



2011  
*Annual Report*

*"Truly I say unto you, to the extent that you have done these things unto one of the least of my brothers, you have done it unto me" Matthew 25:40*

[www.LambPA.com](http://www.LambPA.com)



## Our Mission

The Lamb Foundation provides affordable housing and support services to senior citizens and adult individuals with mental, physical, and developmental disabilities who would otherwise be homeless.

We are a tax exempt, nonprofit organization that depends on grants and donations to continue our mission of providing safe, attractive housing for senior citizens and disabled adults. We do not receive government funding.

### Take time to reflect on the past while forging the future.

"Then, because so many people were coming and going that the disciples did not even have a chance to eat, Jesus said to them, "Come with me by yourselves to a quiet place and get some rest." Mark 6:31.

The year 2012 will mark the twenty-fifth (25th) year Anniversary of the Lamb Foundation. The Foundation was incorporated September 7, 1987. What began with taking three homeless women into our family's single home has now grown to 76 homes with 260 residents and 52 staff. During this same period of time my birth and legally adopted children have increased from 5 at the time Lamb Foundation began to 14 children as of today.

With that being said, I have made the corporate decision to stop the "busyness" of the business of ministry. It is time to stop to rest and reflect. Lamb Foundation has been blessed with some wonderful staff, friends and supporters over the years. In 2011 we lost one of our original board members, Charles Hoeflich, Chairman Emeritus of Univest and a founding director of many community charitable organizations in our area. From time to time "Charlie" would call me to say that he had taken time that day to pray for me, my husband Dan, and Lamb. Just as important as the prayers themselves was the knowledge that Charles regularly took time from his busy schedule to devote to prayer.

Please take the time to carefully review the goals that we have undertaken for Lamb Foundation this year on page 13, and know that we are going to "take time" to rest, pray and reflect with gratitude on all those who have supported Lamb Foundation during our first 25 years.

***And we'll take some more time to plan and prepare for the future... Wherever He will lead us.***



**Donna L. Mengel**  
Lamb Foundation Founder and Director



Throughout this Annual Report will be small pictures of house numbers, welcome signs and doors of many of our historical homes. Like many of our residents, some are old, some are new, but all are unique. Behind each house number, sign and door is a life full with friends, sharing and activities that make a house a home.

# 24 Years And Counting - 2011 In Review

It is said that the only reason a cup has a saucer is to catch the overflow. Overflow has always been associated with blessings.

*“Bring all the tithes into the storehouse so that there will be food enough in my Temple; if you do, I will open up the windows of heaven for you and pour out a blessing so great you won’t have room enough to take it in! Try it! Let me prove it to you!” Malachi 3:10*

**The year 2011 provided Lamb Foundation with overflowing blessings of back to back acquisitions of affordable housing in our immediate community. It was also a year that Lamb Foundation was successful in meeting all goals set for itself:**

## New Ewes Mews Clubhouse

Lamb Foundation acquired and completely renovated a large residential building with expansive first-floor open space for use as Lamb Foundation’s Ewes Mews Clubhouse for social recreation programs, such as Large and Small Meetings for staff, residents, and corporate training; Educational classes and Bible studies; Arts and Crafts and Art Instruction; Music lessons; Dances; Adaptive Physical Education; Cards, board games and tournaments; Wii sports and fitness games; and celebrations and parties. This new facility has already become an active hub of Lamb life with programs and events.

## “House Call Doctors”

In 2011 Lamb Foundation made arrangements for Detweiler Family Medicine Associates to come to Lamb for “House Calls” two days per week. House Call Doctors are not only more convenient for our residents, but Lamb has realized considerable savings of time and transportation costs for all it’s residents, many of whom have weekly doctor appointments and treatments. Specialists, such as Podiatrists are being added to the schedule of available physicians. Lamb Foundation conducted its first ever Health Fair where residents received free health care screenings and interviews with a variety of health care and social service professionals.

## Going Green Initiatives

In 2011 Lamb Foundation went “paperless” with improved use of its “BizProEZ” database software system. Increased recycling now includes cardboard, metal, unvarnished wood and textiles from our Sweet Repeats Thrift Shop. Composting for our Vegetable Gardens reduces trash hauling of Lawn and Garden Waste and Fall Leaves. Auto Fuel Savings have been realized by staff who “Manage by Walking Around” in the Boroughs of North Wales and Lansdale, instead of driving. In the homes, heating and utility costs have been reduced through: Replacing manual thermostats with electronic thermo sensor systems; Installing Timers; Insulating and weatherproofing attics and crawl spaces; Window replacements; Routine cleaning of furnaces and chimneys; and Relining and testing of fireplaces and wood stoves which both increases household safety and reduces fuel costs.

## Full-Time Manager for Sweet Repeats Thrift Shop

Lamb Foundation has hired Matt Cleary as the full-time manager of the Sweet Repeats Thrift Shop, including its growing eBay operation, Sweet e Repeats. Matt’s business administration background has already proven its worth with the complete reorganization of the store and greater use of technology and social media to increase sales. Matt has also expanded the use of Craig’s List for sale of larger scale items that can’t economically be shipped. Matt’s energy and strength have infused the Sweet Repeats Thrift Shop with a new look and a fresh appeal to customers.

