. Hammond  
J & J Heating & Cooling, Inc.  
Mrs. Caroline N. Hill  
Mrs. Mary Lou Kopetz  
Dr. and Mrs. Joseph E. McSparran  
Mr. Richard A. Minnich  
Mr. Donald Pharo, Pharo Family Fund  
Reese, Lower, Patrick & Scott Architects  
Mrs. Margaret G. Reidenbaugh  
Sodexo Senior Living  
**Stoudt Advisors**  
Mr. and Mrs. J. David Swartley  
Mrs. Louise N. Taylor  
Mr. Robert L. Weaver  
**Mr. and Mrs. Carl B. Witwer, Sr.**





## Heritage Circle Gift Levels

John George Klein Benefactors.....	\$400,000+
Benjamin G. Forrest Benefactors.....	\$250,000 – \$399,999
Paul W. McCloud Benefactors.....	\$100,000 – \$249,999
Richard A. Snyder Benefactors.....	\$50,000 – \$99,999
C. Robert Fowler Benefactors.....	\$25,000 – \$49,999
Byron K. Horne Benefactors.....	\$10,000 – \$24,999

### » *Byron K. Horne Benefactors*

#### **Anonymous (1)**

Anonymous (2)

Mr. and Mrs. Richard Allebach, Jr.

Mrs. Nina Auriti

Mr. and Mrs. Garth D. Becker

Dr. and Mrs. David P. Birch

Mr. and Mrs. Robert L. Bomberger

Mrs. Alice E. Boyle

Miss Madelyn H. Brosius

Mr. and Mrs. Peter P. Brubaker

Mr. and Mrs. Clyde R. Dengler

Commander and Mrs. Donald Eager

Mr. G. Philip Eager

Mr. Martin E. Everett

Mr. and Mrs. Warren C. Faig

Mr. and Mrs. Sheldon Foose

Mr. and Mrs. Thomas E. Ford

Mr. Kenneth Frederick

Mr. Edward R. Ganss

Mr. John Garber, Jr.

Mrs. H. Pauline Garner

Mr. and Mrs. Daniel Garrett

Ms. Kathleen A. Gray

Dr. and Mrs. William K. Grosh

Mr. and Mrs. Max Hausmann

**Mr. and Mrs. Charles E. Heitshu**

Dr. Harry R. Henly

Mr. and Mrs. Mark Hirschman

Mr. John F. Kendig, Major USAF Retired

Mr. and Mrs. Michael Krushinski

Lancaster Malleable Castings Company

Mr. and Mrs. Bruce Leese

Mrs. Alma D. Mampe

Mr. and Mrs. Homer E. Martin, Jr.

Mr. and Mrs. Kenneth W. Martin

Mrs. Margaret McCollough

Mrs. L. Joan McCormick

Mrs. Jean H. Miller

Mr. and Mrs. Ronald L. Miller

Moravian Home for Aged Women

Murray Risk Management and Insurance

Mr. and Mrs. Joseph P. Nolt

Mr. and Mrs. Thomas W. Oehme

Mr. Craig Pause

Mrs. Anna Louise Rannels

Mr. and Mrs. John D. Reidenbaugh

R. S. Reidenbaugh, Inc.

Mr. and Mrs. James T. Roland

Rohrer's Quarry

Mr. and Mrs. Roy B. Saylor

Mrs. Elizabeth L. Sheaffer

Mrs. Marion E. Spalding

Mrs. Nancy K. Spencer

Mr. and Mrs. Richard G. Stauffer

Stevens and Lee

Mr. and Mrs. Kenneth G. Stoudt

Mr. and Mrs. Christopher A. Stump

TCW Computer Systems, Inc.

Trout, Ebersole & Groff, LLP

Mr. and Mrs. Ronald G. Tweed

Mrs. Clara M. Wilson

Mrs. Anna Yerger

*Every effort has been made to include the names of all donors in this report. We apologize for any names that were misspelled or that were inadvertently omitted. Please contact Diane Ford at (717) 625-6105 with corrections.*

**Names in bold denotes new members or a new level.**



# Living Legacy Circle

Recognizes our forward-thinking Friends who have made planned gifts that ensure the continuation of the Manor's ministry through a bequest, a charitable gift annuity, life insurance policy, retirement account, or charitable trust.

## » *Planned Gifts*

Anonymous  
Mr. and Mrs. Jack Artale  
Mrs. Victoria H. Badorf  
Dr. and Mrs. Victor L. Baer  
Mr. and Mrs. Garth D. Becker  
Dr. and Mrs. Louis W. Bender  
Dr. and Mrs. David P. Birch  
Mr. and Mrs. Stephen D. Black  
Mrs. Alice E. Boyle  
Miss Madelyn H. Brosius  
Mrs. Edith L. Conrad  
Mr. and Mrs. Clyde R. Dengler  
Rev. and Mrs. Dean A. Easton  
Mr. Augustus N. Faig, Jr.  
Mrs. Diane H. Ford  
Mr. Edward R. Ganss  
Mrs. Teresa Hartman  
Mr. and Mrs. Max Hausmann  
Dr. Harry R. Henly  
Mr. J. Robert Hess  
Ms. Debra J. Liss  
Mr. H. Sid Long  
Mrs. Alma D. Mampe  
Mr. and Mrs. Philip L. McCloud  
Mrs. Margaret P. McCollough  
Mr. and Mrs. Ronald L. Miller  
Mrs. Ruth Miller  
Mr. H. William Mitchell  
Mrs. Betty T. Norman  
Mrs. Anna Louise Rannels  
Mrs. Margaret G. Reidenbaugh  
Mr. and Mrs. J. David Swartley  
Mr. and Mrs. Ronald G. Tweed  
Mrs. Kay Van Gelder  
Mrs. Helen Vanberg  
Mr. and Mrs. Carl B. Witwer, Sr.  
Mr. and Mrs. Walter V. Zaleskie, Jr.

## » *Estate Gifts*

John H. Bonham Estate  
Portia A. Bowman Estate  
Dorothy F. Selig Estate  
Cobb Family Foundation, Inc.  
Lavinia Lane Trust  
William N. Young Trust

## » *Matching Gifts*

Armstrong Foundation  
Erie Insurance  
Genworth Financial, Inc.

