

annual
REPORT
2013 - 2014



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.

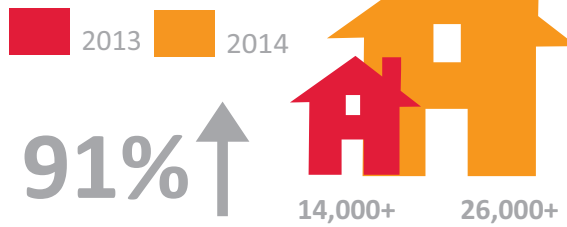
Since its inception, THAW has distributed more than \$145 million in assistance to more than 200,000 Michigan households.

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

QUICK FACTS

HOUSEHOLDS SERVED*



Over **30,000** children and **5,000** seniors lived in households that received energy assistance last year.



72 partner agencies distributed over
\$20 million of energy assistance in
67 Michigan counties.

Last winter, calls to THAW's assistance hotline increased by

40%



80% of the customers who received THAW assistance last year were first time assistance seekers.



On average, limited-income households spend **one-third** of their monthly income paying for energy.**

THAW THE HEAT AND WARMTH FUND

Neighbors Helping Neighbors In Need

thawfund.org

1.800.866.THAW

*Data comparing FY12/13 - FY13/14 **Source: Center for American Progress

THE HEAT AND WARMTH FUND

Leadership & Governance

EXECUTIVE COMMITTEE

PRESIDENT

Mark Stiers

DTE Energy

VICE PRESIDENT

Terry Oprea

*Mort Crim
Communications, Inc.*

TREASURER

Tom O'Masta

Consumers Energy

SECRETARY

Bertram Marks

*Litigation Associates
Trial Law Firm*

MEMBER AT LARGE

Jerry Carlson

Microsoft

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

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

Doug Detterman

Consumers Energy



THAW Highlights



MEAP Grant Award

THAW was awarded the largest MEAP grant award in the history of our organization: \$15.5 million. This funding allowed THAW to serve 91% more households in need than the previous heating season. A portion of this grant was invested in innovative programs and THAW customer solutions.



Thank You Consumers Energy

Consumers Energy provided \$1.5m in innovation funding to THAW to invest in a pilot program to help customers learn how to reduce their energy consumption.

In response to the frigid winter weather, Consumers Energy donated an additional \$500k in energy assistance for THAW to help more families in need.



Affordable Payment Programs

THAW educated and enrolled customers in affordable payment programs in partnership with DTE Energy, Consumers Energy, and SEMCO Gas, respectively. The programs were aimed to provide ongoing case management to customers on a monthly basis, and establish an affordable payment schedule. THAW developed it's first call center and first downloadable online application.





DTE \$5 Million

THAW recieved a \$5 million gift from DTE Energy to assist those facing an energy crisis. The brutal winter weather caused an extreme spike in households needing assistance, and with the help of our partners at DTE Energy, we were able to reach out to more families in need and provide warmth and safety.



Winter Survival Radiothon for Warmth

The WWJ 950 Newsradio Winter Survival Radiothon for THAW raised over \$1 million. THAW saw an increased interest in this nique event with other partners including DTE Energy, American Coney Island, and American Jewelry and Loan hosting their own fundraising events to benefit THAW and reinforce Radiothon promotions and partnerships.

Pathways to Potential

THAW partnered with the Department of Human Services to deliver energy assistance in local schools thru the Pathways to Potential initiative. By meeting the customer where they are, we were able to process households in a safe and familiar location. THAW staffed these schools with intake specialists who worked along side DHS success coaches.



