

The Deerfield Community experienced another outstanding year in 2016. This report will describe how we continued to grow stronger and better in several significant ways. Indeed, there have been so many bright spots produced by our residents and staff throughout the year that we are challenged to focus only on the most dramatic outcomes. Following are just a few highlights.

We began welcoming our new cottage residents to the community as homes became ready for occupancy during the year. As of this writing we have completed 17 of the 27 new residences. All of the site work has been completed including construction of roads, underground utilities, and sidewalks. The new cottage sidewalk system enables residents to enjoy an easy stroll to our community amenities. Rob Morris and his grounds crew have installed a tremendous amount of new plants, trees and shrubs all of which are native to the local area. Our new residents are raving about the quality of the construction in their new homes. We are fortunate to have Jimmy White as our general contractor and longtime Deerfield manager Ken Rhew as our project manager. Jimmy and Ken bring over 30 years' experience in completing various projects throughout our campus. The construction of the remaining ten cottages is well underway with full occupancy by the end of 2017.

Over the past two years the new residents have attended education and social events at Deerfield. These residents have gotten to know each other and have already created a network of friends that they will have for the rest of their lives. This project enabled us to serve those that had been on our wait list for some time. And, the additional resident base strengthens the entire community

by spreading overhead expenses and increasing efficiencies. This expansion project is a very positive development for all of Deerfield.

On the financial front, our management team took advantage of a narrow window of opportunity to refinance some of our existing bonds. The quick response of CFO Robert Chandler and his team capitalized on lower interest rates despite the volatility of the current interest rate market. Our financial team is to be commended for a great outcome in completing our refinancing. The resulting new debt structure will strengthen and enhance our mission for decades to come.

In addition, we are pleased to announce that Fitch Ratings has upgraded our rating from BBB+ to A- on revenue bonds issued through the North Carolina Medical Care Commission on behalf of Deerfield. Fitch's report says: "Deerfield has a long history of operations in Asheville that dates back to 1955. Deerfield maintains a national draw on prospective residents as approximately 31% of current residents come from other states in the United States while 24% come from other areas in North Carolina and 45% are from its primary market area. The geographic diversity amongst prospective residents is viewed favorably and is attributed to Deerfield's status as a 'destination' CCRC. Fitch believes this regional/national draw of residents helps insulate Deerfield from local and regional economic and real estate pressures and has led to robust occupancy levels over the last few fiscal years."

During 2016 we continued our comprehensive analysis to identify positive strategies for the future. We take great pride in keeping our campus,

community buildings and homes in pristine condition. This year we are performing an intensive analysis of all building components, systems, and equipment. This analysis will be used to update our 20 year capital repair and replacement plan. We have contracted with the firm Freeman White to assist us with the on-site planning and implementation.

One thing however will not change. Our management team and support staff remain firmly committed to rendering high quality services, amenities, and providing great value to all our residents. All our efforts are supported and guided by a gifted board of directors and the invaluable input of our Residents Council and their committees. All of us work together cooperatively to achieve our common goals. Deerfield's management team is committed to implementing best practices, assuring transparency, and integrating resident committees in decision-making processes.

Our staff wishes you a prosperous and healthy 2017.

Robert F. Wernet, Jr. President & CEO







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The Rt. Reverend José McLoughlin **Permanent Seat** Bishop. The Episcopal Diocese of WNC



Sandra Macklem President. Deerfield Residents Council



**Bob Wernet** President & CEO. Deerfield Episcopal Retirement Community

**EX-OFFICIO MEMBERS** 

2016 marked my 8th year of Deerfield board membership, and the beginning of my term as board chair. One of my personal goals this year was to get to know residents through their participation on the Residents Council. I wanted to understand how the Residents Council operated and effected change at Deerfield. Having had the pleasure of attending a Residents Council meeting and all subcommittees, I am impressed with the hours of work and dedication put in by over 120 residents of this Community. I was also able to see firsthand the cooperation of staff and residents, who together work to put ideas into action in order to make this community even more outstanding.

I had the privilege of attending my third annual meeting of the National Association of CCRC's, this year held in Indianapolis, IN, along with members of your senior management staff. One of the workshops I attended focused on Governance and Strategy, designed specifically for board members. How timely, as it followed our own annual board retreat held just a few days prior. Our board retreat was lead by one of our consultants from Clifton Larsen Allen, after surveying all members of our board, Residents Council board and senior management team. This retreat included all those surveyed and presented results that will enable the Deerfield board in future planning.

We welcomed Jeff Covington to the position of board Vice Chair this year. Jeff and other members bring a myriad of skills to the board including legal, financial, business and management, health care, education and clergy. The board, together with the Residents

Council and the senior management team will be combining their skills and expertise in 2017 to review and update both our mission statement and outline strategies for the future.

Deerfield continues to be sound financially, having attained an A- Fitch rating this year, which puts us in the top 1% of non-profit CCRC's. Census is high, with occupancy rates at 98% and a waiting list of over 900. The new neighborhood is over halfway occupied and on target to have all homes completed by September, 2017. There is a great appreciation for the senior management team who work passionately and tirelessly to continue to keep this community strong.

Finally, I'd like to share with you that as a retired RN with a concentration in Health and Wellness Education and Cardiac Rehab, I am very particular about the health care support my family receives. Both my husband and I have experienced first-hand the excellence of care provided to Deerfield residents, as our parents have transitioned through all levels of care at this amazing community. It is a Deerfield story that spans over a decade, and as future residents ourselves, a story that will continue.

My deepest thanks go to all employees of Deerfield, to the residents who bring a wealth of experience and talent, and to a committed board who desire to maintain the reputation Deerfield so soundly deserves.

Christine Dismukes. Chair Deerfield Board of Directors Deerfield is an amazing community, filled with accomplished residents with a wide variety of life stories and backgrounds, supported by caring and well-qualified staff, living and working in a beautiful and comfortable community. The hard work of the staff and the engagement and involvement of the residents works for the betterment of the community as a whole, and that provides a solid foundation as we transition and respond to the changes within our community and those around us.

The Residents Council looks toward the future, working to improve how it functions as the primary communications channel between residents and Deerfield staff, and deciphering how best to support

the expectations of current and future residents. Like many aspects of life at Deerfield, the Residents Council is in transition, building on strengths and moving toward meeting and exceeding expectations.

