

CHANNEL MARKER, INC.
Mental Health Support Services

ANNUAL REPORT FY 18



"Like a marker on the Bay,
we help each other find the way."



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MISSION STATEMENT

The mission of Channel Marker is to promote mental health by providing prevention programs, rehabilitation and community services to individuals and their families.



CARF ACCREDITATION

Commission on Accreditation of Rehabilitation Facilities (CARF) is an independent, non-profit health and human services accreditation organization founded in 1966. The mission of CARF is to promote the quality, value and optimal outcomes of services through a consultative accreditation process and continuous improvement services that center on enhancing the lives of persons served.



The CARF International group of companies currently accredits more than 50,000 programs and services at 23,000 locations. More than 8 million persons of all ages are served annually by 6,800 CARF-accredited service providers. The accreditation process demonstrates that a provider has met strict standards for the quality of services. CARF establishes these standards to guide providers in offering their services and also uses the standards to evaluate quality and provide insight on service improvement. National accreditation is a critical component in guiding Channel Marker's service delivery to our local communities.

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FROM OUR EXECUTIVE DIRECTOR



Debbye Jackson,
Executive Director

Dear Friends,

It has been a privilege to serve our family of 400 Channel Marker clients this year. We witness courage and determination every day. We join in laughter and despair. Sometimes we dance; sometimes it is just enough to get a client through a particularly difficult time. We celebrate when our services enable clients to “graduate” from our program having reached a high level of wellness, recovery, and independence.

We thank you - our medical and community partners, donors and advocates - for joining us in providing a safety-net for adults and children diagnosed with the most significant forms of mental illness. Together, we are capable of changing their lives.

These are some of the achievements during this fiscal year that added to our reputation as a leader in non-profit support services to the mentally ill:

We successfully implemented Credible, a state-of-the-art electronic health record program that is the hallmark of excellence for medical programs.

We received recertification by CARF (Commission on Accreditation of Rehabilitation Facilities) based on more than 1,000 quality improvement standards. Our recertification was for the maximum three-year term.

While working towards the completion of the capital campaign for our Regional Wellness Center in Easton, we assessed the needs of our crowded facilities in Dorchester and Caroline Counties and began planning for their renovation – particularly in regard to our expanding youth services.

We continued to build more wellness services into our programs including fitness and physical health.

We held our first annual and very successful “FUN is Good for Your Mental Health” event to raise funds and friends.

The new year offers the promise of exciting improvements for service - and of challenges that will be embraced by an optimistic and devoted board and staff.

Sincerely,

Debra P. Jackson, Executive Director



MEET SAM AND JONATHAN...

Sam “walked right up to another boy who was playing on the floor with Lego’s and joined him with no problem!! He was talking, sharing, and building.” Jonathan was “playing on the floor with a boy he’d never met before and was not at all shy. They had a blast yesterday building with Lego’s and even making their own creations.”

Wonder why this story reported by Channel Marker youth specialist, Danielle Smith, is so remarkable?

Read on!

“These were the same two boys who hid behind me the last time we were at the library and refused to participate because it was overwhelming for them.”



Sam and Jonathan* are brothers, ages 8 and 10, raised by a drug addicted, neglectful mother who often locked them in a room or a closet or shoved them outside the house to “not have to deal with them.” Fortunately, they are now in the custody of their grandmother.

Due to the lack of basic necessities, mental abuse and poor parenting, the boys lack normal social skills and are fearful of trust. They were referred to Channel Marker’s Youth Program where they meet once a week after school for a session with other kids and in the summer for weekly fun, social activities.

**These are not the real names of these children. Permission has been granted by their guardian to use the photo and tell their story.*



FITNESS CENTER



With the help of an anonymous benefactor and the Rural Maryland Council, our client Fitness Center is close to becoming a reality. Fitness equipment and new flooring are being installed. The usage of this room in combination with Channel Marker’s Health



Fun is Good For Your Mental Health Fundraiser



Fitness, continued

Home Program will promote healthy life styles. Improved coordination of health services is a key Channel Marker strategy for addressing health disparities between the mentally ill and the general population. Individuals served by Channel Marker often do not have the financial resources to participate in exercise programs and have access to special equipment based on their physical limitations. Outfitting this fitness center with appropriate equipment in a supervised setting will allow many of our clients to further pursue their weight loss, health and well-being goals in a safe environment.



