



PROSPECTUS BERCO

Making a Difference for People with Disabilities

MISSION STATEMENT

Prospectus Berco inspires people with special needs to lead meaningful lives by providing innovative supports.

840 William Lane, Reading, PA 19604

610-372-4637

www.prospectusberco.org



There's no place
like..

PROSPECTUS
BERCO



Making a difference for the past 40 years.



PROSPECTUS BERCO
2017 Annual Report



CEO/Executive Director's Message

Forty years ago, March 1977, Prospectus Berco was established to make a positive difference in the lives of people with intellectual disabilities and other special needs. And for 40 years we have been dedicated to that mission, touching the lives of thousands of individuals and their families. Whether striving to operate innovative programs in a fiscally responsible manner, creating opportunities for individuals receiving services to be valued members of their community, or providing an exceptional work environment for our employees, Prospectus Berco continues to make dreams come true. The talents of our compassionate and creative workforce to continually foster, nurture, and celebrate meaningful relationships with and between the men and women we serve definitely play a major role in Prospectus Berco's four decades as a leader in this industry. Naturally, in recognition of this milestone, we held a variety of events to appreciate stakeholders and communicate our story to the community.

With the theme of, "there's no place like home," we kicked off the year of celebration with an open house at our 1800 Kutztown Road facility and culminated the year with a 40th anniversary gala at the DoubleTree Hotel in November. However, 2017 wasn't just devoted to partying—we also accomplished several important corporate goals. The Board of Directors adopted a multi-year strategic plan which addresses the critical areas of culture, personnel, programs, and technology. Through grants, donations, and golf tournament proceeds, we were able to complete over \$70,000 in community home renovations, repairs, and upgrades. We received grants to continue music therapy for individuals attending our Adult Training programs at William Lane and Kutztown Road. We were complimented for our programming for individuals with disabilities who are also deaf or hard of hearing. We implemented automated applications for various human resource and fiscal processes. Finally, we were very active with training employees, developing opportunities, and implementing community participation supports in line with federal and state mandates.

It is my sincere pleasure to present to you our 2017 Annual Report recognizing our generous donors, reporting audited financial data from fiscal year July 1, 2016, through June 30, 2017, and sharing programmatic highlights through photos and statistics. I feel certain in reading this report you will appreciate Prospectus Berco's valuable role in inspiring Berks County men, women, and children in leading meaningful lives by providing innovative supports. To all of you who partnered with us to make the last 40 years successful and memorable, thank you!

Jody H. Wagner

2017 DONOR REPORT JANUARY 1, 2017 TO DECEMBER 31, 2017

Hands-On-House Children's Museum	Salute Italiano Restaurant
Heidelberg Country Club	Sam's Club
Scott & Stephanie Hill	Santander Bank
Homewood Suites Hotel	Saucony Brewing Co.
Kasper TV & Appliances Co. Inc.	Chad Schlanger
Roy & Betty Koppenhofer	Daniel Schlenker
Patrick & Kristine Leaman	Shady Maple Farm Market
Learning Express Toys	Sky's The Limit
Brian Long	Sneaker Villa
Longwood Gardens	Allen & Susan Stalnecker
Manor Golf Club	Starbucks
Melanie Manwiller	Bonnie Sussman-Versace
Laura Mattavi	Sweet Street Desserts
McArdles Pub	Tee Time Golf Pass
Michael's Classic Limousine	Nicholas Thomas
John & Stacey Mikatavage	Three Minute Car Wash
Michael & Stacey Mixell	Adrienne Trafford
Moe's Southwest Grill	Carol Troxel
Beth Moore	Tuscan Sun Salon & Spa
Moselem Springs Golf Club	Unique Pretzels
Mt. Hope Estate & Winery	United Artists Salon & Spa
Laura Murga	US Express Printing
Oakbrook Brewing Company	Van Scoy Jewelers
Office Service Company	Jody Wagner
Ozgood's Grill & Bar	Richard & Meg Waldron
Philadelphia Eagles	Wal-Mart in Temple
Philadelphia Flyers	Wal-Mart in Wyomissing
Philadelphia Museum of Art	John & Heather Watkins
PH Whelihans Pub & Restaurant	Weis Food Markets
Pike Café	Greg & Christine Werner
Harry Prutzman	Wood-to-Wonderful
Reading Country Club	Mark & Zelda Yoder
Reading Eagle Company	Yorgey's Dry Cleaning
Reading Fightin' Phils	Mark Zebrowski
Reading Movies 11 & IMAX	
Reading Public Museum	
Reading Royals	
Redner's Warehouse Markets	
Riverview Tree & Landscaping, Inc.	
Peter Rowley	

