



# 2012 Annual Report





# Dear Friends,

Dear Friends,

With all of your help, we've had an incredible year. Your time, your creativity, and your generosity made everything in this book possible. And our staff—327 case managers, teachers, residential counselors, clinicians, and program supervisors—gave their all on each of the 366 days in FY12 to make it all happen (it was a leap year!).

After the fiscal year closes on June 30 we like to take a moment to celebrate all we've accomplished and reflect on what to tackle next.

- Enrollment at the Ivy Street School increased by fifty percent in FY12.
- We opened two new group homes for adults with brain injuries and have reached capacity in our day programs.
- We continue to expand our vision rehabilitation services for adults who are blind and visually impaired and now have licensed occupational therapists in all of our service areas.

Growth means having more resources to make our programming as rich and effective as possible—resources to renovate buildings, serve more people, develop and deepen collaborations, and to determine what works and build on it.

But it also reminds us that 109 years after our founding by a group of Boston Brahmin volunteers, there is still a pressing need for our community to come together to make sure that people with disabilities can live with the dignity and self determination that we all want for ourselves.

When you partner with MAB you create opportunity where before there was only potential. We're proud to have you in our community. Please celebrate the success that you've been a critical part of and start thinking about the difference you can make with us in 2013.

Thank you.

Sincerely,

Barbara Salisbury  
Chief Executive Officer

Craig Pfannenstiehl  
President, Board of Directors

P.S. When you see this symbol **WWW** visit [www.mabcommunity.org/2012annualreport](http://www.mabcommunity.org/2012annualreport) for the full article or video.

## COMMUNITY PARTNERS

People and organizations we recognized this year for their contributions the MAB Community.



Barbara Salisbury



Craig Pfannenstiehl



**Vincent O'Connell**, head teacher at MAB's first adult residential program, for his pioneering work with adults with developmental disabilities.

**Joseph P. Kennedy, Jr. Foundation**, for partnering with MAB in 1976 to dramatically expand residential services.

**Kathleen Catano**, Greater Boston Area Director, Massachusetts Department of Developmental Services, for exceptional service to the community.

**Adrian Broca**, Honorary Chair of the Team With a Vision.

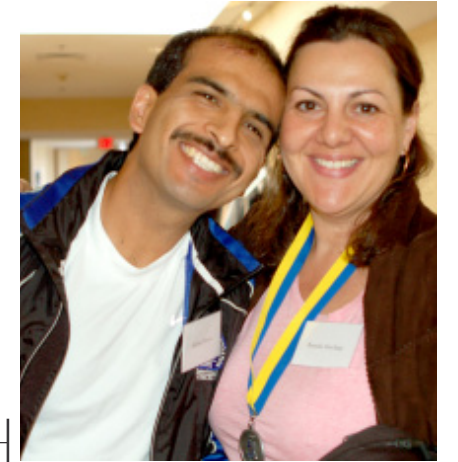
**Matt Killeen**, marathon runner, for raising more than \$45,000 in his years with the Team With a Vision.

Top Marathon Fundraisers **Lisa Wolk** (\$9,823) and **Ellen Goldberg** (\$8,100).

**J. Lawrence Guihan**, 1:1 Community Volunteer and former MAB President and Finance Chair, 2012 Jane Falk Award for dedicated volunteer service.

**Ken DoRosario, Daniel Grant and Suzanne Kaitz**, for outstanding work on the Ivy Street School Extravaganza.

**Lewis Epstein and the Barbara Epstein Foundation**, for generous support of the Ivy Street School.



YEAR **IN REVIEW**

MAB Community Services has been creating opportunities for people with disabilities since 1903, when Helen Keller and other members of our first advisory board created the country's first services for blind adults. Today we are one of the leading providers of vision rehabilitation in the state. We were a pioneer of the deinstitutionalization movement for adults with developmental disabilities and we operate one of the only schools in the country for adolescents with brain injuries. In 2012 we served more than 1,400 teens, adults and elders.