Fun is Good For Your Mental Health Fundraiser





OUR SERVICES

*“Like a marker on the Bay,
we help each other find the way.”*

ADULT SERVICES

Assistance in accessing resources to develop enhanced community and independent living skills. Supportive skill building groups and community based services are provided.

GROUP PRACTICE

Expanding our capacity for on-site treatment and clinical therapy services making integrated care more easily accessible for our clients.

HEALTH HOME

Population health care management for adults with severe mental illness. Provide screening and evaluation, coordinate care with community health care providers, reduce avoidable use of emergency rooms, increase self-management of chronic illnesses and improve overall health outcomes.



RESIDENTIAL SERVICES

Overnight supervision for “intensive clients” with severe needs. Flexible support for general level clients in comfortable homes in the community.

SUPPORTED EMPLOYMENT

Supported Employment provides job development, job coaching, and ongoing employment services to individuals with a mental illness.





OUR SERVICES, CONTINUED

“Helping children be successful in life”

PRIMARY PROJECT

A school based early detection and prevention program in Talbot County for children kindergarten through third grade. The child's individual goals are met through “supportive play” to reinforce competencies, social skills and strengths.



YOUTH SERVICES

Collaboration with community resources to develop and achieve individual goals. Individual, group, after-school and summer programs are provided.

TRANSITION AGE YOUTH (TAY)

Designed for young adults ages 18-25. TAY programming prepares young adults with their transition into adult roles through an individualized process designed to enhance overall well-being.



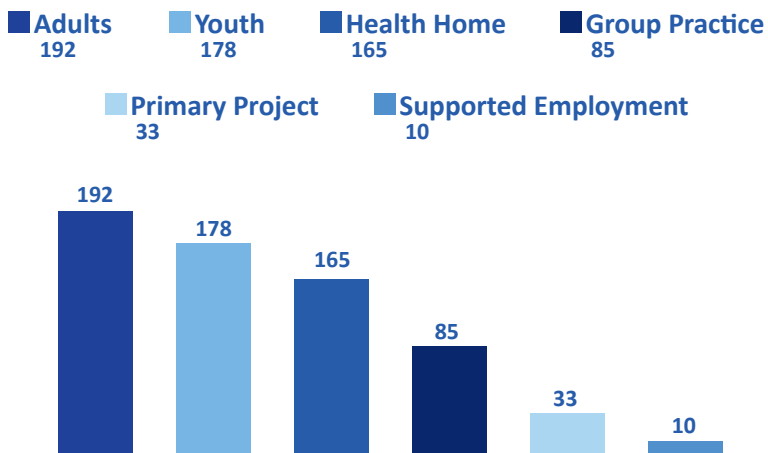
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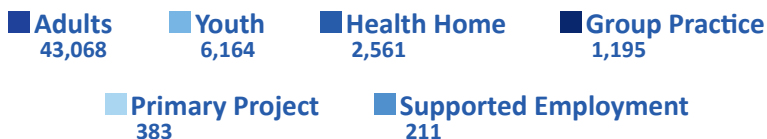


CLIENTS SERVED

TOTAL CLIENTS SERVED



TOTAL NUMBER OF SERVICES





COMMENTS

ADULTS

- *"I would like to thank my job coach for helping me getting a job. I also want to thank my case manager for making me a budget spreadsheet learning how to budget."*
- *"This place is like my family. This is my family."*
- *"I am happy to come to the day program 2 days a week. I have learned more about my illness."*
- *"I am very pleased with the care for which they supplied."*

