



Empowering Individuals  
Improving Communities  
for 50 Years

2014 Corporate Report



## Message from the Executive Leadership

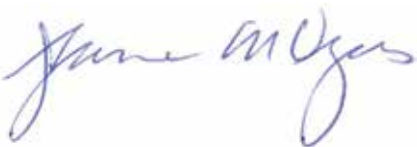
### MESSAGE FROM SUZANNE OROZCO

What an exciting year! Coming into the Executive Director position, I spent the first few months visiting our field offices and listening to staff. It is important to me to continually evaluate what we are doing to ensure that we will continue to be a vital organization long into the future. We have an amazing group of employees and Governing Board members who are committed to making a difference in people's lives and who were not afraid to share their opinions and innovative ideas with me.

We also welcomed new faces in three other key leadership positions. Because of this, we took the time to redevelop the leadership team and messaging to staff. We spent time planning strategies to achieve the corporate mission. We recently began to message our Core Values and are incorporating these into the hiring and evaluation process with staff. And we began to re-organize operations by line of business in order to focus on program performance. Our work to improve processes will be ongoing. With two major pieces of regulation published, OMB's Uniform Cost Principles and DOL's Workforce Innovation and Opportunity Act, we have been moving forward to incorporate changes to our procedural manuals and staff training.

Knowing that sequestration will return in the future and federal funding is ever-more competitive, we are looking at ways to diversify funding and develop new, complementary services to support customers on their path to self-sufficiency. One such service is financial empowerment, which we hope to build into all of our lines of business. Being financially empowered allows individuals the freedom to focus on their goals. So whether those goals are education, jobs or housing, we believe that once empowered, the journey of continuous improvement that impacts not only the individual but also results in better communities can begin.

I also look forward to continuing my listening sessions with staff and as we move into our 50th year of service, I am excited to see where the future takes us.



**Executive Director Suzanne Orozco and Victor Gomez, Chair, Governing Board**

### MESSAGE FROM VICTOR GOMEZ

There is no doubt that 2014 was an extraordinary year for Telamon Corporation. We have a very committed staff, volunteers and Governing Board, always striving in doing the best not only for Telamon, but for the Mission that Telamon embraces in the different places we serve by helping someone to get a better job, getting a child ready for school, assisting someone in buying or keeping their home. We make a difference in the lives of those we serve, which shows the strength and demonstrates the hard work we all do together. I believe we have the best team, and on behalf of the Governing Board, I thank each of you for the dedication and passion you all provide. We will continue to look forward and improve our services. Telamon Corporation will continue to do its best simply because we know we need to make a difference for so many people.



## We Thank Our 2014 Funding Contributors

Association of Farmworker  
Opportunity Programs

Ball Brothers Foundation

Chatham County Partnership  
for Children (NC)

City of Danville, Virginia

Coastal Workforce Services-Bulloch,  
Effingham, Bryan, Liberty  
and Long Counties (GA)

Danville Community Housing  
Development Organization

Delaware Department of Education

Delaware Department of Health and  
Social Services, The Delaware Financial  
Empowerment Partnership

East Coast Migrant Head Start Project

EmployIndy

Federal Emergency Management  
Agency, Emergency Shelter  
and Food Program

Indiana Housing & Community  
Development Authority

Lower Shore Workforce Alliance (MD)

March of Dimes (MI)

Maryland Department of Agriculture

Maryland Department of  
Health & Mental Hygiene

Maryland Emergency Food Program

Michigan Blueberry Growers Association

Michigan Department of Education

Michigan Department of  
Human Services

North Carolina Head Start  
State Collaboration Office

North Carolina Housing Finance Agency

NCALL Research, Inc.

North Carolina Office of  
Economic Opportunity

PNC Bank (MI,NC)

Region Q Workforce  
Development Board (NC)

Reynolds America, Inc.

Sampson County Partnership  
for Children (NC)

South Carolina State Housing Finance  
and Development Authority

Tennessee Arts Commission

The Theodore H. Barth Foundation, Inc.