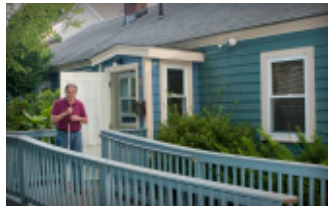
2



**\$10,000** matching gift challenge received from John Alden Trust

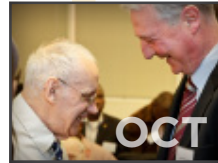


New residence for four men with brain injuries opens in Belmont



Ivy Street brochure wins a 2011 American Graphic Design Award and 2011 Gold MARCOM Award [WWW](#)

Barbara Epstein Foundation doubles annual gift to Ivy Street School



Adult Disability Services celebrates **four decades** of community living at Annual Meeting

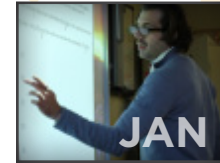


MAB featured in a front page Globe article on Thanksgiving Day [WWW](#)

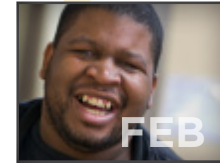


MABVI awarded **\$35,000** from S. Elizabeth O'Brien Trust for vision rehab collaboration with Boston Medical Center

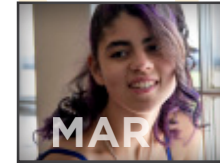
Youth Volunteer initiative launches with support from the Gibney Family Foundation [WWW](#)



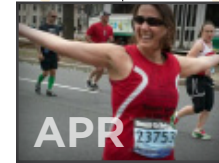
Matching gift challenge raises **\$30,000** for SMART Boards and classroom technology



Art for Life event brings 100 pieces of donated art to MAB residences



Ivy Street School Strategic Plan completed



Our Stories exhibit on deinstitutionalization at Lexington Library

Team With a Vision raises **\$75,000** in the Boston Marathon



Extravaganza Musical Revue puts Ivy Street students in the spotlight [WWW](#)



Ivy Street Graduation honors community partners and student achievements



MABVI Senior Connection brings 150 support group members together for falls prevention talk [WWW](#)



Blindfold Challenge at the BAA 5K pairs 25 guides and blindfolded runners [WWW](#)

New residence for young adults with brain injuries opens in Newton

3



# MAB ADULT DISABILITY SERVICES

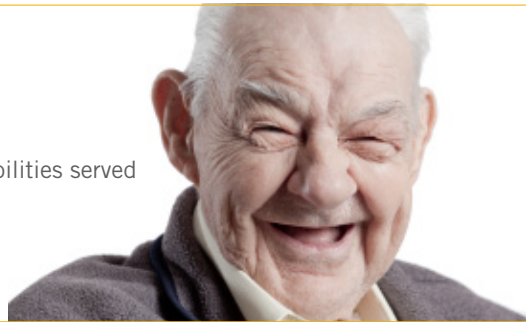
Four decades may have passed, but celebrating life in the community never gets old.

“The world has caught up with Vince and the guys. The goal now is to keep people with disabilities in the community, to help them realize their potential and enrich their surroundings.” [www](#)



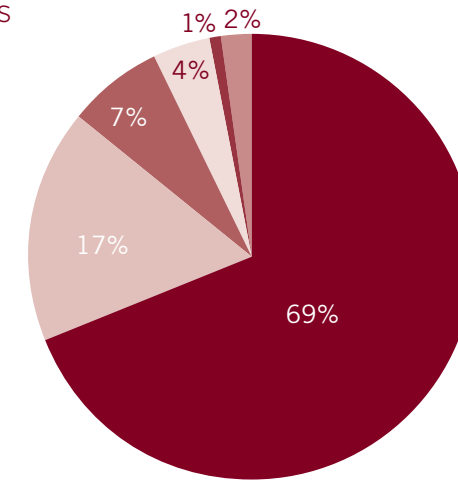
**One**  
front page article in the Boston Globe