Deerfield residents are invested in their community, and work closely with staff in many ways. With more than 120 residents serving in the Residents Association, the Residents Council, its standing committees, ad hoc committees, and special focus groups, residents have an active, strong voice in both day-to-day operations and the longer term planning for Deerfield. A few examples include:

- The Sustainability Group has recommended actions that have resulted in reduced energy costs and significant reductions in the amount of non-recyclable waste products. In 2016, four subcommittees were formed to address conservation, green initiatives, recycling, and education.
- The Ad Hoc Communications Committee maintains and continuously improves the resident website, MyDeerfield.org, a user-friendly source of phone directories, activities, weather, Council

- reports, dining menus, etc., that helps residents stay better informed.
- Residents on the Dining Committee help dining staff determine menu cycles, as well as review and respond to resident comments and suggestions. The majority of comments received are positive, a good indicator of quality services and communication.
- The Employee Appreciation Committee, comprised of Deerfield residents, raised more than \$287,000 for the 2016 Employee Appreciation Fund, the largest amount raised in the history of the fund. With Deerfield's strict no tipping policy,



**Deerfield Residents Council** 

From left to right: Peter Hawes; Bill Atkins; Angela Lepro; Ruth Allen; Franklin Sanders; Sandra Macklem, President; Bob Libbey; Nancy McCarthy; Jack Ingersoll; Jim Robertson

the gifts from this fund help show appreciation for the talented and caring employees who are key to making Deerfield a wonderful place to live.

Not only does the Grounds and Landscape
Committee work with staff regarding the
appearance of the campus gardens and
trees, they have helped residents with special
needs experience more of its beauty. This year,
responding to the requests of low vision residents,
the committee worked with staff to identify and
reduce impediments for those with low vision.

• At its monthly meetings, the Residents Council reviews resident comments and suggestions submitted to its suggestion box. This year to date, more than 50 items have been addressed, helping create better communications between residents and their Council, and helping staff identify and resolve resident questions and concerns.

Deerfield residents are highly active in creative programs, health and fitness activities, and educational activities on campus. They keep fit in both aquatic and land exercise classes, with an average of 250 class participants and 100 using the fitness center equipment daily; a new Outdoor Fitness Park, which consists of four strength-building equipment

stations, was installed in 2016 and paid for by resident donations.

We give back to the greater Asheville area in many ways. Residents contributed thousands of volunteer hours this year to dozens of community organizations serving the arts, education of children and adults, families, the aged, animal welfare, the environment, and many more activities.

Even from this brief description, you can see that Deerfield residents: are accomplished...look toward the future...invest themselves in our community...work well with staff to address concerns, issues, and problems...provide a strong voice and input...focus on creativity,

health, and wellness...give back to the wider community. Deerfield IS an amazing place to live, for both current and future residents.

Sandra Macklem, President Deerfield Residents Council

# Marketing report



Deerfield Marketing Team
From left to right: Kathy Foster, Director of Marketing;
Debbie Wilbanks; Dianne Mastandrea; Deborah Robinson

We can easily measure success by the numbers – averaging 165 new wait list members in the last 3 years; 17 brand new units occupied in the new neighborhood this year; 52 residences over-all readied for a new move-in. Behind every one of those numbers is a story – that's where the meaning is, and that is what marks true success.

From the first introduction to Deerfield by a member of the marketing team and a resident ambassador, throughout the "getting to know you" phase and wait time, and to move-in day, a relationship is being developed and a story is being written. There is a special kind of excitement around the office when a new resident completes the "closing" appointment, and receives the keys for their new home. That moment is a culmination of months of preparation after the acceptance of a residence at Deerfield, and often years of planning for this transition. The story begins at the first visit to Deerfield –

often during the first phone conversation, and it continues when they move into their new home.

The marketing team works diligently to present Deerfield to prospects, hundreds each year, and then maintain relationships with those who join the Future Residency Program. It is not a job it is a calling, a special opportunity to be a part of this very important life decision. The reward is not a number but a feeling, expressed here in some shared favorite moments:

"The moment of excitement when I show the newly renovated apartment to a soon-to-be resident, and I realize that this person is moving in and I'll get to see them around campus."

"It gives me such happiness when residents share with me that their stars have aligned so they can move into Deerfield."

"What I like is when a new resident is here for two weeks and they tell me they not only love it but it keeps getting better."

It feels great to report that we had 584 appointments with prospects; 170 new families added to the Future Residency Program; 81 new residents moved into their new homes. Yes, the numbers are fantastic, but the story is epic!

# Kathy Foster

**Director of Marketing** 



### **New Neighborhood Update**

In 2016, 34 new residents were welcomed into 17 new homes in the new neighborhood at Deerfield. These homes were built under the supervision and direction of Ken Rhew, project manager, and Jimmy White, builder. The successes realized along the way during this ongoing project are a culmination of hard work, dedication, and a passion to serve others.

Ken Rhew is easing into retirement after 17 years as Director of Facility Services by working as the project manager for the new expansion. He has always had three main goals for the many building projects at Deerfield over the years: "To deliver a quality product, on schedule, and on budget."

Jimmy White, owner of JW Builders in Asheville, has built many of the homes at Deerfield, as well as other customization projects within the community. It is not just a job for Jimmy, as he puts it, "It is truly an honor and privilege to build homes. I have been building for 35 years, and this (current Deerfield expansion) is the largest project in my career."

The passion and work ethic of both Ken and Jimmy have greatly contributed to this successful Deerfield expansion.











es letter

This past year, we welcomed a new bishop to the Episcopal Diocese of Western North Carolina, the Rt. Rev. José A. McLoughlin. He is an energetic young man with a great deal of enthusiasm for the church and ministries like the one we have at Deerfield. A number of Deerfield residents and staff served on the search and transition committees to find the new bishop, and we also hosted many events during the year-long search. The process culminated in a delightful dinner the night before the ordination service led by the Presiding Bishop of the Episcopal Church, the Most Rev. Michael Curry - his first visit to Deerfield, but he promised not his last. Bishop José has now taken his place as a member of the Deerfield board of directors. and has already become an integral member of the community, including at St. Giles Chapel where he received 17 new members during an Advent celebration.

