

CHANNEL MARKER, INC.
Mental Health and Wellness Support

ANNUAL REPORT FY 19

Channel Marker
MENTAL HEALTH AND WELLNESS SUPPORT



*Building Trust, Hope,
and Dignity*



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MISSION STATEMENT

Channel Marker creates a healthy Mid-Shore community through mental illness prevention programs, wellness support, and adaptive community services to individuals and their families.

Channel Marker

MENTAL HEALTH AND WELLNESS SUPPORT



*Building Trust, Hope,
and Dignity*



FROM OUR EXECUTIVE DIRECTOR



Dear Friends,

We are pleased to present to you Channel Marker's fiscal year 2019 annual report. We continue each day to provide exceptional quality services for the over 400 individuals that Channel Marker annually serves. They are the reason that we do what we do. We celebrate their accomplishments and sometimes share tears for their disappointments because that is what family does. The Channel Marker family is one of the largest families I know.

Our community of donors, friends, advocates and medical professionals we thank you – because you are part of this large family also. We are all working together to help change the lives of the adults and children in our local communities who are challenged with the most significant forms of mental illness.

These are some of our FY19 achievements:

- We have completed an updated Strategic Plan which further addresses our organizational infrastructure needs.
- We successfully completed the capital campaign for our Regional Wellness Center in Easton and held our Grand Opening ceremony in May 2019. We were very pleased to have representatives of the Harry and Jeanette Weinberg Foundation join us as well as other essential donors and state and local elected officials.
- We held our second very successful "FUN is Good for Your Mental Health" event to raise funds and friends.
- With the help of the Grayce B. Kerr Fund, we moved forward with our plan for rebranding our organization to emphasize our wellness focus. We have been able to introduce a new logo, tagline, and brochure, as well as other marketing materials thanks to their help and guidance.
- We have continued with advocacy efforts in many areas but especially towards the "Keep the Doors Open" campaign which addresses the critical role funding plays in the historically underfunded Public Behavioral Health System here in Maryland.

Each new year offers a fresh start and optimism for improved services for the individuals Channel Marker serves. Our Board of Directors and staff are excited for what is yet to come!

With gratitude,

Debra P. Jackson
Executive Director



GRAND OPENING



Channel Marker celebrated its
Official Grand Opening
Ribbon Cutting Celebration at our
Regional Wellness Center on
May 10, 2019.



NEW LOGO



Established in early 2019, our new logo and tag line conveys a united front of multifaceted individuals which is reflective of the mental health and wellness support services we provide. Our old logo, the buoy and lighthouse, designed by Channel Marker's original clients served us for many years as did the tagline *"Like a marker on the Bay, we help each other find the way."* However, these images caused many to believe that Channel Marker was associated with the nautical industry.

With the help of the Grayce B. Kerr Fund, we have created a new logo that represents Channel Marker's constituency of both children and adults along with our tagline Building Trust, Hope, and Dignity. This rebranding implementation is critical to our organization, and our marketing communications will now display that we serve individuals from different walks of life.

Building Trust, Hope, and Dignity



FUN IS GOOD FOR YOUR MENTAL HEALTH

The Channel Marker Royale Cruise Party!





OUR SERVICES

Building Trust, Hope, and Dignity

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)

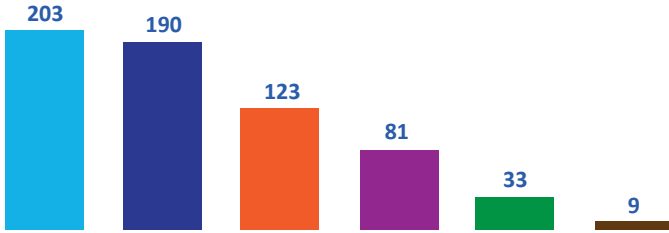
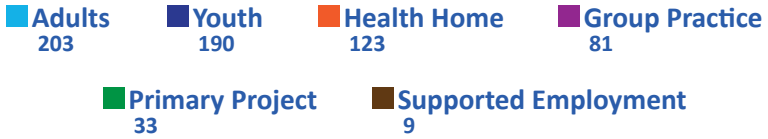
Designed for young adults ages 18-25. TAY programming prepares young adults with their transition into adult roles through an individualized process designed to enhance overall well-being.



