

*We don't know what  
we'd do without you...*






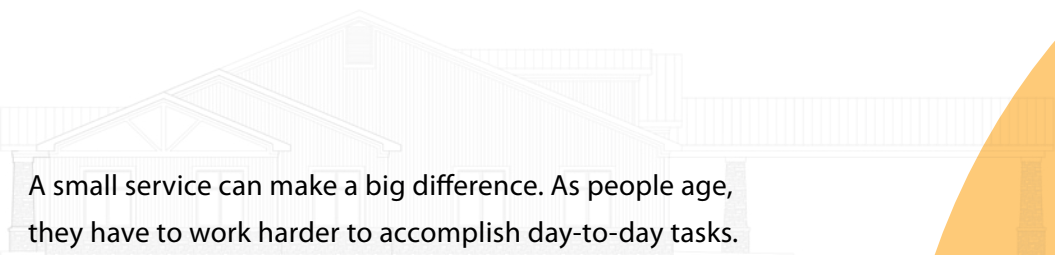
*We Don't Know What We'd Do Without You*

**An 89-year-old resident of Hancock County  
grew hot and frustrated as she tugged and  
tugged on her mower's starter cord.**

**The old motor just wouldn't go.**

**When Hancock County Senior Services  
sent the Handyman to mow her  
small lawn, the woman practically  
cried with relief and gratitude.**





A small service can make a big difference. As people age, they have to work harder to accomplish day-to-day tasks.

Keeping a safe home and yard, managing finances and taxes, getting to medical appointments and the grocery—all of these can become a struggle. Life in one's own home becomes daunting, while at the same time, nothing is more treasured than independence.

Many of our clients don't learn about Hancock County Senior Services until they need us. Only then—after we've transported them to a doctor's appointment, secured a handrail, answered their Medicare questions or shopped for groceries—do we hear a recurring phrase from the clients or their children:

*"We don't know what we'd do without you."*

*"This great agency is already well-established. Now, with the help of grants and our contributors, we can build a home for all the wonderful existing programs as well as those to come. This campaign is an investment into the community."*

Kelly Kane  
Chairman, Executive Board





## *The Campaign*

HCSSI is a community-based, not-for-profit agency that provides comprehensive support services to older and disabled residents of Hancock County. Clients call for help directly or come to HCSSI's attention through their children, local police or hospitals. Since the agency's founding in 1978, we have added services, staff and volunteers to meet increasing community needs.

For more than 10 years, HCSSI has rented space in the Hancock County Community Foundation building at 312 E. Main Street, Greenfield, Indiana, the county seat of Hancock County. The county's population increased from 55,000 in 2000 (U.S. census) to 68,000 in 2009 (Indiana University Kelly School of Business). HCSSI's office has served the residents of Greenfield and the county well, but now we have outgrown the space. Our transportation fleet also needs to be under cover and out of inclement weather for safety, security and efficiency.

HCSSI is excited about building a new home that will enable the organization to continue meeting the growing and diverse needs of Hancock County citizens. We have identified a platted property on Fields Boulevard in the city of Greenfield that is conveniently accessible and spacious enough for a garage to house our 12 much-used vehicles. It has infrastructure in place and ample space for a building to accommodate our staff, programs, staff training and meetings, and volunteer activities; parking; and room to grow in the future.

The cost for the new facility is \$1.5 million, which includes the cost of the land, building and furnishings. To meet our goal for matching grants, we are asking individuals, corporations and foundations for financial support with a familiar phrase that communicates our interdependence and value to one another:

*"We don't know what we'd do without you."*

*"I am extremely grateful to everyone at HCSS. I wouldn't know what to do without you guys."*

*Wanda*



## Practical Services . . .

*"The program is always useful and needed in the community. It saves the seniors not only work that they can no longer do, but also money."*

*Mildred*



When HCSSI started offering services in May 1978 to help Hancock County senior citizens maintain their independence, the agency had a director, who doubled as a driver, and one part-time homemaker. It was housed in Trinity Park United Methodist Church in Greenfield.

Since then, HCSSI has moved three times and steadily grown to meet ever-increasing needs and a broader range of clients. In 1992, the Board of Directors approved the addition of disabled Hancock County residents under age 60 to HCSSI's client list. Expansion of the HCSSI transportation program through the Hancock Area Rural Transit in 2005—a community effort to provide crucial public transportation to county residents of all ages—greatly increased our client base.

HCSSI has always focused on giving people practical, useful help. Our goal since the beginning has been to help people stay in their homes as long as possible. We want the



## *... and Real Help*

help we provide to reflect not just a high level of professionalism but our understanding and respect for the dignity of each client as well.