St. Giles Chapel remains committed to serving the spiritual needs of everyone in the Deerfield community, resident and staff together, as well as serving our neighbors throughout Asheville. This past year, we were able to expand the ministry beyond the usual worship services in the Healthcare Chapel and St. Giles Chapel, the hospital visits and the pastoral counseling sessions, the memorial services and the management of the Memorial Garden. We were also able to pay the entire cost for 16 children of Deerfield employees to attend summer camp, and we would like to increase that number by 33% for next summer. Our goal is also to expand and enhance the Memorial

Garden to make it more inclusive of the whole Deerfield community and more reflective of the beauty of Western NC, and to make consistent monthly maintenance and continued modest improvements for 2017 and beyond. Additionally, we will send an exceptional young student from our sister chapel, La Capilla de Santa Maria, to UNC Asheville to study Mechanical Engineering, and we would like to support him throughout his undergraduate education. These are just a few aspects of the expanded ministry of St. Giles.

From the very beginning, Deerfield has been rooted in faith, hope and love. It is a sacred place in which everyone's faith matters – traditional and non-traditional alike. St. Giles has been at the heart of the community and that heart continues to beat strong today.

## The Rev. Richard Lindsley Walton Lead Chaplain & Director of Pastoral Care Services





As we reflect back on 2016 we realize the continuation of the Deerfield story. It started before the first building was constructed in 1955 and continues as we complete the new neighborhood, and strategically plan for the future. The story is the people, staff and residents, who come together to support and care for one another, inspire and empower each other, who give of themselves with generous hearts to make the Deerfield community and the world a better place.

- Annual Resident & Staff Croquet Tournament during Active Aging Week
- Staff member Cheryl Smith receives Award of Excellence for her work with WorxHub – our work order software program
- 3. Annie the dog visits with residents as often as she can
- 4. Shopping at the Annual Art Show & Sale
- 5. Capt. Walt Boyer, resident, receives Excellence in Advocacy Award from Leading Age NC
- 6. Resident volunteers at the Empty Bowl annual fundraiser for MANNA Food Bank
- 7. Residents & staff joined together for the first annual Sustainability Fair
- 8. Residents present their crafts at the Annual Art Show & Sale
- Board chair Chris Dismukes presents
   Don Lisnerski with a plaque to
   commemorate his nine years of service
   on the Deerfield board





















Establishing a new philanthropy routine is an important aspect of settling into a new community. Often, folks moving to Deerfield from close by already have established relationships with local non-profits. For new residents relocating from further away, finding ways to help others, either by donating or volunteering, is often an important goal. Meeting one-on-one with new residents a few months after their move is complete, we work to match people with opportunities that suit their interests, abilities, and desired level of participation. Whether someone wants an ongoing volunteer job like delivering Meals on Wheels to homebound seniors or a one-time chance to pack weekend food bags for hungry school children at MANNA Food Bank, connecting our residents with people and causes that need them is an important part of our commitment to helping them lead fulfilling, joyful lives.

Both as individuals and as a community, we take Social Accountability seriously. This year, Deerfield donated \$200,000 to the capital campaign to allow MemoryCare, our partner in caring for people with cognitive impairment, to build a new facility and thus expand their program. We also made a four-year pledge of \$50,000 per year to fund the Council on Aging's Seniors Safe at Home program, a service that installs equipment like grab bars and wheelchair ramps in private homes.

Through our Directed Outreach program, residents donated \$328,860.45 to 221 local and

national charities that are somehow aligned with our mission, an 11% increase over 2015. In addition to our long-standing outreach traditions, like providing Thanksgiving dinners for Meals on Wheels shut-ins, this year we also provided 134 backpacks filled with school supplies to the United Way for distribution to local school children and volunteered numerous hours building Habitat for Humanity's Interfaith house.

As quickly as our Wish List was updated, residents stepped forward to fund these special projects. Their generosity enabled us to purchase state-of-the-art lifts to make transfers safer for both patients and staff, as well as medical monitoring devices to record vital signs efficiently. Our new outdoor amenities, a fireplace and a fitness park, created with guidance from and completely funded by residents, add new ways to enjoy our beautiful mountain landscape.

Perhaps the surest sign of the health of our community is the fact that each year our Legacy Society, comprised of people who have designed a gift for Deerfield in their estate plan, continues to grow. These gifts of a lifetime enable us to provide for those who have outlived their resources, care for all of our residents in accordance with our mission, and see Deerfield through its own transitions.

### **Cheryl Gettinger**

Director of Philanthropy



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#### Roger Greenwood

Henry & Norma Kummer

Ingram & Jane Parmley

#### John Harris

Henry & Norma Kummer

#### Virginia Hathaway

Henry & Norma Kummer

### Suzy Hust

Henry & Norma Kummer

The Rev. Tonya Hill Henry & Norma Kummer

#### Robert E. "Buzz" Lee

Mrs. Linda Furr Henry & Norma Kummer Ronald M. Lee

#### Dr. Alexander Maitland, III Mrs. Alexander Maitland, III

Marge & Bill Marshall Jeanie Marshall

#### Lottie Meverson

Henry & Norma Kummer

#### Seymour Meyerson

Henry & Norma Kummer

#### Ingram Parmley

Cecil & Barbara Colon Henry & Norma Kummer Don & Pat Moss Mr. & Mrs. Thomas Rardin Mrs. Jean Suits

#### Jim Pickerina

Mrs. Winnifred O. Pickering

#### Jan Richardson

Henry & Norma Kummer

#### Ken Richardson

Henry & Norma Kummer

#### Carmen Robinson

Henry & Norma Kummer

### Ann "Bobsy" Simes

Dick Besley & Judy Boone Henry & Norma Kummer

#### Paula Sparboe

Mrs. Linda Furr

### Scot Stoney

Dolores G. Borreson

#### Luther Thiapen

Henry & Norma Kummer

#### Ciba Vaughan

Robert Vose & Mary Lou Mayer

#### Patricia Weed

Henry & Norma Kummer Mr. & Mrs. Paul Tremoulet

### **Gifts in Honor**

The Rev. Barbara Eldridge Mrs. Mary Bartholomew

### Havard Family Members

Judy & Jim Havard

### The Rev. Tonva Hill

Mrs. Mary Bartholomew Elizabeth Byerly Mel & Sandra Skiles

#### **Ruth Smith**

Bobbie Coats-Wondrasch

#### The Rev. Lin Walton

Mrs. Mary Bartholomew Mel & Sandra Skiles

#### **GIFTS TO DEERFIELD**

### Aguarium Maintenance

Ms. Dolores Borreson

#### Butterfly Garden

Cheryl & Glen Gettinger In Memory of Rick Yocum Sara & Bill Hoyt

In Memory of Rick Yocum

Mrs. Jean R. Johnson Bob & Gail MacLean

In Memory of Rick Yocum Mr. & Mrs. Robert F. Wernet, Jr.