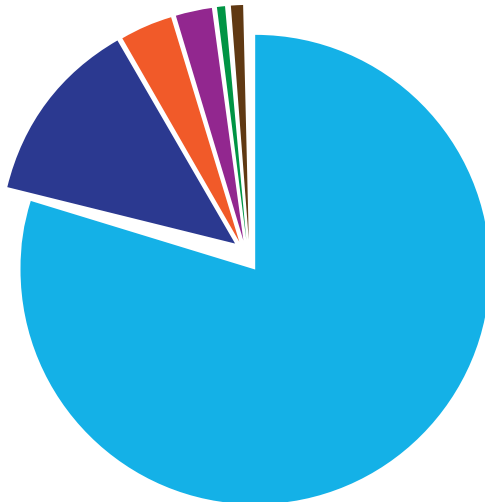
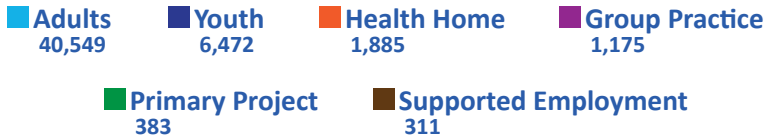


CLIENTS SERVED

TOTAL CLIENTS SERVED



TOTAL NUMBER OF SERVICES





COMMENTS

PARENTS/GUARDIANS

"Staff at Channel Marker are knowledgeable and caring in regards to my child's need. They are always available to answer questions and help with any concerns I may have."

"My son has done years of talk therapy sitting in a chair. This has been helpful to a degree. But, bringing him to Channel Marker was a game changer. The activities and engagement have helped him open up. He is extremely comfortable with staff and has connected with them in a way he is not connected with prior therapists or counselors."

"I like the way that when something goes bad they call me right away with what's going on staff are very good with communication and any issues with child."

YOUTH

"I love it very much and it has helped me a lot."

"I like being at Channel Marker."

ADULTS

"Channel Marker helped me when I was homeless and helped provide me with stability and helped me get back in with a therapist and psychiatrist. I am working on getting on the right medication and am seeing an improvement. I am budgeting my money better and managing my pain with pain management and am going to church. I am working on a relationship with my children since I have just lost my oldest daughter."



"Staff are good helping people for the future for jobs and housing to live in for the future. Channel Marker is a good program for the future for the people for helping the people."

"Would have never gotten where I was today without Channel Marker."

"It feels like a family."

COMMUNITY AGENCIES

"The care and commitment that is extended to each client. The feeling of family and community that people get in being part of the program."

"Quick to be notified of concerns with shared clients and implement interventions independently so there is no disruption in services for the client."

"Their commitment to the clients and willingness to work collaboratively."

"The youth team is amazing. I feel like we collaborate very well."



CONTRIBUTORS FY 19

♦ FY 19 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, 2018 through June 30, 2019 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

- Amy's Army
- ♦ Caulk Management Co., Inc./Hill Hospitality
Easton Rotary Club
- ♦ Bruce and Sandy Hammonds
William and Debra Jackson
- ♦ Maxine Millar
St. Mark's United Methodist Church
Whalen Company
- ♦ WIN Transport, Inc.

GOLD CIRCLE: \$1,000 - \$2,499.99

- Affiliated Santé Group's Eastern Shore
Crisis Response Services
American Legion Post No. 91
Avon-Dixon Agency
Coard and Sunny Benson
Blake-Blackston Post No. 77
CBIZ Beatty Satchell, LLC.
- ♦ Joan Crowley
Cynda Hill, DDS
Department of Juvenile Services
Dorchester Lodge No. 223 IBPOE of W
Ebb Tide Tent and Party Rentals
W. Thomas Fountain
Nancy Healy
Dr. Alvan M. Holston, DDS, PA
Koons Easton Toyota
Amy Haines and Richard Marks
- ♦ John and Debra McQuaid
Provident State Bank
Phoebe Reynolds
Shore United Bank
SS. Peter & Paul Women's Guild
Tri-Gas & Oil Co., Inc.
- ♦ Craig Wanner
- ♦ Steve and Mary Wilson
Wye Financial & Trust

SILVER CIRCLE: \$500 - \$999.99

- American Legion Benedict A. Andrew
Post No. 296
Draper Holdings
- ♦ Joan Cox
DT Investment Partners, LLC
Easton Elks Lodge No. 1622
Easton Eye Care
Easton Utilities Commission

Howard and Liz Freedlander
Hearthstone Health and Fitness
Timothy and Jacqueline Linck
Merrill Lynch / The Pritchett Group
Network for Good
Delphine Peck
PowderHorn Consulting
RBC Wealth Management
Rotary Club of Easton
Rowe Insurance Agency, Inc.
Salisbury Area Chamber of Commerce-
ESBLN
Eva Smorzaniuk, MD
R. Alan and Sarah Wheedleton

BRONZE CIRCLE: \$100 - \$499.99

Affordable Business Systems, Inc.
William and Maud Ahtes
Ali Soulati, DDS, LLC
All-Shred, Inc.
Tom and Catherine Alspach
America's Charities
Mrs. Herbert L. Andrew, III
Bruce and Blenda Armistead
Armistead, Lee, Rust & Wright, PA
Ida Jane Baker
Scott and Trish Baker
Eddie and Edie Bishop
Bob North's, Inc.
Booth, Booth, Cropper & Marriner, PC
Kathy Bosin and Kevin Garber
Carlyle Brady
Scott and Beth Brewster
John and Leslie Briggs
Jay and Kathy Brown
Chesapeake Treatment Services
Christine M. Dayton Architect, PA
Community Club of Preston, MD
Debra Crouch
Denton Lions Club
Dwelling and Design
E.E. Streets Memorial Post No. 5118
VFW
Easton Dermatology Associates, LLC
Easton Hardware, Inc.
Easton Ruritan Club
Kathryn Farinholt
Mr. Matthew Fitzgerald
Peggy and John Ford



