

### Message From the Executive Director

In 2012, The Guidance Center did much more with less. We stretched our available funding and saw more clients and delivered more direct service than any year in our 75 year history. The only way any organization or business can accomplish more with less is by finding savings and efficiencies or by working harder and longer hours. We found ways to work harder and live more frugally so that more people could be served.



Despite the recovery of our nation's economy, social services systems in Kansas are still living on extremely limited resources while experiencing growth in demand for services. State Hospital utilization is up also and TGC does all it can to provide community based alternatives while operating on less State funding. No one who asked for a service in 2012 was denied that service due to lack of funding as a sole reason. However, we are extremely worried about the future as more and more people seeking services have no insurance to pay for their care. I believe we have reached our limit of providing services to everyone regardless of their ability to pay. We will be talking with State and local officials about this crisis of support and we will attempt to find ways to restrict services without putting clients or our community in danger. It is clear that we cannot continue on the present course and maintain our financial viability. We must balance our budget each and every year and I will continue to commit TGC to fiscal accountability and responsibility.

The Guidance Center can boast of many accomplishments in 2012. Our staff of committed professionals continues to amaze me with their creativity and stubborn commitment to see their clients reach their treatment goals. TGC has the brightest and most accomplished professional staff and I believe there is no better place for someone to receive behavioral healthcare. In this report you will find detailed information about who we helped and how we accomplished our work. I look forward to 2013 as we attempt to maintain our quality service while at the same time increasing our financial resources.

Keith Rickard  
Executive Director

*The Guidance Center Staff and Board of Directors wish to express our sincere gratitude to the individuals and businesses who provided financial support to our organization and its mission. Your 2012 investment enabled us to provide mental health services to nearly 2,000 uninsured and underinsured individuals living in our communities.*

### 2012 DONORS

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Genoa Healthcare	The Sunflower Foundation	Tracy Gallaway
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# THE GUIDANCE CENTER

## Atchison, Jefferson & Leavenworth Counties

*Promoting Healthy Communities by providing integrated behavioral health care services and partnering in the delivery of general healthcare to those we serve.*

*"Each of us has the right and the responsibility to assess the road which lies ahead and those over which we have traveled, and if the future road looms ominous or unpromising, and the road back uninviting-inviting, then we need to gather our resolve and carrying only the necessary baggage, step off that road into another direction. If the new choice is also unpalatable, without embarrassment, we must be ready to change that one as well." ~ Maya Angelou*



# 2012 ANNUAL REPORT

## TO OUR INVESTORS & STAKEHOLDERS

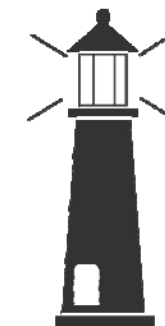
### TGC EXECUTIVE TEAM

**Executive Director -**  
Keith Rickard, LCP, MBA  
**Operations Director -**  
Kate Werring, LSCSW, ACSW  
**Clinical Director -**  
David Barnum, Ph.D., LP  
**Community Based Services Director -**  
Samantha Adams, LMSW

**Medical Director -**  
William Warnes M.D.  
**Finance Director -**  
Jerry McDonald, MBA  
**Information Systems Director -**  
Erik Nyberg, MHSA  
**Human Resource Director -**  
Kristin Robinson, PHR

### 2012 BOARD OF DIRECTORS

<b>Atchison County</b> Jim Krone Rea Laffin, Treasurer Paul Moccia Aggie Asher	<b>Jefferson County</b> Pat Happer Loren Lutes Tim Marshall James Tweed	<b>Leavenworth County</b> Jay Byrne, President Jerry Gies, Secretary Kathryn Meyer, Vice President Laura Batson
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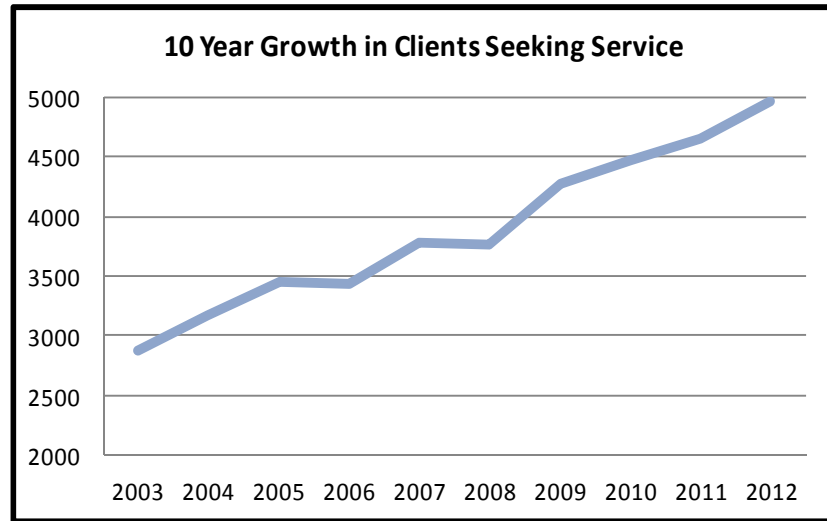


