



# *FRESH* *of the* *STEPS*

**ANNUAL REPORT 2017**

*A place for help, a place for  
hope, a place for healing...*

# CEO & Board Chair

In the past year, First Step Home continued to provide quality care for the women and children entering our doors in response to the ever-increasing problem of the opiate epidemic. We were able to stay mission-focused due to our many friends and funders in the community. We continued to experience opiate-addicted, late-term pregnant women presenting at our doors needing prenatal care, substance use disorder treatment and housing. In the spring of this year, we opened the Terry Schoenling Home for Mothers and Infants to provide a safe and nurturing environment for new mothers and their infants. In order to provide effective programming and support for the women and children in our program, we have enhanced our integration approach by broadening our relationship with Good Samaritan Hospital, Cincinnati Children's Hospital Medical Center and Child Protective Services. In addition, First Step Home hired a nurse to provide support for moms and babes on-site. We know mothers and children have better outcomes with continuity of care, given in a safe and supportive environment.

One of the major challenges of First Step Home in the past year has been bringing on-line our twenty-three-unit apartment building due to the major renovations that the building requires. The apartment building will offer another resource for women and women with children needing safe, sober, affordable housing in our community. Additionally, it will bridge the gap between transitional housing and our clients being able to re-establish themselves as responsible tenants in the community. We are grateful for the funding that we received from City Council for the renovation of the apartment building. In addition, Cincinnati Metropolitan Housing Authority has recommended to HUD that we receive twenty-three site based vouchers to assist women with their rent. We know that the building, its location and the purpose it will serve is perfect. However, getting this project on-line has been quite a challenge. The target time for the building to be on-line is the first quarter of 2018 and we are excited to see this through.

As you read through this report, we hope you will enjoy reading about our progress this year and the wonderful testimonials of those who have been helped through our services. Because of our funders, community supporters, dedicated staff and board, we continue to provide a well-defined continuum of care for all that come through our doors and we look forward to celebrating our 25th anniversary next year.

Jeffrey M. Hendricks, Esq.  
Board Chair



Margo Spence  
President & CEO



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DeeAnn Camp - Director of Regulatory Compliance  
Cindy Fisher - Director of Human Resources  
Rachel Lyon - Director of Development  
Naomi Sims-Satterwhite, LISW-S - Director of Clinical Services

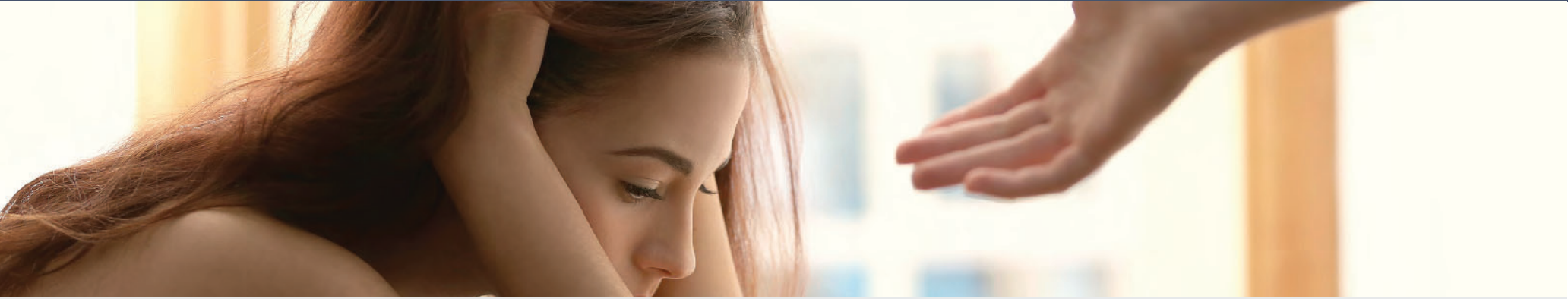
## Advisory Board

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## Thanks to Our Major Donors...

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Woodward Family Charitable Foundation

# Clinical Services



This has been a year long process of ongoing recognition of the staff’s work to provide top-notch treatment, support, resources and to celebrate with our clients their continuing path in recovery. Yet, we have paused on many occasions, when knowing that the opiate addiction crisis continues to grow and plague the lives of women and families in Cincinnati. Our first instinct is to say, “What more can we do?” As we forge ahead we remember our strong collaborative relationships with our community partners. The end result has been to reach out and make that extra effort to provide a more solid safety net under our clients. The Terry Schoenling Home for Mothers and Infants, which opened in 2017, is a testimony to our collaborative partnership efforts. For this home, multiple organizations work together to support pregnant women with substance use disorder, mental health, physical care, housing, resource management, care for infants with special needs and weekly ongoing follow-up planning between organizations. Also, we have made gains in building relationships with Jobs and Family Services with a goal of keeping moms and babies together.

Our levels of care range from Residential, Intensive Outpatient to Outpatient treatment, where non-pregnant and pregnant women receive services. Our treatment model focuses on the idea that “addiction is a treatable illness and women can recover and use their strengths to lead productive and fulfilling lives.”

We are proud of our committed, professional and skilled direct service team that consists of therapists and case managers. They have a strong knowledge base as a collaborating team to meet the needs of our client population. They are empathic in their client engagement and recognize the importance of their role in organizational services, not only as individuals, but as a part of a team who cares for and supports each other.