## Hired Social Recreation Director

During 2011 Lamb Foundation benefited from the dedicated services of Pat Drumheller, who designed and implemented most of the social recreation activities, ranging from holiday dances to the Lamb Getaway Travel Adventure Program to the daily activities of the Lamb Clubhouse. Pat’s enthusiasm and easy going manner set a comfortable and energetic atmosphere for participation by all of the residents from a wide range of ages, backgrounds and abilities and disabilities



# Opportunity for a Full Life

Life at Lamb means more than just housing. Lamb means home. We provide opportunities for a full, meaningful life, with social and recreational activities, individual support services that vary from resident to resident, access and encouragement for worship and an active spiritual life, and a comfortable home life with other residents that quickly become friends and family.

## Affordable Housing

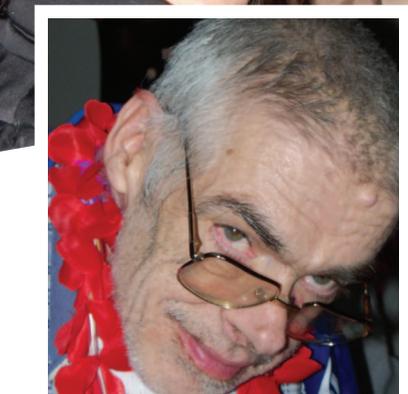
Our home units are fully furnished and pleasantly decorated. At the very least, each home unit features a full kitchen, bathroom, and living room, along with single and double bedrooms. Our home units are available as permanent housing, although occasionally some residents rejoin and relocate with family or move to the next level of care, such as medical or nursing facilities, which Lamb Foundation does not provide.

Residents find Lamb Foundation homes affordable because their residency is based upon an agreed ability for them to pay. The monthly residential program fee includes utilities, housekeeping, telephone, cable, and various support services, such as local transportation as it can be arranged, health care coordination, counseling, and legal services. Arrangements for meals and special dietary needs vary from person to person.

## Support Services

Lamb often provides additional support services to residents that they probably wouldn't receive in a government-funded housing program. Some of the additional support services we often provide include:

- Transportation, companionship, and chaperoning to local doctor appointments,
- Legal services through our General Counsel,
- Weekly housekeeping and laundry services,
- Medication management,
- Guardian and representative payee duty services
- A full range of social and recreational activities.



## Quality of Life

Residents have the opportunity and encouragement to participate in a full spectrum of appropriate activities to meet their needs. Physical needs are met with quality housing, meal preparation, and individual access to food through our Cornucopia Cupboard; clothing and shopping wishes are met through Sweet Repeats Thrift Shop; and health care coordination and advocacy are provided upon request.

Emotional needs are addressed through the building of peer relationships within each home, the forging of trust with Lamb Foundation staff, itinerant counseling services, legal support when needed, and referrals to appropriate mental health care agencies. The Lamb Foundation is very sensitive to the spiritual needs of its residents, and encourages a variety of spiritual resources including but not limited to faith-encouraged counseling, comfort in times of loss, Bible studies, chaplain services, joining in local community outreach programs (especially those designed for the disabled), and the freedom to worship in community churches of each resident's choice.

## Comfortable Home Life

A home can't be comfortable without being clean, safe, and well-managed. Lamb Foundation homes are more than clean, safe, staffed, and well-managed. We strive for the healthiest milieu possible when selecting and matching residents for each household, and we encourage our residents to consider their home as a family of friends. Lamb Foundation takes very seriously the Pennsylvania legislative requirement to provide the "least restrictive environment" for each of its residents. We want each resident to be as independent as possible, to access his or her community completely, and to reach for his or her own optimal level of independence.



## Making Choices for Independence

Residents of the Lamb Foundation are offered the support they wish to lead independent lives. From move-in day to adjusting to change, managing personal crises, and taking back their own lives, we are here to help provide valuable support and opportunities for independence. An independent life includes opportunities for socializing and recreation. The Lamb Foundation's Social Recreation Department plans suitable events, such as dances, picnics, and concerts; art and cooking classes; swimming and sports activities; and summer retreats and travel adventures.

### Our Size Contributes to a Healthy Milieu

With 75 home units and 254 residents, we have the flexibility to make the best possible home placements. We take great care to place compatible individuals together so they can thrive. This might mean occasionally moving an individual into a new, more compatible home unit as our population expands and grows.

### "Ewe Work" Job Training Program

Our new, larger Sweet Repeats Thrift Shop with handicapped accessibility enabled us to create the Ewe Work Job Training Program. This program provides job training opportunities to our residents; successful completion will qualify residents for positions at Sweet Repeats. We encourage residents who complete the program to apply their new skills in employment positions outside the Lamb community, as well.

### Resume Building within Lamb Foundation

Residents can work to build their resumes within the Lamb Foundation by holding part-time or volunteer positions. The real-life work experience we provide helps bolster residents' resumes and skill sets so they can learn and grow and eventually apply for positions outside the Lamb community. We can provide solid work references for those who applied themselves while working for the Lamb Foundation.

## Independent Living

Jackie Schatz

"Humble" "Selfless" "Hard-Working" "Compassionate" – and much, much more. Those are the words that best describe resident and support staff member Jackie Schatz.

