



2019 Annual Report



A MESSAGE FROM OUR EXECUTIVE DIRECTOR

It was a tremendous year in the books at Cantalician Center for Learning. The dedication of our team members to continue to promote independence and offer meaningful, integrated opportunities to the children and adults we serve has been a true joy to witness.

The commitment and ambition of everyone in the Cantalician Center family allows us to continue to reach new heights year after year. From continuing to teach crucial life skills that foster independence in Day Habilitation Services, to moving our division Diversified Labor Solutions into a new and larger space at Tri-Main Center, to celebrating the milestones of the youngest students in our school who are finding their voice and steps for the first time. We are proud of everyone we serve as they inspire us all to strive to be the best version of ourselves.

The support of our valued donors and community partners made this year's success possible. It is their passion for our organization that has enabled Cantalician Center to serve people of all abilities for nearly 65 years. This year, a special thank you goes out to the Children's Guild Foundation who helped us expand our yoga initiative, allowing us to teach techniques to more students, parents/caregivers, and staff members, while working collaboratively with the University at Buffalo to begin to obtain research on the effects yoga has on our students when it comes to self-regulation. We can't wait to impact more lives and add to the skills toolbelt of the families/caregivers we serve. Thank you again, TCG Foundation!

As we look toward the future, we look forward to transforming a portion of our Academic Campus into a state-of-the-art Occupational and Physical Therapy space for our students to better learn, grow and achieve, as well as expanding the footprint of Diversified Labor Solutions across the region.

We are so excited to see what the next year will hold and are confident we can achieve great things with the support of our generous donors, committed families/caregivers, devoted team members, and our dedicated Board of Directors.

Anne Spisiak
Executive Director, Cantalician Center for Learning



629
TOTAL STAFF
MEMBERS

1,264*
TOTAL PEOPLE SERVED
ORGANIZATION-WIDE

*May be duplicative between Day Habilitation and Employment Services

LEADERSHIP

Board of Directors

Peter T. vom Scheidt, PE, LC (*President*)
Joseph F. Greenwald, CPA (*Vice President*)
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Jamie N. DeWaters, Ph.D.
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LaTashia Martin
Kathy Messer
Dale M. Steinwald, CMA
Renee Terreri, SPHR, SHRM-SCP
Karen M. Utz
Jeffrey A. Wach, SPHR

The Membership

Most Rev. Edward B. Scharfenberger, D.D.
Sister Mary Marcine Borowiak, CSSF
Sister Regina Murphy, SSMN
Rev. Peter J. Karalus
Michael C. LaFever, Ed.D.

Advisory Council

Sarah Gruszka
Thomas Ulbrich

Consultants

Nicholas Hoffman
Joseph A. Stoeckl, Esq.

Administration

Anne Spisiak, *Executive Director*
Louis T. Sciarrino, *Chief Financial Officer*
John Augustyn, *Corporate Compliance Coordinator*
Darren Lisicki, *Director of Employment Services*
Alicia Miller, *Director of Community Services and New Initiatives*
Jason Petko, *Director of Education*
Mark Rainforth, *Director of IT and Security Officer*
Judith Vriesen, *Director of Human Resources*



SCHOOL AGE & PRESCHOOL

287

SCHOOL AGE
& PRESCHOOL
(INCLUDES COMMUNITY
PRESCHOOLERS)
STUDENTS FROM 31
DIFFERENT SCHOOL
DISTRICTS IN WNY

87

TEACHERS &
THERAPISTS

120

TEACHER
ASSISTANTS &
CLASSROOM AIDES

17

ADMINISTRATORS,
SPECIALISTS &
ADMINISTRATIVE
ASSISTANTS

Alexander Valdez

Cantalcian Center School Age student Alexander Valdez had a major breakthrough in communication this year. As a child who is non-verbal and autistic, the 6-year-old would often become frustrated when he could not effectively communicate. This fall, Valdez's speech therapist spoke to his parents about using a "Speech Generating Device." His father agreed to come in for training and to have him take the device home. During the beginning of the trial, Valdez's father called to report that early one morning, his son woke up, grabbed the device, and used it to say, "I want Shrimp Scampi today!" His father was ecstatic and said, "Shrimp Scampi it is!" One goal of our School Age Services is to align technology to support needs. We believe Valdez is the perfect example of major strides all of our students can make with the innovative thinking of our dedicated team members. Way to go, Alexander. You make us proud!

