



SENIOR
Spectrum
Your path to living well



A Joint Message from our Board Chair and CEO

This was an extremely busy and productive year for Senior Spectrum, mostly due to Medicare Part D. Although the roll-out was not what we expected, our staff stepped in and successfully assisted over 10,054 in accessing this new program. The Customer Information Specialists held 123 presentations and events and took several hundred phone calls per day during the Open Enrollment period.

Senior Spectrum also worked with the Elder Issues Partnership who successfully advocated for increased fuel assistance for low income older people across the state.

We were successful in purchasing the Park Street building in Rockland which will serve as our community center in Knox County. Also, the City of Waterville donated the Muskie Center, which will be renovated in the coming year to accommodate the growing needs of both the Adult DayBreak program and our social diners.

The loosely formed Maine Association of Area Agencies on Aging hired its first Executive Director, Graham Newson. Graham will work on aging issues with the Legislature, as well as training and conference plans for the statewide association.

In the coming year, Senior Spectrum will be working on implementation of our strategic plan. We will be working to increase programs and activities that focus on health and wellness, with a growing emphasis on attracting active agers from the 50+ demographic. We will be surveying the communities of Waterville and Rockland to determine what activities and programs are most wanted and needed in those communities. We will also increase our volunteer initiative by hiring a full-time Volunteer Director. We will be looking at social dining in different ways to attract more people to our dining sites. And we will be working toward achieving a seamless information and referral system internally. This will increase our ability to serve consumers more effectively by driving down program barriers. Stay tuned for some exciting news over the next few months.

On behalf of the over 12,500 individuals Senior Spectrum served this year over our six-county area, sincere thanks to all of our volunteers, Board and staff for making this agency so successful.

Herbert (Sam) Birch, Board Chair

Muriel Scott, President & CEO



2006 Annual Meeting Financial Overview

Treasurer's Report

SENIOR SPECTRUM'S results for the year ended June 30, 2006 show a surplus of \$379,207. This includes the in-kind contribution of the Muskie Center to us from the City of Waterville that we recorded on our books at a net appraised value of \$510,000. After taking into consideration our depreciation expense and principal payments on various loans and deducting the non-cash building contribution, we ended the year with a small cash deficit of \$34,624, approximately 1/2% of revenues.

We had surpluses in the PCA and Community Case Management programs, which partially offset deficits in the Adult DayBreak, Catering and Building/Rental programs.

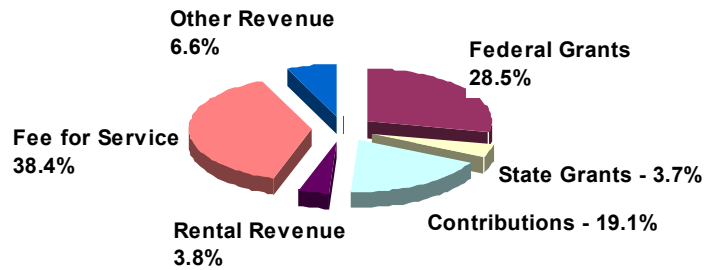
Our reported meals served during the year decreased from 272,577 in FY05 to 245,042 in FY06, just over 10%. The decrease in Congregate meals is almost entirely attributable to the loss of two significant independent congregate sites. However, of the 27,535 decrease, over 56% was a decrease in Meals on Wheels deliveries, with all locations except Lincoln and Knox reporting decreases. In spite of these decreases, Meal Donations declined only 1% for the year.

Our Caregiver program continues to expand, and our annual Expo continues to grow, with more people attending each year. The Adult DayBreak program continues to grow strongly, with the number of hours served increasing by more than 12% from the prior year. The Medicare D program continued through FY06, providing thousands of people with information necessary to sign up for prescription benefits under the highly confusing new federal program.

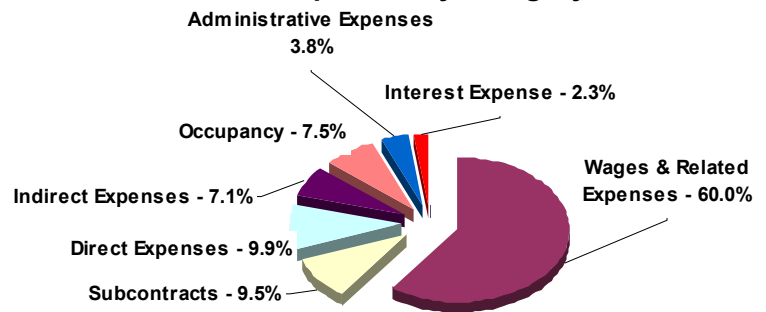
Our PCA revenue continued to grow although at a much slower rate than in prior years. This program continues to provide a surplus each year and is a vital component of our agency. Our Community Case Management services, begun early in the prior year, had the largest change of any of our services. Operating at a deficit last year, this program increased revenues by 160% and operated at a significant surplus for the year.

