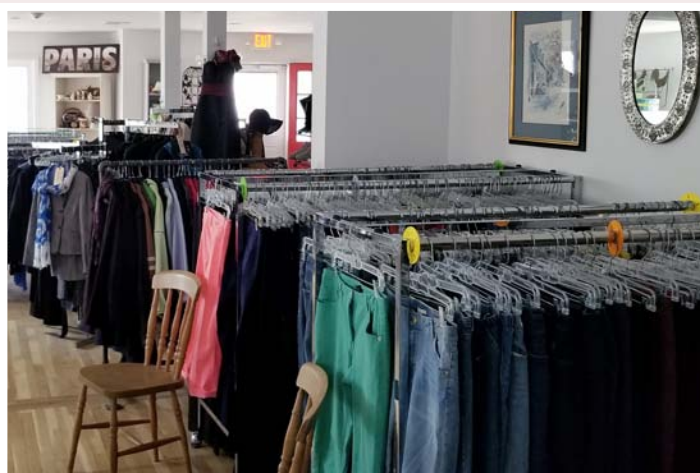




# NUTLEY FAMILY SERVICE BUREAU

## ANNUAL REPORT 2019



Our mission is to strengthen the emotional and social well-being of individuals and families through affordable mental health counseling and social service programs.

Dear Friends,

As NFSB prepares to welcome the new decade, we are moving forward with a new look and a new logo, but with renewed commitment to our mission. Each of our three areas of service continues to evolve to meet the changing needs of our community and our community members.

The Center has continued its commitment to providing quality mental health services to individuals, couples and families under the direction of our new Director of Clinical Services, Joe Armentano, LCSW. The psychotherapy team has worked together to expand our free group therapy and mental well being offerings, strengthened our collaboration with the Nutley Public School system and began preparations for remote Tele-therapy sessions scheduled to begin in early 2020.

The Pantry has reconfigured our distribution, inventory and procurement process to better serve the needs of our patrons. We have grown our donation-partners to provide fresh produce, proteins and perishables to our neighbors in need. The 2019 Scouting for Food Drive took place in a new location and included a group of new volunteers. The outcome was a record breaking 38,000 non-perishable food donations to supply our food pantry.

The Shop has settled into our newly renovated space at 169 Chestnut Street. We are pleased to offer our shoppers fine merchandise at affordable prices. We have streamlined the shopping process by providing credit card sales, online sale information and access to our growing e-commerce platform. Our volunteer team works diligently to keep the shop updated and the shelves and racks full of fresh inventory.

The success that NFSB has seen in 2019 is linked directly to the generosity of our donors, community partners, Board members and our devoted team of NFSB volunteers who stand together to put the NFSB mission into action.

This Annual Report is an opportunity to reflect on 2019 and offer a glimpse of what is ahead for NFSB in 2020. We encourage you to visit the NFSB website, like us on FaceBook, or follow us on Instagram to learn more about who we are what we do for those who seek our support and services.

Our Best,

***Vicki Ray - Board President***  
***Eileen Painter - Executive Director***



2019



2015



2014



2009



# THE CENTER

- Serves adults, children, couples and families
- Provides over 460 psychotherapy sessions per month
- Credentialed with 27 private insurances, Medicaid and Medicare
- Offers an adjusted fee schedule
- Staffed by licensed clinicians, some specializing in alcohol and drug counseling and bilingual counseling
- Conducted 100 Free group-therapy sessions for 630 group-therapy clients
- Extended Free case-management services to 100 local residents
- Implemented NFSB's first four-part Free Mental Well-Being Series



*"My experience at NFSB has been just what I needed...my days aren't as difficult as they used to be."*

- Psychotherapy Client



*"My therapist has given me the hope and encouragement I need to make it through the day."*

- Psychotherapy Client



# THE PANTRY

- Maintained over 220 households on the Food Pantry roster
- Provided over 160 holiday meals during the Thanksgiving Initiative
- Collected over 38,000 non-perishable food items during the Scouting for Food Drive
- Distributed bi-weekly fresh produce, eggs, dairy, and meat
- Shared over \$4,000 worth of donated gift cards



*"Everything about the NFSB Food Pantry is special. I never thought I would need this type of support. Knowing NFSB is here is a blessing."*

- Food Pantry Patron



*"Everybody at the NFSB Food Pantry is loving. They know who I am and they care about me."*

- Food Pantry Patron





# THE SHOP

- Receiving generous donations of new and gently-used clothing and household goods
- Generating 13% of NFSB annual funds
- Expanding e-commerce sales through eBay for Charity
- 100% of proceeds going to NFSB programs and services



*"I seldom miss a day at The Shop. I love the people, the prices and the ambiance. You never know what you are going to find."*

*- NFSB Shop Patron*

The dedicated Shop volunteers, the generous neighbors who provide donations, and our loyal clientele make the shop a success. Thank you to those who enable The Shop to benefit neighbors and NFSB.