Turning Point Workforce  
Development Board (NC)

U.S. Department of Agriculture, Child  
and Adult Care Food Program

U.S. Department of Agriculture,  
Emergency Food Assistance Program

U.S. Department of Agriculture,  
Rural Development/Housing  
Preservation Grant

U.S. Department of Agriculture, Rural  
Housing, Mutual Self-Help Housing

U.S. Department of Energy  
U.S. Environmental Protection Agency

U.S. Department of Health & Human  
Services, Administration for Children &  
Families, Office of Head Start

U.S. Department of Housing  
and Urban Development

U.S. Department of Housing and Urban  
Development McKinney- Vento Funding

U.S. Department of Labor,  
Employment & Training Administration,  
National Farmworkers Jobs Program

U.S. Department of Labor, Employment  
& Training Administration, YouthBuild

U.S. Department of Labor, Occupational  
Safety and Health Administration

U.S. Department of Veterans Affairs,  
Supportive Services for Veteran Families

U.S. Department of Veterans Affairs,  
Per Diem Program

United Way of Central Indiana

United Way of the Eastern Panhandle

Virginia Department of Agriculture and  
Community Services

Virginia Department of Housing and  
Community Development

Virginia Department of Social Services

Virginia Housing Development Authority

Wake County Smart Start (NC)

West Virginia Department of Health and  
Human Resources

West Virginia Housing  
Development Fund

West Virginia Office of  
Economic Opportunity

Wicomico County (MD) Department of  
Social Services

# Telamon Corporation At-A-Glance 2014

## OUR MISSION

We are committed advocates for people need. Our mission is to promote the development of human potential by providing resources and creating opportunities in the communities we serve.

## LOCATIONS

Clients are served via 124 offices and early childhood centers in 11 states.

## BUDGET

\$ 62.1 million overall in 2014 along with an additional \$8.9 million in time, facilities, materials, and services provided by volunteers and donors.

## STAFF

More than 1,624 at peak, usually in September, when Head Start and National Farmworker Jobs Program are at full staffing.

## Lines of Business & Core Competencies

### EMPLOYMENT AND TRAINING SERVICES

Employment and Training for Adults and Youth  
English as a Second Language  
Career Path Development  
Case Management  
English as a Second Language  
Job Retention  
On-the-Job Training  
Pesticide and Safety Training  
School-to-Career Programs  
Supportive Services  
Work-based Learning Experiences  
Workforce Development  
Youth Development and Training

### EARLY CHILDHOOD & FAMILY SUPPORT SERVICES

Center-based Head Start and Early Head Start  
Family Literacy Services  
Home-based Early Head Start  
Health, Mental Health and Nutrition Services  
Migrant and Seasonal Head Start  
Parent, Family and Community Engagement  
Volunteer Initiatives

### HOUSING SERVICES

Fair Housing Assistance  
Home Purchase Counseling  
Homebuyer Education Programs  
Housing Rehabilitation and Weatherization  
HUD-certified Multi-State Organization  
Loss Mitigation and Foreclosure Prevention Counseling  
Mobility and Relocation Counseling  
Money Management and Credit Counseling  
Mortgage Delinquency and Default Resolution Counseling  
Renters Assistance  
Services for the Homeless  
On-Farm Housing Grant Program  
USDA Farm Labor Housing Program

### COMMUNITY-BASED SERVICES

Immigration Counseling (BIA)  
Financial Empowerment  
Nutrition Programs  
Community Outreach  
Volunteer Initiatives