## » *Gifts In Kind*

Mr. and Mrs. James Abert  
Mrs. Nina Auriti  
Mr. Robert Barnes  
Mr. Barry Bruce  
Mr. and Mrs. Rick Dombach  
Mr. David Fleischer  
Mr. and Mrs. Alfred Forsht  
Mr. and Mrs. Ned D. Gardner  
Mr. and Mrs. Anthony Gasparich  
Mr. Kevin Glah  
Mr. and Mrs. Charles E. Heitshu  
Mr. David F. Herr  
Ms. Kim Hunter

Mrs. Martha H. Keister  
Mr. John F. Kendig, Major USAF Retired  
Keystone Pretzels  
Mr. James L. Knapp, II  
Mr. John Krasowski  
Lamplighters Association of  
Moravian Manor  
Ms. Bonnie Jess Lopane  
Dr. and Mrs. Roger D. Luehrs  
Mr. Daniel Mitchell  
Mr. John B. Mitchell  
Mrs. Mary C. Moore  
Mrs. Mary Lynn Mulcahy-Lavender  
Mr. and Mrs. Thomas Nicholas  
Mr. Dennis M. Remley  
Mr. and Mrs. James T. Roland  
Mrs. Ruth S. Sklaroff  
Ms. Jane Sohns  
Mrs. Catherine D. Sweigart  
Mr. George Tobler  
Mr. and Mrs. Thomas Trayer  
Mr. Paul Vollmar  
Mr. and Mrs. Randall Wagner  
Mrs. Stephanie Wallis  
Mr. Stuart Whitman  
Mr. and Mrs. Larry W. Woods







# Investors Circle

Recognizes our Friends who have made gifts in 2012 to Moravian Manor in support of benevolent care, creating or increasing endowment funds, major and capital projects, or for items or programs that enhance the daily lives of residents.



## Investors Circle Gift Levels

Leaders.....	\$10,000 or more
Pacesetters.....	\$5,000 – \$9,999
Fellows.....	\$2,500 – \$4,999
Associates.....	\$1,000 – \$2,499
Sponsors.....	\$500 – \$999
Patrons.....	\$250 – \$499
Friends.....	\$100 – \$249
Contributors.....	up to \$99

### » Leaders

Anonymous  
 Mr. and Mrs. Stephen D. Black  
 Mr. W. Eugene Clair  
 Douglas C. Lane & Associates,  
 Inc.  
 Foster Fund, Eastern District  
 Moravian Church  
 Mr. and Mrs. J. Robert Hess  
 Mrs. Caroline N. Hill  
 Mr. H. Sid Long  
 Mr. Edmund L. Marks  
 Mrs. Ruth R. Miller  
 Sodexo Senior Living  
 Susquehanna Bank  
 Mrs. Louise N. Taylor  
 Mr. and Mrs. Benjamin  
 Witmer, Jr.  
 Wohlsen Construction  
 Company  
 Mr. and Mrs. Walter V.  
 Zaleskie, Jr.

### » Pacesetters

Anonymous  
 Dr. and Mrs. Victor L. Baer  
 Mr. and Mrs. Robert I. Derck  
 Mr. and Mrs. Robert Eby  
 Good Samaritan Fund, Lititz  
 Moravian Congregation  
 Mrs. Wilma J. Hammond  
 Lamplighters Association,  
 Moravian Manor  
 Larger Life Foundation,  
 Moravian Church Northern  
 Province  
 Mr. Richard A. Minnich  
 Reese, Lower, Patrick & Scott  
 Architects  
 Stoudt Advisors  
 Mr. and Mrs. J. David Swartley  
 TCW Computer Systems, Inc.  
 Mr. Robert L. Weaver

### » Fellows

Mr. and Mrs. Jack A. Artale  
 Barley Snyder LLC  
 Direct Energy Business  
 EBED of the Moravian Church  
 Northern Province  
 Mr. and Mrs. Mark A. Hirschman  
 Mr. and Mrs. Bruce Leese  
 Mrs. L. Joan McCormick  
 Dr. and Mrs. Joseph E.  
 McSparran  
 Mr. and Mrs. Joseph P. Nolt  
 R. S. Reidenbaugh Corporation  
 Mr. and Mrs. John D.  
 Reidenbaugh  
 Reinsel Kuntz Leshner LLP  
 Richards Energy Group, Inc.  
 Mr. and Mrs. Kenneth G. Stoudt  
 Mr. and Mrs. Christopher A.  
 Stump  
 Rev. and Mrs. Richard J. Theirolf  
 Williams Apothecary

### » Associates

Anonymous (2)  
 12:34 Micro Technologies, Inc.  
 Mr. and Mrs. Alvan Alley  
 Mrs. Nina Auriti  
 Mrs. Kathleen Boris  
 Mr. and Mrs. Bruce R. Bucher  
 Mr. and Mrs. Fredric Bulleit  
 Mr. and Mrs. Jeremy H. Chase  
 Mr. and Mrs. Frank A. Christoffel, III  
 Clair Brothers Audio Enterprises, Inc.  
 Mr. and Mrs. Clyde R. Dengler  
 E4 Exchange, Inc.  
 EverCare  
 Mr. Martin E. Everett  
 Mr. Augustus N. Faig, Jr.  
 Flagship Rehabilitation Services  
 Mr. and Mrs. Thomas E. Ford  
 Fulton Financial Corporation  
 Mr. John F. Garber, Jr.

*Investors Circle  
 continued on page 10*



Mrs. H. Pauline Garner  
 Mr. and Mrs. Daniel Garrett  
 Ms. Kathleen A. Gray  
 Mrs. Jean S. Greene  
 Dr. and Mrs. William K. Grosh  
 Mrs. Martha Habecker  
 Mr. and Mrs. Max Hausmann  
 Mr. and Mrs. Charles E. Heitshu  
 Mr. Claude H. Hess  
 Integrity Bank  
 Mr. and Mrs. Dale R. Kachelries  
 Mr. and Mrs. David Kammerer  
 Mr. James L. Knapp, II  
 Mr. and Mrs. Michael Krushinski  
 Lititz recCenter  
 Mr. and Mrs. Kenneth W. Martin  
 Mr. and Mrs. Philip L. McCloud  
 Ms. M. Brooke Minnich and  
 Mr. Peter J. Parsil  
 Mr. and Mrs. J. Roger Moyer, Jr.  
 Murray Risk Management  
 and Insurance  
 Mr. and Mrs. Walter H. Offermann  
 ParenteBeard LLC  
 Premier Companies, LLC  
 Mrs. Anna Louise Rannels  
 Mr. and Mrs. Harold W. Reinert  
 RGS Associates  
 Rohrer's Quarry  
 Mr. and Mrs. Richard Shutt  
 Simeral Construction