### THE GUIDANCE CENTER

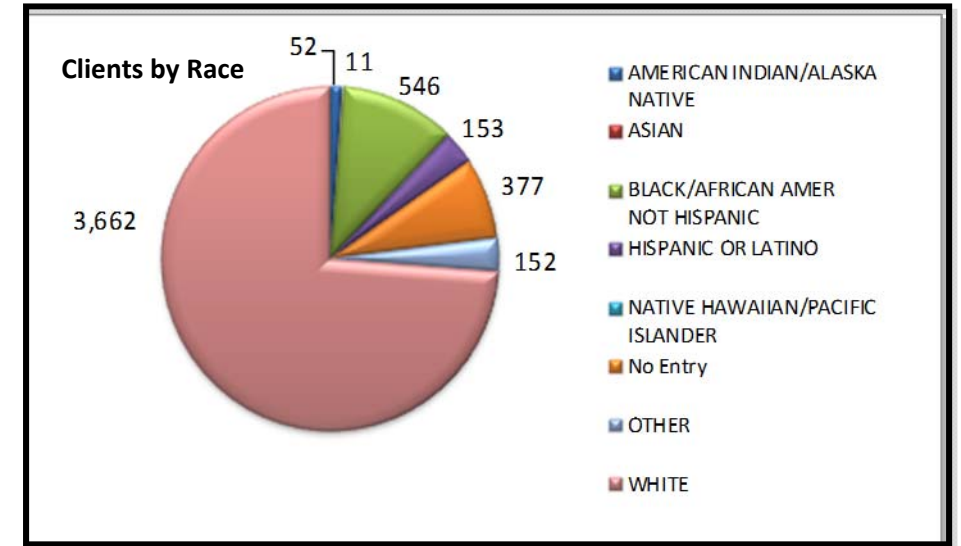
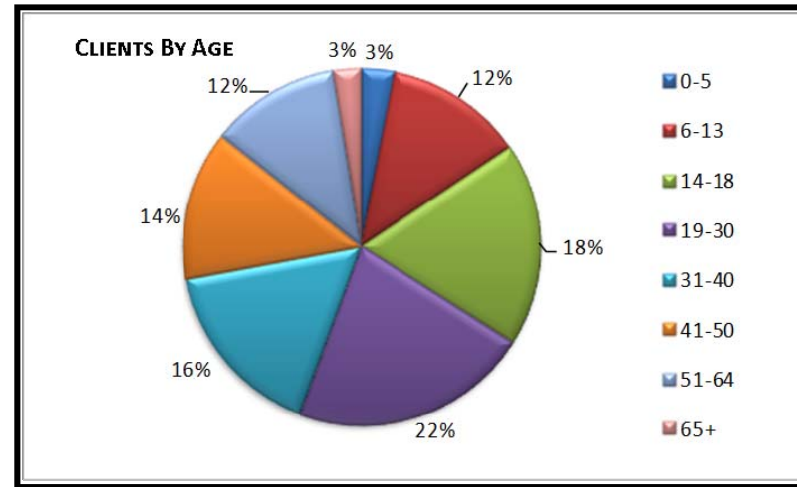
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201 Main Street , Atchison, KS 66002 - 913-367-1593  
1102 Walnut St. 66066 , Oskaloosa, KS - 785-863-2929

[www.theguidance-ctr.org](http://www.theguidance-ctr.org)

The Guidance Center provided behavioral health services for 4,960 residents in 2012. This was a 6.5% increase over 2011. Of those seen, 1,791 were uninsured, and received services based upon a slide fee scale.



TGC has experienced an 80% growth in the number of clients seen since 2003.

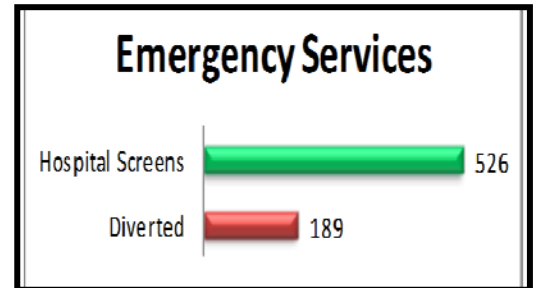


In 2012, The Guidance Center identified and provided services for 31 homeless individuals with serious mental illness through our Program for Assistance in Transition from Homelessness Grant. We helped 12 of those individuals attain permanent housing, 10 transitional housing, 7 earned income, 4 SSI/SSDI or VA benefits, and 1 obtained medical insurance.

