



annual
REPORT
2012 - 2013





ABOUT The Heat and Warmth Fund

Mission Statement

THAW is a leading provider of utility assistance for Michigan residents in need. We collaborate with our partners to deliver services that support long-term energy solutions.

The Heat And Warmth Fund, THAW, is an independent non-profit (501(c)(3) agency that provides low-income individuals and families in Michigan with emergency energy assistance.

Heat and electricity are essential and basic human needs during a Michigan winter. THAW was established in 1985 in order to improve the quality of life in Michigan and prevent human suffering by helping low-income families who were falling through the ever-widening cracks of existing social service programs. Now, more than 28 years later, the number of Michigan households facing huge energy burdens is staggering.

Since its inception, THAW has distributed more than \$125 million in assistance to more than 175,000 Michigan households.

Recipients of THAW assistance include the elderly, unemployed, underemployed and disabled individuals who found themselves in an energy crisis. More than 70% of the households we assist have a child or senior in the home; these populations are especially vulnerable to the cold. THAW programs are open to eligible Michigan residents.

Additional information about
THAW can be found at
www.thawfund.org

THE HEAT AND WARMTH FUND

Leadership & Governance

EXECUTIVE COMMITTEE

PRESIDENT

Linda Blair

ITC Holdings Corp.

VICE PRESIDENT

Mark Stiers

DTE Energy

TREASURER

Terry Oprea

Mort Crim

Communications, Inc.

SECRETARY

Bertram Marks

Litigation Associates

Trial Law Firm

HONORARY FOUNDING MEMBERS

Frank W. Culver

Jack Schwab

Community Volunteer

Geneva Williams

Detroit City Connect

BOARD OF DIRECTORS

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ViSalus Sciences

Carl Bentley

Strategic Staffing Solutions

Jerry Carlson

Microsoft

David Ellis

AABE

Carl English

American Electrical Power

(Retired)

Susan Foley

University of Michigan

Health System

Daniel Forsyth

SEMCO Energy

Michelle Lemerond

Comerica Bank

Mark Lichtman

ZenaComp Incorporated

Kirk Mayes

Brightmoor Alliance

Tom O'Masta

Consumers Energy

(Retired)

Patti Poppe

Consumers Energy



Last year, THAW provided assistance to:

15,000 Michigan Households

23,000 Children

w/7,000 ages newborn to preschool

17% Senior Citizens

40% are working

40% of THAW's assistance dollars are distributed outside Macomb, Oakland, and Wayne County.

In addition to gas and electricity, THAW also provides assistance for fuels such as wood and propane. We have more than 80 screening sites that span from Detroit to the Upper Peninsula.



THAW Highlights



THAW Innovation Programs

The future goal of THAW is to also provide customer assistance prior to crisis through energy education and income-eligible programs. Partnerships with utility companies allow us to create programs aimed to provide solutions for low-income households to empower the customer and take control of their energy use.



Thank You Consumers Energy

Each year Consumers Energy selects charities that provide emergency assistance and crisis management to their customers. In addition to providing financial assistance to those in need, this investment will support the future goal of creating innovative customer solutions.



Social Entrepreneurship Challenge

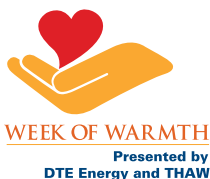
Ecotelligent Homes and ReSource Fund received awards from Consumers Energy and THAW as winners of a Fostering Energy Affordability Award sponsored through the Pure Michigan Social Entrepreneurship Challenge. The challenge encouraged new business ideas and emerging companies that focused on sustainable social change in a wide range of areas including energy, environment and health.





Microsoft Grant

Microsoft celebrated its retail store Grand Opening at the Somerset Collection in Troy by awarding grants to local non-profits. THAW is proud to have been chosen as a Microsoft Community Partner and recipient of a \$125,000 software grant.



Week of Warmth

In partnership with DTE Energy, THAW raised over **\$600,000** during the 2012 Week of Warmth. This week-long series of events helps raise awareness of our customer's needs, raise funds to provide assistance, and highlights the partnership between THAW and DTE Energy,



Michigan Energy Assistance Program (MEAP) Grant

THAW was awarded \$15.5 million from the newly legislated State funding - Michigan Energy Assistance Program (MEAP). A portion of this grant will be invested in innovative programs and THAW customer solutions.



2012 - 2013

Financial Snapshot

Expenses	2013
Program Services	17,573,772
Management & General	647,161
Fundraising	867,408
Total Expenses	19,088,341

Support	2013
Public and Corporate Support	5,338,376
Utility and Fuel Company Cash Support	2,208,906
Foundations and Grants	8,112,886
Faith-Based and St. Vincent de Paul	1,379,500
Interest and Misc. Income	146,731
Total Cash Support	17,186,399

In-Kind (donated) Support	63,268
Utility Match or Bill Credits	1,406,283
Total Non-Cash Support	1,469,551
Grand Total	18,655,950

Program Services Expenses	17,573,772
Total Functional Expenses	19,088,341
Program Ratio	92%



Revenue & Expenses

THE HEAT AND WARMTH FUND STATEMENT OF ACTIVITIES FOR THE YEAR ENDED JUNE 30, 2013 WITH COMPARATIVE TOTALS FOR 2012

Revenue & Support

	2013	2012
Grants	7,662,317	10,907,435
Public/Corporate Support	5,338,376	2,220,563
Foundations	450,569	425,470
Utility Support and Match	2,208,906	2,212,325
Interest	2,381	3,066
Faith Based/St. Vincent de Paul	1,379,500	585,760
Miscellaneous	144,350	2,001,006
Total Revenue/Support		18,355,625