Rev. and Mrs. John P. Smeltzer  
 Mrs. Marian E. Spalding  
 Mrs. Nancy K. Spencer  
 Mrs. Lorraine H. Spohr  
 Mrs. Mary Staebler  
 Stevens & Lee  
 The Merz Group  
 Mrs. Isabelle Weidman  
 Mrs. Audrey M. Zercher

» *Sponsors*

Anonymous  
 Ms. Anne Almy-Webber  
 ARM Group, Inc.  
 Mr. and Mrs. Garth D. Becker  
 Clugston's Cleaning Service  
 Compass Energy  
 Mrs. Jeanette E. Cooper  
 Ms. Romaine Davidson  
 Durango Mountain Resort  
 Mr. Kenneth H. Fidler  
 Mr. and Mrs. Joseph Gerofsky  
 Graceham Moravian Church  
 Mrs. Martha Hess  
 Mr. and Mrs. Samuel L. Hess  
 Mrs. Melissa K. Hevener  
 Home Instead Senior Care  
 Horst Insurance  
 J & J Heating & Cooling, Inc.  
 Ms. Patricia Keens  
 Mr. and Mrs. Robert S. Luttrell

Ms. Elizabeth McKinney  
 Mr. and Mrs. Martin Meier  
 Mr. and Mrs. Charles W. Meier  
 Mr. and Mrs. Edward L. Miller  
 Mr. Harold C. Miller  
 Mr. and Mrs. Rodney Moseman  
 Mrs. Helen M. Posey  
 R.P. Electric  
 Mrs. Margaret G. Reidenbaugh  
 Mr. and Mrs. James T. Roland  
 Mr. and Mrs. Chris Shimer  
 Mr. and Mrs. R. William Spacht  
 Mr. and Mrs. Richard G. Stauffer  
 Stratega Marketing, Inc  
 Tiger's Eye  
 Mr. and Mrs. Byron Trachte  
 Mrs. Eleanor G. Wallace  
 Mrs. Elisabeth Wiesner  
 Mrs. Clara M. Wilson

» *Patrons*

Anonymous  
 Mr. and Mrs. Karl H. Bastian  
 Dr. and Mrs. David P. Birch  
 Mr. and Mrs. Peter P. Brubaker  
 Mr. Jay Carl Buch  
 Mr. Brendon S. Burkholder  
 Certified Carpet  
 Mr. and Mrs. Niels Cookey  
 Mrs. Judith Curry  
 Mr. and Mrs. Steven J. de Perrot

Mrs. Audrey Dorozowski  
 Mr. and Mrs. Peter Dussinger  
 Rev. and Mrs. Dean A. Easton  
 Mr. Stephen Folwell  
 Mr. and Mrs. Floyd Fraunfelter  
 Mr. and Mrs. Maurice C. Frontz  
 Ms. Ann Gabel  
 Mr. and Mrs. Ned D. Gardner  
 Rev. and Mrs. Jeffrey D. Gehris, Sr.  
 Mr. Kevin Glah  
 Mr. and Mrs. Ronald W. Glensor  
 Mr. and Mrs. Ronald K. Good  
 Mrs. Margaret C. Greiner  
 Miss Mary Gress  
 Health Network Laboratories  
 Mrs. Artemis H. Heiselman  
 Ms. Kim Hunter  
 Isaac's Restaurant  
 Mr. John F. LaClair  
 Mrs. Brook Long  
 Mrs. Alma D. Mampe  
 Mr. and Mrs. Kenneth G. Mertz, III  
 Ms. Theresa M. Messersmith  
 Mr. and Mrs. Warren N. Miller  
 Mrs. Mary C. Moore  
 Mr. and Mrs. Thomas Nicholas  
 Phillips Office Group  
 Richard L. Sensenig Co.  
 Mr. Michael Riordan  
 Mrs. Dixie L. Robinson  
 Mr. Roy Rodger  
 Mrs. Marian A. Scarborough  
 Mrs. Patricia Shelley  
 Shred-It Lancaster  
 Special Occasions & Queen  
 Street Linens  
 Mr. Daniel Sullivan  
 Miss Anne Swan  
 Mr. and Mrs. Edwin Toomey, III  
 Mrs. Lois Vollmer  
 Wertsch Vision Associates, LLP  
 Mrs. Virginia Westcott  
 Mr. Stuart Whitman

» *Friends*

Anonymous  
Mr. Willard S. Achuff  
Mrs. Louise C. Adams  
Mr. and Mrs. Richard A. Armellino  
Mr. and Mrs. Gary D. Bailey  
Mr. and Mrs. George E. Becker, Jr.  
Mr. and Mrs. James Belt  
Frank Walshe Birney Family  
Mr. James Bishop  
Mr. and Mrs. Robert L. Bomberger  
Dr. Rachele Rickens-Bonfield  
Mr. and Mrs. John R. Boynton  
Ms. Joan H. Bristow  
Mr. and Mrs. Joseph Brown  
Mr. and Mrs. Henry P. Brubaker  
Ms. Susan Bruce  
Mrs. Deann L. Buffington  
Mr. and Mrs. William M. Bulleit  
Dr. James A. Burwell  
Mr. and Mrs. Steve Cafilisch  
Mr. and Mrs. Steve Cammarata  
Mr. and Mrs. Jay Carpenter  
Mr. and Mrs. Joe Carroccio  
Charter Homes & Neighborhoods  
Mrs. Jeanne M. Concannon  
Mr. and Mrs. William Cooper  
Dr. and Mrs. Robert F. Cosgriff  
Ms. Deborah Crowder  
Capt. and Mrs. Michael P.  
Currie, USN, RET  
Ms. Deborah J. Dunn  
Cmdr. and Mrs. Donald Eager  
Mr. and Mrs. Harold J. Eager, Jr.  
Mr. and Mrs. G. Yale Eastman  
Ms. Marta Edwards and  
Mr. Paul Harding  
Mrs. Leslie Elicker  
Mr. and Mrs. Robert K. Ernst  
Mr. and Mrs. Warren C. Faig  
Ms. Patricia Fetzter  
Mrs. Eleanor Fleischer  
Mr. Thomas C. Fleischer  
Dr. and Mrs. Glen E. Foster, Jr.  
Mrs. Betty O. Fox