**300** adults with disabilities served



**100** pieces of artwork donated to furnish residences

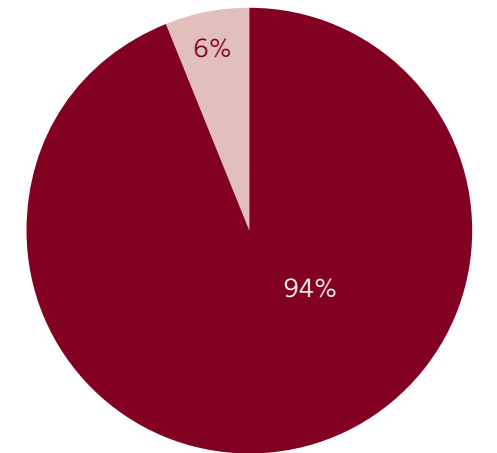
Total Expenses



Payroll ..... 69%  
Occupancy ..... 17%  
Vehicle and Equipment Lease ..... 7%  
Direct Program Support ..... 4%  
Professional Fees ..... 1%  
Telecommunications, Training, Printing, Misc ..... 2%

**Total: \$7,342,498**

Total Revenue



Government/Reimbursement ..... 94%  
Room and Board ..... 6%

**Total: \$8,132,350**



**14%**  
increase in revenue

**2**  
staff newly certified in brain injury

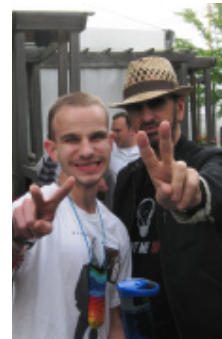
**3**-year  
certification from CARF for Day Habilitation program

**19**  
community vocational partners

**2**  
new residences opened

**3** exhibitions of Our Stories, including at the State House

Emerging from the challenges of the recession, a renovated Ivy Street welcomed new students and new opportunities.



6

**110**

hours of rehearsal for the Extravaganza



# Second anniversary

of student-run coffee shop Wake Up and Smell the Coffee [WWW](#)



**One**

Beatle met

**200**

gallons of paint

**5**

staff newly certified in brain injury

**29**

total students served

**8**

community vocational partners

**50%**

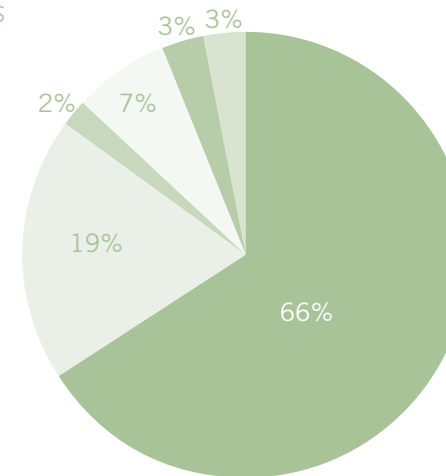
increase in enrollment in one year

**2**

new SMARTBoards and an Elmo Projection system



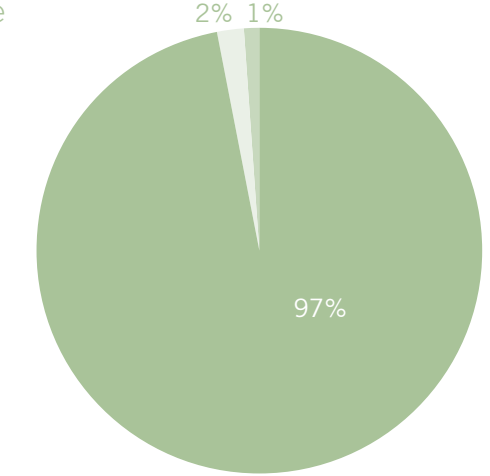
Total Expenses



Payroll .....	66%
Occupancy .....	19%
Vehicle and Equipment Lease .....	2%
Direct Program Support .....	7%
Professional Fees .....	3%
Telecommunications, Training, Printing, Misc .....	3%

**Total: \$3,157,852**

Total Revenue



Tuition .....	97%
Contributions .....	2%
Special Events (Net) .....	1%

**Total: \$3,235,102**

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MASSACHUSETTS ASSOCIATION  
for the  
**Blind and Visually Impaired**

CONFIDENT LIVING WITH VISION LOSS

As the baby boomers age, many people will lose vision. Our partnerships with Boston Medical Center, New England Eye and the Visiting Nurse Association of Boston make vision rehab a seamless part of exceptional medical care.