Jackie is a 1987 Souderton Area High School graduate who went on to achieve her Certified Nursing Aid (CNA) training which was accomplished by her zeal and passion for being a Care Provider.

Jackie has been engaged for the past 7 years to her fiancé Tom who is convalescing in a local rehabilitation center for kidney failure. He receives dialysis 3 times a week. Jackie met Tom years ago when she too found herself in a nursing home with a surprise condition that contributed to her homelessness. Through good medical care and a positive attitude towards life, she became a successful candidate for Nursing Home Transition back to the community.

Not only does Jackie work paid hours with Lamb Foundation doing laundry, meal preparation and personal companionship, she also goes back and forth on public transportation to tend to the compassionate care needs of her fiancé. When friends have challenged Jackie as to why she sacrifices so much to remain engaged to a medically fragile man, she says, "I don't know – I guess I love him that much..."

Jackie Schatz, we love you more...



### Career Recovery After Illness or Tragedy

Many of our residents have been sidelined from the workforce by life-altering illness or tragedy. We help many of these individuals overcome their current obstacles by getting back into the workforce through volunteering within Lamb Foundation in their former chosen career paths. This valuable work experience helps residents get back into their old careers by restoring their confidence and setting them on a road to recovery.

### North Wales and Lansdale; a Transportation Hub

North Wales and Lansdale are friendly, walkable communities with many places for residents to shop for goods and services within walking distance. Our homes are in the midst of a transportation hub, which enables residents to commute to jobs, run errands, and visit friends without the use and expense of a personal vehicle. Most residents can easily access the SEPTA R-5 railroad, 98 and 96 SEPTA bus lines, and Paratransit bus services for those unable to use regular fixed-route bus services.

### Support for Good Decisions, Lifelong Planning

Our residents have access to staff professionals committed to helping them make good decisions so they can continue to live independently. We offer help and advocacy for long-range planning; counseling for life-changing decisions such as marriage and family, education, and career; and personal crisis management. Our dedicated staff members help residents work through medical and clinical issues and decisions, go on job interviews and to doctor appointments, accommodate hospice arrangements, and more.



# Staff Loyalty and Longevity

Founder and Director Donna Mengel is Lamb Foundation's only administrator, and she has not drawn a salary since the Lamb Foundation was established in September, 1987. For their hard work and commitment, our employees are paid above-average wages compared to their counterparts in social service and government agencies. This promotes a strong staff culture.

## Home Away from Home

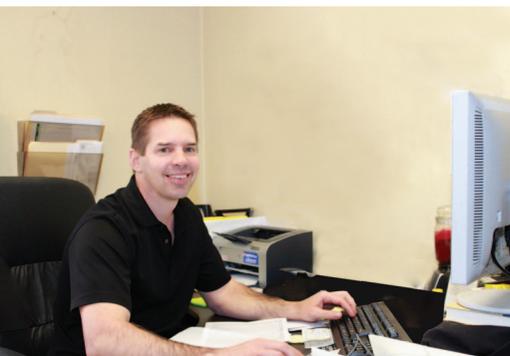
Each Lamb Foundation home is like the staff member's home away from home. Our staff members bring to their Lamb Foundation jobs the same skills and standards that they apply to their own homes. The residents become their second family. Most staff share with the residents their lives, their children and pets, and their family photos and histories. Staff often invite residents to their homes for family gatherings such as picnics, graduations, and weddings. In many cases, our staff and residents are similar in age, backgrounds, and education, making it easy to build fast friendships.

## Excellent Staff Retention

The Lamb Foundation experiences little to no employee turnover. As a result, we only have new staff members when we create new positions to accommodate our growth.

Cross-trained staff is another valuable asset of the Lamb Foundation. Although employees are responsible for their individual homes, they are frequently trained to work at homes across Lamb campuses so that they are familiar with all residents in the case of an emergency. Our homes are fairly close together, so staff members are able to help each other without hesitation—they are good neighbors and dedicated co-workers.

Finally, each Lamb Foundation staff member knows to expect the unexpected. Whether planting flowers, baking brownies, making beds, or responding to an emergency, life at Lamb Foundation is like life anywhere. Our staff understand that they are to respond to situations arising on their shift as they would if it were their personal family or their personal home. Staff serve our Lamb Foundation residents as they serve their own families.



## Honoring the Helm

Important to our standard in operating is maintaining a small budget for administration. We have always known that those who donate to Lamb Foundation generally want their donations to go into residential programming and directly into the homes. Donators and benefactors don't want to contribute to administrative overhead. The administrators of Lamb Foundation include:

- An unpaid Director
- An unpaid General Counsel
- A seasoned Business Manager
- A Receptionist / Secretary
- A Health Care Coordinator
- An Emergency Night Manager
- A Medication Coordinator



All other staff members work directly in the homes or with the residents.

Dale Pringle, Trish Soley, Gina Sandone, Heidi Roellinghoff, and Tracy Olomua are a competent and cohesive team that provides the organization with a measurable amount of confidence which enables us to place all other staff into the field and the home units.

Clarity of Mission, personal focus, and a keen ability to multi-task without panic, makes this team invincible on many stressful days.