Mr. Kenneth Frederick  
Genworth Financial, Inc.  
Mr. Daniel Ginder  
Mrs. Susan Gleason  
Mr. and Mrs. Charles R. Glenson, III  
Mrs. Orpah H. Graybill  
Ms. Deborah Griggs  
Mr. and Mrs. James K. Grosh  
Ms. Joann C. Grove  
Mrs. Teresa A. Hartman  
Hartman Underhill & Brubaker LLP  
Dr. and Mrs. John C. Heckel, Jr.  
Mr. Donald Hedgecock  
Mr. and Mrs. Jeffrey S. Heil  
Miss Laurie J. Hess  
Dr. and Mrs. Arthur J. Holder  
Ms. Ann Hossler  
Hoss's Restaurant  
Mr. and Mrs. Glenn A. Howell  
Mr. and Mrs. Joseph Hudock  
Dr. Robert E. Johns  
Mr. and Mrs. William H. Jones, Jr.  
Mr. and Mrs. William H. Jones, III  
Mrs. Julianne F. Cusick, RD, LDN  
Mrs. Dorothy M. Kautz  
Mr. and Mrs. J. Kenneth Keener  
Mr. and Mrs. Robert S. Kiskaddon  
Mr. Dean S. Worth and  
Ms. Emily R. Klenin  
Mr. and Mrs. William H. Knapp  
Mrs. Mary Lou Kopetz  
Dr. Linda LaRue  
Ms. Debra J. Liss  
Lititz Improvement, Inc.  
Longenecker's True Value  
Hardware  
Ms. Bonnie Jess Lopane  
Mr. Scott Lownsbery  
Mr. and Mrs. Edward Lucas  
Mr. and Mrs. Don MacFadyen  
Mr. and Mrs. Jerry P. Mahon  
Mrs. Linda D. Majikes  
Ms. Judith L. Marsh  
Mr. and Mrs. Carl W. Martin  
Mrs. Nancy McCleary

Mr. and Mrs. Robert L. McCleary  
Mr. and Mrs. Thomas McCloud  
Mr. and Mrs. Thomas W. McClure  
Ms. Lillian G. Melchiorre  
Mr. and Mrs. Joseph G.  
Meredith, Jr.  
Mrs. Elizabeth Miedrich  
Mr. and Mrs. Mark A. Miskinis  
Mr. Edward M. Moore  
Mr. Richard Moyer  
Ms. Linda Newman Brown  
Mr. Charles M. Niquette  
Mrs. Renee Niquette Toews  
Mr. and Mrs. Samuel Nolt  
Mrs. Nancy H. O'Hara  
Mr. and Mrs. Peter Packard  
Ms. Helen G. Pearlstein  
Mr. and Mrs. Gaylord Poling, Jr.  
Mr. and Mrs. David Pusey  
Rettew's Catering Service  
Mr. and Mrs. J. Stanley Rohrer  
Mr. and Mrs. Michael Rosenberg  
RS Hollinger & Son Inc.  
Mr. Thomas S. Sardina  
Mr. William Scaduto  
Mr. and Mrs. Thomas H. Schaller  
Dr. and Mrs. David A.  
Schattschneider  
Mr. and Mrs. Louis Schultes  
Mr. and Mrs. Daryl Schumacher  
Mr. and Mrs. Bartolo Sciaino, Jr.

Mr. and Mrs. Thomas M. Shaub  
Mrs. Elizabeth L. Sheaffer  
Mr. and Mrs. Dale E. Shelley  
Mr. Gordon Shelly  
Mr. and Mrs. Frederic K. Sinker  
Mr. and Mrs. John H. Smith  
Mr. John R. Smith  
Mr. and Mrs. V. Ronald Smith  
Mr. and Mrs. Carl Snavelly  
Ms. Suzanne V. Snyder  
Spacht Funeral Home  
Ms. Victoria Staebler  
Stony Bridge Landscaping, Inc.  
Mr. Timothy Strickler  
Dr. and Mrs. Frederick L.  
Teschner  
Mr. and Mrs. David Tesh  
Ms. Nancy A. Thompson  
Train Collectors Association  
Mr. and Mrs. Ronald G. Tweed  
Mr. and Mrs. Thomas Vallar  
Mr. and Mrs. David Walker  
Mrs. Stephanie Wallis  
Mr. Henry Walter, III  
Mr. and Mrs. Lance Fountain, Sr.  
Wellness Coaches USA  
Mr. and Mrs. Clifford J. Wengert  
Ms. Evelyn Wermuth  
Mr. and Mrs. Leroy J. Wiesner

*Investors Circle  
continued on page 12*



Mrs. Eleanor L. Wiker  
Mr. David Williams  
Mrs. Joan S. Witwer  
Mrs. Susan D. Wolf  
Mr. and Mrs. Larry W. Woods  
Woodstream  
Xenith Bank  
Mrs. Anna Yerger  
Mr. and Mrs. Larry Zimmerman

» *Contributors*

Anonymous  
Mr. and Mrs. David H. Anderson  
Ms. Gloria J. Anderson  
Ms. Elizabeth Bagshaw  
Mr. and Mrs. Vernon F. Barker, Sr.  
Mr. and Mrs. Alan Beasley  
Mrs. Lauren Beisker  
Mr. and Mrs. John R. Bieber  
Miss Charlotte L. Biris  
Ms. Marioara Boca  
Mrs. Angela M. Bohmer  
Mrs. Gloria J. Boyer  
Mrs. Alice E. Boyle  
Pastor and Mrs. Mark V. Breland  
Mrs. Jaclyn Brendle  
Ms. Christine Brumbach  
Mr. and Mrs. David R. Buckwalter  
Mrs. Linda S. Buckwalter  
Mr. William T. Burke  
Mrs. Beverly Burnaford

Mr. and Mrs. Thomas W. Campbell  
Mr. Donovan Carper  
Mr. and Mrs. William S. Carr, Jr.  
Ms. Maria Chacon  
Charles F. Snyder Jr. Funeral  
Home and Chapel, Inc.  
Mr. and Mrs. Paul J. Chmil  
Mr. and Mrs. Mike Chuhran  
Mr. and Mrs. J.W. Cluck  
Ms. Tara Coates  
Mr. Ralph Coho, Jr.  
Ms. Alice Conney  
CoreSource, Inc.  
Mr. and Mrs. Douglas J. Correll  
Mrs. Dorothy J. Cox  
Mr. and Mrs. Henry C. Cresswell  
Mr. and Mrs. Neil Crone  
Mrs. Donna Dagen  
Ms. Susan Darlington  
Ms. Ellen Daulerio  
Mr. and Mrs. James C. David  
Mrs. Margaret Davis  
Mrs. Ethelyn deFreitas  
Ms. Rita Deibler  
Mr. and Mrs. Scott A. Deisley  
Ms. Kerry Deving  
Mrs. Lisa DeVito  
Mr. and Mrs. David C. Dickey  
Mrs. Michelle A. Dimitris  
Dining Services Department  
Mrs. Lisa Dorsey