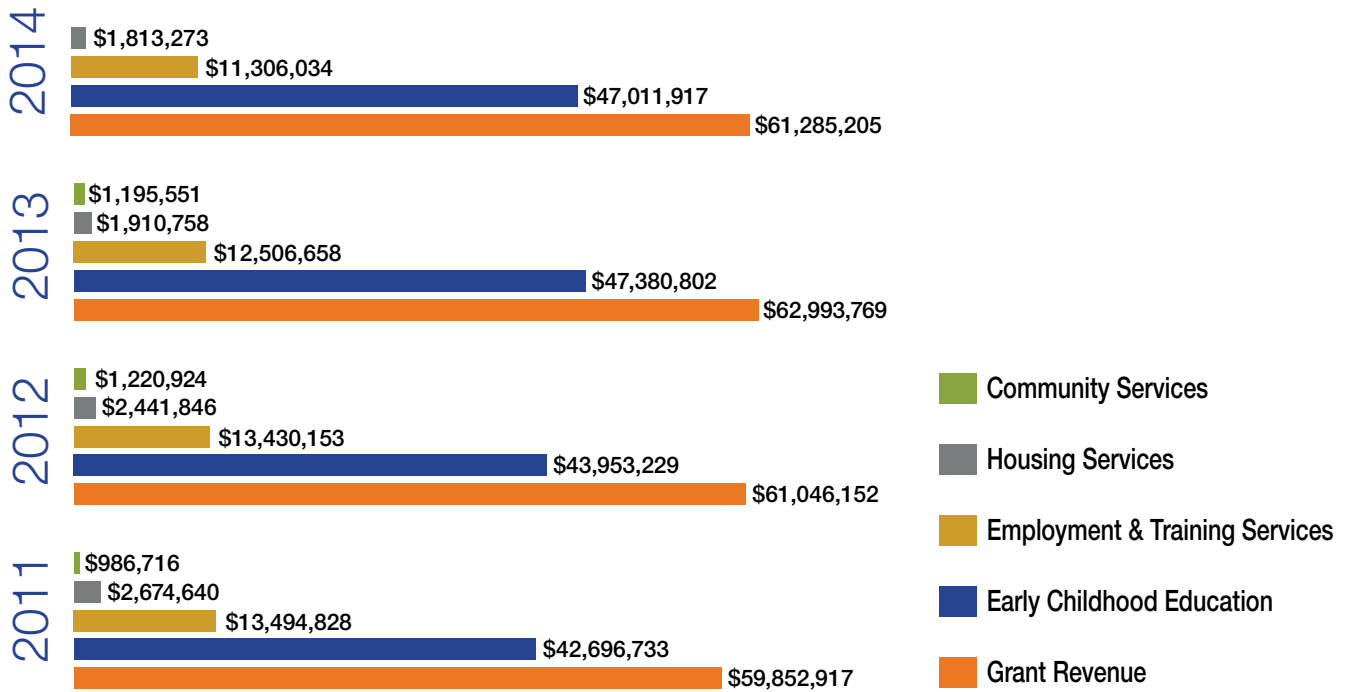
**BOARD AS OF AUGUST 2014**

Victor Gomez, Chair, Winchester, VA  
Craig Umstead, Vice Chair, Wilmington, NC  
Herbert Williams, Treasurer, Valdosta, GA  
Theresa Muellenberg, Secretary, Muncie, IN  
Mary Brown, Kearneysville, WV  
David A. Whitaker, Martinsburg, WV  
Leila Krouse, Mardela, MD  
Esther Graham, Wyoming, DE  
Tracey Bethel, Danville, VA  
Araceli Bueno, Ty Ty, GA  
Ernestine Payne, Danville, VA  
Dolores Dixon, Greensboro, NC

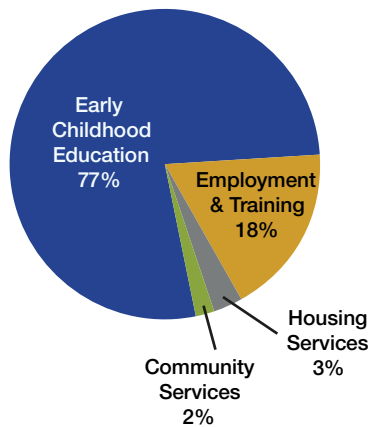
James Respass, Salisbury, MD  
John Shelton, Houston, DE  
Margaret Hill, Midway, AL  
Mary Wedgeworth, Montgomery, AL  
Maria Febres-Alvira, Salisbury, MD  
Nicole Williams, North Augusta, SC  
Esther Vasquez, Rutledge, TN  
Stephen Feldman, Raleigh, NC  
Taylor Morst, Indianapolis, IN  
Samuel Puckett, Goodlettsville, TN  
Guadalupe Flores, Wauchula, FL

# Statistical Look at Growth in Services, Revenue, and Assets

## CORPORATE REVENUES BY SERVICES 2011-2014



## GRANT REVENUE PERCENTAGE BY SERVICE AREA



## CLIENTS SERVED BY SERVICE AREA

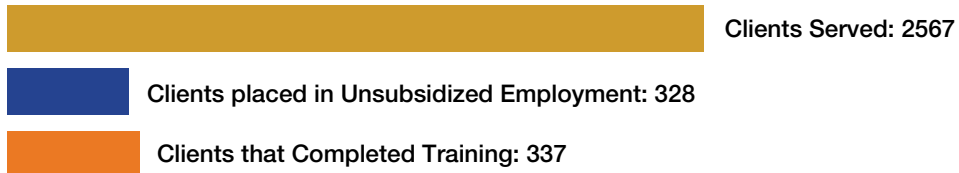


18,829 individuals were served by Telamon in 2014 including:

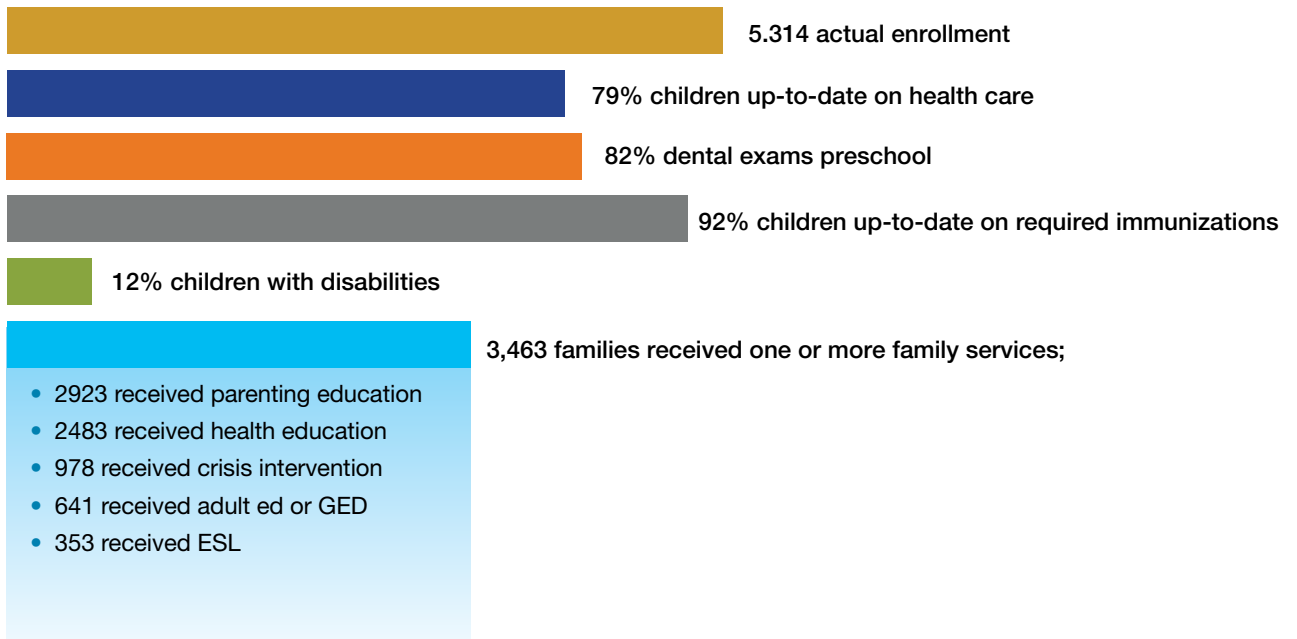
- 5,370 Early Childhood Education
- 3,503 Employment and Training Clients
- 2,582 Housing Clients
- 7,519 Community Service Clients

# A Look at the Farmworker Program and Head Start

## NATIONAL FARMWORKER JOB PROGRAM



## HEAD START



## Letters to Telamon: Employment and Training

My name is Sherry Placzkowski. In the spring (April) of 1997, I became a field worker in order to provide for my three small daughters after ending a nine and a half year abusive marriage. In Aug. of 1997, my youngest daughter was diagnosed with Leukemia when she was two years old. As a single mother of three small children, the youngest sick, I relied more and more on the job of "field worker" because I was able to take the days I needed to be at the Doctor with my child.

If you worked hard enough and gave lots of hours, the "boss" man wouldn't hold back as much money from the company "store" for items you charged to survive like food, toilet paper, and rent I was paid cash for an hourly wage, meaning that I got paid what the boss "felt" I earned. I also got paid by the bucket, usually \$5 to \$7 dollars a 10 gallon bucket (it depended on the produce and market price). This work was back breaking and hard in all kinds of weather (rain, cold, heat, etc.). You worked if you were sick and weak. It didn't matter because you owed for housing, food, clothes, etc., and the "boss" man didn't care if you couldn't move well-you worked, no excuses. As time moved forward my little one got better and I tried to get out of field work when the "season" ended. I always ended up back in the fields knowing there was no kind of future. It was "cash" pay and that kept my ex-husband from tracking us. I have seen many wrongs done to "migrant" workers by people, but I am blessed to own a social security card and kept my head down and my hands and back busy. I have worked in Florida, Georgia, Mississippi, Alabama and Tennessee and it's always the same no matter where the work is. You were always in "debt" to the "boss man."