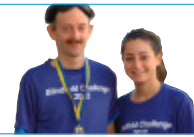
**32**

support groups



**25**

blindfold challenge teams ran to raise awareness and funds.



**2** hours **55** minutes:

time it took visually impaired elite athlete Aaron Scheidies to run 26.2 miles for MABVI

**2**

Feeling for Form tours for support groups at the Museum of Fine Arts

**1,125**

individuals with vision loss served

**788**

billable hours for vision rehabilitation services, up 154% since 2009.

**145**

volunteers

**50<sup>th</sup>**

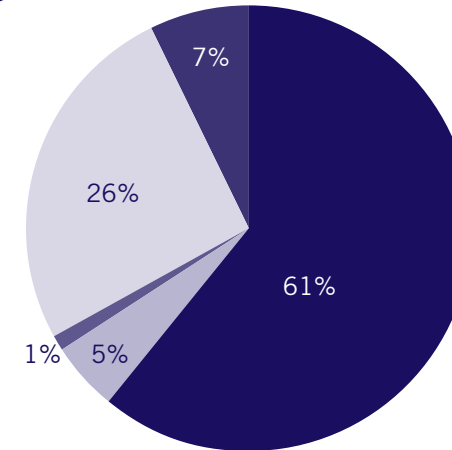
Anniversary of our Worcester office

**One**

audio-described video telling the story of what it means to run  
*Alongside Team With a Vision* [www.wmv.org](http://www.wmv.org)



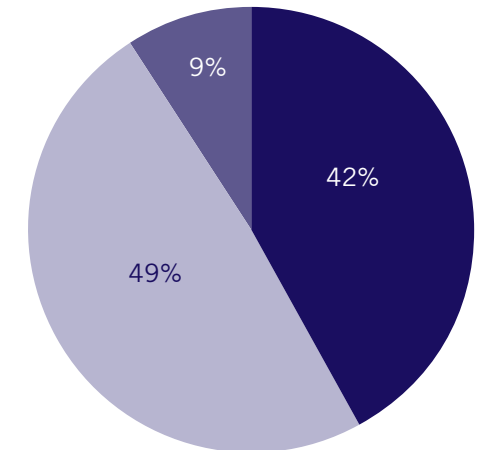
Total Expenses



**Total: \$695,645**



Total Revenue



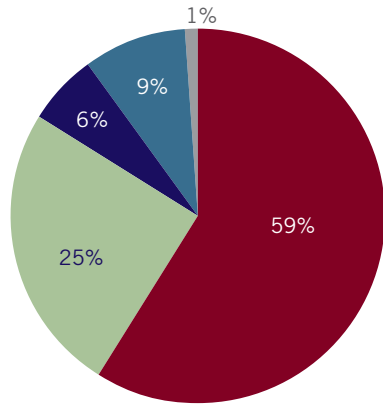
**Total: \$796,116**

# FINANCIALS

YEAR END JUNE 30, 2012

Total Expenses by Program

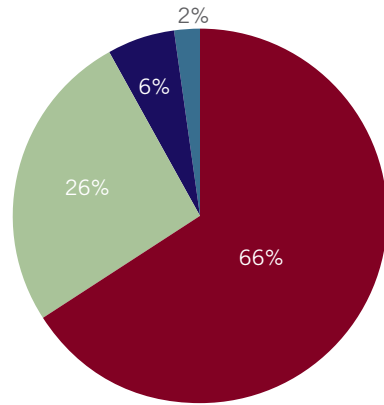
**Total:**  
**\$12,447,930**



Adult Disability Services	59%
Ivy Street School	25%
Mass Association for the Blind	6%
Administration	9%
Fundraising/Marketing	1%