Ms. Megan Dougherty  
Ms. Dianne R. D'Souza  
Ms. Susan M. Duehr  
Mr. and Mrs. John Duff, Jr.  
Mrs. Dorothy V. Earhart  
Mr. and Mrs. David R. Eby  
Ms. Michele Eller  
Mr. and Mrs. Cam E. Enarson  
Miss Terry L. Eshelman  
Mrs. Susan N. Evans  
Mr. and Mrs. Gerard Evenwel  
Mr. and Mrs. Peter W. Faust  
Mr. John Fetter  
Mr. and Mrs. Robert Fetzer  
Mrs. Karen Fiore  
Ms. Meg Fitz  
Mr. and Mrs. Gary D. Fletcher  
Ms. Tabatha Forney  
Mr. and Mrs. Richard R. Forry  
Ms. Kristen Fox  
Mr. Robert N. Fralich  
Dr. and Mrs. David W. Frederick  
Mr. and Mrs. Charles B. Frey  
Mr. and Mrs. Barry Frey  
Ms. Nancy E. Froeschle  
Mr. Grant Glah  
Mr. George W. Goldinger  
Mrs. Suzanne S. Goodling  
Mr. and Mrs. Douglas J. Gorse  
Ms. Amy Gorton  
Mrs. Gail Greet Hannah  
Mrs. Mildred B. Greet  
Mrs. Rebecca M. Guare  
Mr. and Mrs. Jason Hackelberg  
Mrs. Barbara G. Halbakken  
Mr. and Mrs. Joseph G. Haldeman  
Mrs. Catherine E. Haldy  
Mrs. Karen Hampton  
Mr. and Mrs. Richard A. Hand  
Mr. and Mrs. Elwood Hann, Jr.  
Mr. and Mrs. Paul Harclerode  
Mr. and Mrs. John F. Hartz  
Ms. Rose Havira  
Ms. Gail Hawthorne  
Mr. and Mrs. James Heller

Mrs. June D. Henle  
Mrs. F. Lois Henry  
Ms. Hilary Hershey and  
Ms. Nicki Meoli  
Mr. and Mrs. Wayne B. Hershey  
Mr. and Mrs. Robert Herzer  
Mr. and Mrs. Melvin A. Hessler  
Mrs. Debra L. Hoffman  
Mrs. Jacqueline Holzel  
Mr. Paul Hoppe  
Mrs. Karen V. Horst  
Mr. and Mrs. Donald Houghton  
Mr. Eh Htoo and Ms. Say Khu Paw  
Mrs. Judith Hudelson  
Mr. and Mrs. Tom Huegel  
Ms. Martha Hummel  
Mr. and Mrs. David H. Hunter  
Ms. Esther Hutchinson  
Mrs. Elizabeth Huyett  
Mrs. Betty Ipnar  
Mr. and Mrs. Ed Ivey  
Rev. and Mrs. Dean Jurgen  
Mr. and Mrs. Stephen E. Kadushin  
Mr. George Kalajorgadis  
Mr. and Mrs. Kenneth Kauffman  
Mr. and Mrs. G. Thomas Keehn  
Mrs. Martha H. Keister  
Ms. Winifred Keller  
Ms. Irene Kelly  
Mr. John F. Kendig, Major USAF  
Retired  
Mr. and Mrs. Dale A. Kershner  
Ms. Polli Kinsey  
Mrs. Leanne Kiralfy  
Mr. and Mrs. Reginald K.  
Knowlton  
Mrs. Doris H. Kochel  
Mr. and Mrs. Kenneth D. Kochel  
Ms. Ann S. Kopelson  
Ms. Coleen Krinhop  
Mr. and Mrs. Richard R. Kroeck  
Mrs. Phoebe L. Lafleche  
Mr. and Mrs. Glenn Landis  
Ms. Carmen Latorre  
Ms. Connie Lawrence



Mr. and Mrs. Wes Lawson  
 Mrs. Heather Lefever  
 Ms. Johanna Lever  
 Mrs. Jane M. Longwell  
 Mr. and Mrs. Carl H. Lorah  
 Mrs. Anna C. Lutz  
 Mr. and Mrs. Kevin J. Lynch  
 Mr. and Mrs. James A. Maddox  
 Mr. and Mrs. Scott Mailen  
 Mr. and Mrs. John Majikes  
 Mr. and Mrs. Paul Majikes  
 Mr. and Mrs. Clarence W. Martin  
 Mr. and Mrs. Homer E. Martin, Jr.  
 Ms. Laina Martin  
 Ms. Sue Martin  
 Ms. Lori Mateyak  
 Mr. and Mrs. Dale E. Matt  
 Ms. Hilde McClearen  
 Ms. Joyce H. McClintock  
 Mr. and Mrs. C. Clair McCormick  
 Ms. Elizabeth M. McFarland  
 Mr. and Mrs. Frank J. McGuinness  
 Mrs. Katherine McKinney  
 Ms. Michele McMullen  
 Mrs. Ruth Mease  
 Tha Mee and Lu Dee  
 Ms. Valarie Mellinger  
 Mr. and Mrs. George F. Mentzer, Jr.  
 Mr. and Mrs. W. Scott Mercer  
 Ms. Nicole M. Michael  
 Mr. and Mrs. Michael Miller  
 Mrs. Betty Miller  
 Ms. Betty L. Miller  
 Mr. and Mrs. Dan L. Miller  
 Ms. Marilyn Miller  
 Mr. and Mrs. William D. Miller  
 Mrs. Nancy Milton  
 Mr. and Mrs. John B. Mitchell  
 Mrs. Carol L. Morgan  
 Mr. and Mrs. Theodore S. Morgan  
 Ms. Betsy Myers  
 Mr. and Mrs. Bryan K. Myers  
 Mr. and Mrs. Gerhardt Narjes  
 Mr. and Mrs. Ryan Narjes  
 Mr. and Mrs. Ronald E. Nauman



