



HELP  
FOR  
TODAY

HOPE  
FOR  
TOMORROW

2008  
Annual  
Report





**MISSION**

Hazelden will help more people sustain lifelong recovery from addiction to alcohol and other drugs. We will accomplish this through a commitment to treatment, publishing, education, research, public advocacy, and shared learning with other organizations.

**VISION**

All who seek recovery will find it, and the stigma of addiction will be overcome.

**VALUES**

- Treat the whole person as well as the illness.
- Treat every person with dignity and respect.
- Continue a commitment to the Twelve Step fellowship.
- Be of service.
- Remain open to innovation.

**HELP FOR TODAY  
HOPE FOR TOMORROW**

Dear Hazelden Donors and Friends,

With unmatched expertise and empathy, Hazelden has “been there” for men, women, and young people struggling with the disease of addiction—and their loved ones—for 60 years. We are a resilient organization, focused keenly on providing the most effective clinical care and publishing resources for all who need our help today, and committed to finding promising new ways to address the complexities of addiction for future generations—through education, research, and advocacy.

Hazelden remains a financially stable institution, with a balanced and diversified business model and appropriate fiscal reserves. However, with unprecedented economic pressures bearing down and more people turning to alcohol and other drugs to cope, the challenge of making treatment accessible for those who are unable to afford the full cost of care is substantially greater and increasingly urgent. Your help is needed, now perhaps more than ever.

As a nonprofit organization, Hazelden’s lifesaving work would not be possible without you, our donors. Over the past six decades, we’ve built the Hazelden community together with you—with your experience, wisdom, and financial support. In 2008, your contributions benefited the individuals, families, and communities Hazelden serves in profound and lasting ways, including:

- providing patient aid to individuals who turn to Hazelden for help but lack financial resources
- supplying recovery literature to financially strapped organizations such as halfway houses, correctional facilities, treatment programs, and schools
- expanding public awareness that addiction is a disease and treatment works
- preparing addiction counselors so that they have the knowledge and skills to effectively address the complexities of addiction
- conducting research that leads to new ways to help alcoholics and addicts find and sustain recovery
- working with schools, families, and communities to raise resilient youth
- educating judges, physicians, psychologists, youth counselors, clergy, and other professionals about addiction and recovery

Today, as the seventh decade of Hazelden’s journey begins to unfold, we move forward with gratitude for what has been and great expectations for what is to be. Thank you for “being there” with us along the way.

Warmest regards,

NORBERT J. CONZEMIUS  
CHAIRMAN, HAZELDEN BOARD OF TRUSTEES

MARK G. MISHEK  
PRESIDENT AND CEO



Norbert J. Conzemius



Mark G. Mishek

addiction to alcohol and other drugs is an equal opportunity disease. It reaches across age, race, gender, and socioeconomic status—with devastating consequences for our families, our communities, and all of society. Nearly 10 percent of our population—some 24 million Americans—is dependent on or abuses alcohol or other drugs.

While Hazelden recognizes addiction as a chronic, progressive, and sometimes-fatal disease, we also know it is treatable and manageable. Sixty years of experience in leading individuals and families through the chaos, fear, and isolation of addiction have shown us that lifelong recovery from addiction is a wholly realistic goal.

Our commitment to reach and help more people struggling with addiction begins with Hazelden staff being available 24 hours a day to answer calls, confidentially and toll-free. Our Web site serves as another free and immediate source of information, assistance, and resources.

In 2008, Hazelden found new and different ways to provide direct services to those in need, including an intensive outpatient treatment program designed specifically to better fit the lifestyles and schedules of people who work second or third shifts, stay-at-home parents, senior citizens, professionals with flexible work schedules, and those who may be between jobs. The new, six-week daytime intensive outpatient program is offered at Hazelden's Fellowship Club in St. Paul, Minnesota, which is home to a weekend outpatient treatment program as well.