***Please accept our apologies for
any inadvertent omissions.***

2017 DONOR REPORT

JANUARY 1, 2017 TO DECEMBER 31, 2017

FRIENDS \$1-\$99 (cont.)

Raffaele & Marcella Mella
Sharonne Miller
John & Stacey Mikatavage
Douglas Myers
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Overhead Door Co. of Reading
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Sharyn Stricker
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Shannon Tennant
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Barbara Toms
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David & Jody Walter
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Ray Wien
Lee & Jacqueline Wise
Michael & Stella Wolf
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IN KIND DONATIONS

Adventure Aquarium
Kim Alarcon
Alisha's Spa Euphoria
Richard Aulenbach
AutoSpa of Wyomissing
David & Karen Bensinger
Berkshire Country Club
Bethany Children's Home
Bistro 614
Blankets of Hope, Inc.
BodyZone Sports & Wellness
Boscov's Dept. Stores
Boscov's Travel
Brentwood Industries, Inc.
Brewer's Bar & Grill
Michelle Byrne Studio
Café Sweet Street
Carpenter Technology
Chapel Hill Golf Course
Christopherson Business Travel
Courtyard by Marriott
Crayola Experience
Crowne Plaza Reading
Debbie Dallago
Dans at Green Hills
Dorney Park & Wildwater Kingdom
DoubleTree Reading
Dutch Apple Dinner Theatre
Liz Egner
E.G. Smith, Inc.
Esbenshades Garden Center
Eva Leila Salon
Evelyn & Harriette's Gifts
Kevin & Kristen Fisk
Fox Theatres
Giant Food Stores
David & Lynn Gemmell
Godiva Chocolatier, Inc.
Susan Haldeman



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Retired Director Operations Planning, Carpenter Technology Corporation

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Vice President of Commercial Operations, Santander Bank

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Director of Commercial Loan Operations, Santander Bank

2017 DONOR REPORT JANUARY 1, 2017 TO DECEMBER 31, 2017

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Statement Apparel, Inc.
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Tompkins VIST Bank
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Jody Wagner
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Lori Heffner
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Christine Krzyzanowski
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Leesport Jaycee Foundation
John & Jacqueline Lesniewski
Richard Lewalski
John Mapp
Donald & Valeria McBryan
Thomas McGowan

2017 DONOR REPORT

JANUARY 1, 2017 TO DECEMBER 31, 2017

BENEFACTORS \$250-\$499

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Ontelaunee Builders
D. Robert & Yvonne Oppenheimer
Quadrant EPP
Peter Rowley
Allen & Susan Stalneckner
William & Kim Stambaugh
Stratix Systems
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PATRON \$100-\$249