Mr. Wilbur N. Neff  
 Mrs. Dorothy M. Neumuth  
 Mr. and Mrs. Harry Norton  
 Mrs. Vesna Nuspahic  
 Mr. and Mrs. Charles E. Ochs  
 Mrs. Dawn Oltean  
 Ms. Majorie Osman  
 Mr. and Mrs. Alfred Paciello  
 Mrs. Joanne Paul  
 Rev. and Mrs. Robert E. Peterson  
 Mr. and Mrs. Theodore S.  
     Petrosky, Jr.  
 Mr. and Mrs. Warren R. Pine  
 Mr. and Mrs. Charles Podlesny  
 Mr. David Potts  
 Mr. and Mrs. Dick Price  
 Mr. and Mrs. F. Daniel Priest  
 Ms. Steph Rada  
 Mr. and Mrs. Barry D. Raiser  
 Mr. Michael Ramsey  
 Reading Moravian Church  
     Sunday School  
 Recreation Skills Group  
 Ms. Juanita Reganas  
 Ms. Jessica L. Reinhart  
 Mrs. Winifred Reinhart  
 Ms. Kristi L. Reitzel  
 Ms. Cindy Rice

Mr. Lynn F. Rice  
 Ms. Jade Riker  
 Mr. Eugene Risser  
 Mr. and Mrs. Tom Risser  
 Mrs. Carol Ritchie  
 Mrs. Ann Bollow M. Ritter  
 Prof. Jean M. Romig  
 Mr. and Mrs. Henry B. Rudisill  
 Mr. and Mrs. Michael K. Russell  
 Mrs. Mildred Saderholm  
 Dr. and Mrs. Norman Schaefer  
 Mrs. Carole L. Scheldrup  
 Mrs. Carol S. Schell  
 Ms. Cynthia Sears  
 Mrs. Dorothy Seiler  
 Mr. James Sensenig  
 Dr. and Mrs. Carl N. Shull  
 Mr. and Mrs. George Silverblatt  
 Mr. Robert L. Singleton  
 Mrs. Brenda Sipel  
 Ms. Patricia M. Smith  
 Ms. Christina Snyder  
 SOURCE Program  
 Mr. and Mrs. Edward Spencer  
 Mr. and Mrs. Robert J. Stiff  
 Ms. Betty W. Stoner  
 Mr. Douglas W. Stoner  
 Mrs. Dawn Subyak

Mr. and Mrs. Don A. Synnestvedt  
 Mrs. Jodi N. Trayer  
 Mr. Mike Treier  
 Mr. Steven Troop  
 Mr. and Mrs. John T. Truitt  
 Ms. Kelly Ulrich  
 Mr. Victor Vacirca  
 Mrs. Kay Van Gelder  
 Ms. Patricia Vogel  
 Ms. Elizabeth K. Vracarich  
 Mr. and Mrs. Richard D. Wall  
 Mr. and Mrs. Thomas Watson  
 Mrs. Tiffany Weinsheimer  
 Mr. and Mrs. Randy L. Weit  
 Mr. Harold S. Wentz  
 Ms. Christine Wettig  
 Ms. Margaret R. Whitcraft  
 Mr. and Mrs. Dennis S. White  
 Ms. Audrey Whitehead  
 Mr. Bennett J. Wiley  
 Mr. and Mrs. Harold J. Wilson  
 Ms. Amy Wingenroth  
 Ms. Kathryn Winter  
 Ms. Lydia Wise  
 Ms. Margaret J. Wolf  
 Mr. and Mrs. Jeff Zimmerman  
 Ms. Marilyn Zimmerman

# 2012 Financial Summary



Cindy Meier, MBA  
Controller

The 2012 financial summary reflects both operations and investment gains, with a final net increase in assets of \$1.575 million. At year end, our investment gains totaled \$790,181. Although a benefit to the Manor in 2012, it is important to concentrate on actual operating income instead of total net assets, as gains in investments cannot be guaranteed and are beyond our control.

Compared to 2011, the operating income for 2012 increased a total of \$393,000. When taking into account investments and gifts, total net assets increased by over \$1.4 million. In 2012, the Manor recognized an increase in revenue alone of over \$430,000 due, in most part, to an increase in therapy services and other income. Of that revenue, we were blessed to have received more than \$200,000 in unrestricted contributions to Moravian Manor. On the other hand, the increase in expenses can be mainly attributed to wages, particularly in resident care areas. Also included in expenses were bad debt write-offs and the cost to refinance three of Moravian Manor's loans. Despite an upfront cost on the refinancing, this move will, in time, reflect substantial savings in interest fees.

It is important to note that—anticipating a decrease in revenue due to Medicare and Medicaid reimbursement cuts—Moravian Manor took a proactive approach and sought to reduce expenses in early 2012. These cost-saving measures kept expenses from increasing dramatically in 2012. Non-direct staff hours were reduced; however, we continued to maintain our dedication to quality resident care and demonstrated this commitment by providing direct

care staffing above the national recommendation. Although this level of commitment directly affects expenses incurred in relation to wages and benefits, we endeavor to continually provide quality and compassionate care to all of our residents.

The year saw an increase in available open units within the Manor Greene Apartments, Garden Court Apartment, and Manor Cottages units. At the same time, the townhomes on the Hendricks Place project were near completion and the majority of the units were occupied by the end of 2012. The increase of total assets on our balance sheet is largely attributed to the addition of these townhouses. It has been a year of transitions for many individuals as we work toward the assimilation of the townhouses into the Manor family. As we continue to look toward the future in the Warwick Woodlands project, we continue to remain committed to our mission and vision to be a Community with a Community that provides person-centered care to all.

The overwhelming generosity of our donors continues to humble Moravian Manor. In 2013, \$730,000 was recognized as gifts, which includes two estate gifts and funds raised for the purchase of a minivan for resident use. Not to be forgotten or undervalued also is the time that individuals commit to the Manor to assist in a variety of needs that are encountered. More than 8,000 volunteer hours were accumulated in 2012. We are blessed to serve our residents and to be the beneficiaries of the gifts of time and money that help keep Moravian Manor true to our mission of providing upmost quality care to the residents.

## Named Endowment Funds

Generous friends and benefactors have, over the years, established the following named funds for a number of purposes, which enhance the Manor's ministry. The minimum gift to establish an endowment fund is \$10,000. Additional gifts may be contributed to many of these funds and are welcome.

### *Elizabeth A. (Reese) Beecher Memorial Trust Fund*

The Elizabeth A. (Reese) Beecher Memorial Trust Fund was established in 1972 by a bequest from the estate of J. Franklin Beecher. Income can be used for the relief, assistance, and support of aged women of the Congregations belonging to the Moravian Church of the Northern Province of the United States.