In Memory of Rick Yocum Mrs. Jacqueline Yocum

#### **Croquet Improvements**

Capt. Walton T. Boyer, Jr.

### Danny Boone Scholarship Fund

Dorel A. Abbott Mr. & Mrs. Blan C. Aldridge

Mr. & Mrs. Blan C. Aldridge In Memory of

Leland Bartholomew

Mike & Lorna Anderberg Mr. G. Martin Anderson &

Dr. Sandra J. Anderson

Anonymous

Carl & Ria Aufdermarsh In Memory of Robert E. "Buzz" Lee Mrs. Helen Hellman

Mary Bartholomew

Mary Bartholomew In Memory of Robert E. "Buzz" Lee Dr. Richard Besley & Dr. Judy Boone

Mr. Bernard A. Boden Mr. & Mrs. Clifton Bogardus

Nancy Bourne & Terry Agner In Memory of Leland Bartholomew Sara & Bill Hoyt

Capt.Walton T. Boyer, Jr. Chick Brown

Pat & Fred Brown Elizabeth Byerly

Walter & Elizabeth Cantrell Rusty & Christine Capers

Mr. O. Beirne Chisolm Amy & Mike Clarke George & Pat Collett

Cecil & Barbara Colon

Cecil & Barbara Colon

In Memory of Leland Bartholomew Dode H. Conrov

T. Jeff Covington

Mr. & Mrs. Neal Culver Mr. & Mrs. Joseph F. Cummings, Jr.

Mrs. Doris Cunningham

Mrs. Kathryn P. Daughton Joan Del Colliano

Mr. Gerald DeLand

David & Beverly Edwards In Memory of Roger Greenwood

Mr. & Mrs. Haves F. Fletcher

Mrs. Robert Fletcher Mrs. Robert Fletcher

In Memory of Robert E. "Buzz" Lee

Mr. John Fragale

Martha, Mandy & Beth Freeman In Memory of Roger Greenwood

Mrs. Linda G. Furr Mrs. Linda G. Furr

In Memory of Robert E. "Buzz" Lee

Len & Kathy Fury Chervl & Glen Gettinger

Mrs. Loree Goodwin

Mrs. Loree Goodwin In Memory of Olga Booth

John & Barbara Gregg

Mr. William Haggard

T. Hartlev Hall, IV Irene Hill Hamly

Judy & Jim Havard In Memory of Leland Bartholomew

Peter & Anna Cay Hawes

Mr. & Mrs. Reginald Hedrick

John & Marjorie Hickman Katharine B. Hilton Col. & Mrs. William Holland

Col. & Mrs. William Holland In Memory of Ann "Bobsy" Simes

Mr. & Mrs. Robert L. Hollis Sara & Bill Hovt

In Memory of Leland Bartholomew

Sara & Bill Hovt In Memory of Robert E. "Buzz" Lee John & Elizabeth Hubbell

Tom & Pea Hughes Jack & Sheila Ingersoll Birgitta Ingvarson

Mr. & Mrs. Harold C. Jacobs Lynda Kepler

In Memory of Ingram Parmley

# Stephanie Yeager **Gifts in Memory**

Dorothy Westly

**Dorel Abbott** Henry & Norma Kummer

# Leland Bartholomew

Henry & Norma Kummer Mr. & Mrs. Russell E. Newton, Jr.

### Bob & Priscilla Bleke

Priscilla Bleke Henry & Norma Kummer

# Horace Brown

# Mr. & Mrs. Rick Yocum

Judith Feldpausch

Suzanne Frederick

### Don & Pat Moss

Lindsay Harper Henry & Norma Kummer

Rubve Keever

Dr. & Mrs. Robert W. Kieffer In Memory of Robert F. "Buzz" Lee Harry & Sydney Kloos Krutulis Charitable Fund Henry & Norma Kummer Mrs. Elizabeth Lamb Dennis & Carol Leach Mr. Ronald M. Lee In Memory of Ciba Vaughan Mrs. Florence Lee Mrs. Polly LeFaivre Myron & Angela Lepro The Rev. Robert Libbey & the Rev. Elizabeth Libbev Jack & Linda Lockett Col. & Mrs. Mahlon H. Long, III Mildred Loretto Nell & Don Loveless In Memory of Robert E. "Buzz" Lee Beverly Lusk Bob & Gail MacLean Mrs. Alexander Maitland, III. Mrs. Alexander Maitland, III In Memory of Dr. Alexander Maitland, III Mrs. Alexander Maitland, III In Memory of Leland Bartholomew Mr. James Russell Mrs. Mary C. Maney In Memory of Roger Greenwood Mrs. Norma B. Marcotte Bubbles J. Marlowe Ms. Jeanie Marshall In Memory of Mary Ann Broos Hal & Nancy Martin Hal & Nancy Martin In Memory of Robert E. "Buzz" Lee Mel & Sandra Skiles Mrs. Marion Mayfield-Johnson The Rev. Nancy McCarthy Nancy & Walter McConnell George McDermott In Memory of Robert E. "Buzz" Lee Clinton H. Smoke, Jr. Ray J. McMinn In Memory of Roger Greenwood Mrs. Marilyn McWilliam Mary P. Merrill & David W. Tarr Lotte & Seymour Meyerson Charles F. & Janet M. Moore Don & Pat Moss Barry & Janis Newbery Mr. & Mrs. Russell Newton, Jr. Mrs. Barbara Jean Newton