Kim Alarcon
Altrusa International of Reading/Berks
AmazonSmile Foundation
Anonymous
Henry & Carolyn Ansell
Automotive Service Reladyne
Barley Snyder LLP
Franklin & Barbara Bauman
Beacon Container Corp.
Thomas Bellairs
Berkshire Systems Group/SAH Inc.
Jane Borchert
Christine Brendle
Brickstreet Mutual Insurance Co.
D. Ann Broadbent
Barbara Burdan
Michael & Joanne Capozzi
Christine Casantini
Connors Investor Services, Inc.
James & Anna Connors
Crosskeys Insurance, Inc.
Custom Milling & Consulting, Inc.
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Endy Technologies, Inc.
Evonik Corporation
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Michael J. Fraser
Jerry Fudeman
Gage Personnel Services
Nancy Gardner
Georgia Gruber
Santo & Marie Grande
Green Giant Pest Control
Linwood & Sherry Hafer
Dick Henry
Frank Higgins
Kathleen Hogg
Richard & Brenda Horner
Joseph & Donna Kijak
Richard M. Kline & Son, Inc.
Knies Insurance Group, Inc.
Robert & Kathleen Kreitz
Larry & Mary Lou Kuser
Michael & Robin Laros
Bruce & Catherine Latshaw
Brian Long
M&T Bank Charitable Group
Masano Bradley
Maureen Mileski
Kim Moyer
Laura Murga
Douglas Myers
Joel & Jennifer Neiheiser
James & Antoinette Orsini
Carl & Donna Pawling
Penn's Commons Dental Group, LTD
Craig & Sue Perrotty
Clayton & Mary Reed
Steven Reed Building Contractor
RE/MAX—The Egner Group
Andrea Reber
Milton Ripple
Riverview Bank
Schatz Electric

BOARD OF DIRECTORS—2017

Peter Rowley
*Assistant Vice President/Commercial Lender for Tompkins
VIST Bank / Owner, Berks Elite Training*

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Senior Financial Advisor, RKL Wealth Management LLC

Christine Werner
Realtor Associate / RE/MAX of Reading

Mark Yoder, Esq.
Attorney / Bingham, Hess, Coblentz & Bell, P.C.

Management Team

Jody H. Wagner, Executive Director / CEO

Kim Alarcon, Human Resource Administrator

Debbie Dallago, Residential Services Administrator

Stephanie Hill, Day Services Administrator

Scott R. Hill, IT Administrator and Webmaster

Laura Mattavi, Finance Administrator / CFO

Stacey Mikatavage, Corporate Administrator and Assist. to CEO

Susan Stalneckner, Development and PR Administrator

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Registration does not imply endorsement.*

"There's No Place Like Home"
40th Anniversary Celebrations for
Prospectus Berco

Thursday, January 5, 2017 – Kicked off the 40th Anniversary celebration with an all day visit from the 2018 Leadership Berks Class. Program participants and employees wore their 40th Anniversary T-shirts to commemorate the day.

Sunday, February 12, 2017 – Prospectus Berco Night at the Reading Royals at the Santander Arena.

Sunday, April 23, 2017 – 25th Annual Awards Dinner started at 12 noon at the Crowne Plaza in which we celebrated the accomplishments and exemplary achievements of program participants in the Day and Residential Programs. We recognized those whose lives we touch not for their disability but for the positive impact they have in helping us view the world around us with hope, opportunity, and acceptance.

Thursday, May 4, 2017 – 40th Anniversary Open House at Prospectus Berco at 1800 Kutztown Road commemorated the organization's being incorporated 40 years ago. Following a Wizard of Oz theme, the morning activities included brief proclamations by local politicians and community leaders; musical entertainment by the Berks Sinfonietta including songs from *The Wizard of Oz*; and tours of the agency.

Saturday, November 11, 2017 - The 40th Anniversary Gala was held on Saturday, November 11, 2017, at the DoubleTree Hotel, Reading. The evening began with an open cocktail hour followed with dinner fit for the great and powerful OZ! Guests posed with Wizard of Oz cutouts and in front of a photo booth with an Oz background. *Erich Cawalla's Uptown Band* provided the musical entertainment, where we heard a rendition of *Somewhere Over the Rainbow*. We had an enchanted evening!

