A year of special friendships, extraordinary generosity and growth
A YEAR OF GROWTH AND IMPACT:
A Letter from the Chairperson of the Board and the President

Fiscal year 2018 at The Price Center was a time of growth, notable progress and some impressive milestones. We completed the second year executing our strategic plan and, with it, saw a growing need for our Community Based Day Program, Employment Services and Specialized Supports. We increased the activities available in our Day Habilitation program and, in partnership with the City of Newton, broke ground for a new medical group home in Auburndale.

The year was dominated by our biggest project: the major renovation of 14,000 square feet in our 27 Christina Street building. This beautiful new space will accommodate the continued growth we project in the programs referenced above. Our goal now—and the focus of our Next Step Campaign—is to pay for the renovation and long-standing infrastructure upgrades, including the roof, reconfiguring the parking lot, creating an outdoor recreational space and purchasing much-needed equipment.

There were many program-related accomplishments throughout the year, including a new on-line system for staff training and a new program brochure that we are using to market The Price Center to potential families and agencies. We were fortunate that our neighbor, TripAdvisor, selected us as part of their Global Volunteer Day. In June, 30 TripAdvisor employees came to The Price Center to plant sensory garden boxes, which are wheelchair-accessible and will be enjoyed for years to come.

So many dedicated staff, family members, board members, donors and friends have made the progress of the past year possible. Thank you for all your support.

Sincerely,

Al Davis Justin Sallaway
Chairperson, Board of Directors President
Everyone at The Price Center had seen what 14,000 empty square feet looks like. Then they watched the thoughtful renovation that slowly transformed the large, sun-filled space. Then moving day arrived, followed by the opening event, where the ribbon was cut by Ruthanne Fuller, Mayor of Newton, with help from a few new friends.

The expansion has given key programs—notably, Community Based Day and Employment Services—flexibility and room to grow, says Justin Sallaway, President. “We had our eye on this space—always with the expectation that, when the time was right, we would expand. The good news is that all of our on-site programs, including Specialized Supports and Day Habilitation, have benefited because space opened up for their use.”

The decision was made to incorporate much of the existing structure, such as offices, notes Shannon Teles, Vice President of Programs. “Employment Services now has much more room, including simulated office environments, and there is a separate entrance from the outside. We’ve been able to create new program rooms for Community Based Day and keep the central space open for computers and socializing, which is important.”

Lori Harrington, Director of Employment and Community Based Day Services, is pleased about the large area with various types of seating. “The individuals in Community Based Day are very social, so they enjoy congregating there,” she says.
The various rooms in different colors are part of the Circles Curriculum, Lori notes. “This teaches individuals how relationships are formed and maintained, according to social norm and boundaries. The students make a connection through color, and it helps them understand this important concept.”

The Next Step Campaign, now underway, is intended to raise funds to cover the cost of the impressive renovation.

### FINANCIAL REPORT FOR FISCAL YEAR 2018

(July 1, 2017 - June 30, 2018)

<table>
<thead>
<tr>
<th>Description</th>
<th>FY2018 Income - Actual</th>
<th>FY2018 Expenses - Actual</th>
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<tr>
<td>Operating Revenue</td>
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<td>Operating Expenses</td>
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<td>Other Revenues / (Expenses)</td>
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<tr>
<td>Change in Net Assets</td>
<td>$64,188</td>
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The Price Center’s Fiscal Year 2018 finished in a positive financial position, ending the year with the change in net assets of $64,188. Our financial position confirms the commitment of our supporters and Board of Directors to keep The Price Center a strong organization.

This year, $187,571 was generated from special events and an additional $457,964 through contributions and grants. Private support represents approximately 8% of operating revenue. 58% of The Price Center’s operating revenue is derived from the Department of Developmental Services and 28% from MassHealth.
DONOR PROFILE

JOHN LYNCH IS EXCITED ABOUT THE PRICE CENTER’S IMPACT AND FUTURE

John Lynch knew little about The Price Center when he was asked to join the Board of Directors four years ago. A lot has happened since then—notably, the decision to purchase property, followed by the move to the center’s current home at 27 Christina Street in Newton.

As Vice President and Treasurer at Waters Corporation, where he formerly served as Vice President of Investor Relations, John brings substantial financial expertise to the board. Waters Corporation, based in Milford, is a global supplier of life science tools used in a broad range of industries.

“From the beginning, I had a strong sense that The Price Center is making a difference,” he says. “I saw that it is a model service organization—one that is true to its values.”

He recalls his first impression during a tour of The Price Center’s former facility on Rowe Street. “I thought ‘here’s a resourceful, humble, hard-working organization,’” John says. “The staff was approachable and clearly knowledgeable.”

He became acquainted with the other board members and was struck by their level of commitment. “The board is very involved and interested in the day-to-day running of the organization,” he notes.

Although the Lynches initially thought their adult son, Ryan, who has autism, would benefit from certain programs at the center, they realized that the distance from their home in Holliston was too great. John is effusive about the recent renovation and expansion that has led to a new, larger Employment Services Program that will build on the center’s impressive success in preparing individuals for employment and identifying opportunities. “Any parent who has an adult son or daughter with autism shares an important goal: that they find a good job,” he says.