# VOLUNTEERS

Thank you to the many hands that allow NFSB to create the magic every single day. Our dedicated team of adult and youth volunteers plays a key role in our ability to serve the local community.



*"My whole career involved giving back. Volunteering at NFSB allows me to keep giving back."*

- NFSB Volunteer

*"I love everything about volunteering at NFSB. The work, the people, the volunteers...everything."*

- NFSB Volunteer



*"Volunteering at NFSB is the thing I do...literally the best thing I do."*

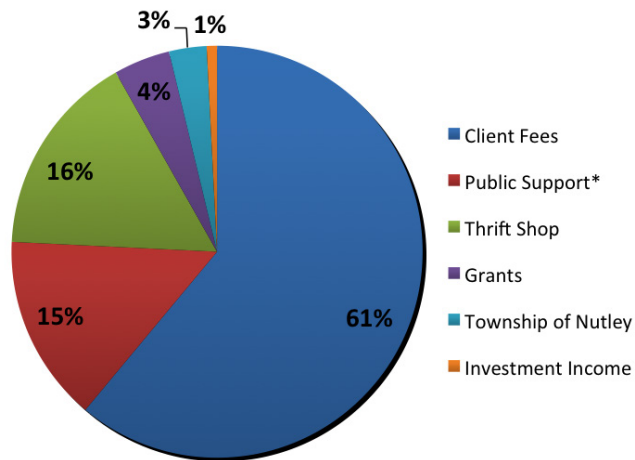
- NFSB Volunteer





# 2019 Audited Financial Information

## Revenues & Contributions



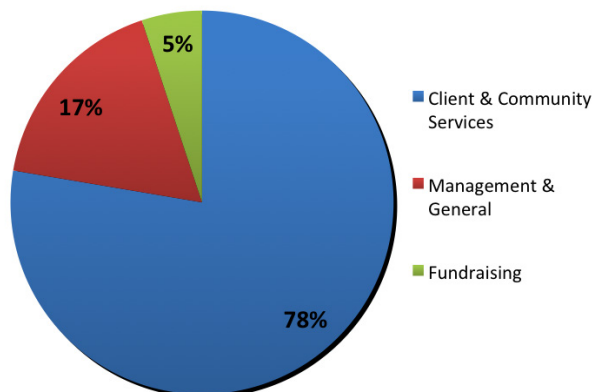
Client Fees	\$516,331
Public Support*	124,232
Thrift Shop	135,585
Grants	37,500
Township of Nutley	25,000
Investment Income	6,832
<b>Total Revenues &amp; Contributions</b>	<b>\$845,480</b>

\*Does not include sale of building of \$315,265

## Highlights

- > Psychotherapy client fees are our largest source of funds.
- > Thrift Shop and Public Support are critical elements of the annual operating budget.
- > Expansion of grant applications for general operations and building redevelopment purposes were successful.
- > Financial challenges in 2019 included:
  - > investments in information technology.
  - > investments in buildings.
- > NFSB's commitment to sound fiscal policy: allocating funds for cash flow, contingency, capital reserves, future investment.

## Functional Expenses



Client & Community Services	\$726,645
Management & General	161,337
Fundraising	47,660
<b>Total Expenses</b>	<b>\$935,642</b>

## TOTAL NET FUNDS

### Cash and Equivalents

<b>Beginning of Year Cash</b>	<b>\$142,307</b>
Net Cash used by Operations	(119,021)
Net Cash Used by Investing Activities	(3,856)
Sale of Capital Assets	350,430
Redemption of Investments	0
<b>Total Increase (decrease) in Cash</b>	<b>\$227,553</b>

**End of Year Cash** **\$369,860**

<b>Building Assets</b>	<b>\$761,225</b>
<b>Marketable Securities</b>	<b>\$46,061</b>
<b>Receivables Net of Liabilities</b>	<b>\$30,423</b>

**Total Fund Balances** **\$1,207,569**

# Thank You to Our 2019 Supporters

Your generous support ensures our programs, staff, and volunteers are available to help those in need of mental health, food pantry and other social services.