Expenses

	2013	2012
Direct Assistance	15,598,040	8,602,975
Salaries & Benefits	1,452,583	1,288,749
Office Expenses	302,674	314,385
Contractual Expenses	1,100,527	395,974
Applicant Screening/Referral	194,083	92,688
Travel & Meetings	108,834	91,803
Promotion & Advertising	110,138	128,250
Bad Debt Expense	8,447	18,000
Equipment: Purch./Repair/Maint.	44,593	37,466
Web Based System: Updates/Maint.	52,416	28,984
Depreciation	5,177	29,320
Other Expense	110,829	64,042
Total Expenditures	19,088,341	11,092,636

Assets & Liabilities

THE HEAT AND WARMTH FUND STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30, 2013 WITH COMPARATIVE TOTALS FOR 2012

Assets

	2013	2012
Current Assets:		
Cash Equivalents	8,249,618	9,933,402
Pledges Receivable	30,184	9,337
Prepaid Expenses	100,252	23,940
Grants Receivable	8,045	213,182
Total Current Assets	8,388,099	10,179,861
At cost, less accumulated depreciation of \$552,945 in 2013 and \$549,443 in 2012.	6,097	11,274
Total Assets	8,394,196	10,191,135

Liabilities and Net Assets

	2013	2012
Current Liabilities:		
Accounts Payable	36,769	15,497
Accrued Liabilities	150,351	129,888
Total Current Liabilities	187,120	145,385
Net Assets:		
Temporarily Restricted	2,482,625	5,790,850
Unrestricted	5,724,451	4,254,900
Total Net Assets	8,207,076	10,045,750
Total Liabilities & Net Assets	8,394,196	10,191,135

CORPORATE SUPPORT

\$50,000+

Consumers Energy
DTE Energy
SEMCO Energy

\$10,000-\$49,999

Barton Malow Company
Comerica Bank
Community Financial
Diversified Minority Services, Inc.
DTE Energy - Nuclear Development
Fifth Third Bank
Flagstar Bank
ITC Holdings Corp.
JP Morgan Chase
Panhandle Energy
Strategic Staffing Solutions, Inc.
Total Foundations LLC

\$2,500-\$9,999

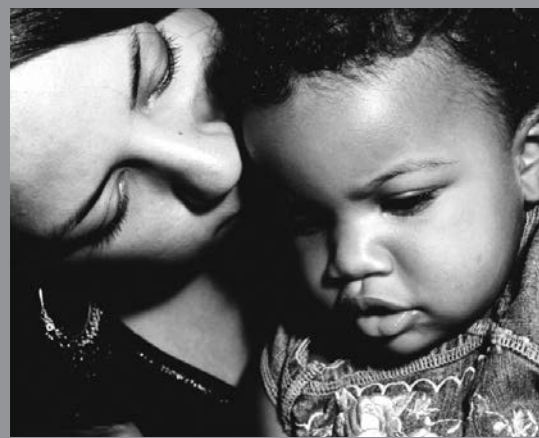
AAA Michigan
ABB Inc.
American Jewelry and Loan
Art Van Furniture
AT&T Services, Inc.
Bigard & Huggard Drilling, Inc.
Blue Cross Blue Shield of Michigan and Blue Care Network
Citizens Gas Fuel Company
DeMaria Building Company
Devon Facility Management
Doeren Mayhew
Dykema Gossett, PLLC
Eagle Excavation, Inc.
Environmental Consulting & Technology, Inc.
Experian
Ferndale Electric Company
Guaranty Bank
Guardian Plumbing & Heating, Inc.
Hainer & Berman PC
HAP
Harris & Harris, LTD
Holland Engineering, Inc.
Ilitch Holdings, Inc.
Immersion Graphics, Inc.
Inner-Tite Corporation

Invenergy, LLC
J.J. Barney Construction, Inc.
Jim Causley Buick GMC
Lambert, Edwards & Associates, Inc.
Les Project Holdings, LLC
M.J. Electric, LLC
Manpower International, Inc.
Masco Corporation
Meritor
MG Strategy, LLC
Miller Pipeline Corporation
Mitsubishi Electric Power Products, Inc.
Power Line Supply
Professional Building Maintenance
PVS-Nolwood Chemicals, Inc.
Quicken Loans
R.L. Coolsaet Construction Co.
Schaller Corporation
Seel, LLC
The Active Network, Inc.
The Bradley Co.
The Hydraker - Wheatlake Company
The Taubman Company
Utility Resource Group, LLC
Vector Pipeline, L.P.
Verizon

FOUNDATION SUPPORT

Asplundh Family Public Foundation
Bank Of America Charitable Foundation
Bellaimey Family Foundation
Carl and Irene Morath Foundation
Erb Family Foundation Employee & Matching Gift Program
Ford Motor Company Fund
Innogive Foundatoin

Max M. & Marjorie S. Fisher Foundation, Inc.
PNC Foundation
Skillman Foundation
The Harvey Hubbell Foundation
The Kresge Foundation
The Seed Foundation
The W.J. Lillian Kemler Foundation



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www.thawfund.org