With new funding from the Diermeier Family Foundation and other generous donors, Hazelden's Center for Youth and Families in Plymouth, Minnesota, piloted a program for siblings in 2008. The four-day program, developed to help siblings find healthy ways of coping with their brother or sister's addiction, was so well received that it is now offered every three weeks, along with the successful Parent Program at the Center for Youth and Families.

With 38 new releases in 2008, Hazelden publications continued to provide inspiration, guidance, and encouragement in the lives of millions around the world every day. One 2008 release has quickly become an essential tool in early recovery: *A New Day, A New Life*, by William Cope Moyers with Jodie Carter. With support from a generous donor, this guided journal was created for individuals in recovery and features an accompanying DVD. Along with recovery information and insight, the journal shares daily messages of hope and affirmation and provides prompts and space for writing personal thoughts and feelings.

#### Being there 24/7

In 2008, nearly 160,000 calls and more than 6,000 online inquiries were received by Hazelden's Contact Center from people seeking information, assistance, and products related to addiction issues.

#### Connecting people with resources

Nearly three million visits were recorded at [hazelden.org](http://hazelden.org) in 2008. And, each day in 2008, more than 85,000 people around the world received Hazelden's free inspirational email, *Today's Gift*.

#### Removing roadblocks to recovery

More than \$5,340,000 in financial assistance was given in 2008 to Hazelden patients who could not afford the full cost of treatment.

#### Keeping communities informed

More than 200 news organizations across the country carried Hazelden's semimonthly *Alive & Free* column in 2008.

HELP  
FOR  
TODAY

#### Being there

In 2008, Hazelden served a total of 10,341 patients through primary care treatment, continuing care, family, parent, and sibling programs, mental health services, and other programs.

## Preparing expert counselors

In 2008, the Hazelden Graduate School of Addiction Studies awarded 47 masters of arts degrees in addiction counseling and 11 certificates in addiction counseling.

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FOR  
TOMORROW

## Addiction is called “a disease of denial” for good reason.

For all the progress that’s been made since 1957 when alcoholism was first classified as a disease by the American Medical Association, there remain stubborn misperceptions about what it means to be addicted and what it takes to achieve lasting recovery from the disease. Hazelden is committed to building greater awareness and understanding of addiction and finding increasingly effective solutions through research, higher learning, publishing, and public advocacy.

As science helps us better understand the complex biological and behavioral mechanics of addiction, new approaches can be developed. With the generous support of donors, Hazelden’s Butler Center for Research launched several significant studies in 2008, including an investigation of the neurobiology of stimulant addiction and recovery among young adults, conducted in partnership with scientists at the University of Minnesota’s Department of Psychiatry and Center for Magnetic Resonance Research; a new study on the role of spirituality in abstinence and recovery; and ongoing collaborative projects through the Huss Research Chair on Older Adults.

With the field of addiction treatment changing rapidly, the role of the addiction counselor—the heart and soul of effective treatment—has become increasingly important. Offering both a master’s degree and certificate program in addiction counseling, the Hazelden Graduate School of Addiction Studies ensures that expert counselors will be available in the years ahead. Beginning in September 2009, a second Master of Arts in Addiction Counseling degree program will be available. This second option provides a professional practice emphasis that prepares graduates for licensure in addiction and mental health counseling.

Professionals who work to prevent and treat addiction rely on Hazelden for research-based curricula and resources for use in schools, treatment centers, and correctional programs. The Hazelden Co-occurring Disorders Program, published in 2008, provides the first comprehensive program for integrated treatment of addiction and co-occurring mental health problems. Developed by faculty from the Dartmouth Medical School, the program equips clinicians with the tools to treat both substance use and non-severe mental health disorders, at one time and in one setting.

In 2008, Hazelden’s Center for Public Advocacy made unprecedented strides in helping to create greater access to addiction treatment. The advocacy efforts of Hazelden and other leaders in the field resulted in passage in October of the Paul Wellstone and Pete Domenici Mental Health Parity and Addiction Equity Act, which helps end discrimination by insurance companies against people who need addiction treatment. In December, the Center for Public Advocacy convened “One Vision, One Voice,” a national forum at which leaders from the addiction field discussed the need to develop a unified vision for health care reform to ensure more people get the treatment they need.