Mr. George O. Pfaff Mrs. Nancy Phares Mrs. Winnifred O. Pickering Mrs. Winnifred O. Pickering In Memory of Robert E. "Buzz" Lee Mrs. Mary Pat Thompson Ray & Penny Ponder Ray & Penny Ponder In Memory of John Harris Ray & Penny Ponder In Memory of Priscilla Bleke Mr. & Mrs. John Pvron Mr. & Mrs. John Pyron In Memory of Leland Bartholomew Mrs. Marilee S. Van Wye Tom Rightmyer & Lucy Oliver Tom Rightmyer & Lucy Oliver In Memory of Leland Bartholomew Dr. & Mrs. James Robertson Mrs. Virginia Robertson Mrs. Kat Rorison Mrs. Kat Rorison In Memory of Robert E. "Buzz" Lee Mrs. Kat Rorison In Memory of Roger Greenwood **Garland Samuels** Mr. & Mrs. Franklin D. Sanders Ernie & Gail Save In Memory of Roger Greenwood Shirley P. Schultz Victor & Diane Scott **Robert Simes** Mrs. Vivian Sitton Mel & Sandra Skiles In Honor of Deerfield Employees Mrs. Rickie Sue Smith The Rev. Jane Smith Mr. & Mrs. Uwe Soenksen Bunk & Nancy Spann In Memory of Ann "Bobsy" Simes Bunk & Nancy Spann In Memory of Ingram Parmley Bunk & Nancy Spann In Memory of Lotte Meyerson Bunk & Nancy Spann In Memory of Seymour Meyerson Dave & Ruthie Stagner In Memory of Alice Krutulis Mr. David W. Stewart Esther M. Stone

Parsec Financial Management

Mr. & Mrs. Joseph F. Pawlick, Jr.

Melinda Tempe In Memory of Robert E. "Buzz" Lee Dr. Virginia Templeton & Mr. Steven Plever Dr. Virginia Templeton & Mr. Steven Plever In Memory of Judith Feldpausch Mr. Luther Thigpen Mrs. Mary Pat Thompson In Honor of Elizabeth DuMez Mr. & Mrs. Paul Tremoulet Mrs. Helen Truluck In Memory of Leland Bartholomew Mr. David Van Hoose In Memory of Robert E. "Buzz" Lee In Memory of Leland Bartholomew Mrs. Marilee S. Van Wve In Memory of Robert E. "Buzz" Lee Mary Lou Mayer & Bob Vose Alta Wachs & Family In Memory of John Harris Richard & Susan Walton In Memory of Ingram Parmley Richard & Susan Walton In Memory of Leland Bartholomew Mr. & Mrs. Ben Watson Mr. & Mrs. Robert F. Wernet, Jr. Ann Whaley Jane W. White Ms. Susan White The Rev. & Mrs. Harry Woggon Bobbie Coats-Wondrasch Mr. & Mrs. Frank Wondrasch Mr. & Mrs. Frank Wondrasch In Memory of Leland Bartholomew Peter Yaun & Harriet Govan Stephanie Yeager Doua Youna John & Molly Young John & Molly Young In Memory of Luther Thiapen Mrs. Eleanor Zitin In Memory of Robert E. "Buzz" Lee Dog Park Improvements

Dr. & Mrs. David Garver Mary M. Thomoson Ms. Gail Anderson Mr. & Mrs. James Clow Bill & Judy Durant Dennis & Carol Leach Bob & Gail MacLean Nancy & Walter McConnell Mr. & Mrs. Peter Moffa

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The Rev. & Mrs. Harry Woggon

Health Care Fund In Memory of Robert E. "Buzz" Lee Walter & Elizabeth Cantrell Rusty & Christine Capers Gav W. Coleman In Memory of Dorel Abbott Sara & Bill Hoyt In Memory of Dorel Abbott John & Elizabeth Hubbell In Memory of Dorel Abbott Len & Gail Johnson In Honor of Floyd Domer For his Birthday Nancy & Walter McConnell Mr. James Russell In Memory of Dr. Park Gerdine Mr. James Russell In Memory of Ingram Parmley **Garland Samuels** Mel & Sandra Skiles Mr. & Mrs. Robert F. Wernet, Jr. In Memory of Dorel Abbott Nurse Rosie Mr. & Mrs. George Ahrens Mr. James Russell Outdoor Fireplace Don & Joanne Brannon Outdoor Fitness Park Don & Joanne Brannon Mr. & Mrs. Fred Brooking Mr. & Mrs. Haves F. Fletcher Lynda Kepler Dennis & Carol Leach Ellen T. McCotter Bill & Judy Rex Dr. & Mrs. James Robertson Mel & Sandra Skiles Bunk & Nancy Spann Mr. & Mrs. Frank Wondrasch Doug Young School Supply Drive Doris Alexander Mr. G. Martin Anderson & Dr. Sandra J. Anderson Anonymous Mrs. Bert Barner Mary Bartholomew Jan & Piet Bodenhorst Rusty & Christine Capers Floise Clark

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Bill & Marilyn Hubbard In Memory of Ciba Vaughan The Rev. Robert Libbey & The Rev. Elizabeth Libbey In Memory of Ciba Vaughan

Specialized Lifts for Healthcare Dr. & Mrs. Richard Doyle

#### UNRESTRICTED

AFG Family Group District 1 Mr. Mason Bell Mrs. Olga Booth In Honor of Elizabeth DuMez Jose & Christy Deleon Mr. & Mrs. J. Mitchell Elrod, Jr. Mrs. Marion Mayfield-Johnson Kippy Keever Monk In Memory of Rubye Keever Mr. & Mrs. Cliff Murdock Steven & Wanda Phifer

In Honor of Bob Wernet St. Mary of the Hills Parish Mr. & Mrs. Frank Wondrasch Stephanie Yeager

Woodworking Shop Lee Aiken Ms. Gail Anderson Anonymous Anonymous In Honor of Joe Pawlick Anonymous In Memory of Mike McWeeny Mr. & Mrs. Clifton Bogardus Mrs. Olga Booth Don & Joanne Brannon Ray & Annie Bryant Elizabeth Byerly The Rev. Flizabeth Canham Joanne Deeken Bill & Judy Durant Mr. & Mrs. J. Mitchell Elrod, Jr. Mrs. Robert Fletcher Gaetana & Jerry Friedman Chervl & Glen Gettinger Jean W. Johnson Mark Klein Mrs. Elizabeth Lamb Drs. Wayne & Phyllis Lang Mr. & Mrs. Howard Latty The Rev. Robert Libbey & The Rev. Elizabeth Libbey The Rev. Nancy McCarthy Mrs. Winnifred O. Pickering Meredith P. Reinhold

Deborah W. Robinson

Mrs. Barbara Shannon

Mary Ellen Sheridan

The Rev. Jane Smith

In Honor of Bill Metts

Mrs. Vivian Sitton

Mr. James Russell

Dave & Ruthie Stagner Mrs. Gloria Tatol Melinda Tempe Mr. & Mrs. Paul Tremoulet Mr. & Mrs. Paul Tremoulet In Honor of Bob MacLean Mrs. Marilee S. Van Wye Marleen Allen Varner Ann Whalev Jane W. White Stephanie Yeager In Honor of Bob Sigmon

Deerfield's Directed Outreach program grew significantly this year. The following Charities were supported in 2016.