### *Mildred L. Bender Memorial Fund*

The Mildred L. Bender Memorial Fund is a donor-restricted fund established in 1995 by family and friends of Mrs. Bender, a resident of Moravian Manor from 1988 to 1994, as a tribute to this woman whose life and work exemplified a spirit of ministry to others. The memorial has a two-fold purpose. First, to recognize each year outstanding service by a staff member, a resident, and a volunteer; and second, to assist health center residents whose funds have been depleted and cannot meet the full cost of care.

### *John and Edna Bonham Memorial Fund*

The John and Edna Bonham Memorial Fund was established in 2011 with a gift from the estate of Mr. and Mrs. Bonham. John and Edna had been residents of Moravian Manor from April of 1986 when they moved into a Manor Greene Apartment until their respective deaths in 2010 and 2007. Their memorial fund is designated for general endowment purposes.

### *Portia A. Bowman Memorial Fund*

The Portia A. Bowman Memorial Endowment Funds was established in 2012 with a gift from Miss Bowman's estate. The proceeds from the Fund are designated for benevolent care. Portia was a life-long Moravian and was active in both the church and in Moravian Manor. She served on the board of trustees from 1994 to 2005 and served as

board treasurer during that time. Portia was an active volunteer and a member of the Lamplighters Association, Moravian Manor's auxiliary. She served on the Archives Committee and was instrumental in the formation of the Lititz Porch Walk held annually in October and sponsored by the Manor. Portia was honored in 2010 as the recipient of the Mildred Bender Volunteer Award.

### *Bricker Memorial Endowment Fund*

The Bricker Memorial Endowment Fund was established in 2006 by Manor resident Victoria H. Badorf and family in memory of her aunts, Sophia Lucinda Bricker (1872-1945), Eve Magdalene Bricker (1880-1961), and Elizabeth Bausman Bricker, M.D. (1877-1979). Proceeds from the Bricker Memorial Endowment Fund are dedicated to the care and maintenance of the Beck Memorial Garden at Moravian Manor.

*continued on page 16*





## Named Endowment Funds *continued from page 15*

### **Richard G. Davis Memorial Fund**

The Richard G. Davis Memorial Fund is a donor-restricted fund established in 1996 by Manor resident H. Stella Davis in memory of her husband. Income from this fund helps residents whose funds are depleted and cannot cover the cost of services and care they need.

### **Cynthia Jones Eastman Memorial Fund**

The Cynthia Jones Eastman Memorial Fund was created in the year 2000 by her brother Philip Harris Jones in his sister's memory. The fund was established to restore and maintain the Steinway Grand Piano that was donated to Moravian Manor by Cynthia's family in her memory. Cynthia Jones Eastman was a resident of Moravian Manor where she resided in cottage 107. The piano was a gift to Cynthia from her parents on her sixteenth birthday.

## Named Endowment Funds

Moravian Manor has been the recipient of a number of endowment funds that have been established in honor and in memory of cherished individuals. The funds, which were gifted by family and friends, support various aspects of the Manor's ministry. In 2011, \$235,631 was transferred from the Manor's endowment funds into operations to support the designated purpose of the funds.

	<b>Balance 12/31/12</b>	<b>Original Balance</b>	<b>Date Established</b>
Elizabeth A. (Reese) Beecher Memorial Trust Fund	\$62,022	\$32,000	1996
Mildred L. Bender Memorial Fund	\$95,956	\$50,000	1995
John and Edna Bonham Memorial Fund	\$451,599	\$435,906	2011
Portia A. Bowman Memorial Fund	\$20,000	\$20,000	2012
Bricker Memorial Endowment Fund	\$29,066	\$20,000	2006
Richard G. Davis Memorial Fund	\$29,629	\$10,000	1996
Cynthia Jones Eastman Memorial Fund	\$3,175	\$10,000	*2000
Doris A. Henly Memorial Fund	\$19,765	\$11,477	2005
"Poss" McCloud Memorial Fund	\$20,524	\$10,000	1984
Moravian Home of Lititz for Aged Women Trust Fund	\$431,546	\$221,410	1996
New Horizons Permanent Endowment Fund	\$499,773	\$270,000	1984
Mr. and Mrs. William R. Parsil Memorial Fund	\$19,654	\$10,000	1999
Ernest T. Selig, Jr. and Dorothy Ferree Selig Memorial Endowment Fund	\$90,944	\$90,944	2012
John Traeger Memorial Endowment Fund	\$76,289	\$21,000	1958

*\*A portion of the fund's corpus was allocated to purchase a new piano in 2009 with the permission of the donor. The fund balance had been designated for ongoing maintenance.*



### *Doris A. Henly Memorial Fund*

The Doris A. Henly Memorial Fund was established in 2005 by her family and friends to honor her loving, altruistic memory. Mrs. Henly was a resident of Moravian Manor where she resided in cottage 115 from 1995 until her death on November 19, 2004. Mrs. Henly was an active and compassionate member of the Manor's community, and she spent most Mondays beginning the fall of 1996 serving as a volunteer in the Children's Corner, the Manor's child care center. The fund's purpose is to enrich the literacy program of the Children's Corner and proceeds will be used to purchase books and related materials, to create and maintain an intimate outdoor reading garden in Doris's memory, and to enhance the literacy program as needs are identified.

### *"Poss" McCloud Memorial Fund*

The "Poss" McCloud Memorial Fund was established in 1984 in memory of Paul "Poss" McCloud, who served on the Board of Trustees from 1970 to 1983 and held the office of Board President from 1978 through 1983. Interest from this fund is used to purchase personal items for residents whose funds have been depleted.

### *Moravian Home of Lititz for Aged Women Trust Fund*

The Moravian Home of Lititz for Aged Women Trust Fund was established by the Association for the relief, assistance, and support of aged women of the Congregations belonging to the Moravian Church of the Northern Province of the United States.

### *New Horizons Permanent Endowment Fund*

The New Horizons Permanent Endowment Fund was established in 1984 with gifts from an Eastern District Campaign. Income is used to provide care for less-than-full-pay residents.

### *Mr. and Mrs. William R. Parsil Memorial Fund*

The Mr. and Mrs. William R. Parsil Memorial Fund was established in 1999 by the Parsil Family. The fund's interest has been designated for the Moravian Manor Alzheimer's Program.