John is pleased by how The Price Center has evolved in a short period of time. “The Christina Street property was a huge opportunity, and it has unfolded as we hoped,” he says. “The expansion is about progress and growth—but not growth for growth’s sake. We need to maintain the quality of our programs. I believe The Price Center is both adaptable and nimble.”

John and his wife, Andrea, are generous donors who support the center’s Annual Fund, its events and the capital campaign. “I serve on the Finance Committee, so I see how the center utilizes its funding responsibly. I give my time, and we provide financial support because of a desire to be involved in a service organization that is having an impact.

“I like The Price Center’s mission, vision and values, and especially the way it empowers individuals. I’m excited about the future of the organization.”
On a lovely June evening, friends of The Price Center gathered to enjoy being together, seeing a fabulous musical performance and raising essential funds to support Price Center programs. Thanks to support from sponsorships, ticket sales, donations and pledges, the center raised $188,000 after expenses.

Guests headed into Symphony Hall for a light dinner and refreshments, followed by a short program. After Justin Sallaway, President of The Price Center, thanked everyone for their support, Michelle Fineberg, a member of the Development Committee, introduced the featured speaker, Joyce Davis. Michelle was employed as a social worker when she met Joyce, whose son, Matt, suffered serious brain injury caused by a car accident.

Michelle introduced the Davis family to The Price Center, where Matt has received outstanding attention, services and friendship. His mother expressed her gratitude, as did Glenn Davis, Matt’s brother, who also spoke about the Davis family’s deep appreciation for The Price Center. Caroline Maguire, Matt’s twin sister, served as the event’s photographer.

Guests had the opportunity to express their appreciation during the Fund-A-Need Auction, whose goal was to raise funds for the purchase of two critical pieces of equipment needed for the safe transport of individuals at The Price Center: an electrical lift system—essential for many who use wheelchairs—and an additional transport van. The center relies on vans to bring individuals into the community for volunteer opportunities, employment, recreation and leisure activities.

Jordan Rich, a broadcaster on WBZ-AM 1030 for close to 40 years, served as emcee for the successful auction, assisted by Sarah Markowitz, a Price Center individual who led each round of applause. Jordan oversaw the brisk bidding that resulted in close to $45,000 in pledges.

After dessert and coffee, guests moved into Symphony Hall, where they enjoyed the Boston Pops and featured performers, Renee Elise Goldsberry and Phillipa Soo, from the hit Broadway musical, “Hamilton.” Renee Goldsberry received a Tony Award, Grammy Award and Drama Desk Award for her performance.

Thank you to all who supported The Price Center Annual Evening at the Pops!
2018 Donor Listing (July 1, 2017 – June 30, 2018)

Thank you for the extraordinary generosity from the following donors for their gifts to The Price Center received during fiscal year 2018.

$25,000 and above
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Charles Hennekens, MD
John Ledwith
Peter and Katherine Mahler
Kelly Monnahan
The Samia Companies
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Wellesley Bank Charitable Foundation

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Theodore and Cynthia Berenson
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David Yas
Kathleen Yazbak

Gifts received in honor of friends, family and special occasions:
Tony Concannon
Joyce Davis’ birthday
Matt Davis
Scott Davis
Day Habilitation staff
Jean DiBenedetto
Daphna Fineberg’s Bat Mitzvah
Jerry and Sandra Fineberg
Elin Howe
Marian Rose Irwin
Michael Lee
The Markowitz Family
Mike Markowitz’s birthday
Sarah Markowitz
Charles Neumann
Justin Sallaway
Barry Schwartz’s retirement
Johnny Simas

Gifts received in memory of the following individuals:
Helen Carten
Richard Chambers
Jeremy William Cohen
Chuck Flynn
Linda Gautreau
Mary Grinley
Jennifer McNamara
Ruth Miller
Nvk Murthy
Franz Schemmel
Hugh Sheridan
James and Marguerite Tatten
Martha TenEyck

In-kind gifts:
Cabot’s Ice Cream
Harvey Chansky
Deborah Clearman
Concord Tea Cakes
Joyce Davis
Deborah Dengler
Jack Foley
Francis Galligan
Irene Greif
Frances Grossman
Janel Houton
David Kupferman
Bette Leahy
Jack Lillis
Jeannie Lindheim
Alfred Loranz
Caroline Maguire
Lorna Ritz
Leann Shamash
Anne Silber
Judith Silverstein
Sarah Sutro
Maria Termini
TripAdvisor
The Village Bank

Every effort has been made to ensure the accuracy of these lists. Please contact the Development Office at 617-244-0065, ext. 1008 if there is an error and please accept our sincere apology.
A MESSAGE FROM SUZANNE KINSELLAGH
DIRECTOR OF DEVELOPMENT

Since joining The Price Center a year ago, I have enjoyed meeting our loyal donors, developing new relationships and, in general, building awareness throughout the community for The Price Center’s outstanding programs.