Total Revenue by Program

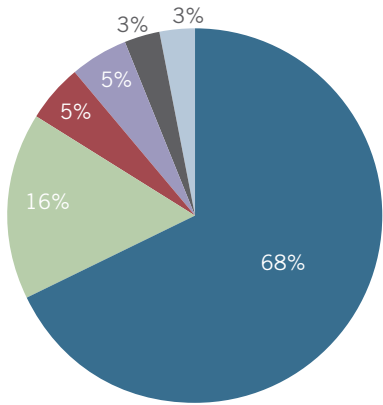
**Total:**  
**\$12,383,473**



Adult Disability Services	66%
Ivy Street School	26%
Mass Association for the Blind	6%
Unrestricted	2%

Total Expenses by Cost Center

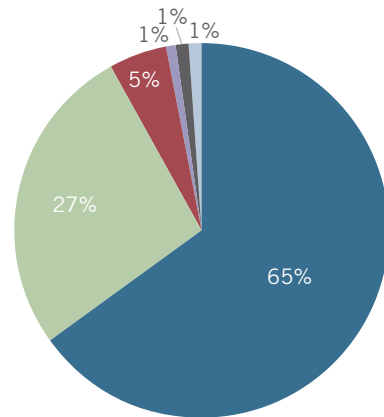
**Total:**  
**\$12,447,930**



Payroll	68%
Occupancy	16%
Vehicle and Equipment Lease	5%
Direct Program Support	5%
Professional Fees	3%
Telecommunications, Training, Printing, Misc	3%
Administration	3%

Total Revenue by Source

**Total:**  
**\$12,383,473**



Government/Reimbursement	65%
Tuition	27%
Contributions	5%
Special Events (Net)	1%
Investment Income	1%
Room and Board	1%

## DONOR LIST

**\$100,000+**

Memorial Foundation for the Blind

**\$50,000+**

The Highland Street Foundation

**Memorial Foundation for the Blind**

Their generous funding made it possible for MAB to serve 358 visually impaired individuals in Central Massachusetts.

**\$25,000+**

S. Elizabeth O'Brien Trust, Bank of America  
Carl and Ruth Shapiro Family Foundation

**\$20,000+**

The Barbara Epstein Foundation Inc  
General Catalyst Group Management LLC  
The Gibney Family Foundation  
MEDITECH

**\$15,000+**

The George E. Curtis Charitable Trust  
Dorothy S. Grant Trust  
The Hamilton Company Charitable Foundation

**\$10,000+**

John W. Alden Trust  
Kenneth and Janice Cunningham

Winifred Frykberg Trust  
Public Consulting Group  
David and Christine Root

**\$5,000+**

Bushrod H. Campbell and Adah F. Hall Charity Fund  
Clipper Ship Foundation, Inc.  
The Community Foundation of Western Massachusetts  
Elaine Ellenbogen  
Julie and Michael Ellenbogen

**Ken and Jan Cunningham** This generous family helps make MAB's residences beautiful and fully handicapped accessible.

Grand Circle Foundation, Inc.  
Hologic Inc.  
HUB International

Jenny Netzer and Ellis Seidman  
Michael and Lee Ann O'Friel

Marie Parritt Trust  
Craig and Allison Pfannenstiel  
Frederick and Julia Pfannenstiel  
Barbara and Luke Salisbury  
David and Gail Schechter

**\$2,500+**

Anonymous  
Boston Evening Clinic Foundation  
Colleen M. Burns  
The Emello Family  
David and Sydney Feldman  
Thomas W. Haas Foundation  
Suzanne and Steven Kaitz  
Foley Family Irrevocable Trust  
Karen Quigley and Russel Hensel

Waste Management  
Marianne Winship  
Katharine M. Wolff

**\$1,000+**

Richard Anders and Judy Paprin  
Blue Cross Blue Shield of Massachusetts Foundation

**David and Sharone Moverman**

This father-daughter team took the Blindfold Challenge, running in solidarity with blind athletes across the world.