With the largest portion of our residential population struggling with poverty and mental health issues, the office girds itself daily to "expect the unexpected" when the doors open and the day begins.

Like the small rudder steering a large ship, our smallest department keeps a straight course away from the rocks of turmoil and confusion that so easily engulfs other organizations.



# A HEALTHIER "EWE."



## Our First Health Fair

On October 18, 2011, Lamb Foundation, Detweiler Family Medicine & Associates, Bayada Nurses and Health, Fitness, Safety and Welfare Professionals held our first Health Fair for the benefit of all Lamb Foundation residents and staff. The "Healthier Ewe" Health Fair offerings included updating vaccinations, flu and pneumonia shots, height, weight and BMI measurements, blood pressure and blood sugar level testing. This health focused kickoff introduced Lamb Foundation residents and staff to our goal in 2012 for a Healthier Ewe. Raffles, free giveaways, cash prizes and surprise gifts were given out throughout the day to more than 200 participants who thoroughly enjoyed the day.



## Weight Loss Buy-Back - \$1.00 per Pound

Lamb Foundation Founder and Director Donna Mengel recently lost 35 pounds through prayer and fasting of all sugar and breads. In conjunction with Lamb Foundation's 2012 health goals for its staff and residents, Ms. Mengel has committed to personally pay all residents \$1.00 for every pound lost, with weigh-ins held every week on Detweiler Days at the office. Residents had their initial weigh-ins at the Healthier Ewe Health Fair on October 18, 2011, and quite a large number of residents are already collecting cash awards for losing weight.



## A Smoke-Free Campus = Smoke Free Lungs

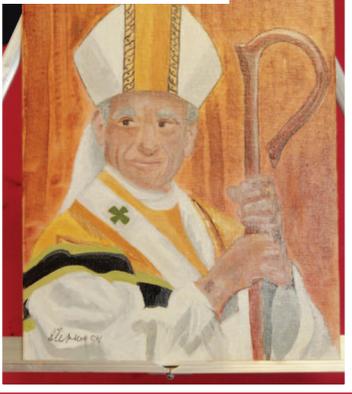
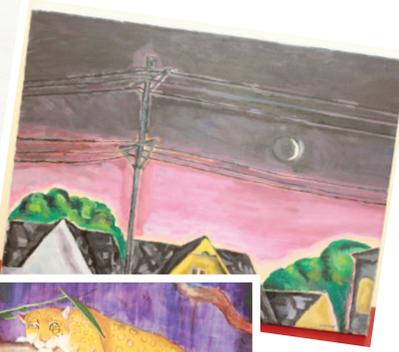
In 2011 Lamb Foundation issued a new policy for employees, staff and volunteers that smoking was absolutely prohibited on or in Lamb Foundation utilized properties, vehicles, activities and job sites. In 2012, this policy will extend to all outside professional agencies, subcontractors, delivery services and resident visitors. At the Healthier Ewe Health Fair on October 18, 2011, over 50 Lamb Foundation staff and residents signed up for smoking cessation programs and treatments recommended by Detweiler Family Medicine & Associates, Bayada Nurses and the American Heart Association.



## Lamb Offers Professional Art Lessons

At Ewes Mews Clubhouse, Lamb is blessed by the teaching talent of professional artist Victoria DeMarco-Schuman, who has taken a great interest in mining the creative talent of our Lamb Foundation artists. Every weekday from 1:00 to 2:00 residents meet to work on their current masterpieces under the watchful eye of "Vickie", who is quick to recognize artistic talent. Vickie grew up in a Long Island, N.Y. family which encouraged creative expression, and she majored in art at Nassau Community College, FIT in New York, and Temple University Tyler School of Art in Philadelphia. As our Artist in Residence at Lamb Foundation, she works tirelessly to have various Lamb artists exhibit their work in professional galleries in our area.

She is proud of the work of residents at Lamb Foundation, saying, "People are astounded to see some of the beautiful paintings that are produced through these extraordinary individuals. Gallery exposure and showcasing their work are just some of the exciting opportunities we try to organize and pursue for our artisans at Lamb." Upcoming Art Shows and Gallery participation will be posted on our website, [www.lambpa.com](http://www.lambpa.com), and published in Ewes eNews, our electronic newsletter.



# BUILT ON A SOLID FOUNDATION

## HEALTH, SAFETY AND WELFARE

- Employee positions of Health Care Coordinator, Emergency Night Supervisors and On-Call Duty Supervisors have added stability and greater security to the Foundation.
- House Call Doctors, Nurse Practitioners and visiting Specialists through Detweiler Family Medicine & Associates have increased the health of residents and staff.
- Follow-up care house calls through Bayada Nurses sharpened our focus on continuing health.
- Compassionate care coordination with a variety of hospice services has strengthened our commitment to long-term relationships with our residents.
- Cooperative medication management and delivery services through local pharmacies have increased continuity of residential support.
- The Annual “Healthier Ewe” Fair, featuring health care providers, peer agencies and pharmacies, has raised the profile of our foundation’s mission for long term housing.
- On staff CPR and First Aid Instructors for various staff certifications has fortified our residential programs.
- Support program electives for residents who want to address weight loss, diabetes, smoking cessation and hygiene concerns make Lamb Foundation very competitive for those in affordable housing.