Our future goal is to grow philanthropic giving from all sources, including from individual supporters, foundations and corporations. Our Spring Appeal helped grow our unrestricted funds, and we are launching a Leadership Giving Program to recognize our generous and loyal friends. You will soon hear about The Next Step Campaign, our initiative to cover the capital costs of the beautiful new renovation for our Community Based Day and Employment programs, along with a number of infrastructure improvements and, importantly, to offset our deficit in covering the salaries of our talented job coaches. Our goal is to raise $1.5 million to support these needs.

Our second annual fundraising event at Symphony Hall was a high point in the year. Many of you joined us to enjoy performers from the Broadway musical, “Hamilton.” After expenses, the successful event raised $188,000 to support Price Center programs.

We are having success reaching out to businesses that make grants and provide sponsorships. In addition, we are placing new focus on communicating effectively on behalf of The Price Center. Our brochures and newsletters have been updated to give the organization a fresh look that highlights our important and essential programs and services.

It is a privilege to work with so many wonderful, committed individuals. I know we will accomplish even more together in the coming year.

Sincerely,
Suzanne Kinsellagh

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2018-2019

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*The Price Center supports a family member

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Eileen Nee
Director, Intensive Day Habilitation Program
Lori Harrington
Director, Community Based Day and Employment
Karen Manning
Director, Specialized Supports
Jennifer Thompson
Director, Residential Services
Marianne Casano
Director, Human Resources
Johanna Jennings
Executive Assistant
TripAdvisor Spends Global Volunteer Day at The Price Center

Thirty employees from TripAdvisor arrived early on June 20 and worked hard to accomplish a carefully planned goal at The Price Center: beautify the outdoor space near the entrance by planting gardens and planters with tactile qualities for the enjoyment of Price Center individuals, who can participate in the upkeep and care. TripAdvisor donated close to $6,000 in supplies—soil, stone, mulch, planters, flowers, vegetables and herbs. The result: a lovely, much appreciated garden and flower boxes that feature a variety of fragrances, shapes and sizes, and are wheelchair-accessible. TripAdvisor, a neighbor of The Price Center, partnered with Building Impact, an organization that has created a network of corporate citizens and civic participation throughout Massachusetts.
The Gift of Music Thanks to Belmont Savings Bank Foundation

A generous $7,400 grant from Belmont Savings Bank Foundation allowed 24 Price Center individuals to participate in a pilot program of music and performance sessions designed and provided by amplifi, a Burlington company that specializes in therapeutic music programs for those with intellectual and developmental disabilities. Heather Rielly, Vice President of Business Banking at Belmont Savings Bank (BSB) and a member of The Price Center’s Development Committee, was instrumental in making the grant happen. Many families and friends attended the concert in May. In July, Robert M. Mahoney, President of BSB, came for a tour of The Price Center.

Interactive Concerts Are a Hit in Day Habilitation

It is a special day for individuals in the Day Habilitation Program when Tracy Clark, a talented vocalist, brings her interactive concerts to The Price Center. Tracy, a seasoned professional who has performed in New York and throughout Boston, visits three or four time a year, thanks to funding from the Daniel Frank Music Fund, which is supported by Jerry Fineberg and Daniel Frank and established in Dan’s honor.

Rockland Trust Opens a New Branch and Makes a Generous Gift

When Rockland Trust held a ribbon-cutting to mark its arrival at 170 Needham Street in Newton, they also made a donation of $10,000 to The Price Center. The Rockland Trust-Peoples Federal Foundation directed the gift to The Price Center’s growing Employment Services Program; it will help offset expenses associated with the program’s job coaches. Chris Oddleifson, CEO of Rockland Trust, presented the check to Justin Sallaway, President of The Price Center. Ruthanne Fuller, Mayor of Newton, also spoke, as did Lise Elcock, Membership Director of the Newton-Needham Regional Chamber.

Clark Charitable Trust Gift Results in a Useful Upgrade

Timothy Taylor, a long-time member of The Price Center Board, is an attorney who oversees the distribution of funds from the Clark Charitable Trust. This past year, he generously gave $20,000—split between the center’s capital campaign and for the construction of a new porch and stairs at one of our residential homes, located on Wiltshire Road in Newton. In June, Tim also directed $4,000 to the Day Habilitation Program.
(Back row) Nolan Tierce, Sandra and Jerry Fineberg, Jim Giammarinaro, Gwen Fineberg, Dan Frank, Justin Sallaway. (Front row) Jillian Mancuso, Sharon Dirksen, Sarah Markowitz, Mayor Ruthanne Fuller.

Ian McKay with his mom, Judy

Jerry Fineberg, a major supporter of The Price Center, and his daughter, Michelle, enjoyed the event.

Bob and Michael Simmons

Fun at the ribbon cutting

THE PRICE CENTER

For more information about The Price Center, please call 617-244-0065, ext. 1008
27 Christina Street, Suite 201 - Newton, MA 02461

www.thepricecenter.org