We are especially grateful to our faithful, multi-year contributors.

## Cash Donations

Over 392 individuals, groups, and companies

### \$3,000 +

Ruth Bedford  
Fidelity Charitable  
Vincent & Carol LoCurcio  
Nutley Park ShopRite  
Karen Rozansky

### \$1,000 - \$2,999

Boiling Springs Bank  
Linda Buset  
Dog, Cat, Bird Clinic Nutley  
Bradford and Mary Graves  
Liquid Church  
Network for Good  
Quality Technology Services  
James & Vicki Ray  
Verizon Foundation  
Vincent United Methodist Church

### \$500 - \$999

Mark & Jodi Acruti  
Benevity Community Impact Fund  
Charles & Sandra Carella  
Conca Brothers  
Nina & Steve Del Collo  
Fidelity Charitable Fund  
Grace Episcopal Church  
Bonnie & Edmund Gould  
Holy Trinity Lutheran Church  
Knights of Columbus/Holy Family  
Council 14712  
Anthony Liquori  
Kathleen Metzger  
Silas R. Mountsier  
Nutley Elks Lodge  
Nutley High School Class of 1950  
Nutley High School Empty Bowls  
Erin Ryan  
Liam Sherry  
VFW Post 493

### \$200-\$499

John Bacchia  
Rudy & Linda Chen  
Church World Service  
Ken & Diane Cibelli  
Vicki Citrino  
Michael Cocco  
Cocco, LLC  
Joanna Conrad  
CROP Hunger Walk  
Donate Well  
Kimberley Donohoe  
Franklin Reformed Church  
James & Felicia Gardner  
Daniel Geltrude  
Girl Scout Troop 20588  
Joseph & Diane Graff  
Joseph & Frances Hall  
James & Audrey Hasselbrook  
Mr. & Mrs. Kevin Haszko  
Hilltop Management  
Thomas Holden  
Ryan & Marla Hunter  
Timothy & Jacqueline Keating  
Barbara Lyall  
Jorge Madrazo  
Robert & Mary Ann Manfredi  
Jean & Walter Morrison  
Nanina's in the Park  
Nutley UNICO  
Frank & Diane Petolino  
Dave Popkin  
Richard & Janice Roberts  
Blair Rempeluch  
Spencer Savings Bank  
St. Mary's School Class of 1969  
Gregory & Sandra Tolve  
United Way of Massachusetts Bay  
Vilardo's Deli & Catering  
Christopher and Maureen Zegler

### Less than \$200

- 320 Donors

## Major Non-cash Donations

### Garden Party Fundraiser

Graeme Hardie  
Silas Mountsier  
Dave Popkin  
Vincent & Carol LoCurcio  
Tarik Huggins & Nutley High School  
Culinary Club  
Bernice's Floral Creations  
Nutley Wine Shop  
Contributing Restaurants & ShopRite  
Contributing Musicians

### Rock Hunger Fundraiser

Mark Conca & Old Canal Inn  
Dave Popkin & The Attic  
The Adventures of Matte Black  
Drunk Uncles  
The Sticky Wickets

### Night at the Races

Spanky's Grub  
Nutley Park ShopRite  
Nutley High School Culinary Club  
Rob Frannicola & Ultimate Entertainment  
Basically Balloons  
Contributing Tricky-Tray Gift Donors

### Renovations at 155 & 169 Chestnut Street

Prism Capital Partners  
The Longest Yard Flooring  
American Made Custom Cabinetry  
Trilon Metal Works, Inc.  
Landscaping Upgrades:  
Tom O'Shea Landscaping  
Liquid Church  
Bradford & Mary Graves

### The Pantry

Nutley Scouts  
Ralph Lauren Corporation  
Community Food Bank of NJ  
Imperfect Produce  
Vicki & Jim Ray  
Franklin Reformed Church  
Donors of Grocery Store Gift Cards  
Rotary Club of Nutley

### Other Special Thanks

Nutley Park & Belleville ShopRites  
Knights of Columbus  
TAPinto Nutley  
Nutley Key & Glass

## Grants

2019 Greater Newark Holiday Fund	\$30,000
Partners for Health Foundation (matching)	\$10,000

## Restricted Grants & Donations

Hyde and Watson Foundation	\$9,000
PSE&G Direct Install Program	\$2,300
Partners in Caring Grant	\$2,000



# And a view to NFSB happenings in 2020...

As I reflect on 2019 and look forward to 2020, there were many milestones and noteworthy happenings at Nutley Family Service Bureau. Most notable, was the unprecedented impact of the COVID-19 pandemic and its effect on NFSB and our local community.