#### DIRECTED OUTREACH

A Second Look at Sports **ABCCM** ALPS Adult Day Services Alzheimer's Association **WNC Chapter** Alzheimer's Disease Research Alzheimer's Foundation of America American Bible Society American Cancer Society American Chestnut Foundation American Farmland Trust American Friends Service Committee American Heart Association, Inc. American Institute for Cancer Research

American Lung Association American Parkinson Disease Association American Red Cross -Asheville Mountain area American Refugee Committee **AmiciMusic** Anglican Digest Anglicans for Life Appalachian Trail Conservancy APS of Durham Arbor Day Foundation Armed Services YMCA Arrowmont School of Arts & Crafts Arthritis Foundation Asheville Art Museum Asheville Choral Society

Asheville City Schools Foundation

Asheville Community Theater

Asheville Greenworks Asheville Humane Society Asheville Lyric Opera Asheville School Asheville Symphony Asheville-Buncombe Technical Community College Foundation Barnabas Center **BeLoved Community Shelter** Bible Reading Fellowship Bible Study Fellowship Global Headquarters Billy Graham Evangelistic Association Black Mountain College Museum & Arts Center Blue Ridge Orchestra Boy Scouts of America, Daniel Boone Council Boy Scouts of America, **Daniel Webster Council Bovs Town** 

Brain & Behavior

Research Foundation

Brother Wolf Animal Rescue

Cancer Research Institute

CarePartners Foundation

CarePartners Hospice

Carolina Mountain Club

Catholic Relief Services

Children's Hope Alliance

Women for Women

Conservation Trust for NC

American Revolution

Disabled American Veterans

Diana Wortham Theatre

**Doctors Without Borders** 

CarePartners Adult Day Services

Cashiers-Highlands Humane Society

Center for Craft, Creativity & Design

Community Foundation of WNC -

CRU/Campus Crusade For Christ

Power of the Purse Luncheon

Brevard Music Center

C.S. Lewis Institute

CARE

CARE USA

Carter Center

Catholic Charities

Charity Navigator

Clean Water for NC

Council on Aging

Daughters of the

Coalition for Kids, Inc.

**BRCC** Educational Foundation

Friends of the South Buncombe Library Fund for Havwood County General Theological Seminary Genesis Community Loan Fund Gideons International Girls on the Run of WNC **Guilford College** H.E.A.L. Ministries (Uganda) Habitat for Humanity Habitat International

Easter Seals

Elderhostel, Inc.

Family Compass

Feed the Children

Flat Rock Playhouse

Friends of Santa Claus

Friends of the Great Smoky

Mountains National Park

Eliada Homes

EdChoice/Friedman Foundation

Elisha Mitchell Audubon Society

Episcopal Relief & Development

French Broad River Academy for Boys

Friends of the Blue Ridge Parkway

Friends of the Mountains-to-Sea Trail

**Environmental Defense Fund** 

Episcopal Diocese of WNC

Family Research Council

Havwood Community College Haywood Street Congregation & Respite Hearts with Hands

Heifer International Helios Warriors WNC Helpmate

Hendersonville Rescue Mission Homeward Bound Hopewell Cancer Support

Hospice of the Valley Immediate Theatre Project

In Touch

Insight for Living Ministries Interfaith Assistance Ministry

InterVarsity

Irene Wortham Center Jewish Family Services of WNC, Inc. Jimmy V Foundation for

Cancer Research John C. Campbell Folk School Just Economics of WNC

Juvenile Diabetes Research Foundation Kanuga Conferences

Kids4Peace Lake Logan Episcopal Center Learning Ally Legal Aid of North Carolina Leukemia & Lymphoma Society Ligonier Ministries Literacy Council of **Buncombe County** Little Brothers -Friends of the Elderly MAHEC Foundation Mainstay MANNA Food Bank

Martin Luther King, Jr. Association of Asheville MD Anderson Cancer Center Meals on Wheels

Melanoma Research Foundation MemoryCare

Micah Institute Mission Anabanino Mission Health Care Foundation Mission to the World Missionary Flights International MOAA Military Family Initiative

NARAI National Multiple Schlerosis Society Carolinas National Park Foundation

National Parkinson's Foundation National Parks

Conservation Association Nature Conservancy Nature Conservancy of North Carolina

Navy-Marine Corps Relief Society NC Interfaith Power & Light NC Stage Company

New City School

North Carolina Arboretum Society North Carolina Wildlife Federation

Open Hearts Art Center Opera Creations **Operation Homefront** 

of the Carolinas Osteogenesis Imperfecta

Foundation Our Daily Bread Ministries Ovarian Cancer Research

Fund Alliance Paralyzed Veterans of America Parents for Educational Freedom

in North Carolina Partnership for Pastoral Counseling Pediatric Brain Tumor Foundation People for the Ethical Treatment of Animals

Physicians Committee for Responsible Medicine Pisgah Legal Services

Planned Parenthood Planned Parenthood Federation

of America

Preservation Society of Asheville & **Buncombe County** 

Read to Succeed Asheville Resource Center for Women &

Ministry in the South

RiverLink

Rotary Club of Asheville Rotary Club of Biltmore

**Rotary Foundation** 

Donor Advised Fund Salvation Army

Samaritan's Purse Shikabania School

Shriner's Hospital for Children Sierra Club Foundation

Sjogren's Syndrome Foundation

Society of St. John the Evangelist

Southern Appalachian Highlands Conservancy Southern Poverty Law Center

Special Olympics North Carolina St. Jude's Children's Hospital

St. Vincent de Paul Society Susan G. Komen

The River

Toys for Tots Foundation Uhuru Child

**UNC** Asheville Foundation

UNC-TV UNICFF

United Way

United Way of Haywood County US0

USO of North Carolina

Verner Center for Early Learning **WCQS** 

Wellesley College

Western Carolina Rescue Ministry WNC Citizens for an

End to Institutional Bigotry

WNC Jewish Federation WNCAP

Womansong

Womansong New Start Program World Methodist Museum

Wounded Warrior Project Wreaths Across America Younglife YoungLives YWCA of Asheville