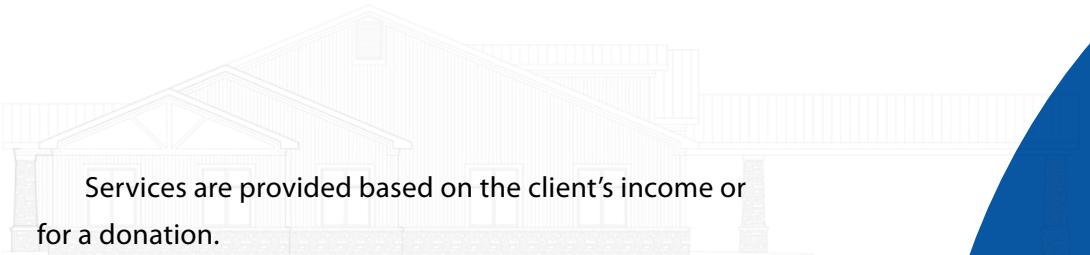
Toward that goal, seven full-time and 23 part-time staff members, with the help of many generous volunteers, provide eight programs:

- **Volunteer Services:** Volunteer visitors matched one-on-one with clients for companionship and general assistance and special projects.
- **Homemaker:** Light housekeeping, help with laundry, basic cleaning, cooking and grocery shopping.
- **Telephone Reassurance:** Staff and volunteers call to check on homebound clients' safety and well-being and to reduce isolation.
- **Handyman:** Necessary tasks like mowing the lawn, removing snow from the sidewalk, basic yard maintenance, cleaning gutters, and minor home repairs.





- **Outreach:** In-home assessment, basic financial and tax help, and the Senior Health Insurance Assistance Program (SHIP) from trained staff and volunteers.
- **Respite/Assisted Care:** Staff members relieve an unpaid caregiver with in-home supervision for individuals who cannot be left alone.
- **Information and Referral:** Trained personnel answer questions and refer clients to helpful community resources.
- **Legal Assistance:** A Legal Services Organization representative helps seniors with legal questions and documents.
- **Transportation:** Non-emergency transportation (including wheelchair transport) provided by Hancock Area Rural Transit operated by HCSSI.



Services are provided based on the client's income or for a donation.

The interconnected programs have many years of proven success. A volunteer or staff member working with a client in one area may notice that individual's abilities are changing in another. Because of the wide range of services HCSSI provides, work with an individual may expand to meet changing needs. We stand ready to add help as needed in many areas, while encouraging clients to continue doing for themselves.

*"Without the Homemaker,  
I am not sure I would  
be able to live alone."*

*Ann*



*"The Outreach staff member was kind and very comprehensive. I feel confident that I now have the best [insurance] coverage and cost."*

*Carol*

# *The Importance of Transportation*

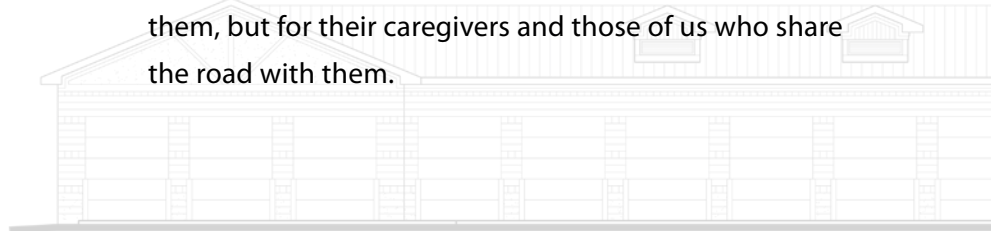


*Drivers receive training from a certified instructor.*

HCSSI serves all nine townships and all 306 square miles of Hancock County. Ride requests come directly into HCSSI's offices, where staff members answer the phone and utilize current computer software to schedule rides on a first-come, first-served basis.

We have transported a one-day-old baby home from the hospital and a 104-year-old resident to a medical appointment. In 2010, HCSSI served 1,001 clients and provided nearly 20,900 passenger trips. Requests continue to grow.

While any resident can use the transportation, senior citizens make up the largest proportion of users. Providing reliable transportation—to medical appointments, grocery stores, volunteer commitments, retail outlets, employment and many other destinations—is important not just for them, but for their caregivers and those of us who share the road with them.



HCSSI employees are carefully screened, and drivers undergo random drug and alcohol screenings, ensuring that some of our most vulnerable residents are entrusted to people who are acting in their best interests. Before drivers begin their routes, they complete a daily inspection checklist regulated by the Indiana Department of Transportation.

Four or five months a year, these well-trained drivers also must scrape ice and snow off their vehicles because HCSSI has no garage facility for storage. The employees often park their cars on the street behind the office building, when the parking lot is full.



*"Our Hancock County transportation service is a godsend! This service is vital to me—my restricted vision keeps me from driving, and I am so very grateful for this service."*

*Delma*



# *We Don't Know What We'd Do Without You*

*"When [the Telephone Reassurance volunteer] calls me, it gives me courage to keep me going. I know someone cares, and it helps keep my faith up."*


*Myrtle*



HCSSI is unique in Hancock County in its combination of services and not-for-profit status. The staff is extremely stable: Executive Director Linda Hart has been with the agency for 19 years, and at its helm for 10, and other HCSSI staff members have long tenures. The staff and volunteer corps have a deep commitment to serving county residents.

Hancock County has one of the largest populations of people age 60 and older of all counties contiguous to Marion County, and 86 percent of the people HCSSI serves are categorized as "low-income." But HCSSI isn't just for low-income people; it is for all residents who need a little extra help.

