Dear Friends,

Thank you for your continued support of True Friends in 2018. Through your generous support we have truly changed the lives of the individuals we serve.

True Friends continues to make a growing impact on new and returning visitors and in 2018 we directly served over 22,500 individuals. The individuals we serve indirectly include the countless caregivers who are able to take a couple hours or days to restore their own well-being; knowing their loved one is well taken care of and enjoying an adventure tailored to their needs and wants.

In 2018 we saw the impact partnerships can have with a generous investment from the Camp Cambria Foundation. After hosting Camp Cambria for the previous three years, Cambria invested $2.2 million into Camp Courage in Maple Lake.

The investment provided True Friends the opportunity to completely renovate a 3-season dining hall, health and wellness center, and the arts and crafts building. The renovation has allowed True Friends to serve more individuals, year-round, utilizing enhanced person-centered and dignified care.

As we continue to execute a multi-year facility assessment plan, we’ve been able to secure funding through new and returning donors to support a few capital projects. However, like many nonprofits, as we look toward the next five years, we have a long list of capital project needs. If you want to learn more about the capital project needs, and how you can help, visit www.truefriends.org/capitalneeds.

With the guidance of all employees and board members, True Friends reestablished our values which now focus on empowerment, experience, integrity, safety, and sustainability. The values will be used as a tool to help guide our decision-making as we continue to build and grow our presence in the communities we serve.

As I reflect on 2018 I am proud of the strides we have made, but acknowledge we have further to go. With support from individuals like you, we look to accomplish much more in 2019 and the coming years. I hope you will join us on this journey to provide life-changing experiences for the individuals we serve.

In Friendship,

John LeBlanc
President & CEO


Vision: A world where experiences and adventures are open to individuals of all abilities.

Values: Empowerment, Experience, Integrity, Safety, and Sustainability.
Growing in Experience

**Core Programs** served 1,853 individuals, 4,756 times

- **Camp** served 1,350 individuals, 1,911 times
- **Weekend Respite** served 95 individuals, 419 times
- **Ventures Travel** served 322 individuals, 430 times
- **True Strides** served 86 individuals, 1,996 times

Staff recruitment expanded into 19 states and 12 countries. We talked with over 600 students at 40 college recruitment events.

True Friends established five new core values: **empowerment, experience, integrity, safety, and sustainability.**

Human Resources added **two new full-time, year-round positions** to recruit and support employees.

True Friends Camp Courage completed a **$2.2 million** renovation in June. The renovation was made possible through an investment from the Camp Cambria Foundation.

Over 870 volunteers enhanced True Friends programs and services by providing over **21,583** hours of time; equaling **$517,992** value and **1,449** days of service.

**81%** of True Friends participants were return visitors.

True Friends served 22,586 individuals through all our services.

October was our busiest month; 3,653 people were served through Conference & Retreat and Team Quest.

Camp Friendship saw the highest amount of visitors totaling **8,119**.
**Growing Support**

**Camp Cambria Foundation Invested $2.2 Million in Camp Courage Renovations**

In 2018, the Camp Cambria Foundation invested over $2.2 million renovating several buildings at Camp Courage in Maple Lake, MN. Renovation of the Lakeside dining hall, health center, and arts & crafts building began in February and was finished in June 2018, just in time for summer camp. The dining hall was torn down to the studs and rebuilt to be a year-round gathering space featuring an upgraded kitchen and restructured bathrooms. The health center received a new layout, new equipment and finishes; while the arts & crafts building was freshened up with new work tables, organized supplies, and better accessibility. The Camp Cambria Foundation and the Arthritis Foundation team up every summer to offer a specialized camp session for kids and teens with juvenile arthritis called Camp Cambria, held at Camp Courage. Over the years, the foundation saw an opportunity to not only create a better experience for their campers, but also for over 1,300 children and adults with disabilities who enjoy Camp Courage each summer.

**In 2018 Development raised $4,395,666* **

We received 2,715 gifts from 2,001 donors

605 new donors

$396,628 new donations

*Includes a $2.2 million gift from the Camp Cambria Foundation

**Forever Friends Legacy Society**

A planned estate gift, charitable bequest, or the establishment of a named endowment fund is considered an “ultimate gift”, because there is no greater expression of kindness than to leave part of one’s accumulated wealth as a legacy to help future generations benefit from True Friends programs.