Stephen Blyth and Anita Gajdecki  
Cynthia Canham and Stefan Maeder  
Cognex Corporation  
Abby and Will Csaplar  
Lois Feldman Fund at the Greater Worcester Community Foundation  
George Fifield and Lynne Adams  
Judith and James Goddard  
H.A.L.O. Foundation  
Helios Foundation  
Douglas Katz and Kim Storey

Andrea Levitt and Tony Hatoun  
Lions Club of Waltham  
Stephen and Ellen Little  
Sandra and Robert Marcus  
Dale Morse and John Salvati

Ralph Muller  
Talya Nevo-Hacohen  
Charles T. O'Neill and Mary Ellen Neylon  
Mary O'Neill-Felman

William Raeder  
Deborah and Vassilios Raptopoulos  
Carol and Paul Rose  
Zachary Schoening  
St. Francis Community Health Care, Inc.  
Spaulding Rehabilitation Network  
Carol and Ted Steinman  
Bob and Stephanie Whelan  
David and Tory Whitlock  
Nigel Willerton and Triny Aguirre

**Shapiro Family Foundation** Their grant helped MABVI hire another certified Occupational Therapist, increasing access to vision rehab in Greater Boston.

**\$500+**

Agawam Lions Club  
Association of Developmental Disabilities Providers  
Aurora Communications LLC  
Brian Balogh and Kathy Craig  
Gerald Bechen  
Robert and Shon Beury  
Ronni and Ronald Casty  
John and Peggy Christie  
Maryann Civitello and Karen Burns  
Joseph Collins and Judith Beckler Collins  
Thomas and Lauren Cronin  
Dean K. Denniston, Jr.  
Chuck and Sharon Diamond  
Sue and Kevin Drum  
East Boston Savings Bank



The Goldberg - Quigley Family  
 Diane and Lloyd Gordon  
 Robert Griffin and Roseann Russell  
 Marilyn M. Hailer  
 Edward Hale  
 Leonard F. Hanna  
 Hanover Insurance Group Foundaton  
 Hemenway & Barnes LLP  
 Peter Holden and Rochelle Strenger  
 Ann and Matthew Killeen  
 Stephen and Jane Lorch  
 Sharon Lowe  
 Chuck Kipp and Sarah Pitkin  
 Panopticon Imaging, Inc.  
 Peoples Federal Savings Bank  
 Pestex, Inc.  
 Philadelphia Insurance Companies

Ian Skinner  
 Stephen and Ann Skinner  
 Nancy Slavinsky  
 Jay Stein and Gretchen Fox Stein  
 Sarah Tisdale  
 John and June Vernon  
 Giselle Weiss

**Technology Committee School staff teamed with volunteers Murdo Dowds and David Root to research the best adaptive technology for our classrooms.**

Wheelabrator Technologies Inc.  
**\$250+**  
 Brooke Adams  
 Anonymous  
 Amory Architects  
 Anthony Autori  
 Marian Bass  
 Joanne Bauer  
 Bay State Federal Savings Charitable Foundation

Claudia Boldman  
 Cambridge Medical Supply  
 Marty and Colin Canham  
 David and Cindy Chapin  
 Michael Christian  
 Stanley Cohen

Jill M. Donnelly  
 Anne Doyle and Jim Stock  
 Karen Dunn and Brian Netter  
 Leslie and Ilene Epstein  
 Lorraine Fedyna  
 Matthew Fishman and Robin Lipson  
 Bill Gerber  
 Jim Goldenberg  
 Melvyn Harris  
 Mike and Laura Hislop  
 Dianne Hobbs  
 Barry Howard  
 Meghan Jasani  
 Jennifer Ketchell and Joel Nashett  
 Michael A. Kinahan  
 Krokidas & Bluestein LLP  
 Romney Laderberg  
 Emily Leventhal  
 Dana Litman  
 Tracy Minish