Over the next 10 years, HCSSI's capacity to meet increasing needs will be of paramount importance. New administrative space and a garage will help to ensure future capacity.

An elderly couple is seated at a wooden table, looking at a document together. The woman on the left has short white hair and is wearing glasses and a light-colored button-down shirt. The man on the right is balding, wearing glasses, a dark blue sweater, and a maroon jacket. They are both smiling and appear to be in a collaborative meeting. The background shows white window shutters.

Indianapolis-based JRA Architecture, LLC is working with the Greenwalt Corporation to design a simple but inviting and functional facility that will also require low maintenance. The Fields Boulevard site is easily accessible from State Route 9 and Interstate 70. It is relatively close to the current office, but has higher visibility that we believe will help increase awareness of HCSSI and the many services we offer. The community is going to see a revitalized HCSSI in a new location, and even more residents will be amazed at what we do.

Please let us count on you to help make it happen.

*We Don't Know What We'd Do  
Without You.*

## OPPORTUNITIES FOR GIVING

*This booklet will answer many questions you may have concerning your gifts to Hancock County Senior Services, and it will suggest ways in which your gift can be structured for your benefit and the benefit of the organization.*

*Naming of the Building – \$750,000*

*Covered Entrance/Vestibule – \$100,000*

*Reception Area – \$75,000*

*Multi-Purpose Room – \$50,000*

*Landscaping – \$40,000*

*Conference Room – \$40,000*

*Dispatch Office – \$25,000*

*Drivers Office – \$25,000*

*Kitchen – \$25,000*

*Volunteer Coordinators'  
Office – \$20,000*

*Staff Office (2) – \$15,000 each*

*Workroom – \$15,000*

*Garage (17) – \$10,000 each*

*Benches*

*(front entry-1) – \$5,000*

*(back entry -2) – \$5,000 each*

## Making Your Gift

Intentions to give are conveyed to Hancock County Senior Services by signing a form recording your intentions. Forms may be delivered or mailed to the Executive Director, the campaign chairman, or a volunteer solicitor. You may, if you prefer, substitute a letter of intent to the Campaign Steering Committee.

## Gift Period

The normal gift period will extend over 36 months (3 tax years). This period may be extended. Other giving arrangements will be considered by the Campaign Steering Committee.

## Payments

You may select a schedule for fulfilling your intention to give which is most convenient for you: annual, semi-annual, by quarter, or by month. Intentions and payments will be reflected on reminder notices sent to you from Hancock County Senior Services.

## Recognition

The Campaign Committee is empowered to establish appropriate means of recognizing an individual, family, or corporation gift.

## Stewardship

It will not benefit Hancock County Senior Services if the Capital Campaign succeeds at the expense of annual operating giving. You are asked to make a commitment from your capital resources to the **“We Don’t Know What We’d Do Without You”** Campaign, while continuing your vital annual operating support.

## **Gift Crediting**

The Campaign Steering Committee is empowered to value commitments to the campaign on a basis it deems appropriate.

## **Outright Gifts**

An outright gift to the Hancock County Senior Services will be put to work immediately for construction. Outright gifts include cash or other property readily convertible to cash, which includes securities, real estate, and personal property.

Gifts of securities will normally be sold as soon as feasible and not held for investment purposes. When securities are given, donors should call Linda Hart, the Executive Director of Hancock County Senior Services, who will explain how stocks may be transferred through the Hancock County Community Foundation for Senior Services.

A gift of real estate or personal property (jewelry, art, or other tangible objects) may prove advantageous. Since the tax consequences of outright gifts depend on the nature and timing of the gift and may involve alternative minimum tax calculations, you should consult your advisor before finalizing such a gift.

## **Other Ways of Giving**

Income tax and estate tax laws, as well as your time of life and financial situation and responsibilities to those dependent on you, may make it extremely advantageous for you to utilize planned or deferred ways of giving. Some such methods are gifts of life insurance policies and closely-held stock.

You may make a gift of your home or farm while reserving the right to use the home or farm for your lifetime or others. Also, there are methods of deferred giving recognized under the federal tax laws which may enable you to realize a current tax benefit while at the same time retaining current and future benefits for yourself or others. The Campaign Steering Committee is authorized to accept such gifts and value them for campaign credit.

These alternate methods of giving include a gift to a pooled income fund or the creation of a charitable remainder unitrust, a charitable gift annuity, or a charitable lead trust.

Gifts to Hancock County Senior Services by the use of a pooled income fund, a charitable remainder unitrust, or a charitable gift annuity permit you to make a gift during your lifetime (usually of appreciated securities) and retain the income for life.

A charitable lead trust provides that the trust income will be distributed to the agency for a specified period of time and the property placed in the trust then reverts to you or others as specified by you. Of course, in making such gifts, you should consult your own financial and legal advisors. However, you may contact Hancock County Senior Services and we will arrange for one of our advisors to give you additional information about these methods of giving.



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Without You . . .*



**Hancock Area  
Rural Transit**



**Hancock County Senior Services**

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Greenfield, IN 46140

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