Milan Sanders

When Cantalcian Center Preschool student Milan Sanders began attending our school in the fall, she was using a transport chair and could crawl around her classroom. The 5-year-old enjoyed using a walker she already had, but was scared to try walking with it on her own. Sanders would walk holding the hands of our staff members, but didn't have the confidence to take steps on her own. After a year of teamwork between her classroom staff and therapists ensuring that she used her walker to get to her specials, ensuring that she used it to get from one side of the classroom to another, something clicked. Sanders started taking steps independently, flying from one end of the room to another, bursting confidence and pride. We believe she is the 'best practices' example of the importance of working as a team and carrying over strategies from the therapies to the classroom in order to achieve success. Awesome job, Milan. We are so proud!

In 2020, our goal is to open classrooms for school-aged students with intellectual and developmental disabilities within various communities throughout Western New York. We believe that establishing such classrooms closer to where students live, better connects families, limits travel time, and attracts more school districts to our services, so we can provide quality education to students like Valdez and Sanders.

*Note: Names may have been changed to protect the privacy of the people we serve.



MILAN SANDERS

EARLY CHILDHOOD COMMUNITY SERVICES (ECCS) & DAYCARE



Wesley and Cameron Garrison

Wesley and Cameron Garrison struggled to interact socially with others and it would cause them to become easily frustrated. The 3-year-old twins didn't have the skills to self-regulate when they would get frustrated. They would also become easily distracted during activities at their daycare, such as story or circle time, and that's when their mother reached out to Cantalician Center's Early Childhood Community Services (ECCS).

After receiving over a year of special instruction that included music therapy, sensory play, structured play, and routine building, the boys are now thriving. They are able to sit for stories and music, and interact socially with their family members and peers. The Garrison twins are not only better prepared for a structured preschool setting, but will one day be better ready for kindergarten. We believe the twin brothers are a great example of how important it is for children who need it to receive special instruction at an early age.

Way to go, Wesley and Cameron. We are so proud of your progress!

*Note: Names may have been changed to protect the privacy of the people we serve.

25
INFANTS & TODDLERS IN
ATTENDANCE WHILE AN ADDITIONAL
16 CHILDREN ARE ON THE WAITLIST

53
COMBINED EARLY
CHILDHOOD
COMMUNITY SERVICES
STAFF MEMBERS

7
COMBINED
DAYCARE STAFF
MEMBERS

621
COMBINED
EVALUATIONS
PERFORMED

4,957
COMBINED
PROVIDED
SERVICES

EMPLOYMENT SERVICES

213

PEOPLE SERVED IN
EMPLOYMENT SERVICES

113

LABORERS
(PEOPLE ALSO RECEIVING
EMPLOYMENT SERVICES)

138

LABORERS
(PEOPLE NOT RECEIVING
ADDITIONAL SERVICES)

32

SUPPORT STAFF

226,746

HOURS WORKED
THROUGH
EMPLOYMENT
OPPORTUNITIES

Lanita Badger

After applying for a number of jobs and attending nine job interviews alongside her Cantalician Center Job Coach, Lanita Badger received three job offers. She had to make a tough choice between three jobs based on rate of pay, stability, and access to reliable transportation. Badger ended up accepting a part-time janitorial position at Dave and Buster's.

She refers to her job search as a long journey with many ups and downs, but is so happy to have landed somewhere great. Badger accepts the challenges that she encounters each day and is taking them all in stride with support from our Employment Services department.

She continues to thrive in this role and was even awarded the "Fun to Our Core of the Month" award by her management team. This award is given based on the four core values of Dave and Buster's which are: Fun to Our Core, Everybody is Somebody, "You got it!" Attitude, and Founder's Spirit - The belief that having passion, pride, and drive are what make the difference. Badger truly encompasses these values and continues to do so each and every day.

A major focus of Employment Services is to tailor the vocational services being delivered to each person. It's a multi-faceted approach in which each person goes through an intensive period of 'discovery' and 'assessment' to determine their employment goals. This approach creates a completely unique system for each person and allows our team to more intently focus on assisting them throughout their learning process.

We believe this process has proven successful for people like Badger. We could not be more proud of her achievements as well as those of the many others who receive Employment Services. We continue to utilize our multi-faceted approach with more people in need of supports in the community, while also working to expand the footprint of our contract services division, Diversified Labor Solutions.