### Equipping professionals

In 2008, 475 professionals participated in Hazelden’s Professionals in Residence program that trains physicians, psychologists, judges, educators, clergy, and others to recognize and respond appropriately to addiction-related issues.

### Providing tools of change

In 2008, customers worldwide purchased 2,872,631 addiction prevention, treatment, and recovery products from Hazelden, including books, curricula, audio and video materials, and gift items.

### Advancing the field

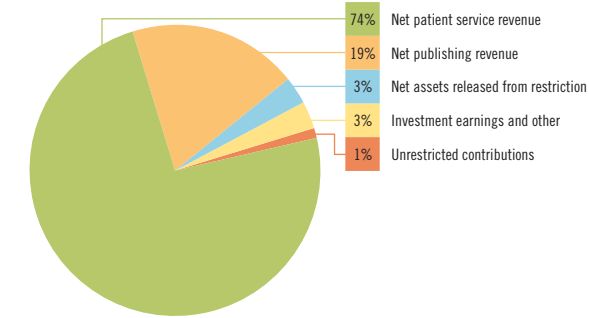
In 2008, Hazelden’s Butler Center for Research conducted 24 projects to add to the field’s knowledge of addiction treatment, identify treatment needs, and inform clinical care and academic programming.

**Hazelden Foundation and Subsidiaries Consolidated Statements of Operations and Changes in Net Assets**

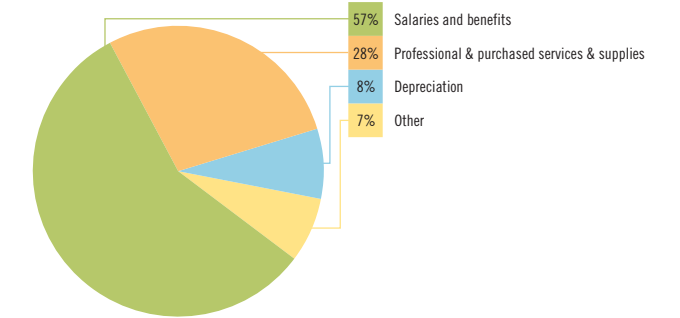
For the Years Ended December 31, 2008 and 2007 (in thousands)