In 2014 I was injured and was blessed to have a "boss man" who really cared for his people. I am older and the injuries would have put me out of work for the "season", so he asked if I would meet him at the Department of Labor in Valdosta Georgia. I met Mr. Joe from Telamon who asked a lot of questions and made me very nervous. At the end of our first meeting I was asked what I would like to do with my life, huh?? Well, I said I want to be a truck driver and I was introduced to Mary King of Telamon Corporation and my childhood dream started to happen. She asked if I was willing to make a commitment to change my future and that if I was she could help me. She laid out what needed to be done and I said "yes ma'am", and my life has changed. I now have a future to look forward to instead of just a broken body and public handouts.

Mary King of Telamon Corporation sent me to Wiregrass Tech School, where I enrolled in the CDL driving class. I was the only female in class. I graduated top of my class and found a job with a wonderful company and am now looking forward to being a home owner soon. All along my journey I have received support from my now very dear "friends" at Telamon, a Mr. Joe, Mrs. Carmen, and Mrs. Mary King. All along she has been very supportive and helped me to change my life for the better. I now wake up before day break with a smile instead of dread for the work day, and future I will forever be grateful to have. When I first came to Telamon Corporation, I had made \$10,560.00 working in the field. I am now earning over \$1,000 per week, plus revenue for the deliveries. Thank you again for all that has been done to make my story a success, and for giving me the tools for a future. I not only dream, now I live my dream.

Sincerely,  
Sherry Placzkowski





## Letters to Telamon: Early Childhood Education



I first would like to start off by thanking the TRC Head Start staff for all they have done in regards to my son, Zamar Pierre Lewis. Zamar is a product of a teenage relationship. I had him at the young age of nineteen. At the age of 21, I moved out of my parents' home and was out on my own with Zamar's father. During this time, Zamar was exposed to a very toxic environment. I believe this is where a lot of his behaviors have stemmed from.

Zamar did not attend daycare until the age of 3. Zamar has not ever been in the wrong in my eyes, he has always just been himself, a 4-year-old boy who is full of energy and always on the go, but then I started receiving calls from his daycare. First, the calls were about him not wanting to take a nap, and how he was disrupting the other children's nap time. Then, the phone calls progressed to him hitting and spitting. It got to the point where I was being called every day to come and pick him up because he was "uncontrollable." Ultimately, I decided to remove him from their program because there was no progress being made.

Finally, my mother who is a staff member of Transition Resources Corporation Head Start suggested I sign Zamar up for Head Start to see if it would help in any way. I was very reluctant, but I honestly did not have any other options. My son had already been kicked out of two programs and was being held back at another, I did not have a choice. When the behaviors once again began occurring, I was upset, but I appreciated the fact that the staff was willing to try to work on the issues. Once the behaviors started getting worse, a meeting was called. My initial thoughts were "Great! He's going to be kicked out again, and now what am I going to do" My assumption couldn't have been further from the truth as the staff had called the meeting to come up with ways to improve my child's behavior. I was so grateful that we were all on the same page on what was going to be done so that Zamar could have successful days.

The meeting lasted for almost an hour, and I learned more about the TRC than I ever could have imagined. The staff has a genuine passion for the care of the children and a real concern for the families in their program. I could not have imagined receiving the help that I have from this group of individuals. From the teachers to the site manager, they were all on board to help Zamar be successful. This was the day we all outlined a plan and stuck with it.

Since the meeting, Zamar has not only had successful days, but he is a totally different child. The school provides therapy to him once a week with a private professional, which on my own I could never afford. This program is built around one thing, FAMILY. I feel so confident in knowing that every day I take my son to school, not only is he learning, but he is in a safe, friendly, and caring environment. Along with him having productive days, I was able to make the Dean's List. A lot of positive things have come from this situation.

I cannot say thank you enough to everyone who has played a role in my child's success but I am forever grateful to them. Not only for their concern for my child, but for showing up to work every day excited and willing and equipped to touch lives. If only every child could experience school in this manner. "Every child should have a caring adult in their lives. And that's not always a biological parent or family member. It may be a friend or neighbor. Often times it is a teacher." - Joe Manchin

Again, I would just like to express my gratitude and cannot praise the TRC head start program enough for all that they do.

Sincerely,  
Renee Reyes



### NEW EXECUTIVE LEADERSHIP

In February 2014, Suzanne M. Orozco began her tenure as Telamon's Executive Director. She became the fourth chief executive in Telamon's history and the first woman to lead the corporation. Mrs. Orozco joined the non-profit in 1992 as State Director of Telamon's Head Start program in Michigan. Since 1998, she has been responsible for managing Head Start, the National Farmworker Jobs Program, and other programs in five states as Telamon's Deputy Executive Director.

