



*Independent living for adults with physical disabilities  
and traumatic brain injuries*



October 2018



### **Words from Susan DiStefano, Executive Director**

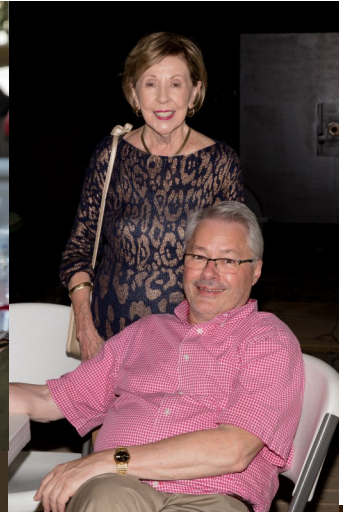
Time.....The older I get, the faster time seems to flow. It is hard to believe that Katie and I will be celebrating our nine year work anniversary this Spring here at Hosanna. It seems like yesterday when I first walked into Faith House. I was waiting for my interview and met the sweetest young lady who came to sit with me and talk. As it turned out, that was Terry who I now know like a daughter. I've watched her grow up! The inspiration for this reflection on "time" is that this year we are celebrating a landmark milestone here at Hosanna. Hosanna has two residents who are celebrating their 20 year anniversary. When they moved in, I do not believe they ever thought they would be here 20 years! However, I think this speaks to the kind of place Hosanna is. First, and foremost, Hosanna is a home. I mean a "home" in every sense of the word. We are family sharing our lives with one another. Laughing, crying, loving and praying together. Secondly, I believe this demonstrates that there is a need for Hosanna to exist. We provide a service that is unique that individuals with Disabilities need. So often, these individuals are on fixed incomes and cannot find suitable housing to address their needs. Finally, I think that the longevity with which people live here demonstrates how much they love the environment we provide. I do not think our founders ever thought we would have so many residents living here for so many years! Your donations make all this possible and we thank you for your interest, concern, and giving heart that allows us to be here for the last 25 years! Here's to the next 25 years!



### **Handy men...**

Ellis Walters gets some help from residents a few months ago. Bottom-left and clockwise: 1) Rogers tries his hand at weeding one of our raised vegetable beds. 2) Orlando and 3) Lee haul and spread a huge pile of wood chips in the St. Francis Garden. 4) Kirk lends a supportive hand assembling new picnic tables.





Harvest for Hope, "Knot" Your Ordinary Fundraiser: what a great time!! Thanks to all of you for your support.





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Dawn Hewkin, Hixson United Methodist Church XYZ Group, Margaret & John L. Hutcheson, IV, Harry T. Robinson, St. Peter's Episcopal Church, St. Timothy's Episcopal Church, Ed & Patricia Sutarik, Dan Williams



## LEGACY SOCIETY

We invite you to consider Hosanna in your estate planning. Money left to us in estates will automatically go into our endowment fund unless otherwise specified. I welcome the opportunity to speak with you about ways you can give to protect Hosanna's future. Call me and let's set up a time to meet and talk about options. We would love to welcome you to our **Legacy Society** by making a commitment to Hosanna's future. I can be reached at 423-314-6921 or at the office at 423-870-6880.

Susan DiStefano

**Legacy Society**

**Gail and Bill Chapman**

**Susan and David DiStefano**

**Margaret Hubbuch**

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**Carolyn Rice,  
Board Chair**

Hello to all. I am here to tell of great news at Hosanna! We have been busy with lots of projects like protecting the Tree House from flooding damage. This has been very helpful since we have been inundated with rain these past few days. We are very thankful for the timely work. There are still some issues but nothing like before. Praise God! We just had a great Harvest fundraiser. Thank you to all who attended. It was tremendous and it appears we raised a good amount of funds for Hosanna! Again, praise God!

### **Bolder Board Training with Dan Pallotta**

Steve Sherman was one of several Hosanna board members attending a seminar recently with keynote speaker Dan Pallotta, and he shares these thoughts.

- There is a huge misconception that low overhead is a good measure of performance in a non-profit.
- The questions that should be asked are not about income or overhead, but about impact and success in fulfilling one's mission statement.
- Costs obviously need to be controlled, but not at the expense of growth.
- Do you want to be the only donor? Of course not, so money must be spent on attracting other donors.
- Growth, and therefore impact, cannot happen without the infusion of funds raised through advertising and fundraising.