The following donors made gifts to Deerfield for Directed Outreach to one or more organizations in 2016:

Carol R. Ackrill Roy & Nancy Adams Mr. & Mrs. Blan C. Aldridge Anonymous Dr. & Mrs. William Atkins Mrs. Maria-Gladys Baillard Mrs. Bert Barner Mary Bartholomew Gary & Louise Beck Dr. Richard Besley & Dr. Judy Boone Stephanie & Gary Book Ms. Dolores Borreson Capt. Walton T. Bover. Jr. Ray & Annie Bryant Elizabeth Byerly Walter & Elizabeth Cantrell Mr. Eugene "Bob" Carr, Jr. Robert & Jo Chandler Amy & Mike Clarke Mr. & Mrs. James Clow Mrs. Betty Cobble Mrs. Jill Cochrane George & Pat Collett Cecil & Barbara Colon Dode H. Conrov Mr. & Mrs. Joseph F. Cummings, Jr. Ms. Doris Daniels Mrs. Kathryn P. Daughton Mr. & Mrs. Norm Dawson Deerfield Residents Joan Del Colliano Mr. Gerald DeLand Mr. & Mrs. Floyd Domer Bill & Judy Durant The Rev. Barbara Eldridge Mr. & Mrs. J. Mitchell Elrod, Jr. Mr. & Mrs. Haves F. Fletcher Mrs. Robert Fletcher Mrs. Kathy Foster Mrs. Suzanne Frederick Gaetana & Jerry Friedman

Gaetana Friedman

Mrs. Linda G. Furr Cheryl & Glen Gettinger Dr. & Mrs. James H. Godfrey Mrs. Eugenia S. Goff Mrs. Loree Goodwin James & Claire Graves John & Barbara Gregg Jeanie J. Hale T. Hartley Hall, IV Judy & Jim Havard Peter & Anna Cav Hawes Doris Headley Mrs. Helen Hellman Col. & Mrs. William Holland Mr. & Mrs. Robert L. Hollis Sara & Bill Hoyt Bill & Marilyn Hubbard John & Elizabeth Hubbell Mr. & Mrs. Harold C. Jacobs Mr. & Mrs. Ted Jakubowski Dick & Sue Johannes Lynda Kepler Mark Klein Jim & Linda Kovac Krutulis Charitable Fund Henry & Norma Kummer Mrs. Elizabeth Lamb Drs. Wayne & Phyllis Lang Dr. Jav Lathrop Dennis & Carol Leach Mrs. Florence Lee Mrs. Polly LeFaivre Myron & Angela Lepro The Rev. Robert Libbey & the Rev. Elizabeth Libbey Jack & Linda Lockett Beverly Lusk Bob & Gail MacLean Mrs. Alexander Maitland, III Mrs. Norma B. Marcotte Ms. Jeanie Marshall The Rev. Nancy McCarthy Nancy & Walter McConnell George McDermott Mary P. Merrill & David W. Tarr Bill & Mary Metts Luther & Nancy Mills Charles F. & Janet M. Moore Mrs. Phoebe Nelson Barry & Janis Newbery Mr. & Mrs. Russell Newton, Jr. Mrs. Barbara Jean Newton

Mrs. Jane Parmley

Mr. & Mrs. Joseph F. Pawlick, Jr. Ada "Tate" Phillips Mrs. Winnifred O. Pickering John & Ethel Piper Mrs. Betty Pond Ray & Penny Ponder Ms. Becky Prevost Bill, Susan, Wes, & Sam Pyron Tom & Shirley Rardin Mr. Jack Reak Helen Reilly Meredith P. Reinhold Tom Rightmyer & Lucy Oliver Dr. & Mrs. James Robertson Anne & Bobby Robinson Mr. & Mrs. Spencer Robinson Dr. & Mrs. Joel Rosenberg James Rowan III & Regina George Mr. & Mrs. Franklin D. Sanders Victor & Diane Scott Kathleen V. Sheffer Mary Ellen Sheridan Robert Simes Mel & Sandra Skiles The Rev. Jane Smith Clinton H. Smoke, Jr. Mr. & Mrs. Uwe Soenksen Mrs. Mary W. Sorum Dave & Ruthie Stagner Mr. Wavne Steinmetz Mrs. Jean Suits Mr. John E. Swan, Sr. Melinda Tempe Mrs. Mary Pat Thompson Mr. & Mrs. Paul Tremoulet Mrs. Helen Truluck Alice Urland Mrs. Marilee S. Van Wye Marleen Allen Varner Richard & Susan Walton Laura Ward Christina S. Wehmever Mr. & Mrs. Robert F. Wernet, Jr. **Dorothy Westly** Ann Whalev Debbie Wilbanks Barbara S. Wilson (Prue) The Rev. & Mrs. Harry Woggon Bobbie Coats-Wondrasch Mr. & Mrs. Frank Wondrasch Stephanie Yeager John & Molly Young