	2008	2007
<b>OPERATING REVENUES</b>		
Patient service revenue, net	\$ 79,408	\$ 79,535
Publishing revenue, net	20,693	20,693
Tuition and workshops, net	1,682	1,384
Contributions	1,138	1,927
Other	1,298	1,518
Investment earnings, allocated to operations	583	-
Net assets released from restrictions—operations	2,869	4,234
<b>Total operating revenues</b>	<b>107,671</b>	<b>109,291</b>
<b>OPERATING EXPENSES</b>		
Salaries, wages, and benefits	61,797	58,237
Cost of sales—publishing	6,114	6,324
Patient related costs	5,043	5,298
Sales and marketing	3,333	5,520
Purchased services	7,945	7,478
Professional services	3,982	4,757
Depreciation, amortization, and accretion	9,037	8,451
Administrative and office supplies	1,628	1,608
Communications and utilities	2,268	2,109
Travel	1,986	1,835
Bad debts	814	611
Taxes	1,341	1,268
Property insurance	673	878
Other	2,846	2,795
<b>Total operating expenses</b>	<b>108,807</b>	<b>107,169</b>
<b>Operating income (loss)</b>	<b>(1,136)</b>	<b>2,122</b>
<b>NONOPERATING GAINS (LOSSES)</b>		
Investment earnings, net	1,800	1,123
Investment earnings, allocated to operations	(583)	-
Realized gains (losses) on investments	(8,711)	4,556
Unrealized loss on interest rate exchange agreements	(3,385)	(504)
<b>Total nonoperating gains (losses), net</b>	<b>(10,879)</b>	<b>5,175</b>
<b>Excess (deficiency) of revenues and gains (losses) over expenses</b>	<b>(12,015)</b>	<b>7,297</b>
<b>OTHER CHANGES IN UNRESTRICTED NET ASSETS</b>		
Net assets released from restrictions—capital	1,596	2,098
Change in unrealized gains (losses) on investments	(23,582)	2,179
Other gains (losses)	184	(28)
Net asset reclassification due to a change in law	(1,818)	-
<b>Total other changes in unrestricted net assets</b>	<b>(23,620)</b>	<b>4,249</b>
<b>Change in unrestricted net assets</b>	<b>(35,635)</b>	<b>11,546</b>
<b>TEMPORARILY RESTRICTED NET ASSETS</b>		
Contributions	3,522	9,433
Investment income (loss)	(1,854)	1,439
Net assets released from restrictions—operations	(2,869)	(4,234)
Net assets released from restrictions—capital	(1,596)	(2,098)
Contribution receivables written off	(3,755)	-
Net asset reclassification due to a change in law	1,818	-
<b>Change in temporarily restricted net assets</b>	<b>(4,734)</b>	<b>4,540</b>
<b>PERMANENTLY RESTRICTED NET ASSETS</b>		
Contributions	403	506
<b>Change in permanently restricted net assets</b>	<b>403</b>	<b>506</b>
<b>Total change in net assets</b>	<b>(39,966)</b>	<b>16,592</b>
<b>NET ASSETS, BEGINNING OF YEAR</b>		
	193,088	176,496
<b>NET ASSETS, END OF YEAR</b>	<b>\$ 153,122</b>	<b>\$ 193,088</b>