### *The Ernest T. Selig, Jr. and Dorothy Ferree Memorial Endowment Fund*

The Ernest T. Selig, Jr. and Dorothy Ferree Selig Memorial Endowment Fund was established by their estate in 2011 in memory of Ted and Dorothy's longstanding relationship with Moravian Manor, beginning as charter residents of Herbst Haus until Ted died in 1998 at age 93. After transferring to assisted living in the Manor, Dorothy later moved from Lititz to Connecticut in 2005 to be closer to her children. She died in 2011 at age 105. The income from this endowment is to assist residents whose personal resources have been depleted and cannot meet their costs for services needed.

### *John Traeger Memorial Endowment Fund*

The John Traeger Memorial Fund was established in 1958 from a bequest established by Mr. Traeger of Bethlehem, Pennsylvania. Interest from this fund can be used at the discretion of the Board of Trustees.

### *Endowment Funds established by the Board of Trustees*

	<b>Balance</b>	<b>Date</b>
	<b>12/31/12</b>	<b>Established</b>
Benevolent Care Fund	\$2,430,365	1985
General Endowment Fund	\$3,428,533	1988
Benjamin G. Forrest Memorial Fund *	\$161,316	1984
Paul W. McCloud Memorial Fund *	\$267,390	1984

*\*These unrestricted funds were established by the Board of Trustees and funded with operational funds for future development or operational needs.*

# Revenue and Expense

Year Ending  
Dec. 31, 2012

## OPERATING REVENUE:

Moravian Manor billed Medicare, Medicaid, insurance companies & individual residents . . . . .	\$16,985,264
Other resident revenue - ancillary . . . . .	\$2,692,063
Entrance fees earned . . . . .	\$741,123
Due to contractual allowances and the inability of some residents to pay, our billings were reduced by . . . . .	-\$1,691,898
Other operating revenue from daycare, therapies and other ancillary services amounted to . . . . .	\$721,378
<b>Total Operating Revenue . . . . .</b>	<b>\$19,447,930</b>

## OPERATING EXPENSES:

Expenses to provide the basic services including nursing, dietary, housekeeping, social services, chaplaincy & activities . . . . .	\$12,493,390
Administrative, admissions & marketing . . . . .	\$1,695,702
Plant operations and maintenance including wages, utilities, purchased services and real estate taxes . . . . .	\$1,996,815
Depreciation expense . . . . .	\$1,501,965
Interest expense . . . . .	\$781,731
Other . . . . .	\$351,757
<b>Total Operating Expense . . . . .</b>	<b>\$18,821,360</b>
<b>Total Operating Surplus . . . . .</b>	<b>\$626,570</b>

## NON-OPERATING REVENUE/EXPENSE:

Contributions (less fundraising expense) . . . . .	\$183,975
Unrealized Gain (Loss) on Investments & Assets Released . . . . .	\$677,569
Interest & dividends . . . . .	\$64,753
Realized gains . . . . .	\$22,479
Changes in beneficial trust . . . . .	-\$89
<b>Total Non-Operating Revenue/Expense . . . . .</b>	<b>\$948,687</b>

Increase In Net Assets . . . . .	\$1,575,257
<b>Total Funds Surplus . . . . .</b>	<b>\$1,575,257</b>

# Balance Sheet

Dec. 31, 2012

## ASSETS:

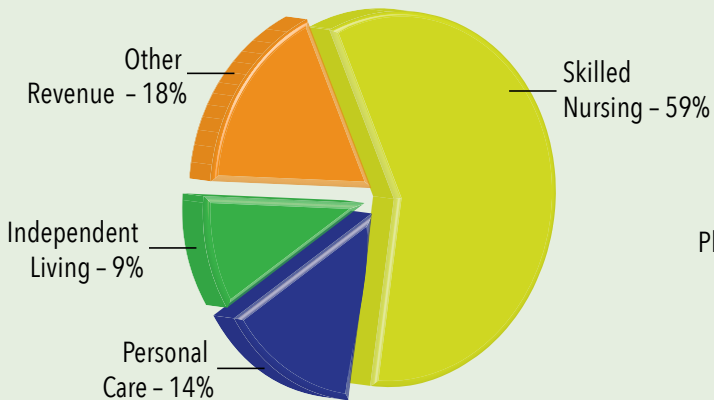
Current Assets . . . . .	\$3,217,820
Investments . . . . .	\$4,659,154
Pledges . . . . .	\$340
Assets Whose Use is Limited . . . . .	\$4,164,878
Property & Equipment . . . . .	\$38,492,884
Other . . . . .	\$1,477,431
<b>Total Assets . . . . .</b>	<b>\$52,012,507</b>

## LIABILITIES:

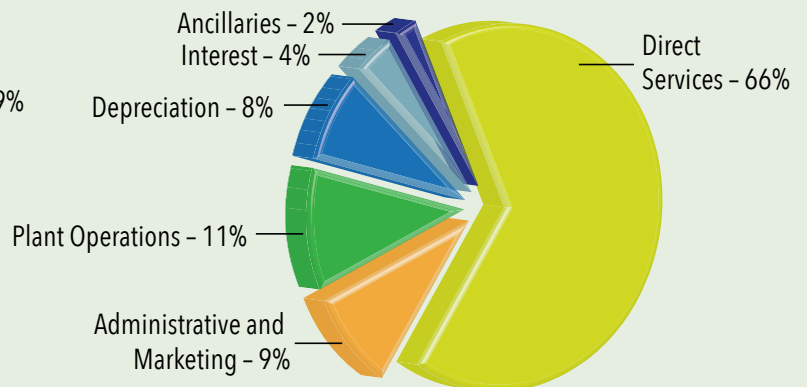
Current Liabilities . . . . .	\$3,721,680
Annuities Payable & Claims Payable . . . . .	\$119,448
Long-Term Debt . . . . .	\$19,533,881
Unearned Entrance Fees . . . . .	\$10,385,122
Guest Deposits . . . . .	\$1,843,425
<b>Total Liabilities . . . . .</b>	<b>\$35,603,556</b>

Unrestricted Fund Balance . . . . .	\$12,265,477
Temporarily Restricted Fund Balance . . . . .	\$3,139,688
Permanently Restricted Fund Balance . . . . .	\$1,003,786
<b>Total Fund Balances &amp; Liabilities . . . . .</b>	<b>\$52,012,507</b>

## Sources of Revenue



## Uses of Revenue





*A Community within a Community™*

300 West Lemon Street • Lititz, PA 17543 • [www.moravianmanor.org](http://www.moravianmanor.org)