

# WHERE NEW BEGINNINGS COME TO LIGHT



FAMILY SERVICES FOR WESTERN MASSACHUSETTS



2021 ANNUAL REPORT

# I'm so pleased to write this introduction to 18 Degrees' Annual Report for Fiscal Year 2021.

The fiscal year launched on July 1, 2020, right in the middle of the pandemic, and concluded on June 30, 2021, with a new CEO (me!) coming the very next week. What extraordinary uncertainty and change took place in those twelve months!

As you'll read in this report, despite these trials, 18 Degrees staff remained anchored by their commitment to our mission and vision and guided by our shared values, which we call our compass points. From our newest colleagues to our most seasoned employees, 18 Degrees rose to the challenge of serving children, youth, families, households, and communities of Western Massachusetts. In these times, we continued to meet our clients where they are — both figuratively and literally. On front porches and in back yards, in public parks and on playgrounds, in online meetings and over text messages, we have strengthened existing connections and built new bonds during a year when it was easier to drift apart than come together.

In the pages of this annual report, you'll see how — even when it felt awfully dark — 18 Degrees remained well positioned to see the light just over the horizon and identify the new beginnings in store for all of us. We are grateful to all of our donors, granting agencies, and volunteers who rallied around us to ensure our services continued. Our clients felt our support as we worked to promote the well-being and strengths of children, youth, and families. Thanks to all of you for walking with us.



**SARAH COOK**

*President and CEO, 18 Degrees*

Looking back at the year of 2021, it was yet another year when 18 Degrees faced challenges and had to up its game, and we did. From battling a pandemic to big leadership transitions, how we handled the past year demonstrates who we are as an organization and shows all of us the path forward. From the calm wisdom of our senior team to the dedication of the board's executive search committee, agency leaders ensured that programs were well managed and continued, even in an unprecedented time. Throughout this turbulent year, our vision and mission guided us, but it was our supporters who empowered us. Because of your compassion, generosity, and flexibility, even in the middle of a public health emergency, we were able to help children, youth, adults and families find their way to new beginnings and opportunities. Thank you.



**CHRIS KING**

*Chair, Board of Directors*

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## BOARD OF DIRECTORS

Christopher King, *Chair*  
Eric Lamoureaux, *Vice Chair*  
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Carolyn Newberger  
Carole Siegel  
Kenneth Stark

# MEETING PEOPLE WHERE THEY ARE, FIGURATIVELY AND LITERALLY



**Creating connections and strengthening relationships  
is central to advancing our mission.**

Thanks to the generosity of many, we navigated the challenges of a socially distant world so more than 5,000 of our neighbors throughout Western Massachusetts could access supports they need to thrive.

# Highlights

## KIDS 4 HARMONY

“ ...TO HAVE STABILITY AND CONSISTENCY IN A YEAR WHEN EVERYTHING WAS DIFFERENT WAS HUGE FOR US. IT WAS A HARD YEAR!”

—Ellen Janis, mother of Kids 4 Harmony student



**2,000**  
VIRTUAL LESSONS



Kids 4 Harmony Teaching Artists pivoted to provide 2000 virtual lessons, 80 small group in-person lessons, and 13 virtual recitals, keeping the door of access open wide despite the pandemic. This represents three times the in-person lessons of a typical year.

## YOUTH OUTREACH

“WORKING WITH 18 DEGREES HAS TAUGHT ME IT’S OKAY TO ASK FOR HELP.”

Cove was on the verge of homelessness and getting into trouble when he accepted help from West Main Connection in North Adams.



**219**  
YOUTH INVOLVED IN  
OUTREACH PROGRAMS

Pittsfield Community Connection and West Main Connection worked with 219 youth ages 10-24 during this unprecedented year, to help them become engaged and successful. By assessing youth to determine their individual needs 18 Degrees staff incorporate tools such as mentorship and employment coaching to help them find their way to new beginnings.

## ECONOMIC MOBILITY PATHWAYS (EMPath)

“IT’S ALL REALLY EXCITING.  
I’M WORKING ON HAVING A BETTER LIFE,  
SO MY KIDS CAN HAVE A BETTER LIFE.”

—EMPath Mom



## 158 FAMILIES ENROLLED

The 158 families enrolled in our EMPath program set goals, met milestones, and received support from our Mobility Coaches to become more economically self-sufficient. This evidence-based comprehensive approach helps families take small steps to reach big goals.



