

# You Are Generous; We Are Accountable

## How your 2015 contributions helped others!

Your support of EPI is not something we take lightly. We work diligently to ensure every gift supports the people who turn to us for help.

**General and administrative costs:** 7.8%

**Fundraising:** 1.7% (\*target 1-3%) of total expenses.

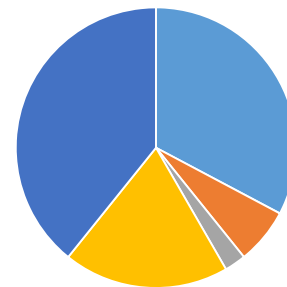
**Surplus:** \$82,934, .6% of revenue.

**Revenue Growth:** \$1,165,000 due to the growth of the Health Homes/Managed Care services and also the expansion in Broome County.

**Employees:** We currently have 450 employees on the EPI team.

\*Target range used is from the recommendation of auditors, and is based on local benchmarks with similar sized non-profit agencies.

### 2015 Populations Served



Please note, the breakout of the 2015 population served includes education and outreach into a separate category in order to more accurately reflect populations served.

■ 3,880	39.2%	Education and Outreach
■ 3,241	32.8%	Epilepsy Only Support
■ 1,888	19.1%	Health Homes/Managed Care
■ 638	6.5%	Developmental Disabilities
■ 244	2.5%	Brain Injury and Nursing Home Eligible

## Growth in 2015

### Broome County

- Day Program services and two residential group homes were introduced in Broome County, filling a need created by the closing of the Broome Developmental Center.
- Approximately 50 new employees were hired in Broome County over the course of the year.

### Health Homes/Managed Care

- EPI is a lead provider in Health Homes/Managed Care, which involves considering the needs of the whole person, including the

physical, emotional, and social aspects. Care managers can also provide support in non-medical areas such as housing, legal assistance, and becoming involved in social or community activities.

- Our Health Homes/Managed Care program began in September of 2014 and served 598 individuals in that year. In 2015, we served 1,888 individuals this program.

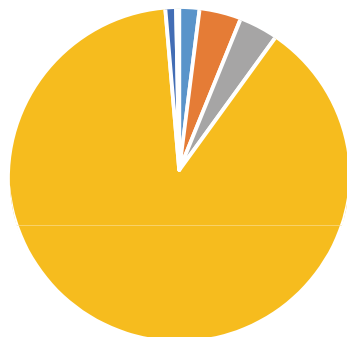
### Home Services

- EPI accepts private pay and long-term care insurance for services such as home health

aides, specialized home care nursing, and more. We have added Personal Care Aides through our Licensed Home Care Service Agency and we give free nursing assessments to find out exactly what services are appropriate. Preparation in 2015 has allowed us to now accept referrals for Consumer Directed Personal Assistance Services (CDPAS).

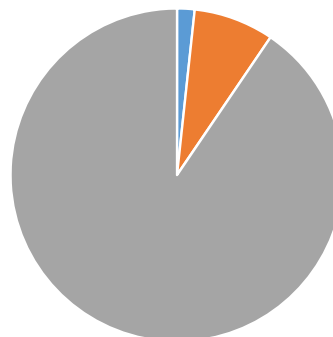
For more information, please contact *Kathy Benner, Director of Home Services*, at (585) 442-6420 x2277.

## By the numbers:



### 2015 Revenue by Source

■ \$13,167,138	88.6%	Medicaid
■ \$572,147	3.9%	Managed Care
■ \$613,837	4.1%	Government Grants
■ \$157,770	1.1%	Grants
■ \$48,935	0.3%	Other Grants



### 2015 Expenses

■ \$13,372,214	90.5%	Program costs to serve people
■ \$1,151,966	7.8%	General and Administrative
■ \$250,978	1.7%	Fundraising

## What to expect throughout 2016

- We will continue to explore creative community-based housing alternatives to enhance services for those who need it.
- Managed Care services will continue to expand.
- The TBI Waiver that was slated to be folded into Managed Care by early 2016 now has a new deadline of 2018. We will continue to keep up-to-date on this change in order to make it as seamless as possible for those we serve.
- We are currently accepting referrals for the Consumer Directed Personal Assistance Services (CDPAS) and anticipate providing these services throughout 2016.



## Thank you

to the following donors who have made a gift to Epilepsy-Pralid, Inc in 2015.

This list does not include special event donations.

*We have made every effort to list names correctly. If there is an omission or error, please accept our apology and let us know by calling Shaunta Collier-Santos, Director of Development at (585) 442-6420 x2227 or by emailing [scollier-santos@epiny.org](mailto:scollier-santos@epiny.org).*

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