After announcing the results of the Board's nationwide search for a new Executive Director, Dr. John H. Newman, then Chair of Telamon's Governing Board, stated, "Suzanne has the vision, leadership skills, and experience to launch Telamon into the next 50 years of providing programs that improve the lives of many in the communities that we serve."

Mrs. Orozco succeeded Mr. Richard A. Joanis, who spent 33 years as Executive Director of Telamon, having built the organization from a one-state operation

into a nationally recognized multi-disciplinary nonprofit organization serving America's migrant and seasonal farmworkers, children, youth and the rural poor in twelve states.

### TELAMON MICHIGAN NFJP OFFERS INDIVIDUAL DEVELOPMENT ACCOUNTS TO MIGRANT STUDENTS

Telamon was awarded a grant that establishes individual development accounts for 25 students enrolled in Michigan State University's College Assistance Migrant Program (CAMP).

The Telamon Farmworker IDA Program is designed to help low-income individuals create and maintain a savings account that will help participants develop money management skills and help decrease debts related to a post-secondary education. The MSU Federal Credit Union works closely with Telamon and MSU CAMP in providing 25 eligible students the opportunity to

participate in this match savings program. Savings accounts are established for eligible students and when they meet the \$500 savings goal, they can utilize \$4,000 in federal and non-federal match funds.

MSUFCU assists students by opening and maintaining their savings accounts, conducting financial literacy training, and providing \$2,000 in non-federal match funds per student. The savings earned throughout the year-long program is then used for post-secondary education and related educational expenses.

"Personally I can't think of a better way of living Telamon's mission than by the establishment of the Telamon Farmworker IDA Program," said Don Kuchnicki, Telamon's Director of Employment and Training Programs for the State of Michigan.

Telamon enrolled its 2014 cohort of CAMP students and financial literacy training began in February 2015.



The MSU Federal Credit Union works closely with Telamon and MSU CAMP in providing 25 eligible students the opportunity to participate in this match savings plan.

## **EARLY CHILDHOOD EDUCATION EXPANDS THROUGH EARLY HEAD START - CHILD CARE PARTNERSHIPS**

Telamon and TRC were awarded funding to expand services to families living in poverty with at-risk infants and toddlers by developing Early Head Start - Child Care Partnership projects in four states. The partnerships com-



**Telamon North Carolina Head Start Programs expand EHS services to 72 children through partnerships with child care centers in Wake County.**

bine Telamon's experience with comprehensive Early Head Start services with the existing resources of local partner agencies serving at-risk families to provide new enrollment opportunities or expand existing services to a full Early Head Start (EHS) service model.

In Indiana, TRC works with partner providers United Day Care Center, Kids Korner, Huffer Memorial Children's Center to

provide new staffing and training for providers and parents to fully implement EHS services for 114 infants and toddlers in Delaware and Madison Counties, Indiana.

Telamon North Carolina Head Start Programs expanded EHS services to 72 children through partnerships with child care centers in Wake County. Forty slots were funded to serve infants and toddlers in Chatham County.

In Tennessee, Telamon began providing EHS services to 72 low-income infants, toddlers, and pregnant women at our centers in Greene, Carter, and Unicoi Counties. The proposed project is an expansion that will extend services to resident low-income families through EHS, including some former migrant and seasonal farmworker families.

Through a partnership with the state's Department of Educa-

tion, Telamon's Delaware Head Start Programs expanded funded enrollment in Early Head Start services by 40 slots in Sussex County.

## **\$TAND BY ME IS STRENGTHENING THE FINANCES OF STAFF AND ENROLLED FAMILIES IN DELAWARE HEAD START**

In 2014, a financial empowerment project was established within

Telamon's Delaware Head Start programs. With projects located throughout the state, the mission of \$tand By Me® is to provide Delaware's citizens with a Personal Financial Coach and a toolkit to navigate the challenges leading to personal financial security. Telamon embraces the goals of reaching and serving the families enrolled in Head Start who want to take charge of their financial future. Through \$tand By Me, a dedicated financial coach provides education, access to financial tools and resources in the community, and personal support to families enrolled in Head Start. All of this leads to an opportunity for parents to visualize a path to their family's financial well-being. \$tand By Me was open to all parents served by Telamon Delaware Head Start and staff in September 2014. To make it convenient for families to participate, appointments were scheduled at centers and at home visits. By taking the service to the parents where it works best for them, all families have equal access to financial empowerment services. \$tand By Me has become an essential component of the Family Partnership process at Telamon Head Start. We have received positive responses and excellent participation from our parents. This support is critical to the stability of families, especially in the Latino community where people have limited access to financial knowledge and services. This program helps our parents to see that there is hope for their financial future, and that their financial