## FOSTER CARE

“OUR HOUSE IS HAPPY AND HECTIC,  
AND WE LIKE IT THAT WAY.”

Since becoming a foster family for Healing Homes, Alicia and her husband, Eric, have opened their doors and hearts to over 20 children.



## 33 FOSTER FAMILIES

Over the past year, 18 Degrees provided intensive foster care services for 55 children through 33 foster families in Healing Homes. Our staff supports foster families to create a home for children to heal in a culture of love, acceptance, and consistency.



Follow us on social media to learn more about the new beginnings that come to light every day at 18 Degrees.

# Donors

Thank you to all of our generous donors committed to bringing new beginnings to light.

*Donor list reflects gifts between July 1, 2020, and June 30, 2021, allocated to the 2021 Fiscal Year*

## \$50,000 +

Anonymous  
Fuqua Family Fund  
Josephine & Louise Crane Foundation  
Westside Children's Enrichment Center

## \$20,000-\$49,999

The Feigenbaum Foundation  
The Green Foundation  
Greylock Federal Credit Union

## \$10,000-\$19,999

Ellen J. Bernstein  
Jim Chervenak  
Linda G. Conway  
Dean Foundation for Little Children, Inc.  
Donald C. McGraw Foundation/  
Black Rock Foundation  
GRU Fund  
Guardian Life Insurance Company of America  
Lawrence and Rosemary Harnett  
Linde Family Foundation  
Robert Malley  
Mockingbird Foundation  
Carol and Irv Smokler

## \$5,000-\$9,999

Patrick and Shannon Andersen  
Jane Braus  
Christine and David 'Tack' Burbank  
Karen and Werner Gundersheimer  
Charles H. Hall Foundation  
Susan and David Lombard  
Mass Mentoring  
Jane and Robert Mayer  
Mountain One Financial Partners  
Eric Nelson  
Penny and Claudio Pincus  
Virginia Stanton Smith ♦ and Craig Smith  
Warrior Trading  
Dorothy Altman Weber and Stephen Weber

## \$2,500-\$4,999

Anonymous  
The Barrington Foundation, Inc.  
Joan Dix Blair  
Robert Bogomolny and Janice Toran  
D'Addario Foundation  
James and Robert Hardman Foundation  
Health New England  
Martin and Judythe Isserlis  
Margaret P. Stevenson Foundation  
Philip and Kathy McKnight  
Monique Palazzi in memory of Blake  
Perry Fund for Others  
The Ruth Krauss Foundation Inc.  
Rebecca and Michael Thompson  
Michael and Patty Tweed-Kent  
Women's Club of the Berkshires

## \$1,000-\$2,499

Anonymous  
Glenn Allan  
Ann Appelbaum and Rabbi Neal Borovitz  
Joan Benjamin and Laurence Cherkis  
Burbank Mediation Services  
Oliver and Cynthia Curme  
Chet and Joy Douglass  
Edwards Church of Northampton  
Ursula Ehret Dichter  
Fred and Nancy Fagelman  
Forst Foundation  
Marita and David Glodt  
Colleen and Mark Holmes  
Barbara and Amos Hostetter  
Joan and James Hunter  
James and Mary Maxymillian  
Harriet and Bob Miller  
Lea Morgan  
Neenah Inc.  
Dr. Eli and Dr. Carolyn Newberger  
Mark and Sandra Parent  
J. Mark and Janice Peterman  
Bruno Quinson and Mary Ann Goodman  
Ronald and Karen Rettner  
Carol and Richard Seltzer  
Scott and Marjorie Shreve  
Edward and Carla Slomin  
Ken Stark  
Nils and Marie Stuart  
Suite 3  
The Dobbins Foundation  
University of Massachusetts Panhellenic Council  
Carlo and Amy Zaffanella