## EMPLOYEES AND STAFF

- Twenty-five (25) years of sustained organization and growth with no layoffs or hiring reductions.
- Lamb Foundation has set a standard of higher hourly wages than comparable positions in the residential care industry.
- In-service and employee training in Medication Management, CPR and First Aid, Food Handlers, and integrated pest management practices available to most full time staff.
- A remarkable rate of Longevity and Employee Retention.
- Employee Diversity and Multi-Lingual staff.
- Opportunities for On-Campus Housing for Staff and their families.
- Ample opportunities for staff-initiated project leadership with commensurate compensation. Latitude for staff input in designing leadership positions to meet residential needs.



## HOMES AND FACILITIES

- Maintaining historical period and charm in the towns where Lamb Foundation homes are located.
- Lamb Foundation does not tear down its older homes. We refurbish and enhance the structures.
- We immediately begin reversing the process of disrepair on acquisitions of property and buildings wherever we locate.
- Lamb Foundation repairs all its homes focusing on upgrades for handicapped accessibility and comforts.
- Repairs and upgrades for interior wear and tear are prioritized by cause, such as household busyness, stress of obesity, resident behavior and the life expectancy of furniture and contents of each home.
- Lamb Foundation regularly invests in energy efficient upgrades based on the facility budget and residential needs of each building.
- Landscaping and building exteriors are the first priority for all Lamb Foundation property acquisitions. Improvement to home unit interiors are started after exterior repairs are completed. This is important to us as the new neighbor on the block in the communities where we locate.



## PROGRAMS

- Lamb Foundation's social recreation programming has been greatly enhanced by the development of the enlarged Ewes Mews Clubhouse facility.
- Lamb Foundation has streamlined and centrally coordinated its van transportation services for its residents in conjunction with ample public transportation.
- Lamb Foundation has increased its self-improvement support for its residents in the areas of weight loss, diabetes management, smoking cessation and hygiene concerns.
- Lamb Foundation now offers year round itinerary of Travel Adventure and Motor Coach Getaways for its residents.
- Each year Lamb Foundation seeks to increase the number of residents participating in its 'Ewe Work' job training program. Lamb Foundation does hire gifted participants as an equal opportunity employer.



- Faith encouraged counseling, chaplaincy, legal services and residential advocacy are available to residents, including referrals to appropriate mental health care agencies.
- Residential home units that include choices in housing accommodations such as large or small single family homes, studios and a verity of apartments.

# Leveraging Our Resources

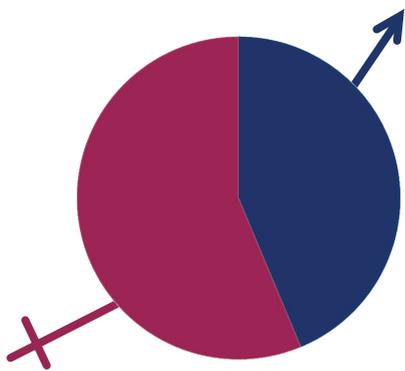


## Lamb Demographics 2011

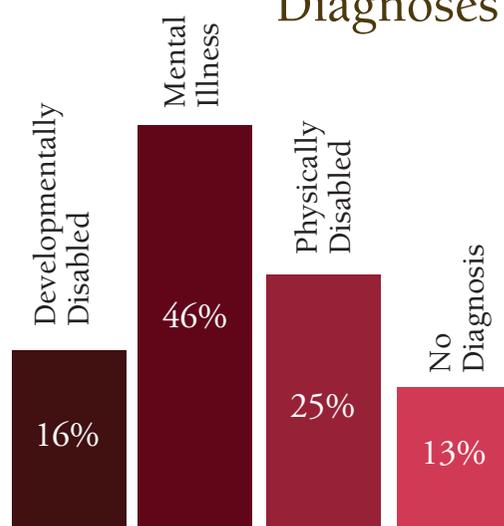
The Lamb Foundation serves adult individuals of all religions and ethnicities.

### Gender

44% Male  
56% Female



### Diagnoses





## Stewardship: The Careful Use of Available Resources

The cost to operate a private residential housing program is sometimes overwhelming as we work toward maintaining fiscal responsibility. We deeply appreciate the generosity of our donors throughout the years, and we are driven to use donation dollars wisely. (THE LAMB FOUNDATION DOES NOT RECEIVE GOVERNMENT FUNDING OR PUBLIC TAX DOLLARS, AND NEVER HAS SINCE ITS ESTABLISHMENT IN 1987.) The Lamb Foundation was specifically designed from inception to operate without government funding through tax dollars.

Here is a snapshot of how we managed our money in 2011. Please note that numbers are subject to change pending 2011 Audit Report.

