

**Make the next  
chapter of your life  
the best chapter!**

# SAIL 2016 Annual Report





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## Summary of 2016 Annual Report

Some of this year's accomplishments include the Product Team's creation of "Tech Tutoring 4 You" and the "Your Story" beta life-planning program. We also collaborated with community organizations such as RSVP Triad, Safe Communities, Oakwood Village, Attic Angel, and UW-Madison's Pharmacy School in offering fall prevention events, monthly wellness and safety programs, the annual POP's Program, and several educational lectures suggested by members. Volunteer and vendor services requests are up to almost 1,200 for the year—they ranged from small jobs to total home remodeling. Personal care and companion services were also popular. This total number of service requests does not include the daily check-ins we perform for 40+ members and the information and assistance we provide to callers on a regular basis. Our tagline "Independence through Connections!" rings true each and every day!



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# Accomplishments

## 1. New Name & Look



- New Letterhead
- New Newsletter masthead
- New Website homepage
- New Brochures
- New Advertisements
- New Bookmark and button to share with friends and created by members.to share &



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# Accomplishments

## 2. New SAIL-Waunakee Satellite



*Chris Klotz*



*Cheryl Butler helping SAIL  
Waunakee members set up profiles.*



*L to r: Lee Maddox, Liz Gill, Mary Ellen Kearney  
Chatting after a Waunakee "round table."*





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# Accomplishments

## 3. New Membership Team



*I to r: Barbara Gessner, Ann Albert, Sue Stenzel,*



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# Accomplishments

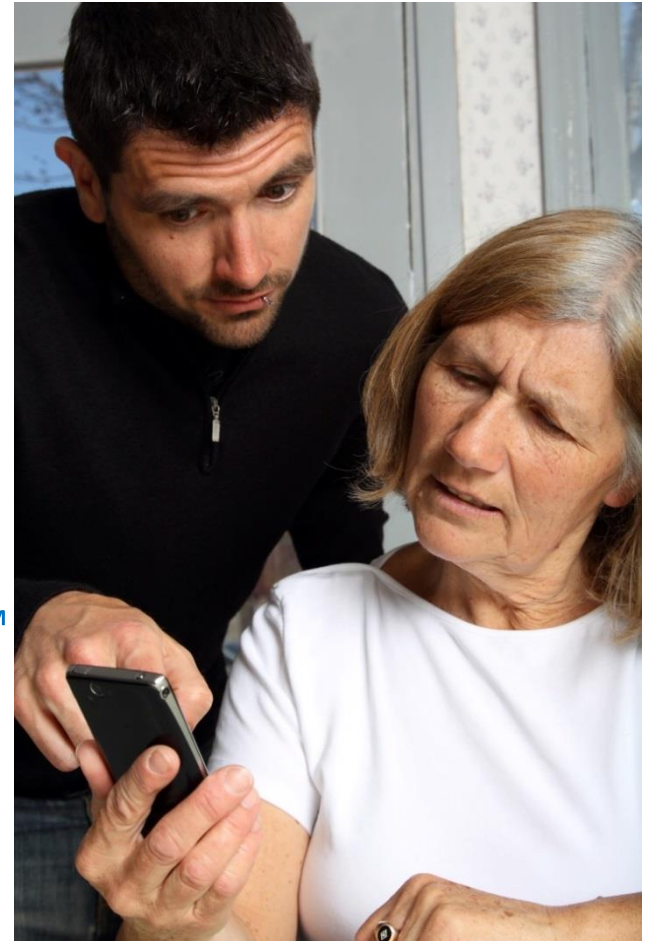
## 4. New Programs

### **“Tech 4 You”**

#### *Personal Tutoring*

- **Phones**
- **Tablets**
- **Computers**

### **EZ Smartphone™**





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# Accomplishments

## 4. New Programs – A Pilot

### “Your Story – Your Plan for Living”

- **The Next Chapter...**
- **Funding Your Story...**
- **Embracing Change**
- **Giving Your Story a Happy Ending**