## \$500-\$999

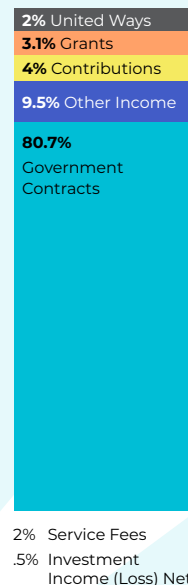
Susan Abramowitz and Aaron Gurwitz  
Margaret Ackerman  
Michael and Courtney Addy  
Bruce Auerbach and Robin Richman  
Linda J. L. Becker  
Brien Center for Mental Health  
Barry Brown  
Dr. Deborah Buccino and Dr. Eric Plakun  
Mary Jo Carpenter  
Mimi Collins  
Paula Consolini and James Mahon  
Peter and Pamela D'Ambrosio  
John and Janet Egelhofer  
Gintare Everett  
A. King and Deborah Francis  
Alexandra Fuchs  
Seena Goldberg  
Sheila Heffernon and Bill Hattendorf  
Ira Hillman  
Christopher and Carolyn King  
Judy Kittredge  
Ann Koski  
Eugene and Augusta Leibowitz  
Kristen Lochrie and Scott M. Rubinow  
Caitlin and Dusty Lopez  
Jacqueline and Jaan Metsma

## Financial Snapshot

### Income and Expenses 2020-2021

|                                  | FY21               | FY20               |
|----------------------------------|--------------------|--------------------|
| <b>Income</b>                    |                    |                    |
| United Ways                      | \$195,464          | \$200,000          |
| Contributions                    | \$400,462          | \$773,809          |
| Grants                           | \$306,826          | \$343,152          |
| Government contracts             | \$ 8,064,251       | \$8,208,310        |
| Service fees                     | \$15,639           | \$120,883          |
| Investment income (loss), net    | \$51,883           | \$10,400           |
| Other income                     | \$962,712          | \$26,498           |
| <b>Total Income</b>              | <b>\$9,997,237</b> | <b>\$9,683,052</b> |
| <b>Operating Expenses</b>        |                    |                    |
| Program expenses                 | \$7,710,615        | \$7,637,975        |
| Core mission support             | \$1,109,930        | \$1,112,526        |
| Fundraising                      | \$ 115,829         | \$98,255           |
| <b>Total Operating Expenses</b>  | <b>\$8,936,374</b> | <b>\$8,848,756</b> |
| <b>Subtotal Excess (Deficit)</b> | <b>\$1,060,863</b> | <b>\$834,296</b>   |
| Strategic investment             | \$11,550           | \$44,821           |
| <b>Total Excess (Deficit)*</b>   | <b>\$1,049,313</b> | <b>\$789,475</b>   |

### 2021 Operating Budget



*The above is an excerpt from 18 Degrees' financial statements for the years ending June 30, 2021, and 2020. A complete audit report is available upon request.*

*\*The fiscal year 2021 revenue reflects income received through the Paycheck Protection Program, which allowed us to keep all of our staff employed and to cover additional expenses due to COVID 19. This year's net excess will help support our agency into the next year as we continue services during the uncertainties ahead.*

# Volunteers

Thank you to the many people who served as volunteers, interns, and advisors, we appreciate you!

David and Madeline Phelps  
Pittsfield Cooperative Bank  
David and Nancy Ratner  
Betsey and Mark Selkowitz  
Adrienne Silverstein  
Doris Stark  
David and Lorna Strassler ♦  
Alexandra Warshaw  
Whitmans Crystal Clean Inc.  
William and Adrienne Wooters  
Michael and Cheryl Zaccaro  
Richard Ziter and Eric Reimer  
Sharyn Zunz

For our full list of donors, please visit our website: [18DEGREESMA.ORG](http://18DEGREESMA.ORG)

## Local Funding

Berkshire Community Action Council  
Berkshire Taconic Community Foundation  
Berkshire United Way  
Boston Alliance for Gay, Lesbian, Bisexual, Transgender Youth  
Cultural Council of Northern Berkshire  
Northern Berkshire United Way  
Pittsfield Cultural Council  
UMass Amherst Community Campaign  
United Way of Franklin & Hampshire Region  
Williamstown Community Chest  
Women's Fund of Western Massachusetts

## Public Funding

Berkshire Juvenile Court  
City of North Adams  
City of Pittsfield  
MA Children's Trust Fund  
MA Cultural Council  
MA Department of Children and Families  
MA Department of Early Education and Care  
MA Department of Elementary and Secondary Education  
MA Department of Public Health  
New England Farm Workers' Council  
North Adams Public School District  
Town of Williamsburg

## Donations in Memory of Virginia Stanton Smith

*Thank you to those who have celebrated the life of Virginia Stanton Smith with a contribution. These generous gifts cross our fiscal years and those donations made to the Kids 4 Harmony Gala in July of 2021 will be listed in our 2022 Annual Report.*