2013 - 2014

Financial Snapshot

	2014	2013
Expenses		
Program Services	28,782,728	17,573,772
Management & General	916,353	647,161
Fundraising	957,895	867,408
Total Expenses	30,656,976	19,088,341

Support		
Public and Corporate Support	9,226,512	5,338,376
Utility and Fuel Company Cash Support	500,000	2,208,906
Foundations and Grants	19,984,487	8,112,886
Faith-Based and St. Vincent de Paul	2,124,224	1,379,500
Interest and Misc. Income	741,581	146,731
Total Cash Support	32,576,804	17,186,399

In-Kind (donated) Support	60,943	63,268
Utility Match or Bill Credits		1,406,283
Total Non-Cash Support	60,943	1,469,551
Grand Total	32,637,747	18,655,950

Program Services Expenses	28,782,728	17,573,772
Total Functional Expenses	30,656,976	19,088,341
Program Ratio	94%	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

	2014	2013
Grants	19,655,427	7,662,317
Public/Corporate Support	9,226,512	5,338,376
Foundations	329,060	450,569
Utility Support and Match	500,000	2,208,906
Interest	2,388	2,381
Faith Based/St. Vincent de Paul	2,124,224	1,379,500
Miscellaneous	739,193	144,350
Total Revenue/Support	32,576,804	17,186,399

Expenses

Direct Assistance	25,945,521	15,598,040
Salaries & Benefits	1,577,711	1,452,583
Office Expenses	99,085	110,829
Contractual Expenses	1,868,375	1,100,527
Applicant Screening/Referral	215,131	194,083
Travel & Meetings	188,435	108,834
Promotion & Advertising	147,220	110,138
Bad Debt Expense	24,820	8,447
Equipment: Purch./Repair/Maint.	145,956	44,593
Web Based System	25,788	52,416
Maintenance	414,529	302,674
Depreciation	4,405	5,177
Total Expenditures	30,656,976	19,088,341

Assets & Liabilities

FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30, 2013 WITH
COMPARATIVE TOTALS FOR 2013

Assets

	2014	2013
Current Assets:		
Cash Equivalents	10,276,599	8,249,618
Pledges Receivable	43,296	30,184
Prepaid Expenses		100,252
Grants Receivable		8,045
Total Current Assets	10,409,290	8,388,099
At cost, less accumulated depreciation of \$557,351 in 2014 and \$552,945 in 2013.	1,691	6,097
Total Assets	10,410,981	8,394,196

Liabilities and Net Assets

Current Liabilities:		
Accounts Payable	91,356	36,769
Accrued Liabilities	131,778	150,351
Total Current Liabilities	223,134	187,120
Net Assets:		
Temporarily Restricted	2,978,338	2,482,625
Unrestricted	7,209,509	5,724,451
Total Net Assets	10,187,847	8,207,076
Total Liabilities & Net Assets	10,410,981	8,394,196

FOUNDATION SUPPORT

Anderson Foundation

Ann Arbor Area Community Foundation

Bank Of America Charitable Foundation

Bellaimey Family Foundation

Carl and Irene Morath Foundation

Community Foundation for Southeastern Michigan

The Dave and Martha Swift Charitable Foundation

Dayton Foundation Depository, Inc.

Dolores & Paul Lavins Foundation

E-B Foundation

Erb Family Foundation

Federal Screw Works Foundation, Inc.

Ford Motor Company Fund

The Harvey Hubbell Foundation

James and Lynelle Holden Fund

The Janes Family Foundation

Jimmy Devellano Foundation, Inc.

The John C. Hendry Foundation

JP Morgan Chase Foundation

JPG Foundation

Klein Family Foundation, Inc.

The Kroger Company Foundation

Liebler Family Foundation

Mandell L. and Madeleine H. Berman Foundation

Marion & Robert Wyatt Foundation

Max M. & Marjorie S. Fisher Foundation, Inc.

Maxine and Stuart Frankel Foundation

The MGive Foundation, Inc.

Mid Michigan Community Foundation

National Christian Foundation

PNC Foundation

Raymond James Charitable Endowment Fund

Renaissance Charitable Foundation

Robert & Marjorie Alpern Foundation

Rose Community Foundation

Schneider Electric North America Foundaton

Skillman Foundation

The Nusbaum Family Foundation

Thomas & Carol Cracchiolo Foundation

TLC Foundation

The W.J. Lillian Kemler Foundation

William H. Pettibone Foundation, Inc.