COMMUNITY SERVICES & RESPITE

105

ADULTS SERVED IN DAY
HABILITATION SERVICES

28

DAY HABILITATION
SERVICES STAFF
MEMBERS

~200,000

VOLUNTEER HOURS
SERVED AT 14 DIFFERENT
WNY ORGANIZATIONS

8

RESPITE STAFF
MEMBERS

13

CHILDREN SERVED IN
RESPITE

Adam Carry

Adam Carry has been attending Cantalician Center's **Day Habilitation Services Without Walls (Day Hab WOW)** since 2018. While participating in our services, he went through many life changes, from moving out of his parents' house and into a group home to experiencing a change in the location where he attended Day Hab. These changes greatly affected Carry, causing behavior challenges. Cantalician Center's team members not only tackled these challenges with Carry, but also with the entire Day Hab group, as they felt learning these skills would greatly benefit everyone. The group worked over several weeks to learn positive coping strategies and deep breathing methods to put into use when difficult obstacles would come their way. With the support from his Day Hab staff members and peers, he was able to successfully work through all of the curveballs that life threw at him. Today, Carry is known around his Day Hab group as the kindest most selfless person who works his hardest while volunteering through Meals on Wheels, Salvation Army, and Friends of the Night People. His goal is to make people smile and he achieves this regularly!

In the future, our Day Hab plans to integrate the seniors currently attending our services with seniors from the Western New York community so that they are able to enjoy their retirement years together. We also plan to expand our volunteer opportunities and grow our Day Hab WOW by opening a location in Hamburg, New York, as we feel this will help impact more lives of people of all abilities.

Tenaya Johnson

18 year-old Tenaya Johnson began attending Cantalician Center's **Respite Services** as a very shy young person who kept to herself. She rarely talked to our team members or her peers, but after a year of team building activities, crafts, and group projects at our afterschool-based services, her personality blossomed. Johnson loves attending each day and has made it her goal to ensure that her peers love attending too. She enjoys making cards for her peers, greeting them at the door, and even trying to make them laugh by telling jokes or making funny faces. Johnson is a great example of the importance of giving children of all abilities a safe and engaging place to learn and play while their parents/caregivers work. In 2020, we plan to double our Respite enrollment to ensure that more students like Johnson are afforded the opportunity to grow and play in a safe afterschool setting.

*Note: Names may have been changed to protect the privacy of the people we serve.

FINANCIAL SUMMARY

For the year ending December 31, 2019

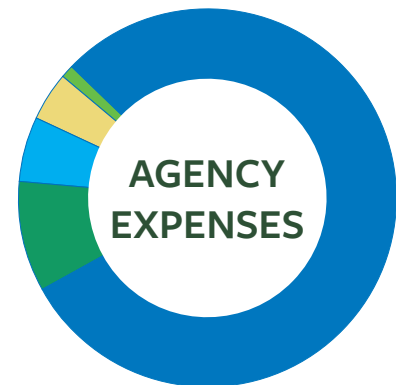
AGENCY REVENUE

■ Educational Services	\$11,812,906	59.93%
■ Adult Services (Medicaid)	\$4,394,431	22.30%
■ Employment Services (Contract Sales)	\$2,384,482	12.10%
■ Federal Education & Other Grant Funding	\$393,424	2.00%
■ Public Support & Other Funding	\$724,012	3.67%
TOTAL REVENUE	\$19,709,255	100%



AGENCY EXPENSES

■ Salaries, Wages, & Employment Benefits	\$15,695,360	79.89%
■ Other Expenses	\$1,846,873	9.40%
■ Depreciation, Interest & Amortization	\$1,090,779	5.55%
■ Participant Transportation	\$836,863	4.26%
■ Utilities, Telephone & Data	\$175,381	0.89%
TOTAL EXPENSES	\$19,645,256	100%



SUMMARY

TOTAL REVENUE	\$19,709,255
TOTAL EXPENSES	\$19,645,256
NET INCOME (LOSS)	\$63,999

FUNDRAISING & EVENTS

This year, Cantalician Center for Learning and the Cantalician Foundation, Inc. that supports the mission of the organization raised \$207,585. We would like to thank our exceptionally dedicated sponsors and donors who have contributed to our organization. We could not have provided services to the many people we serve without your generous support!

The Cantalician Celebration (2019)

The Cantalician Foundation, Inc. hosted its annual Celebration on May 23, 2019 at Templeton Landing in Buffalo, New York. The event was attended by 260 people and included cocktails, raffles, and auctions, as well as an awards presentation that recognized Philanthropist and Restaurateur, Russell J. Salvatore, for his contributions to Cantalician Center's Courtyard Renovation Project. As Cantalician Center's largest fundraising event of the year, it allows the organization to raise money to be used for a specific project and to fill gaps in funding. The Cantalician Celebration 2020 is tentatively set to take place on November 12, 2020.

2019 Annual Appeal

The Cantalician Foundation's 2019 Annual Appeal began on Giving Tuesday (December 3, 2019). The fundraiser was the organization's annual holiday giving campaign with a major focus on raising funds to fill gaps in funding across the organization. In 2020, we plan to raise funds for a number of new initiatives that will expand upon the exceptional services we have been providing for nearly 65 years.