David and Hagit Moverman  
 Leslie Pine  
 Michael Richstone  
 Michael Rinaldi  
 Mark Rossi and Sabrina Kurtz-Rossi  
 Wynne Rumpeltin  
 Aaron Scheidies  
 Mary and John Spadazzi  
 Mr. and Mrs. Douglas Tarella  
 Christopher Turunen  
**Gifts In-Kind**  
 The Allied Group  
 Apollinaire Theater  
 Bodega

**Read and White Formal Wear Tuxes plus tails plus ties equals a dream come true for lucky Ivy Street School students.**

Brookline Ice  
 Tracy Hoy Clark  
 Coolidge Corner Wine and Spirits  
 Costume Works  
 Darwins Ltd  
 Mary Jane Devins  
 Sue and Kevin Drum  
 Eastern Standard  
 Bruce and Laura Efron  
 Andrea Fein  
 Flipside  
 The Fireplace Restaurant  
 Fuller Craft Museum  
 Gordon's Fine Wines and Liquors  
 The Hasty Pudding Theatricals

HUB International  
 Isabella Stuart Gardner Museum  
 Gentle Giant Moving Company  
 Diane Gordon  
 Harvard Bookstore  
 Heidi Hermiller  
 Hopkinton Vision Center  
 Lynn Jeffery  
 Suzanne and Steven Kaitz  
 Norman and Tina Lang  
 Nancy Lefjer  
 Barbara Law  
 Lineage  
 Karen and Ted Livingston

Long's Jewelers  
 METRO Credit Union  
 Jay Nelson  
 New Repertory Theater  
 Pasternak Wine Imports  
 Performance Solutions, LLC  
 The Phoenix  
 Priceless Prom Gowns  
 John Raeder



Read and White Formal Wear  
 Revels  
 Roman Limo  
 David and Christine Root  
 Betsey Russell  
 Penny Savitz  
 Corie Scibelli  
 David and Gail Schechter  
 Sel de la Terre  
 The Society of Arts and Crafts  
 The Sports Museum  
 Sunshine Liquors  
 Table Toppers  
 Suzy Tobin  
 Wheelock Family Theater  
 The Wine Gallery  
 Marianne Winship  
 Lana Wong  
 Saul Wisnia

**Board of Directors**

**President** Craig Pfannenstiehl  
**Vice President** Norman Lang  
**Treasurer** David Schechter  
**Secretary** Diane Gordon

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 Elaine Ellenbogen  
 Julie Ellenbogen  
 Michael Ellenbogen  
 George Hertz  
 Ted Ingis, M.D.  
 Suzanne Kaitz  
 Doug Katz, M.D.  
 Scott McGrath  
 Jay Nelson  
 Michael O’Friel  
 Karen Quigley  
 Bill Raeder  
 Deborah Raptopoulos  
 David Root  
 Judy Savageau  
 Linda Sharpe  
 Robert Whelan  
 David Whitlock

**Emeritus Directors**

Frank Crocetti  
 David Feldman  
 Tom Gleason  
 Larry Guihan  
 Norman Posner

**Executive Staff**

Barbara Salisbury, Chief Executive Officer  
 Dr. Ron Allen, Director of the Ivy Street School  
 Cynthia Canham, Director of Development  
 Jesse Mermell, Director of the Massachusetts Association for the Blind & Visually Impaired  
 John Salvati, Chief Financial Officer  
 Heller Shoop, Director of Adult Disability Services





The MAB Community:




**MAB** ADULT DISABILITY SERVICES

 MABCommunity  MABCommunity

 **IVY STREET**  
S C H O O L

 ivystreetschool  @ivystreetschool

MASSACHUSETTS ASSOCIATION  
for the  
**Blind and Visually Impaired**

 mabvi  @themabvi  mabvi



MAB Community Services has been creating opportunities for people with disabilities since 1903. Our experience allows us to forge strong community partnerships to meet the pressing need for high quality services and transform lives. [www.mabcommunity.org](http://www.mabcommunity.org).

200 Ivy Street | Brookline, MA 02446 | 617-738-5110 | 617-738-1247 fax