Community support declined this year, with funds from various United Way agencies decreasing by 7%, and a decrease in
(continued)

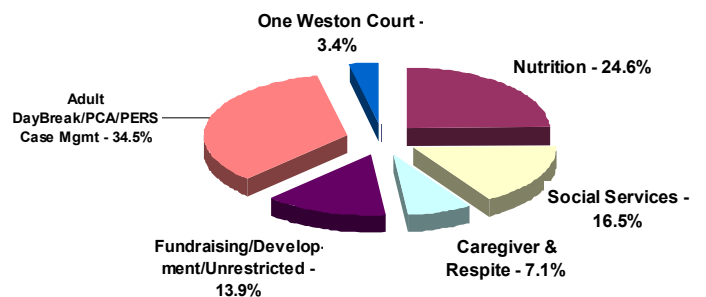
Revenues by Source



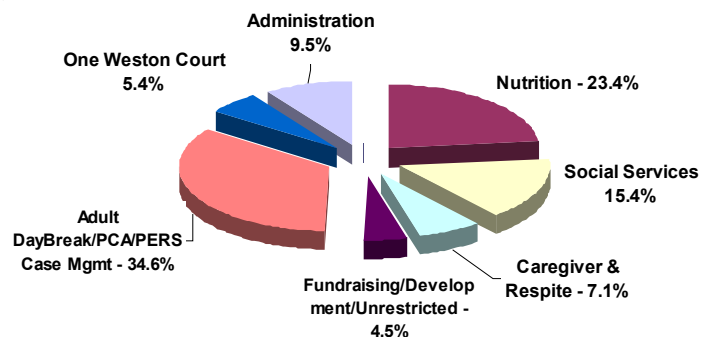
Expenses by Category



Revenue by Program



Expenses by Program



municipal funding of 4.3%. It appears that the United Way funding decreases are attributable to failure to reach goals, while the municipal decreases appear to be a reaction to continued high local real estate taxes in many towns.

We would also like to note the purchase of property in Rockland for our use as a center. We had been renting this space for a few years and when the opportunity to purchase

came up we were fortunate enough to be able to do so, guaranteeing our presence at a familiar and popular location for the foreseeable future.

Overall decreases in federal and state funding continue to be an issue. We are expanding our efforts to attract more foundation grants and reduce overhead expenses in order to continue providing our valuable services to our consumers.

Comparative annual results by source of revenue and class of expenditure:

	FY2006 REVENUES		FY2005 REVENUES	
Federal Grants - 28.5%	1,720,683	28.5%	1,691,732	27.0%
State Grants - 3.7%	222,113	3.7%	373,558	6.0%
Contributions - 19.1%	1,153,421	19.1%	1,529,564	24.4%
Rental Revenue - 3.8%	229,850	3.8%	310,288	4.9%
Fee for Service - 38.4%	2,318,943	38.4%	2,138,480	34.1%
Other Revenue - 6.6%	397,169	6.6%	231,952	3.7%
Total Revenue	6,042,179	100.0%	6,275,574	100.0%

	FY2006 EXPENSES		FY2005 EXPENSES	
Wages & Related Expenses - 60.0%	3,400,235	60.0%	3,283,691	59.3%
Subcontracts - 9.5%	537,555	9.5%	668,918	12.1%
Direct Expenses - 9.9%	559,201	9.9%	447,240	8.1%
Indirect Expenses - 7.1%	399,897	7.1%	520,776	9.4%
Occupancy - 7.5%	424,641	7.5%	326,062	5.9%
Administrative Expenses - 3.8%	213,160	3.8%	194,020	3.5%
Interest Expense - 2.3%	128,283	2.3%	99,574	1.8%
Total Expense	5,662,972	100.0%	5,540,281	100.0%
TOTALS (Net Surplus)	379,207		735,293	

Note: in the section with expenditures by class, certain administrative expenses are included in the Wages category and therefore do not correspond directly with the administrative expenses by program shown below.

Comparative annual results by program (certain programs have been grouped as appropriate):

	FY2006 REVENUES		FY2005 REVENUES	
Nutrition - 24.6%	1,488,392	24.6%	1,456,855	23.2%
Social Services - 16.5%	998,140	16.5%	916,201	14.6%
Caregiver & Respite - 7.1%	428,197	7.1%	419,525	6.7%
Fundraising/Development/Unrestricted - 13.9%	838,161	13.9%	1,146,172	18.3%
Adult DayBreak/PCA/PERS/Case Mgmt - 34.5%	2,081,717	34.5%	2,051,569	32.7%
One Weston Court - 3.4%	207,033	3.4%	284,715	4.5%
Administration - 0.0%	540	0.0%	537	0.0%
	6,042,180	100.0%	6,275,574	100.0%

	FY2006 EXPENSES		FY2005 EXPENSES	
Nutrition - 23.4%	1,326,201	23.4%	1,335,052	24.1%
Social Services - 15.4%	874,091	15.4%	846,651	15.3%
Caregiver & Respite - 7.1%	399,929	7.1%	370,612	6.7%
Fundraising/Development/Unrestricted - 4.5%	255,588	4.5%	258,236	4.7%
Adult DayBreak/PCA/PERS/Case Mgmt - 34.6%	1,960,900	34.6%	1,878,190	33.9%
One Weston Court - 5.4%	307,246	5.4%	254,463	4.6%
Administration - 9.5%	539,018	9.5%	597,077	10.8%
	5,662,973	100.0%	5,540,281	100.0%
TOTALS (Net Surplus)	379,207		735,293	

Note: in our internal financial statements, we do not show administrative expenses as a "program". However, in order to more clearly show the proportion of administrative expenses to other program expenses we are showing our total administrative expenses as a separate item above.