2017 DONOR REPORT
JANUARY 1, 2017 TO DECEMBER 31, 2017

FOUNDERS (\$5,000+)

David & Karen Bensinger
East Penn Manufacturing Co., Inc.
Freedom Toyota
Henry Janssen Foundation
Tompkins Insurance
United Way of Berks County
Irene Zuber

PARTNERS \$1,000-\$4,999

Auman Funeral Home
Kyle & Lisa Bauman
Steve & Carmela Bobick
Joseph & Mary Ann Bono
Boscov's Travel
Capital Blue Cross
Carpenter Technology Corporation
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Dale & Susan Derr
Esterbrook Pharmacy
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David & Susan Greif
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Roy & Betty Koppenhofer
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M.P. Butterworth & Associates
Raymour & Flanigan
Reading Musical Foundation
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Santander Bank
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Stevens & Lee
Tower Health Medical Group
Carol Troxel

Michael Vind

Visions FCU

Richard & Meg Waldron

Fred & Mary Jane Wolf, Sr

LEADERS \$500-\$999

Alternative Benefit Systems
BB&T Bank
BB&T Institutional Advisors
Peter & Lynn Champagne
Gerald & Evelyn Chatel
Dolan Construction Co., Inc.
Esterbrook Pharmacy
Herbein + Co.
Highland Auto & Truck Repair, Inc.
Ruth Isenberg
Patrick & Kristine Leaman
William & JanEddi Mack
Glenn & Sally Miller
Willis & Catharine Nolt
Philadelphia Insurance Companies
Redner's Warehouse Markets
RE/MAX—The Werner Group
Rich's Automotive Sales & Service
Singer Equipment Co., Inc.
Specialty Rigging Co., Inc.
Sweet Street Desserts
Mark & Zelda Yoder

BENEFACTORS \$250-\$499

Donald Arnholt
Blue Chip Baseball
David Byrne
Evelyn Close
Debbie Dallago
Jean Dierolf
EthoSource, LLC
Susan Haldeman
Deborah Kearse

FINANCIAL INFORMATION

JULY 1, 2016 – JUNE 30, 2017

	<u>Residential</u>	<u>Vocational and Adult Training</u>	<u>Foster Care & Family Sup- port Services</u>
Income:			
MH/MR	\$9,348,634	\$4,740,922	\$504,066
Contract Income	0	251,545	0
Fees/Other Income	<u>673,213</u>	<u>28,448</u>	<u>1,328,744</u>
	10,021,847	5,020,915	1,832,810
Expense:	<u>9,478,686</u>	<u>4,452,213</u>	<u>1,815,071</u>
Surplus/(Deficit):	<u>\$543,161</u>	<u>\$568,702</u>	<u>\$17,739</u>
	60%	28%	12%

	<u>TOTAL</u>	
Income:		
MH/MR	\$14,593,622	86.48%
Contract Income	251,545	1.49%
Fees/Other Income	<u>2,030,405</u>	<u>12.03%</u>
	16,875,572	100.00%
Expense:	<u>15,745,970</u>	
Surplus/(Deficit):	<u>\$1,129,602</u>	
	100%	



T-shirt celebration with Leadership Berks



Annual Awards Dinner 2017



40th Anniversary Gala



Reading Royals Proud!



*40th Anniversary
Open House*

Forty Years—2017

The Adult Training Program-

- ♦ Provided social, educational, and recreational opportunities to **180** individuals with intellectual disabilities and special needs
- ♦ In the last 6 months of the fiscal year, in compliance with Federal mandates:
 - 88% of program participants at William Lane location spent 2,683 hours in the community
 - 67% of program participants at Kutztown Road location spent 447 hours in the community
 - This represents visiting over 50 community venues



Clockwise: Alyssa shoots hoops with a Carpenter Technology employee during the United Way Day of Caring.

Carmen & Joyce design Christmas cards for shut-ins and nursing home residents at the Reformation Lutheran Church.