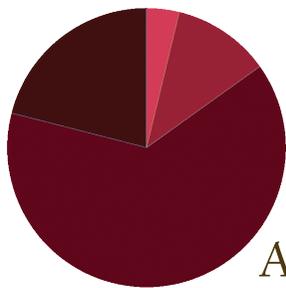
### Income

Residential Program Fees	\$2,302,381
Camp and Residential Activities	\$158,830
Grants and Donations	\$89,757
Store Income	\$70,450
Cost Sharing & Other	\$18,531
<b>Total</b>	<b>\$2,639,949</b>

### Expenses

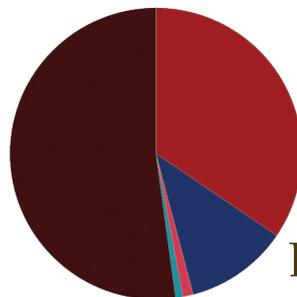
Payroll and Employee Expenses	\$1,332,265
Food Expenses	\$41,982
Utilities	\$360,891
Facility and Property Leases	\$443,406
Facility and Equipment Maintenance	\$96,034
Insurance	\$120,355
Program Expenses	\$168,249
Administrative Expenses	\$73,731
<b>Total</b>	<b>\$2,636,913</b>

Note: Numbers subject to change pending 2011 Audit Report



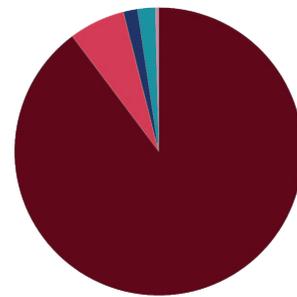
### Ages

0%	Under Age 18
4%	18-30
11%	31-45
64%	46-65
21%	Over 65



### Religion

35%	Christian
11%	Jewish
1%	Muslim
1%	Other
52%	No Affiliation



### Ethnicity

90%	Caucasian
6%	African American
2%	Hispanic
2%	Asian
0%	Other

# The Entrepreneurial Nonprofit

Lamb Foundation continues to find creative ways to serve its residents and deliver quality of life programming while generating funds to cover the associated expenses:



## Sweet Repeats Thrift Shop

serves the Lamb Foundation, its residents, and the surrounding community in several ways. Since 1989, Sweet Repeats has offered gently used quality clothing for the entire family, furniture, housewares,



electronics, books, and home décor at affordable prices—while providing employment, work experience, and skill-building opportunities for Lamb residents within walking distance of their homes. It is also a steady and reliable fundraising mechanism; all proceeds go directly into Lamb Foundation's general fund.  
[www.paThriftShop.com](http://www.paThriftShop.com)

**Sweet E Repeats**, our eBay store, presents the perfect opportunity to expand our customer base internationally through the online auction of unique, eclectic, and one-of-a-kind items and collectibles donated to the Sweet Repeats Thrift Shop. Just like our thrift shop, Sweet E Repeats is a steady, reliable source of income for Lamb Foundation. Sweet E Repeats is the most effective way for us to sell larger donated items, such as cars, antiques, boats, industrial machinery, and fitness equipment. No donation to the Lamb Foundation is ever too large or too small to benefit our mission.  
[www.SweetERepeats.org](http://www.SweetERepeats.org)



**Cornucopia Cupboard.** Many of our residents enjoy the independence of cooking and baking for themselves. Cornucopia Cupboard provides many of these qualifying residents with low-cost, nutritious food and supplemental educational tools, such as cooking instructions, healthy recipes, and program information. The Lamb Foundation has been a blessed recipient of numerous food collections and food drives by individuals, churches, schools, and agencies in Montgomery County. These efforts have helped the Lamb Foundation reduce food costs.

**Grants and Charitable Donations** Each year the Lamb Foundation is the grateful recipient of donations from generous individuals, organizations, and private foundations that wish to help Lamb Foundation fulfill its mission.

**Fund Raising Through Professional Services.** For many years, area professionals, craftsmen, artisans, and business owners have contributed their professional skills and talents for the purpose of raising funds for the Lamb Foundation. They have done so in two ways: by providing time and professional services directly to the Lamb Foundation at no charge, and by donating fees or compensation received from the public to the Lamb Foundation for a period of time as part of an announced fundraising campaign.

**Resource Sharing.** The Lamb Foundation often partners with other nonprofit agencies to share, trade, and barter resources. Our strong relationships with fellow nonprofits in the community help us—and our nonprofit colleagues and friends—to thrive.

**Volunteerism.** We have approximately 30 resident and community volunteers who help at the Lamb Foundation at any given time. They contribute as drivers, cooks, chaperones, companions, and general aides. Their time and consistent efforts help us make ends meet by providing needed support services and containing payroll costs.



## *Commitment to Community and Citizenship*

As Lamb Foundation fulfills its mission, it benefits the greater community in a variety of ways.

### **We Do Not Receive Government Funding**

The Lamb Foundation is privately funded, and does not rely on tax dollars or government funding. It relies on private donor generosity and earned grants to run successful programs and make its mission a reality. Just as important as donations are the program fees paid by residents on an agreed ability-to-pay basis. The Lamb Foundation also operates Sweet Repeats Thrift Shop and Sweet E Repeats, our eBay store, to generate additional income. We actively seek and gratefully accept grants, awards, project seed money, and private donations in any amount from a variety of funding sources.