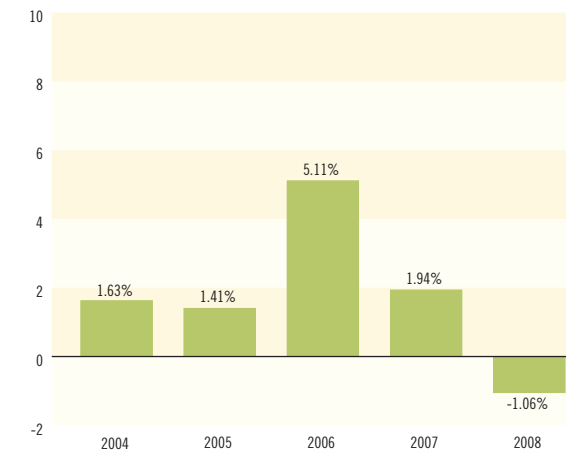
**2008 Operating Revenue**



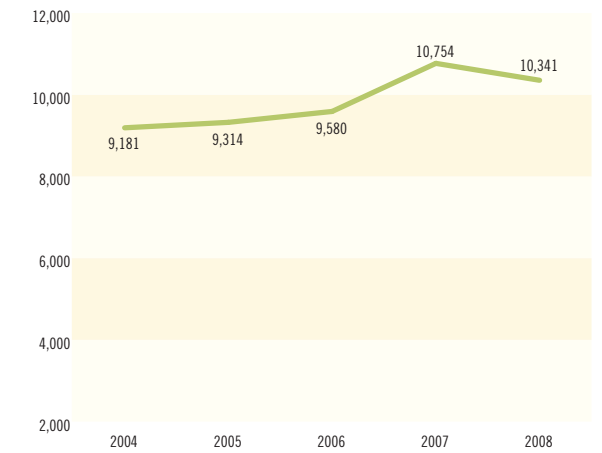
**2008 Operating Expense**



**Operating Margin (%)**



**Patients Served**



**Functional Expenses (2004–2008 in thousands)**

	2004		2005		2006		2007		2008	
Recovery Services	52,040	58%	54,376	58%	58,561	59%	63,746	60%	66,805	61%
Publishing	15,763	17%	14,731	16%	15,066	15%	16,385	15%	15,956	15%
Higher Education and Professional Training	1,423	2%	1,705	2%	1,834	2%	2,037	2%	2,379	2%
General and Administrative	19,397	21%	21,144	22%	20,756	21%	21,959	20%	20,338	19%
Development	1,909	2%	2,136	2%	2,650	3%	3,042	3%	3,329	3%
<b>Total</b>	<b>90,532</b>	<b>100%</b>	<b>94,092</b>	<b>100%</b>	<b>98,867</b>	<b>100%</b>	<b>107,169</b>	<b>100%</b>	<b>108,807</b>	<b>100%</b>

A copy of the audited Consolidated Financial Statements of the Hazelden Foundation and Subsidiaries is available by contacting Doug Will, corporate controller, at 651-213-4570.



“Without Hazelden, I would not be alive, let alone have hope and a future.  
Your donations made this possible for me.”

—A GRATEFUL ALUMNUS

2008 DONORS

The philanthropy of individuals, families, foundations, and corporations makes Hazelden's lifesaving work possible. In 2008, we were blessed by the generosity of more than 7,000 donors. Among those friends are many, named here, who gave gifts of \$250 or more.

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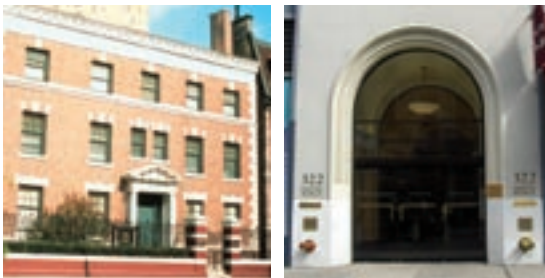
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Hazelden, a national nonprofit organization founded in 1949, helps people reclaim their lives from the disease of addiction. Built on decades of knowledge and experience, Hazelden offers a comprehensive approach to addiction that addresses the full range of patient, family, and professional needs, including treatment and continuing care for youth and adults, research, higher learning, public education and advocacy, and publishing.



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CHICAGO, ILLINOIS  
NEW YORK, NEW YORK  
NEWBERG, OREGON  
PLYMOUTH, MINNESOTA  
ST. PAUL, MINNESOTA

**Patient, Family, and Professional Services and Programs**

**CENTER CITY, MINNESOTA**

Chemical Use Assessment and Evaluation  
Residential and Nonresidential Alcohol and Drug Addiction Treatment for Men and Women  
Mental Health Services  
Family Programs  
Residential Extended Care  
Continuing Care Programs  
Recovery Retreats  
Nicotine Cessation Services  
Professionals in Residence Program

**CHICAGO, ILLINOIS**

Chemical Use Assessment and Evaluation  
Nonresidential Alcohol and Drug Addiction Treatment for Men and Women  
Sober Residence  
Family Programs  
Mental Health Services  
Continuing Care Programs

**NEW YORK, NEW YORK**

Chemical Use Assessment and Evaluation  
Nonresidential Alcohol and Drug Addiction Treatment for Men and Women  
Family Programs  
Continuing Care Programs  
Professionals in Residence Program

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Continuing Care Programs  
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Chemical Use Assessment and Evaluation  
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Mental Health Services  
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Chemical Use Assessment and Evaluation  
Adult Residential Intermediate Care  
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The Butler Center for Research works to improve recovery outcomes by conducting clinical research, collaborating, and communicating scientific findings about addiction.

**Publishing**

Publishing provides products and services to help people recognize, understand, overcome, and sustain lifelong recovery from the disease of addiction and related issues.

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Hazelden addiction specialists speak at public events, conferences, and educational venues to improve public understanding of addiction, treatment, and recovery.

**Higher Learning**

The Hazelden Graduate School of Addiction Studies is dedicated to educating future leaders in addiction counseling to improve treatment and recovery from the disease of addiction.