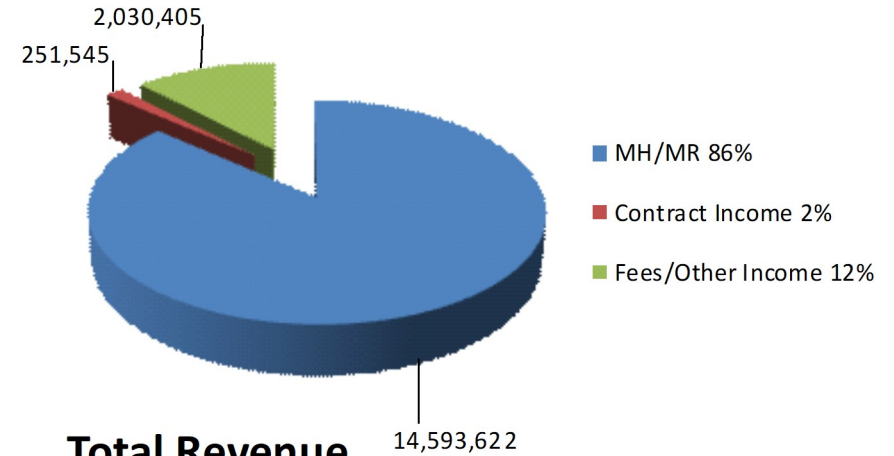
Surrounded by jazz musicians, Linda is living it up at the Berks Jazz Fest.