**Telamon embraces the goals of reaching and serving those enrolled in Head Start who want to take charge of their future.**

goals and dreams are attainable. Some Successful Customers of the Stand By Me – Telamon Head Start initiative are profiled on our website: <http://www.telamon.org/success.aspx>

## **HOME OWNERSHIP COUNSELING**

Financial management is often the key to successful homeownership. Understanding how to plan for unexpected and regularly occurring expenses is key to helping families avoid falling into a state of default and possible foreclosure, eviction, repossession, and decreased credit scores. Telamon facilitated this understanding by providing group education workshops and one-on-one counseling sessions to empower 214 families in North

Carolina, South Carolina, Indiana, Michigan, Virginia, West Virginia, Maryland and Delaware under a HUD Multi-State Comprehensive grant.

For clients seeking to purchase their first home, Telamon's pre-purchase home-buyer education and counseling program is designed to overcome the challenges of achieving homeownership by helping clients to increase credit scores, save for down payments,

learn about responsibilities associated with homeownership, as well as the intricacies of mortgage terminologies and availabilities of various mortgage products not always advertised in mainstream lending institutions. Altogether, Telamon assisted 130 families through this pre-purchase initiative, with 42 becoming first-time home buyers, 72 currently in the process of building credit and savings, and 16 deciding that purchasing a home might not be the best option for them at the time.

Bleak job prospects and notices of foreclosure have continued to plague homeowners in a prolonged economic recovery for working and middle class families. The national average for

foreclosures is 1 in every 1,153 with a financial cost of \$54,906 to the economy for every closure based on HUD's 2009 study. Telamon participated in foreclosure prevention services through the HUD Multi-State Comprehensive Grant with a total of 93 foreclosures prevented as a result of these efforts. In partnership with the North Carolina Housing Finance Agency, an additional 83 foreclosures were prevented in 2014 resulting in a total positive economic impact of \$9.7 million.

## **FARM LABOR HOUSING**

On-farm housing is critically important for farmworkers and growers alike. Farmworkers need comfortable, safe, and sanitary housing for themselves and their families to rest and prepare meals after what can be very long work days in tough working conditions. Growers understand that good housing enhances productivity and aids in recruiting workers. Additionally, housing units are required to meet and maintain standards set forth by the U.S. Department of Labor. Many times, existing housing units must undergo extensive upgrades, repairs and maintenance to improve livability and meet standards. Funded by the Department of Labor in Virginia, North Carolina, South Carolina, and Georgia along with funding from Reynolds America Inc. in targeting tobacco growers and farmworkers in North Carolina, Telamon's program provides growers with a dollar-



**Telamon's On-Farm Housing programs improves the living conditions and safety of farmworker families.**

for-dollar match for repairs and upgrades to existing units. In 2014, Telamon provided grants to 116 farms in four states to improve housing infrastructure with HVAC installations, waste water systems, kitchen appliances, and hot water heaters. Contractors worked during the off-season to install new roofs, windows, doors, and plumbing to improve the living conditions for farmworkers housed on-site. These improvements will benefit over 1,100 farmworkers and their families during the 2015 agricultural season.

“I am working with numerous grower(s) who took advantage of the (funding) and are improving the living conditions for their migrant workforce. Every grower I spoke with commended Telamon on their customer service and their promptness.”

—**Drew Long**, Housing Inspector, NC Department of Labor

### **TRC HELPS STUDENTS OF PROMISE DEVELOP CONFIDENCE AND SKILLS TO PURSUE THEIR DREAMS**

Transition Resources Corporation portfolio of programs includes JAG services to students enrolled in Marion County, IN schools. TRC's portfolio of services includes JAG services to students enrolled in Marion County high schools. JAG (Jobs for America's Graduates) is a school-to-career program implemented in high schools, alternative schools and community colleges across the country. JAG's mission is to keep young people in school through graduation and provide work-based learning experiences that will lead to career advancement opportunities, or to enroll in a postsecondary institution that leads to a rewarding career.