PARENTS

- *"Staff are skilled and knowledgeable with helping my husband and I to understand our child's needs. Staff are well connected with community resources and other community supports that has helped our child become more successful."*
- *"I'm sure that the boys wouldn't have come this far without the help of Channel Marker and Danielle. The boys are doing so much better."*
- *"Channel Marker has also been a social resource for our child as it has enabled him to be in a fun and learning environment with his peers outside of school."*
- *"This program is wonderful helping children to be able to function in society and in different environments."*

RESIDENTIAL

- *"It is a break from the hustle and bustle stress on the hectic world on the outside, and people need Channel Marker to learn the skills of living independently. My niece got me to Channel Marker when I was drinking heavily. Then I came to Channel Marker and went to Alcohol Anonymous and I stopped drinking. But the main thing is that a lot of my fear and confusion, has gone away."*
- *"We have our own independence in Channel Marker housing and free time on the weekends to go see our family, to visit sometimes that help us a lot to come closer to our family."*

COMMUNITY

- *"CM consistently assures the clients of timely medications, medical, dental, & shopping needs. Outings provide recreation & socializing in the community. Daily chores & programs lend structure to the clients to help maintain stability. The morning movies in Easton is wonderful. Staff is kind & courteous to clients & treat them with respect. They do a difficult job with grace."*
- *"Stellar Leadership team and community partner!"*
- *"Thank you for serving the community over the years. When the community speaks of 'day treatment programs,' they think of Channel Marker."*



CONTRIBUTORS FY 18

♦ FY 18 Capital Campaign Contributors

Channel Marker, Inc. would like to thank all of the individuals, foundations, businesses and organizations that have made contributions from July 1, 2017 through June 30, 2018 in support of our general activities or specific projects. Every effort has been made to ensure the accuracy of this list. Please notify us of any discrepancies. We are grateful for your generous support and are pleased to count you among our community partners.

PLATINUM CIRCLE: \$2,500 AND UP

- ♦ Annapolis Leadership Center, LLC
- ♦ Caulk Management Co., Inc.
- ♦ Ebb Tide Tent and Party Rentals
- ♦ Bruce and Sandra Hammonds
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- Carol Zinser



FOUNDATIONS AND GRANTORS

- Anonymous
- Baird Foundation, Inc.
- The Caroline Foundation, Inc.
- Channel Marker Foundation, Inc.
- ♦ Community Development Block Grant
- ♦ Dock Street Foundation
- Easton Lions Club Foundation, Inc.
- Firstman Family Foundation, Inc.
- ♦ The Michael & Nancy Klein Foundation, Inc.
- ♦ Hope Fulton and Joel C. Leuchter Philanthropic Fund of the Mid-Shore Community Foundation
- ♦ Merriewold Trust of the Mid-Shore Community Foundation
- ♦ Reynolds/Cristiano Fund and Ferree Fund of the Mid-Shore Community Foundation
- Qlarant Foundation
- Rudge Family Fund
- ♦ Ruth and Robert St. John Foundation, Inc.
- St. Paul's UMC Helping Hand Fund
- ♦ Schulman Foundation
- ♦ Van Strum Foundation

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APG Media

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BJ's Nails and Tan
Candleberry General Store
Captain's Ketch Seafood Market
Carmela's Cucina
Cathy Cassell
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Chick-fil-A
Choptank Bowling Center
Clayton's Pharmacy

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Delmarva Shorebirds
Brad Dodd
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Easton Nails and Spa
Easton Premier Cinemas
Ebb Tide Tent and Party Rentals
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Kiln Born Creations
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Mid-Atlantic Tire Pros
Mid-Shore Graphics
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St. Michael's Winery
SwampBonnie Art
Ten-Mar Arts
Tutti Frutti
Bill and Marie U'Ren
Wal-Mart Stores No. 2272
Whole Being Health Group