Berkshire Taconic Community Foundation  
Christine and David Burbank  
Charles Cooney and Peggy Reiser  
Gintare Everett  
Greylock Federal Credit Union  
Karen and Werner Gundersheimer  
Colleen and Mark Holmes  
Buffy D. and Scott Lord

♦ Deceased

Valerie Andersen  
Mariah Auman  
John Balint  
Linda Baxter  
Brian Berkel  
Sandra Bonilla  
Janis Bowersox  
Pamela Breslin  
Haley Brooks  
Nancy Bullock  
Claudia Vance Cass  
Jeanne Chivers  
Nancy Cohen  
Benjamin Colon  
Lisa Cook  
Megan Cooper  
Claudia Coplan  
Nathan Cracolici  
Sharon Davis  
Clover Devaney  
Rhonda Dube  
Marissa Dubecky  
Linda Dulye  
April Einstein  
Alfred Enchill  
Theresa Fasano  
Abigail Fournier  
Laurie Gallagher  
Ann Gallo  
Nicole Giardino  
Kelly Godwin  
Ellen Gonnello  
Amy Guachione  
Kristine Hazzard  
Amy Herring  
Peter Hirzel  
Allison Hope-Eagan  
Bryan House  
Marc Johnson  
Michael Jones  
Rachel Kaufmann  
Francine Kelleher  
Grace Kim  
Alexa Knight  
James Kolesar  
Grace Krzanik  
Randi La  
Megan Lacombe  
Lanny Lambert  
Brenda Landes

Jamie Laprade  
Kaida Li  
Joan Lister  
Rachel Malley  
Kathleen Maroney  
Ray Martin  
Robin Martin  
Kate Mathews  
Catherine Mayne  
Barbara McMahon  
Susan Mechanic-Meyers  
Conor Meehan  
Ashanti Miller  
Ysis Moreira  
Joan Morgan  
Karen Murray  
Scott Murray  
Forrest Newton  
Natalie Newton  
Tara Nichol  
Andrea Nix  
Lesley Oransky  
Monica Palansky  
Lynn Pandell  
Dr. Larry Pellish  
Juan Ramos  
Kelly Ramos  
Mary Ramos  
Cheryl Richards  
Colleen Rossi  
Francis Sabellico  
Emma Safran  
Amy Schirmer  
Audrey Shadle  
Daniel Simonds  
Renee Singh  
Nancy Sommer  
Mark St. Germain  
Molly Stockman  
Sami Strout  
Kailey Sultaire  
Rebecca Taylor  
Nancy Tierney  
Dr. William Travis  
Elizabeth Tully  
Dorcas Ujiji  
Georgia Vlahopoulos  
Lisa Walker  
Diana Wall  
Janet Wall

Rebecca Walsh  
Diane Wespiser  
Charles Yanikoski  
Linda Yanikoski  
Elaine Yanow  
Evan Young  
Cheryl Zaccaro

## Kids 4 Harmony Advisory Committee

Linda G. Conway, *Co-Chair*  
Dorothy Weber, *Co-Chair*  
Donna Bernstein  
Edward Bride  
Sheila Heffernon  
Susan Lombard  
Jane Mayer  
Philip McKnight  
Carolyn Newberger  
Eli Newberger  
Penny Pincus  
Elizabeth Selkowitz  
Carole Siegel  
Carol Smokler  
Ken Stark

## Pittsfield Community Connection Steering Committee

Brenna Dorr  
Bryan House  
Sgt. John Mazzeo  
Michael Monti  
Heather Shogry-Williams  
Dr. William Travis  
Carolyn Valli  
Kathleen Yon

## West Main Connection Steering Committee

Kathy Anker  
Robert Bouquet  
Ivan Cardeno  
Lori Kays  
Kathy Keeser  
Samantha Kendall  
Colleen Murphey  
Tim Shiebler  
Don Wright

**"I look forward to coming back each week."**

—Kate, 18 Degrees Volunteer



# What We Do:

18 Degrees promotes the well-being and strengths of children, youth, adults and families to build better communities throughout Western Massachusetts in four core areas:

EARLY EDUCATION & CARE • FOSTER CARE & ADOPTION  
CHILD AND FAMILY WELL-BEING • YOUTH AND COMMUNITY DEVELOPMENT



Our work transcends the four walls of any building – we remain mobile, meeting people where they are, in their homes and their communities, and walking with them to their new beginnings.

BERKSHIRE • FRANKLIN • HAMPDEN • HAMPSHIRE COUNTIES



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