# Financial Report

Fiscal year 2017 brought financial challenges to First Step Home. Overall, the agency had an operating deficit of approximately \$190,000 after depreciation. This deficit was due in large part to 2160 Fulton Avenue – this building was acquired in March of 2016 and renovations will begin soon to make the building functional for the women and children of First Step Home. The hope is that this building will be up and running in the first quarter of calendar year 2018.

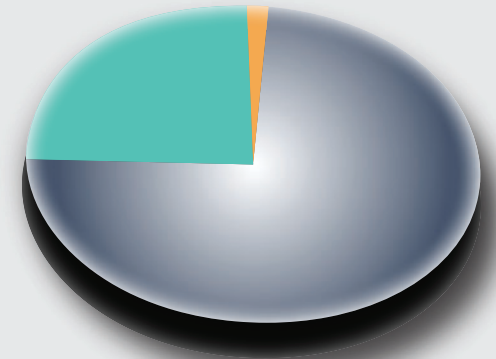
As fiscal year 2018 is upon the Agency, we are again faced with unique challenges and opportunities. The business model has been finalized to conform to the required changes with the Behavioral Health Redesign from the State of Ohio. These changes include staffing, scheduling and upgrades to the electronic medical records and billing software for First Step Home. The women served by First Step Home will be in two defined tracks – residential and outpatient. The clinical staff is working to transition the women to these new tracks in advance of the start date of January 1, 2018.

Development brought in significant funding this past fiscal year and Access to Recovery was a great benefit to the women served and will continue into the first half of fiscal year 2018. This program, through the State of Ohio, supported the women by paying their monthly rent while at First Step Home. Through this program, the women received over \$40,000 in financial support that was remitted to First Step Home.

The challenges presented by fiscal year 2017 pale in comparison to the opportunities presented by fiscal year 2018.

## PUBLIC REVENUE & SUPPORT

- Government Grants & Fees  
\$2,461,016
- Contributions, Fundraising & Donations  
\$750,981
- Other Operating Income  
\$54,714



# Development Report

This is the first year that we've had a Development Department – and our first time to be able to report results and generate goals. During Fiscal Year 2017 we raised \$420,185 from all sources. During this first experimental year, we launched a fundraising software system and held two Advisory Board meetings. We also had an expert come to a Board meeting to speak on board engagement in development in September 2017. One of the most important areas of focus will be engaging our Board and Advisory Board in the development process in the coming year.

Our six largest grants include a Bethesda Inc. planning grant for \$150,000, \$50,000 from the George B. Riley Trust, \$50,000 from the Charlotte R. Schmidlapp Fund, \$35,000 from the Greater Cincinnati Foundation, \$25,000 from the Robert H. Reakirt Foundation – PNC Trustee and \$25,000 from the Joseph A. and Laura L. Klunk Family Foundation. We've begun to get some return foundation grants, such as fiscal year 2018 awards from the Klunk Family Foundation, the Wohlgemuth Herschede Foundation and from the Williams Foundation.

During the first months of fiscal year 2018 we have already received commitments for \$245,000 from foundations and the State, including a grant from Impact 100 for \$101,000. We are thrilled that we are beginning with such positive community support and feedback.

## ROSE AWARD GALA

We held our annual Rose Gala Award Dinner on April 22, 2017, where we garnered over \$50,000 in net proceeds – with thanks to Gala Committee and all our donors and friends. This year's award winners were Jim and Denise Breech for Family Contribution, Church of the Brethren for Community Contribution and Gilkey Window Company for Corporate Contribution. Next year's 25th Anniversary Rose Award Celebration will take place at the Cincinnati Woman's Club on May 19, 2018.

## MARK YOUR CALENDAR!



### **2018 Rose Award Gala**

May 19, 2018 - 6:00 pm • Cincinnati Woman's Club

# Housing Report

First Step Home currently owns twelve buildings, which includes our Residential Treatment facility and the 23-unit apartment building. Women typically begin their treatment in the Residential Treatment facility, and then step down to Campus Housing, while continuing treatment. After that is successfully completed, if housing is still a barrier, they move into Sober Housing, with the goal to find permanent supportive housing.

Our housing goal is to create a new living environment which includes living options in both single and multiple family units. Within these units the women can live in a group setting and support each other in their recovery.

This past year saw a fluctuation in the percentage of vacancies across all of the different types of beds across the board. The percentage of vacancies held at about 19% in fiscal year 2017.

Last fall, our Campus and Sober Living Homes were certified by the Ohio Recovery Housing. Additionally, we have undergone our CARF (Certification of Rehabilitation Facilities) re-certification audit, which is a national accreditation that occurs every three years. We fully expect to pass the accreditation, and will hear the official results by the new year.

In October we started renovation of the kitchen at our Residential Treatment facility. With funds raised from several generous foundations, the renovation will replace the old kitchen with modern state-of-the-art appliances and storage units, creating a more efficient kitchen that will stand the test of time.

Renovation will soon begin for the 23-unit apartment building known as the Lillie Lee. With the help of a city award in the amount of \$250,000, we will move forward with a complete renovation of the building.



• THE PREMIER ADDICTION TREATMENT CENTER FOR WOMEN IN CINCINNATI, OHIO



**GO GREEN...**

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SAVE MONEY BY SUBSCRIBING TO OUR  
EMAIL LIST AT:  
WWW.FIRSTSTEPHOME.ORG**



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Cincinnati, OH 45206

*inside*  
THIS ISSUE



**ROSE AWARD GALA**  
Register and donate now at  
[firststephome.org/rose-award-gala](http://firststephome.org/rose-award-gala)



**ANNUAL REPORT**  
A look at First Step Home's  
fiscal year 2017.