## *In 2019:*

- We completed our transformation of 169 Chestnut Street and NFSB was fully operational in September of 2019.
- We welcomed our new Director of Clinical Services and Programming.
- We hosted three very successful fundraising events in 2019 with new strategies, reaching and cultivating new supporters, laying the foundation for continuing successes.
- We sold the former Thrift Shop building at 170 Chestnut Street to a local buyer.
- We held the largest and most successful Food Drive ever, at a new venue, with new volunteers, and with new plans for the 2020 Scouting for Food Drive.
- And finally, in 2019, we bid farewell to our long-time benefactor, mentor, lifetime Trustee, and our number 1 cheerleader, our beloved Ms. Ruth Bedford, who passed away in August, 2019.

## *For 2020:*

- Continue to support The Center's community responsive programming and their new endeavor with Tele-therapy for the 21st century.
- Continue to welcome new volunteers and new ideas into The Shop.
- Continue our outreach into the community with expanded Pantry services.

## *The effect of COVID-19:*

- NFSB continues to modify programs and practices to deliver safe and effective services to our patrons, volunteers and staff members.
- Adjustments were made to adopt Tele-therapy at The Center ahead of schedule.
- The Shop was closed such that NFSB lost a significant source of revenue.
- The Pantry joined with several community partners and the Nutley School District to ensure food resources for scores of Nutley residents.

Most importantly, NFSB remained committed to our mission of service and our dedication to neighbors helping neighbors.

Vicki Ray, President of NFSB Board of Trustees

## ———— NFSB BOARD OF TRUSTEES 2020 ————

### **Officers:**

Martha (Vicki) Ray, President  
Michael Padilla, 1st VP  
Theresa Loch, 2nd VP  
Angela Kircher, Secretary  
Jim Kuchta, Treasurer

### **Executive Director:**

Eileen Painter, RN, MSN

### **Director of Clinical Services:**

Joseph Armentano, MSW, LCSW

### **Trustees:**

Daniel Cocco  
Neil Conlan  
Emma Cortese  
Kimberly Donohoe  
Rob Frannicola  
Marla Hunter  
John Kelly  
Dave Popkin  
Javier Robles  
Debbie Russo  
Erin Ryan

### **Lifetime Trustee:**

Ruth Bedford  
(1919-2019)

# Neighbors Helping Neighbors



## It is essential to acknowledge our 2019 Community Partners!

- Generous support continues to be provided from all Nutley Township Departments, Nutley Public Schools, Nutley Public Library, Nutley Clergy Fellowship, Nutley Rotary, Nutley Educational Foundation, Nutley Volunteer Emergency & Rescue Squad, Hackensack Meridian School of Medicine at Seton Hall University St. Mary's Knights of Columbus and the Nutley Scouts.
- Our Food Pantry and pantry patrons benefit from the support of Nutley Farmers Market, Imperfect Produce, Giving Garden and Community Garden; in addition weekly donations provided by Aromi di Napoli, Plaza Pastry Shop, Vitiello Bakery and Nutley Starbucks. Community Business Partners include: Nutley Park ShopRite, Boiling Springs Bank, Investors Bank, Spencer Savings Bank, TD Bank, Valley National Bank, Nutley Neighbor Magazine, the Nutley Chamber of Commerce and Ralph Lauren Corporation.

NFSB provides a model for mental well-being and access to essential social services, which meets the changing needs of our neighbors and neighborhoods with the help of our community partners.

Thank You!



# In Memoriam - Ruth G. Bedford



Our dear friend Ruth Bedford passed away on August 19th, 2019, leaving a 101 year life-legacy as one of Nutley's finest civic minded citizens. Among her dedicated efforts, Ruth served on the Board of Nutley Family Service Bureau, held the position of Board President and was named as a Lifetime Trustee in 2013. The Board, staff, and volunteers of NFSB celebrate Ruth's remarkable and generous life and mourn her passing. Through the years, Ruth's good will and community spirit was a mainstay at NFSB. Ruth's steadfast presence is deeply missed.

**THANK YOU FOR YOUR SUPPORT!**