AUDITED FINANCIAL HIGHLIGHTS FY18

BALANCE SHEET

Current Assets		
Cash	744,988	
Receivables (net)	179,540	
Amounts due from affiliated organization	91,001	
Prepaid Expenses	<u>32,252</u>	
Total Current Assets		<u>1,047,781</u>
Fixed Assets		
Operating Equipment (net of depreciation)		407,864
Other Assets		
Investments, at fair value	512,996	
Receivable from charitable remainder trust	300,302	
Interest in Net Assets of Channel Marker Foundation, Inc.	2,092,601	<u>2,905,899</u>
Total Assets		<u>4,361,544</u>
Current Liabilities		
Accounts Payable	62,821	
Accrued Expenses	124,663	
Total Current Liabilities		<u>187,484</u>
Long Term Liabilities		
Long term debt		<u>0</u>
Total Liabilities		<u>187,484</u>
Net Assets		
CMI Net Assets - Unrestricted	1,276,862	
CMI Net Assets - Board Designated	500,000	
Temporarily Restricted	304,597	
Temporarily Restricted Net Assets of Channel Marker Foundation, Inc. (CMF)	<u>2,092,601</u>	
Total Net Assets		<u>4,174,060</u>
Total Net Assets and Liabilities		<u>4,361,544</u>

STATEMENT OF ACTIVITIES

Revenues and Support		
Medicaid	3,607,242	
Client Rent, Fees and Copayments	171,223	
Public Support	415,221	
Other Revenues and Support	111,072	
Change in value of charitable remainder trust	21,360	
Total Revenues and Support		<u>4,326,118</u>
Expenses		
Program Services	3,594,254	
Support Services	625,555	
Fundraising and grant services	20,107	
Total Expenses		<u>4,239,916</u>
Increase in Net Assets from Operations		86,202
Increase in Net Assets of Channel Marker Foundation, Inc.		<u>468,139</u>
Total Increase in Net Assets		554,341
Net Assets at the beginning of the year (CMI)	1,995,254	
Net Assets at the beginning of the year (CMF)	1,624,465	
Net Assets CMI & CMF at the beginning of the year		<u>3,619,719</u>
Net assets at the end of the year		<u>4,174,060</u>



CONTACT US

DEBBYE JACKSON, EXECUTIVE DIRECTOR

debbye@channelmarker.org

CATHY CASSELL, LCSW-C, PROGRAM DIRECTOR

cathy@channelmarker.org

MARTY CASSELL, LCSW-C, CLINICAL DIRECTOR

marty@channelmarker.org

RICK GEORGE, FINANCE DIRECTOR

rgeorge@channelmarker.org

MANDY TRIVITS, QUALITY ASSURANCE DIRECTOR

mtrivits@channelmarker.org

KELLY HOLDEN, MA, HR and TRAINING DIRECTOR/PRIMARY PROJECT DIRECTOR

kelly@channelmarker.org

LAURA HIGGINS, ADULT SERVICES DIRECTOR

lhiggins@channelmarker.org

DR. MALKIA JOHNSON, LCSW-C, COMMUNITY LIAISON DIRECTOR

mjohnson@channelmarker.org

KATIE PAUL, BA, RESIDENTIAL DIRECTOR

kpaul@channelmarker.org

DR. TIA BELL, MSW, YOUTH SERVICES DIRECTOR

tbell@channelmarker.org

TOM FRAZIER, FACILITIES MANAGER

tfrazier@channelmarker.org



www.channelmarker.org

ADMINISTRATION OFFICE

8865 Glebe Park Drive, Unit 1, Easton, MD 21601

Ph: 410.822.4619 | Fx: 410.822.0984

**CAROLINE COUNTY
REHAB CENTER**

508 Kerr Avenue
Denton, MD 21629
Ph 410.479.2318
Fx 410.820.0124

**DORCHESTER COUNTY
REHAB CENTER**

420 Dorchester Avenue
Cambridge, MD 21613
Ph 410.228.8330
Fx 410.221.6459

**TALBOT COUNTY
REHAB CENTER**

8865 Glebe Park Dr., Unit 2
Easton, MD 21601
Ph 410.822.4611
Fx 410.822.6186



8865 Glebe Park Drive, Unit 1
Easton, MD 21601