CORPORATE SUPPORT

\$1,000,000+

Consumers Energy
DTE Energy
DTE Gas

\$50,000+

NextEra Energy Resources LLC

\$1,000 - \$9,999

AAA Michigan
ABB Inc.
Alta Equipment Company
American 1 Credit Union
American Coney Island
American Jewelry and Loan
Art Van Furniture
AT&T Services, Inc.
Atwell, LLC
Bartech Group, Inc.
Best Bank/Guarantee Bank
Big Turtle Wind Farm, LLC
Bigard & Huggard Drilling, Inc.
Blue Cross Blue Shield of Michigan and Blue Care Network
BP Canada Energy Marketing Group
Bridge Global Capital Group
Brighton Chrysler Dodge-Jeep, Inc.
Burns & McDonnell Engineering, Co.
Carbon Free Consulting, LLC
Cass Lock Contracting & Services
Catching Fireflies
CDA Engineering Inc.
Charity Motors
Cisco
Citizens Gas Fuel Company
Corby Energy Services, Inc.
Corporate Eagle Management Services, Inc.
Davey Resource Group
Delta Dental
Doeren Mayhew
Domino's Pizza
Dziurman Dsign Inc.
Eagle Excavation, Inc.
Environmental Consulting & Technology, Inc.
Experian
Family Heating , Cooling and Electrical, Inc.
Ferndale Electric Company
Flagstar Bank
GE Power & Water
George Johnson & Company
Gordon Chevrolet
Great Dane Heating & Air Conditioning
Guardian Plumbing & Heating, Inc.
Hainer & Berman PC
HAP
Harris & Harris, LTD
HDS Power Solutions
Henry Ford Health System
Holland Engineering, Inc.
Home Service Corporation
Hoover Parking
The Hydraker - Wheatlake Company
Ilitch Holdings, Inc.
Invenergy, LLC
J. Ranck Electric, Inc.

\$10,000 - \$49,999

The Active Network, Inc.
Barton Malow Company
Comerica Bank
Community Financial Credit Union
Diversified Minority Services, Inc.
Fifth Third Bank
ITC Holdings Corp.
Kappen Tree Service, LLC
SEMCO Energy
Strategic Staffing Solutions, Inc.
Verizon

J.J. Barney Construction, Inc.
JP Morgan Chase
Just Energy (US) Corp.
KEMA Services, Inc.
Lambert, Edwards & Associates, Inc.
Lean Learning Center, Inc.
Les Project Holdings, LLC
Lewis & Munday, P.C.
M.J. Electric, LLC
Mahar Tool Supply Co., Inc.
Marine Pollution Control
Market Strategies
Marketing Links, Inc.
Masco Corporation
Metro Wire & Cable
Michigan Design Center
Miller Pipeline Corporation
Miller, Canfield, Paddock & Stone, PLC
Mitsubishi Electric Power Products, Inc.
Morris Painting, Inc.
Motor City Electric
MYR Group, Inc.
National Fleet Services, LLC
NCO Financial Systems, Inc.
Nova Consultants, Inc.
NSI Consulting & Development, Inc.
Oppenheimer & Co. Inc.
Oscar W. Larson Company
Panhandle Eastern Pipeline Company
Power Line Supply
PricewaterhouseCoopers L.L.P
PVS-Nolwood Chemicals, Inc.
Quicken Loans
R.L. Coolsaet Construction Co.
re:group inc.
Roy Smith Company
Schaller Corporation
Schupan & Sons
SCSR, Inc.
Seel, LLC
Sharer Design Group, LLC
Shuman Chrysler, Dodge, Jeep, Ram Dealership
Speedway LLC
St. John Providence Health System
Telecom Pioneers - Michigan Chapter 10
Total Foundations, LLC
Toyota Motor North America, Inc.
TransCanada PipeLine USA Ltd.
Tubby's Sub Shop Advertising Co.
URS Energy & Construction, Inc.
Utility Lines Construction Services, Inc.
Vector Pipeline, L.P.
Venture Technology Groups, Inc
Wind Energy Partners, LLC
ZenaComp

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www.thawfund.org