Fall Beeraiser (2019)

The Cantalician Foundation hosted its second annual Fall Beeraiser on September 26, 2019 at Route 78 Street Bar in Depew, New York. The event was attended by more than 140 people and included beer, cocktails, food, raffles, and fun. The event continues to be a success each year!

Grants (2019)

The Children's Guild Foundation – \$30,000

Cantalician Center received a grant from the Children's Guild Foundation to purchase equipment for our yoga classes, provide yoga training opportunities to our staff and community partners, and document the effectiveness of incorporating yoga techniques in our daily curriculum.

The Division of Homeland Security and Emergency Services - \$50,000

Cantalician Center received a Securing Communities Against Hate Crimes Grant from the Division of Homeland Security and Emergency Services to make security improvements to our school building and campus.

The Kelly for Kids Foundation - \$1,633.46

Cantalician Center received a Community Grant from the Kelly for Kids Foundation to purchase various gymnastic equipment for our Adapted Physical Education department.

The Regional Economic Development Corporation (REDC) – \$100,000

Cantalician Center, in conjunction with Journeys End Refugee Services, received a Workforce Development Grant from the REDC to develop and run a workforce training program for refugees in the Buffalo Niagara Region. The program consists of English Language classes and hands on training in light manufacturing and packaging.



CORPORATE & COMMUNITY GIVING

Diamond Level Donors (\$20,000 or more)

The Children's Guild Foundation, Inc.
The Division of Homeland Security and Emergency Services
The Regional Economic Development Council

Platinum Level Donors (\$5,000 - \$19,999)

The Frank G. Raichle Foundation

Gold Level Donors (\$2,500 - \$4,999)

Diocese of Buffalo
Evans Bank
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The Kelly for Kids Foundation
M&T Bank
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Silver Level Donors (\$1,000 - \$1,500)

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The Christos Foundation, Inc.
Tri-Main Development, LLC
Wendel Companies

Bronze Level Donors (\$1,000 - \$1,500)

Actuarial Consulting Services, Inc.
The Cantalician Center Board of Directors
Cantalician Center PSA
Cellino Plumbing, Inc.
Dopkins & Company, LLP
Gross Schuman, P.C.
HealthWorks WNY
Joe Basil Chevrolet, Inc.
Sonwil Distribution
Anne Spisiak
Ultimate Software (UltiPro)
Jack & Janice Walter
You and Who/26 Shirts

Additional In-Kind Gifts and Donations

James Biddle Jr.
Rita Boniface
Buffalo Distilling Company, Inc.
Buffalo Philharmonic Orchestra
William K. Buscaglia Jr.
Dobmeier Janitorial Supply, Inc.
Dunn Tire Company
Fire Safety Systems
The Grapevine Restaurant and Catering
Brian Gasuik (JOH Upstate Gasuik Sale)
The Gruszka Family
Carolyn Human
Ed Kumrow
King Solutions, Inc.
Lineage Logistics
Mitchells Greenhouse
Mike Scalzi
Seal & Design, Inc.
Shea's Performing Arts Center
St. Joseph University Parish
Summer Street Capitol Partners, LLC
United Way of Buffalo & Erie County
Karen Utz
The Walsh Family
Weaver Metal & Roofing, LLC.
WestHerr Toyota of Williamsville
Mark E. Wood

Matching Gifts

Bank of America
Coca-Cola GIVE
National Fuel Gas Company Foundation
Network for Good
Embrace the Difference

INDIVIDUAL DONORS

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Anonymous Donor - In Honor of Nancy Wach
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David Anthony III
Bernadette Barton
Ellen Berner
James Biddle, Jr.
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Mark Brand
Brigette Brzezniak
Kristen Brzezniak
Roberta Callocchia - In Memory of Irene Reger
Dayna Caito
Rosemarie Campisano
Mindy Cervoni
Tim & Sue Charlesworth
Marcia Chase
Elaine Corey
Pamela Cummins - In Memory of Irene Reger
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In Memory of Irene Reger
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In Memory of Irene Reger

IN MEMORIAM

Irene Reger
Rev. Msgr. David Slubecky



THANK YOU FOR YOUR SUPPORT!

DONATE ONLINE:

www.CantalicianCenter.org/donate

MAKE CHECKS PAYABLE TO:

The Cantalician Foundation, Inc.

MAIL CHECKS TO:

Cantalician Center for Learning
Attn: Ashley Hirtzel
2049 George Urban Blvd.
Depew, NY 14043

ALL DONATIONS ARE TAX DEDUCTIBLE