- **True Friends had 10 new planned or estate gift commitments made in 2018.**
- **Proceeds from new estate gifts totaled $259,000.** On average, these new gifts will produce an extra $13,000 in annual support of the True Friends mission, which will be added to the nearly half a million dollars annually distributed to provide life-changing services for children and adults with disabilities.
- The “Forever Friends Legacy Society” membership has grown to 177.

For more information about becoming a member of the Forever Friends Legacy Society, contact Ed Stracke at 952.852.0111 or eds@truefriends.org.
Growing in Opportunity

### Assets

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$564,973</td>
<td>$222,006</td>
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<tr>
<td>AR and Deferrals</td>
<td>$375,788</td>
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<tr>
<td>Other Current Assets</td>
<td>$189,564</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
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<tr>
<td><strong>LONG-TERM ASSETS</strong></td>
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<tr>
<td>Investments</td>
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<tr>
<td>Fixed Assets</td>
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<td>Other Long-Term Assets</td>
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<td><strong>Total Long-Term Assets</strong></td>
<td>$24,182,440</td>
<td>$23,445,311</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td>$25,312,765</td>
<td>$24,297,113</td>
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</table>

### Liabilities

<table>
<thead>
<tr>
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<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
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<tr>
<td>Accounts Payable</td>
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<td>Line of Credit</td>
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<td>Deferred Revenue</td>
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<td>Other Current Liabilities</td>
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<td>Current Portion of Long-Term debt</td>
<td>$121,000</td>
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<td><strong>Total Current Liabilities</strong></td>
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<td>Long-Term Debt</td>
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<td><strong>Total Liabilities</strong></td>
<td>$2,963,691</td>
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### Fund Balance

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td>Fund Balance Beg. of Year</td>
<td>$21,477,248</td>
<td>$20,855,761</td>
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<td>Change in Fund Balance</td>
<td>$871,826</td>
<td>$621,487</td>
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<td>Fund Balance End of Year</td>
<td>$22,349,074</td>
<td>$21,477,248</td>
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<td><strong>Total Liabilities and Fund Balance</strong></td>
<td>$25,312,765</td>
<td>$24,297,113</td>
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</tbody>
</table>

### Total Revenue

- **Total Revenue**: $9,507,935
  - **Service Fees**: 58.3%
  - **Public Support**: 45.4%
  - **Resident Camp**: 40.3%
  - **Education and Training**: 15.9%
  - **Fundraising & General Management**: 12.7%
  - **True Strides Horse Therapy**: 6.3%
  - **Respite Care/Family Services**: 8.4%
  - **Specialized Travel Programs**: 16.4%

- **Investment Loss**: -7.8%
- **Other Sources**: 2.0%
- **Gain on Disposal of Property**: 2.2%

*Due to quarter four portfolio performance.*
Experiences & Adventures for All Abilities
True Friends is a nonprofit agency providing life-changing experiences that enhance independence and self-esteem for children and adults with disabilities. True Friends’ programs include camp, respite, therapeutic horseback riding, conference and retreat, travel, and team building; serving nearly 23,000 individuals annually.

With locations near Maple Lake, Annandale, Eden Prairie, Plymouth, and Bemidji, True Friends serves individuals in Minnesota and throughout the United States. For more information visit truefriends.org or call 952.852.0101.

Get Involved

Volunteer
Every year True Friends welcomes 700+ youth, adults, groups and family volunteers, who contribute over 20,000 service hours. Volunteer support is invaluable to True Friends. From working directly with campers, respite clients, travelers, riders; to offering time and energy to keeping our locations maintained, our volunteers truly enhance the experiences we provide.

To learn more about volunteering at True Friends visit truefriends.org/volunteer or call 952.697.2295.

Donate
With help from friends like you, True Friends has been serving children and adults with disabilities for more than 60 years – helping them discover things they never thought possible, building self-esteem, developing new skills and, probably most importantly, making life-long friends. To learn more about donating to True Friends visit truefriends.org/giving or call 952.697.2290.

Connect With Us
Keep up with all the fun and excitement True Friends provides by following us at True Friends Can.