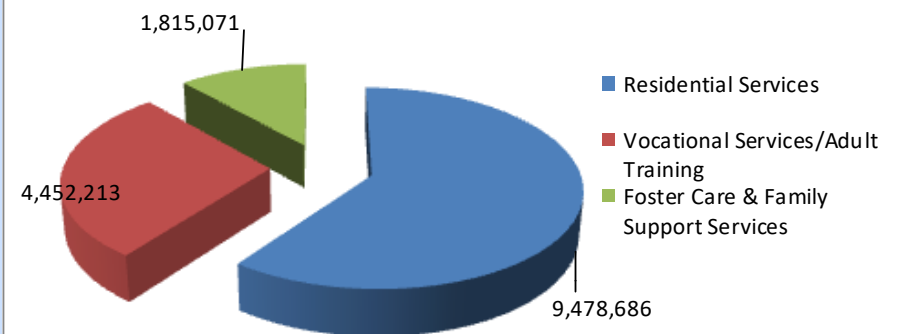
Active

Happy

2016 – 2017 Public Support, Revenues, & Expenses

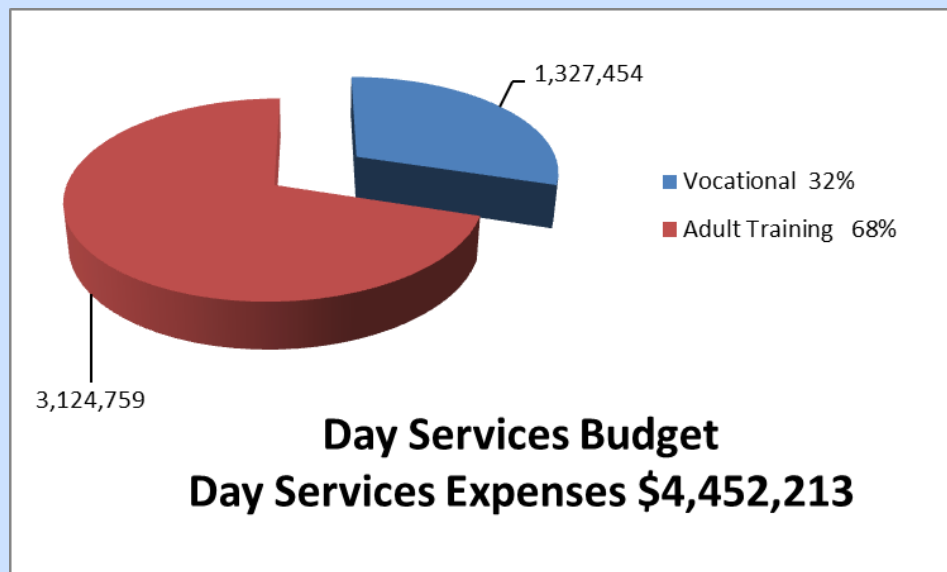
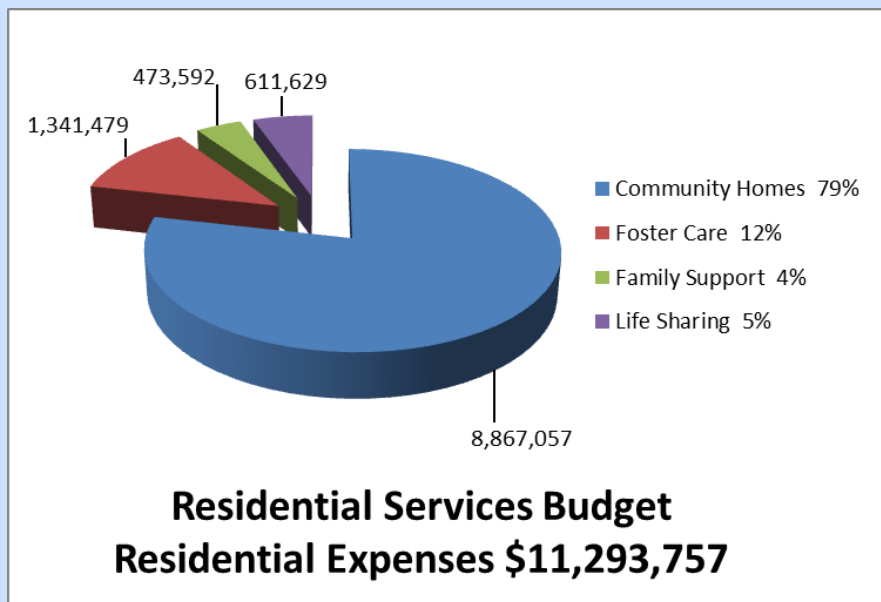


Total Revenue
\$16,875,572



Total Expenses
\$15,745,970

2016 – 2017 Residential & Day Services Budgets



The Vocational Program-

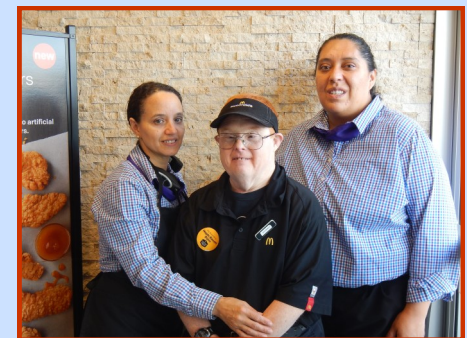
- Contracted with **17** businesses nationally and provided vocational training, employment opportunities, and volunteer experiences for **109** individuals with intellectual disabilities
- For the last 6 months of the fiscal year, in compliance with Federal mandates, we had 5 volunteer sites and 3 offsite employment sites providing 932 hours in community participation support and small group employment



Clockwise: Vocational production workers assemble packets of information at UGI Services, Inc.

Bob Haley poses with his supervisors at McDonalds in which he holds a part-time job.

Robbie absolutely loves his job in housekeeping at the Courtyard by Marriott.



Dedicated

Loyal

Forty Years—2017

The Residential Program-

- ♦ **23** licensed community homes in Berks County that provided a safe and secure home for **75** individuals
- ♦ **20** total Foster Care Providers providing services to **42** children with in the County Foster Care Program
- ♦ **44** individuals receiving habilitation or respite services
- ♦ **19** program participants in LifeSharing living with a total of **13** LifeSharing Providers

More 40th Gala photos



Clockwise: Gary's trip to Disney World was extra special after posing with Minnie.

Meredith and Diane are all smiles as they meet "Elvis."

The Butternut Fall Festival is a favorite for all the residents, and Betty and Dorothy are no exception.

