



Koinonia Homes

An OPEN MINDS Organizational Profile



Founded in 1974, Koinonia Homes (Koinonia) is a non-profit organization that is dedicated to ending social, physical, and economic isolation of people with intellectual and developmental disabilities (I/DD) and other complex conditions. Koinonia provides residential, adult day, and career services. Their goal is to provide integrated care that addresses the whole individual, including intellectual and developmental disability, mental health, behavioral health, and primary health conditions. The organization’s mission is “to partner with people who have developmental disabilities and other complex conditions, resulting in the highest possible quality of life through integrated, whole-person care.”

Headquartered in Independence, Ohio, Koinonia operates 21 licensed group homes and more than 50 supported and supported living arrangements, transportation services, and shared living options. Koinonia provides services in Cuyahoga, Geauga, Lake, Lorain, Medina, and Summit Counties. The organization serves more than 600 people and employs over 580 staff.

As of fiscal year (FY) 2019, Koinonia had \$32.2 million in revenue. This was a 7.5% increase from the year prior, when the organization ended the FY year with \$29.9 million in revenue. Over the past five years, Koinonia’s revenue has increased 27% from \$25.3 million in 2015 to \$32.8 million in 2019.

Koinonia reported that Medicaid was the top payer type and accounted for 68% of their revenue. State, Counties, and Social Security were the second largest contributors and made up 28.5% of their revenue. Donations, investment income, and fundraising were the third largest contributors and accounted for 3.5% of their revenue.

The service lines that comprise most of the organization’s total annual revenue include Intermediate Care Facilities (ICF)/ Developmental Disability (DD) group homes (46.5% of total revenue), day and vocational services (9.5%), transportation (3%), waiver services (37.5%), and other miscellaneous revenue, which includes the Bureau of Workers Compensation Bill Back Refund and investment income (2.1%). In 2020, 139 people were served at 19 ICF Homes. In 2019, this service line accounted for \$15 million in total annual revenue.

ICF/DD Group Homes Koinonia offers 21 houses that are certified as ICFs/DD, meeting the federal requirements, and certified by the Department of Health (Medicaid). The remaining homes are funded through waivers. All homes are licensed by

the Ohio Department of Developmental Disabilities (DODD). Individuals become active, decisive participants in small households of five to eight people. Individuals receive 24-hour support. This service line accounted for \$15 million in total annual revenue.

Day & Vocational Services Koinonia offers facility-based programs such as adult day services, vocational habilitation services, community programming, in-home programming, and virtual programming. The adult day program is for individuals who are unsure if they wish to seek employment, but still want to participate in engaging activities in and out of the center. This service line accounted for \$3 million in total annual revenue.

Transportation Koinonia provides transportation services to adults who have developmental disabilities. Non-medical transportation is a waiver-funded service that transports individuals to a variety of activities, including work, medical appointments, community activities, day trips, and social outings. The program provides transportation to KE, adult day, senior, and career programs for all campus activities. This service line accounted for \$976,517 in total annual revenue in 2019.

Waiver & Supported Living Services Koinonia’s supported living services focus on the individual’s specific necessities and preferences. Individuals can choose where to live and whom to live with and assert responsibility by paying their living expenses. Personal resources (earned, benefit, and gift income) are first used to meet basic needs and all living expenses (rent, food, utilities, etc.). This provides a more informal, natural support system. Koinonia serves over 50 supported living sites throughout Northeast Ohio in Cuyahoga, Summit, and Lorain Counties. In 2020, 156 people were served at 62 waiver homes. This service line accounted for \$12 million in total annual revenue.

General Information	Key Executives & Officers
<p>Koinonia Homes, Inc. 6161 Oak Tree Blvd., Suite 400 Independence, OH 44131-2516 216-588-8777 info@koinoniahomes.org https://koinoniahomes.org</p>	<p>Diane Beastrom, President & CEO Susan Chiancone, Chief Financial Officer Jeanne Greene, Chief Clinical & Program Officer Howard Pincham, Chief Information Officer Stacy Soria, Chief Strategy & People Officer Ryan Wood, Vice President of Business Development</p>