TRC produces great results with 90% of the students served in our JAG program graduating

from high school.

One student who found a career path through TRC's JAG program is Haley Garmon. Upon enrolling in JAG, Haley had several barriers to success. After graduating from high school, she attended the automotive program at Ivy Tech Community College. Haley was the only female in her class at Ivy Tech and finished with one of the highest grades, then found employment at an auto shop. Haley credits the learning experiences and support provided by JAG with helping her develop the confidence, workplace knowledge and networking skills needed to pursue a non-traditional career path. “[JAG] helps you in so many ways not only networking and communicating with co-workers but reading and writing skills ... how to build a professional resume, and career choices. If you are thinking about going into [JAG] it's a great decision - they just teach you so much ... and they really inspire you to do anything you want to do.”



**Haley Garmon (left) along with her JAG Specialist, Julie Bates.**

## Statement of Activities

(For the Year Ended September 30, 2014)

	<b>Total Unrestricted</b>
Support and Revenue	
Support:	
Grant Receipts	\$ 61,285,206
Donated funds	80,023
Miscellaneous program income	<u>576,033</u>
Total support	<u>61,941,262</u>
Revenue:	
Interest and dividend income	48,253
Net realized and unrealized gain	11,249
Other sales proceeds	<u>(80,091)</u>
Total Revenue	<u>(20,589)</u>
Total Support and Revenue	<u>61,920,673</u>
Expenses:	
Program services:	
Federal grants	59,628,086
Non-Federal grants	<u>2,517,481</u>
Total program services	<u>62,145,567</u>
Total Expenses	<u>62,145,567</u>
Change in net assets- unrestricted	(224,894)
Net assets, September 30, 2013	<u>5,494,545</u>
Net assets, September 30, 2014	<u>\$ 5,269,651</u>

## Statement of Financial Position

(September 30, 2014)

### Assets

#### Current Assets:

Cash and cash equivalents	\$ 1,869,484
Investments	1,683,106
Receivables:	
Due from federal government	5,370,203
Other Receivables	670,237
Prepaid expenses	648,812
Cash surrender value of company-owned life insurance	206,931
Land available for sale	<u>1,417,711</u>
Total Current Assets	<u>11,866,484</u>

Property and equipment, net	<u>4,711,451</u>
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#### Other Assets:

Security deposit	182,887
Investment in captive insurance companies	<u>71,000</u>
Total Other Assets	<u>253,887</u>

<b>Total Assets</b>	<b><u>\$ 16,831,822</u></b>
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### Liabilities and Net Assets

#### Current Liabilities:

Accounts payable, trade	\$ 1,386,809
Deferred revenue	272,488
Captive insurance arrangement obligation	2,348,411
Accrued salaries, benefits, and other	5,263,969
Notes payable, current portion	<u>371,211</u>
Total Current Liabilities	<u>9,642,888</u>

#### Noncurrent Liabilities:

Captive insurance arrangement obligation, non-current	1,248,820
Notes payable, less current portion	<u>670,463</u>
Total Noncurrent Liabilities	<u>1,919,283</u>
<b>Total Liabilities</b>	<b><u>11,562,171</u></b>


#### Net Assets:

Net Assets-unrestricted	<u>5,269,651</u>
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<b>Total Liabilities and Net Assets</b>	<b><u>\$ 16,831,822</u></b>
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## Telamon Corporation

**Telamon Corporate and State Office Locations**

**Corporate and North Carolina State Offices:**  
5560 Munford Road, Raleigh NC 27612

**Michigan:** 416 N. Cedar Street, Lansing, MI 48912

**Indiana:** dba Transition Resources Corporation,  
600 Corporation Drive, Pendleton, IN 46064

**West Virginia:** 67 Aikens Center, Martinsburg, WV 25404

**Delaware:** 26351 Patriots Way, Georgetown, DE 19947

**Maryland:** 31901 Tri-County Way, Suite 112, Salisbury, MD 21

**Virginia:** 808 Moorefield Park Drive, Suite 106, Richmond, VA 23236

**Tennessee:** 6424 Baum Drive, Knoxville, TN 37919

**South Carolina:** 2000 Park Street, Suite 103, Columbia, SC 29201

**Georgia:** 230 Northside Crossing, Macon, GA 31210

**Alabama:** 51 Wisteria Place, Millbrook, AL 36054

For service and location information, please visit:  
<http://www.telamon.org/locations.aspx>