### **Property Restoration Enhances Streetscapes**

Lamb Foundation occupies, restores, and maintains many Colonial, Victorian, and Federal style homes in the historic districts of Lansdale and North Wales. We take pride in the homes we own and take great care to restore and maintain them. Before move-in day, each house is renovated and repainted inside and out, contributing to our neighborhoods' enhanced esthetics and property values. We renovate older homes with efficient electrical and plumbing improvements, heating and air conditioning systems, and handicapped accessibility where possible. Landscaping and ornamental features are also added with sensitivity to the historic integrity of the homes.

### **Lamb Residents are Citizens**

The Lamb Foundation is committed to the community in which it operates. Our residents are productive citizens and integral members of our community who contribute to society and the local economy in many ways. They worship at local churches, are members of local fire companies and libraries, and participate in many community-sponsored events.

### **Largest Property Tax Payer**

The owner of Lamb Foundation is the largest property tax payer in North Wales Borough. Taxes are also paid for homes owned in Lansdale Borough and Upper Gwnedd Township.

### **The Largest Single Employer in North Wales**

Lamb Foundation has 50 full-time and part-time employees, making it the largest employer in North Wales Borough. We contribute to our local and U.S. economies as a viable employer paying better-than-average wages and employment taxes.

### **Profound Commitment to the Community**

We support community events with donations and have sponsored petitions for concerns and positive changes. We also share resources with the community—such as our parking lots, food, clothing, disaster relief needs, and transportation to polling places on election days. We are friendly and familiar with numerous local elected and municipal officials and are responsive to their needs and requests.

**“Many of our residents have jobs, use local professional services, patronize local businesses and restaurants, and serve in volunteer positions”**



# *A Glimpse Of The Future - Goals for 2012*

Lamb Foundation's future has never looked brighter, despite the current disrupted and unpredictable local, state and national economies. We are a trusted, 25-year-old charitable organization with a proven mission of providing viable and affordable housing solutions to senior citizens and disabled adults in Southeastern Pennsylvania. Here are some of our plans and projects for 2012:

## ✓ **25 Year Comprehensive Quality Assessment of Lamb Foundation.**

During the first 25 Years of its existence, Lamb Foundation has grown exponentially in size and capacity. Every year we have added more and more housing units in a never-ending struggle to meet the homeless demand in our region. In 2012, we will cease all housing acquisitions for at least one year.

More important than the quantity of housing is the quality of services that we offer. Our residents are provided numerous support services that they may select to accommodate their independent living in single family homes throughout the community.

Areas reviewed under the Assessment will be financial health and future budgeting for long-term sustainability; trends in residential populations; staff professionalism, training and retention; delivery of services and home unit practices; program viability in service areas of social recreation, healthcare coordination and transportation; and overview of facilities, grounds, maintenance, and property management.

## ✓ **Cease All Housing Acquisitions for One Year.**

Lamb Foundation has acquired, rehabilitated, renovated and enhanced a variety of residential housing units. These homes include Colonial, Federal and Victorian single family homes, large apartment buildings, small apartment buildings, twin homes, duplexes, triplexes, quadraplexes, and ranch style homes throughout the North Penn community. In order to successfully complete the goal of a Comprehensive Quality Assessment and to establish a baseline of operational expectations, cessation of further residential properties acquisition for at least one year is necessary. This hiatus will be necessary to allow focused time of all necessary personnel to provide a thorough review.

## ✓ **Long Range Planning and Succession Plan.**

Lamb Foundation has long recognized the need for a Succession Plan that will provide continuity of care for the residents, the employees and the properties with the organization. Lamb Foundation will vigorously train and cross train upper and middle level management to take over operations of Lamb Foundation in the event of an unexpected vacancy, absence or tragedy involving key personnel. Without creating any kind of panic or expectation, Lamb Foundation will quietly prepare its Advisory Board, designated personnel and corporate associates and vendors for crises management in the event of unexpected turmoil. Written directives in this regard shall be contained in a crisis management document and submitted to the Advisory Board for review.

## ✓ **Expand Lamb Sweet Repeats Thrift Shop and Cornucopia Cupboard.**

Lamb Foundation has found that with a significant downturn in the local, state and national economies, more and more people are finding family budgeting solutions in combing through thrift shops and seeking auxiliary food sources. Sweet Repeats Thrift Shop was opened in 1989 in a 1,000 square foot location in North Wales. Today the Sweet Repeats Thrift Shop operates with 8,000 square feet, a loading dock and plenty of off street parking. Cornucopia Cupboard, our community food cupboard, was opened in 2010. It has already contributed significantly in meeting community food needs due to collaboration with other sister food agencies and food cupboards in Southeastern Pennsylvania. The goal for 2012 is to expand both the Cornucopia Cupboard and the Thrift Shop to accommodate the swelling number of customers. Sweet Repeats will increase the number of daily listings on its eBay store to maintain a 400 item online store. We will also open an Etsy Website store for selling hand-crafted and more unique and hard to find vintage and Antique goods donated to Lamb Foundation for fundraising purposes.

Cornucopia Cupboard will expand by offering "Choice" of food selection as opposed to pre-packaged boxes of nutritionally designed food assortments. Further, Cornucopia Cupboard will reach out to qualifying senior citizens, disabled residents, and the infirm by delivering food to their doors, especially in bad weather.