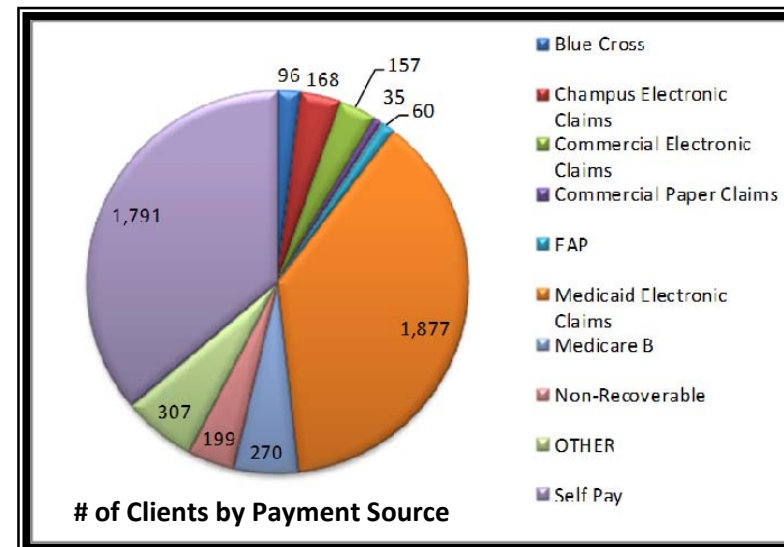
**CLIENTS BY DIAGNOSIS**

Affective Disorders	1,319
ADHD/Disruptive Behavior	564
Substance Abuse Related	257
Schizophrenia	250
Anxiety Disorder	371
Adjustment Disorder	470
Eating Disorder	2
Impulse Control Disorder	37
V-Codes	54
Personality Disorders	22
Other Diagnosis	1,717

The cost for hospitalization at Rainbow (the closest state supported facility), is \$632.00 per day. The average length of stay is 12 days. The cost of community based services averages \$125 per day. By diverting 189 individuals from hospitalization, TGC saved tax payers approximately \$1,149,876.



DIRECT SERVICE HOURS	2012	2011
Outpatient Therapy, Med Management & Groups	22,776	21,382
Youth Case Management	21,057	22,496
Early Childhood Case Management	3,994	2,558
Youth Psychosocial	60,604	55,999
Psychosocial EC	13,496	14,721
Youth Attendant Care	10,429	11,589
Parent Support	2,504	2,785
Home Based Therapy	450	18
Respite	939	904
Adult Case Management	9,421	9,406
Adult Psychosocial	12,647	16,187
Federal Probation & BOP	2,396	1,796
Peer Support	166	401
Adult Attendant Care	411	643
Emergency Services	2,226	1,385
<b>TOTAL</b>	<b>163,516</b>	<b>162,170</b>



The Guidance Center's proactive fiscal management has enabled us to provide services for uninsured and underinsured clients. Unfortunately, shrinking state and federal grants threatens our ability to do so in the future.

**SUMMARY OF OPERATING EXPENSES AND REVENUE**

Revenue	2012	2011
For services provided, TGC billed clients:	\$ 10,031,099	\$ 10,463,683
But because of required contractual and other allowances, and the inability of patients to pay in full, TGC wrote off:	\$ 2,877,742.	\$ 2,395,713
Therefore net from patient services were:	\$ 7,153,357	\$ 8,067,970
In addition TGC received:		
State Aid:	\$ 323,826	\$ 323,826
County Taxes:	\$ 192,790	\$ 203,195
Grants, Donations & Other	\$ 1,364,186	\$ 844,884
<b>Total Operating Revenue:</b>	<b>\$ 9,034,159</b>	<b>\$ 9,439,875</b>
<b>Operating Expenses</b>		
TGC Paid:		
For Salaries, Wages, and Employee Benefits:	\$ 7,178,167	\$ 7,316,052
Supply and ancillary services, and	\$ 1,790,167	\$ 2,052,853
<b>Total Operating Expenses:</b>	<b>\$ 8,968,334</b>	<b>\$ 9,368,905</b>
<b>Excess of Revenue Over Expenses</b>	<b>\$ 65,825</b>	<b>\$ 70,970</b>

UNDUPLICATED CLIENTS SERVED BY COUNTY	2012	2011	% Change
Atchison County Residents	1,141	1,063	+8.3%
Jefferson County Residents	589	585	+0.9%
Leavenworth County Residents	2,832	2,639	+7.6%
Out of County Residents	398	371	+2.8%
<b>TOTAL</b>	<b>4,960</b>	<b>4,658</b>	<b>+6.5%</b>
<b>TOTAL SERVED EXCLUDING NON-RESIDENTS</b>	<b>4,562</b>	<b>4,287</b>	<b>+6.4%</b>