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# Accomplishments

## 4. New Programs – “On Our Own”



*One of many socials...to what size are they referring?*





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# Accomplishments

## 4. New Programs – 90's Breakfast



*Just breakfast and time to visit...none of that “program stuff.”*



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# Recognition

**Volunteer Ride Coordinator**

**Betty Scott**







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# Recognition

## The 2016 Operating Council



*Seated l to r: Jane Earl, Barbara Gessner (President), Tom Evans.*

*Standing l to r: Don Haasl, Chris Klotz, Christine Beatty, Dorit Bergen, Bob Topel.*

*Absent: Pat Kallsen, MaryAnn Drescher.*





# Sharing a SAIL Story

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# SAIL Finances

Please see next page for a summary of the 2016 tax return.

We experienced a \$16,000 net loss this year, mainly due to an unusually high loss in memberships primarily due to deaths, moves, and non-renewals of memberships and slower membership growth.

We assume the latter was partly due to a significant dues increase in an effort to lessen the reliance on grants and donations to meet budget. SAIL dues are some of the lowest in the country compared to other Villages.

During the fourth quarter, we cut expenses to help alleviate the projected loss which helped greatly in addition to a very successful annual appeal. A Membership Team was also formed to work on membership retention and recruitment efforts this year and in 2017.

Form **990****Return of Organization Exempt From Income Tax**

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

**2016**

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

- ▶ Do not enter social security numbers on this form as it may be made public.  
▶ Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

A For the 2016 calendar year, or tax year beginning

and ending

B Check if applicable:

- ☐ Address change  
☐ Name change  
☐ Initial return  
☐ Final return/terminated and  
☐ Amended return  
☐ Application pending

C Name of organization

THE MADISON AREA CONTINUING CARE  
CONSORTIUM, INC.

Doing business as

Number and street (or P.O. box if mail is not delivered to street address)

6209 MINERAL POINT RD

Room/suite

210

City or town, state or province, country, and ZIP or foreign postal code

MADISON, WI 53705

F Name and address of principal officer: RICK BOVA

6201 MINERAL POINT ROAD, MADISON, WI 53705

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)(1) ☐ (Insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: WWW.SAILTODAY.ORG

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1998 M State of legal domicile: WI

**Part I Summary**

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: THE MISSION OF THE MADISON AREA CONTINUING CARE CONSORTIUM, INC. IS TO WORK COLLABORATIVELY WITH			
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	3	Number of voting members of the governing body (Part VI, line 1a)	3	6	
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	6	
	5	Total number of individuals employed in calendar year 2016 (Part V, line 2a)	5	0	
	6	Total number of volunteers (estimate if necessary)	6	90	
	Revenue	7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	0.
7b		Net unrelated business taxable income from Form 990-T, line 34	7b	0.	
		8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
		9	Program service revenue (Part VIII, line 2g)	149,697.	127,824.
		10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	112,563.	131,784.
		11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	56,763.	200.
		12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	170.	2,483.
Expenses		13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	319,193.	262,291.
		14	Benefits paid to or for members (Part IX, column (A), line 4)	6,645.	400.
		15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	204,397.	205,405.	
	17	b Total fundraising expenses (Part IX, column (D), line 25) ▶	0.	0.	
	18	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	74,276.	72,499.	
	19	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	285,318.	278,304.	
	20	Revenue less expenses. Subtract line 18 from line 12	33,875.	-16,013.	
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year	
	21	Total liabilities (Part X, line 26)	163,777.	135,557.	
	22	Net assets or fund balances. Subtract line 21 from line 20	80,732.	77,002.	

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer	Date			
	RICK BOVA, VICE PRESIDENT				
Paid Preparer Use Only	Print/type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> if self-employed	PTIN
	JAMES G. GRAHAM	<i>James G. Graham</i>	11/7/17		P00006111
	Firm's name ▶ RSM US LLP	Firm's EIN ▶	42-0714325		
	Firm's address ▶ P.O. BOX 5946 MADISON, WI 53705-0946	Phone no. 608-833-2612			

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No