## ✓ **Increased Physical Activity of All Residents.**

To expand Lamb Foundation's Healthier Ewe program, the Social Recreation calendar will be newly designed to provide an equal number of physical activities to sedentary activities each day. Heavy emphasis will be placed on Smoking Cessation programs treatment incentives for the Smoking population. Greater expectations will be placed on all residents to access their immediate communities by more frequent utilization of the convenient public transportation systems found in our area, and to enjoy the many independent destinations they can choose. All residents will be expected to assist Lamb Foundation in controlling our gas and transportation budget by walking to local stores, offices and services and by shopping locally and independently. Health care providers, recreation centers, a state of the art library, a post office, a community swimming pool and even Wawa are merely a few blocks away from most Lamb residents.



## Thank You

At the end of each year we scurry to mail out the receipts for our supporters who have made donations to Lamb Foundation in one form or another, or in one amount or another. Along with processing tax receipts, we take time to write letters expressing our gratitude to those who have blessed us with year-end giving that for so many years has allowed us to end the year in the black. Our greatest fear is that at sometime or some day along the way we may have forgotten to thank somebody for what they have done for Lamb Foundation.

Every person who provides a service or a donation to Lamb Foundation plays a significant integral part in the success and longevity of our mission. From the part-time cook to the large corporate donor, from a donated box of cereal to the 30 foot tractor trailer loaded with furniture – we are sincerely grateful.

If any one of us at Lamb Foundation has ever failed to say “Thank You,” please forgive us and please let us know.

Donna L. Mengel and her husband  
Daniel H. O’Connell, Sr., Esq.



## Give

Your financial gifts help the Lamb Foundation provide more than just a warm, comfortable place for each of our 254 residents to live. Your generosity enables us to offer a meaningful life filled with friendships, engaging activities, and support that helps our residents live independently.



Call our office at 215-699-5600 to speak with our General Counsel about charitable giving through estate planning using Charitable Remainder Trusts.

## Donate

We are always in need of furniture and housewares for use in our homes, especially twin mattresses and box springs, bed frames and bedroom furniture. We accept donations of clothes, accessories, antiques, jewelry, books, electronics, collectibles, glassware, bric-a-brac and more for resale in our Sweet Repeats Thrift Shop and our eBay store, Sweet E Repeats.



For a list of requested donations, please visit [www.LambGift.com](http://www.LambGift.com).

## Volunteer

If you have a special talent or area of interest, consider volunteering your time to the Lamb Foundation. Our generous volunteers make a world of difference to our residents. We are looking for individuals willing to share their talents and interests with our residents in the areas of art, music, dance, physical exercise, and basic educational instruction. Lamb Foundation residents greatly enjoy individuals and groups that visit and provide private audience performances in theatre, recitals, concerts, and hobby or sport demonstrations.



Please call our office to talk about volunteer opportunities, or visit [www.LambPA.com](http://www.LambPA.com) to download a volunteer application.



Lamb Foundation  
114 North Main Street  
North Wales, PA 19454  
Phone: 215-699-5600  
[www.LambPA.com](http://www.LambPA.com)

## Refer Someone to Lamb

To refer a loved one or a contact to the Lamb Foundation, download an application from our Web site and fax or mail the completed form to our office. We take great care in matching residents with the best possible housing situation and housemates



For more information on our intake process, visit our website at [www.LambPA.com](http://www.LambPA.com).

→ In memory of our beloved Pat Fennel - 2012





"The King will reply, 'Truly I tell you, whatever you did for one of the least of these brothers and sisters of mine, you did for me.'" - Matthew 25:40

### Lamb Foundation 2011 Advisory Board

Joanne Dhody, Owner, Design Unlimited, Philadelphia\

Jack Edling, Principal, Northwest Erectors

Joseph Evans, RN Staff Nurse for Hospice, North Penn Visiting Nurses

✧ Charles Hoeflich, Chairman Emeritus, Univest Corporation of Pennsylvania ✧

Robert Kulp, Retired Owner, Robert Kulp Paving, Inc.

Greta G. Longenecker, Retired Owner, Longenecker Funeral Home

Dale Pringle, Founder, BizProEZ LLP Business Software

Richard Wojcik, President, Wojcik Landscaping, Inc.

Rev. William J. Rudolph, Chaplain, Lamb Foundation

Hon. David Keightley, District Justice and Attorney at Law

Daniel H. O'Connell, Sr., General Counsel, Lamb Foundation

Donna L. Mengel, Founder and Director, Lamb Foundation

### what is this?



This label is called a Q-Code. Download a Q-Reader application for your smart phone and hold it over the code.

### NEW IN 2011

During the 2011 Holiday Season, Lamb Foundation mailed its "Gift Giving Catalog" to its friends and supporters. We wanted to give our friends a glimpse of every day life at Lamb Foundation, and we also wanted to give more than a hint of the kinds of things we really need in the day to day operation of Lamb Foundation. Once again we were gratified at the response to the catalog, and pleasantly surprised to receive many donations in response to the mailing of the catalog. If you did not receive your copy, please let us know your email address, and go to [www.LambGift.com](http://www.LambGift.com) to see the many items you can easily supply to support Lamb Foundation along with attractive Lamb gift items you can purchase for yourself.

### 2012 Travel, Adventures & Getaways

[www.LambFun.com](http://www.LambFun.com)