# **DEERFIELD EPISCOPAL RETIREMENT COMMUNITY, INC. Balance Sheets** September 30, 2016 and 2015

Assets	2016	2015
Current assets:		
Cash and cash equivalents	\$ 18,102,316	\$ 49,293,773
Investments	64,123,647	39,535,448
Accounts receivable	1,372,106	1,018,629
Prepaid expenses	169,702	147,454
Inventories	72,166	68,235
Current portion of assets limited as to use	718,335	3,982,483
Total current assets	84,558,272	94,046,022
Non-current assets:		
Assets limited as to use:		
By Board for:		
Statutory operating reserves	5,852,793	5,502,420
Benevolent assistance	1,442,420	1,319,364
Mission advancement fund	7,200,000	-
Under bond indenture agreement	718,336	5,759,567
Under donor restrictions	2,188,171	1,842,637
Total assets limited as to use	17,401,720	14,423,988
Less current portion	(718,335)	(3,982,483)
Total assets limited as to use, less current portion	16,683,385	10,441,505
Property and equipment, net	132,072,653	127,571,874
Cost of acquiring continuing care contracts, net	268,296	313,766
Deferred financing costs, net	1,353,338	1,473,798
Total non-current assets	150,377,672	139,800,943
Total assets	\$ 234,935,944	\$ 233,846,965
Liabilities and Net Assets		
Current liabilities:	Φ 0.155.014	Ф 1710.000
Accounts payable	\$ 3,155,214	\$ 1,712,338
Accrued salaries and wages	241,085	573,489
Accrued interest payable	614,614	1,447,483
Other accrued liabilities	967,359	737,026
Refundable entrance fees	900,000	1,100,000
Current portion of bonds payable	2,710,000	2,535,000
Total current liabilities	8,588,272	8,105,336
Long-term liabilities:	005.000	202 502
Deferred parking revenue	605,322	622,520
Refundable parking fees	120,000	125,000
Admission deposits	2,417,784	2,615,492
Refundable entrance fees, less current portion	8,249,007	9,720,335
Deferred revenue from entrance fees	74,928,965	69,949,656
Deferred customization revenue	770,930	395,463
Bonds payable, less current portion	95,815,547	97,331,541
Total long-term liabilities	182,907,555	180,760,007
Total liabilities	191,495,827	188,865,343
Net assets:		
Unrestricted	37,891,994	39,891,226
Temporarily restricted	2,188,171	1,730,444
Permanently restricted	3,359,952	3,359,952
Total net assets	43,440,117	44,981,622
Total liabilities and net assets	\$ 234,935,944	\$ 233,846,965

### Statements of Cash Flows

For the Years Ended September 30, 2016 and 2015

	2016	2015	
Operating activities:			
Change in net assets	\$ (1,541,505)	\$ 7,136	
Adjustments to reconcile change in net assets to cash			
provided (used) by operating activities:			
Depreciation and amortization	5,229,987	5,157,716	
Amortization of bond premium	(31,068)	-	
Loss on refunding	6,289,230	-	
Loss on disposal of assets	2,260	0.000.450	
Entrance fees received	10,831,380	9,680,452	
Amortization of entrance fees	(8,819,260)	(7,811,529)	
Net change in:	(00.007.400)	(0.470.500)	
Investments and other assets limited as to use	(32,607,162)	(8,476,526)	
Accounts receivable	(353,477)	52,642	
Interest receivable	(00.040)	11,997	
Prepaid expenses	(22,248)	(15,713)	
Inventories	(3,931)	(9,000)	
Accounts payable and accrued liabilities	(1,304,267)	46,096	
Deferred parking revenue and refundable parking fees Admission deposits	(22,198)	(35,038)	
Net cash provided (used) by operating activities	661,941 <b>(21,690,318)</b>	1,791,433 <b>399,666</b>	
	(21,090,310)	399,000	
Investing activities:			
Purchases of property and equipment	(8,896,151)	(2,623,581)	
Proceeds from sale of property and equipment	6,518	-	
Change in assets limited as to use	5,041,231	807,058	
Net cash used by investing activities	(3,848,402)	(1,816,523)	
Financing activities:			
Payment on bonds payable	(47,993,105)	(23,190,000)	
Proceeds from bond issuance	46,440,668	19,100,000	
Bond issuance costs (incurred) refunded	(660,135)	26,177	
Interest paid as part of the refunding of bonds payable	(5,358,220)	-	
Refunds of deposits and refundable fees	(1,549,595)	(730,909)	
Refundable entrance fees received	3 ,467,650	1,146,317	
Net cash used by financing activities	(5,652,737)	(3,648,415)	
Change in cash and cash equivalents	(31,191,457)	(5,065,272)	
Cash and cash equivalents, beginning of year	49,293,773	54,359,045	
Cash and cash equivalents, end of year	\$ 18,102,316	\$ 49,293,773	
Supplemental cash flow information:			
Interest paid	\$ 4,366,096	\$ 3,864,816	
Non-cash activities:			
Purchase of property and equipment in accounts payable			
and accrued liabilities at year-end	\$ 705,827	\$ 308,600	
Entrance fee refund included in accounts payable at year-end	\$ 1,106,376	\$ -	

# **DEERFIELD EPISCOPAL RETIREMENT COMMUNITY, INC. Statements of Operations and Changes in Net Assets**For the Years Ended September 30, 2016 and 2015

	Unrestricted	Temporarily Restricted	Permanently Restricted	2016	2015
Revenues, gains and other support:	Unitestricted	nestricteu	nestricteu	2016	2013
Resident fees	\$ 22,614,267	\$ -	\$ -	\$ 22,614,267	\$ 22,418,234
Net realized loss on investments	(1,529,196)	· -	· -	(1,529,196)	3,887,446
Net unrealized gain on investments	2,928,493	-	-	2,928,493	(5,794,237)
Contributions and bequests	158,546	-	-	158,546	440,954
Interest and dividend income	1,294,569	-	-	1,294,569	620,155
Amortization of entrance fees	8,819,260	-	-	8,819,260	7,811,529
Other income	732,237	-	-	732,237	797,009
Net assets released from restriction—operating	982,144	(982,144)	-	-	-
Total revenues, gains and other support	36,000,320	(982,144)	-	35,018,176	30,181,090
Expenses:					
Resident care	13,196,339	-	-	13,196,339	12,667,304
Management and general	4,008,393	-	-	4,008,393	3,993,543
Plant operations and maintenance	5,654,983	-	-	5,654,983	5,113,984
Fund development	112,514	-	-	112,514	118,885
Interest	3,508,106	-	-	3,508,106	3,696,345
Depreciation and amortization	5,229,987	-	-	5,229,987	5,157,716
Total expenses	31,710,322	-	-	31,710,322	30,747,777
Operating income (loss)	4,289,998	(982,144)	-	3,307,854	(566,687)
Nonoperating loss:					
Loss on refunding of bonds payable	(6,289,230)	-	-	(6,289,230)	-
Excess of revenues under expenses	(1,999,232)	(982,144)	-	(2,981,376)	(566,687)
Other changes in net assets:					
Contributions	-	1,439,871	-	1,439,871	573,823
Change in net assets	(1,999,232)	457,727	-	(1,541,505)	7,136
Net assets, beginning of year	39,891,226	1,730,444	3,359,952	44,981,622	44,974,486
Net assets, end of year	\$ 37,891,994	\$ 2,188,171	\$ 3,359,952	\$ 43,440,117	\$ 44,981,622

The financial statements shown do not include notes, which are considered a significant part of financial statements. The complete audited financials are available upon request.





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