CONTRIBUTORS FY 19

♦ FY 19 Capital Campaign Contributors

Len Foxwell
Peter V. R. Franchot, Comptroller of
Maryland
Betty Frantz
Gannon Family, LLC / Rt. 50 Restaurant
Group
Ken and Wendy Gibson
Kelly Griffith
Mr. and Mrs. Fred R. Haller
Francis and Josephine Harwood
Daniel Hawthorne
Joseph and Ann Haymaker
Dr. and Mrs. John F. Heaton
Erik and Melissa Higginbottom
Hill's Drug Store
Hollis, Cronan & Fronk, PA
Martha F. Horner
Dr. and Mrs. William Houck
Peter and Lisa Hunter
♦ Charlie and Frannie Ireland
Fred and Lesley Israel
JASCO, Inc.
Karen and Chris Jenson
Anne and Dave Jones
Mr. and Mrs. Clemis Kaikis
Bette Kenzie
Kevertin Pet Resort, Inc.
Knights of Columbus / Regina Coeli
Council 2274
Lane Engineering, Inc.
William and Barbara Lane
Harriet Leap
♦ Rebecca and Nick Loukides
M&M Refrigeration
Maryland State Council / Knights of
Columbus 2274
McAllister, DeTar, Showalter & Walker,
LLC
Jeff and Janet Messing
Andrew Miller, Horses in Harmony 2,
LLC
Nagel Crop Insurance, LLC
♦ Milton and Tina Nagel
Matthew and Jeanne Nichols
Nuttle Builders, Inc.
Horace K. Wood, DMD
Jim Orr
Cheryl Palumbo
Katie Parks
Linda Parsons
Suhail and Aurore Partawi
Kay Perkins
Kaye and Richard Potter
Queenstown Bank of Maryland
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St. Johns Chapel
William and Sharon Stag
Ralph and Kay Starkey
Barbara B. Stoops
Emory and Vicki Tate
Tidewater Physical Therapy
Bill and Marie U'Ren
Bob and Barb Vandevissier
Jim Vermilye
Sally and Moorhead Vermilye
Alan and Carol Visintainer
J.O.K. Walsh
Richie and Martha Wheatley
WhiteOak Group
Robert and Ann Willey
Sharon Woodruff

FRIENDS: UP TO \$99.99

Anonymous
Barbara Bahn
Brad and Jody Baker
Mike and Sandi Barry
Marguerite Beebe
The Campbells
Karen Canter
Rick and Janet Cantwell
Art and Elinor Cecil
Edwin L. and Constance B. Cole
Sara J. Davidson
David and Ronya Driscoll
Kaye Dutrow
Jeanne Everngam
Philip C. Foster
Geoff and Lee Ann Fox
Bill and Lucille Giddings
Roberta Gribbon
Lauren Halterman
Clement and Evie Hathaway
Daniel Hicks
Ann Hoyt
Keri Hutchins
Carville and Brenda Leaf
Robert Marshall
Mary Lou McAllister
Judy L. Moore



Tracey Munson
New Queen Esther AME Church
Gail and Tony Newell
Elaine Nichols
Elizabeth North
A. Arthur and Karen Oertel
Denise K. Riley
Mr. and Mrs. Gerry Rollefson
Faye Roser
J. Kenneth and Sarah Sadler
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Christa and Dominic Szwaja
Frances Taylor
Temple B'Nai Israel
Sheila Wainwright
Anne Wheatley
Juanita Wheatley
Carrie Williams
Steve Vaughn and Janice Willis
Sara Wolhar
Chris Young
Carol Zinser

FOUNDATIONS AND GRANTORS

Anonymous
Baird Foundation, Inc.
The Caroline Foundation, Inc.
Channel Marker Foundation, Inc.
Christmas in St. Michaels, Inc.
Dock Street Foundation
Douglas Powers Charity Fund / Robert
Renton Powers Remembrance
Easton Lions Club Foundation, Inc.
Grayce B. Kerr Fund
The Harry and Jeanette Weinberg
Foundation, Inc.
Llandaff Family Foundation
Qlarant Foundation
Rudge Family Fund
The Ruth and Robert St. John
Foundation, Inc.
Van Strum Foundation

BRIGHTER CHRISTMAS

APG Media

IN KIND DONATIONS

APG Media
Tom and Betty Barwick
Scott Beatty
BJ's Wholesale Club
Caulk Management Co., Inc.
/ Hill Hospitality
Chick-fil-A
Wayne and Terry Cole
Easton Cycle and Sport
Easton Utilities Commission
Eddie and Edie Bishop
Len Foxwell
Judy Gaston, RN, MS
Hair 'O' The Dog Wine & Spirits
Hopkins Sales Co.
Jen's Blends
Mr. and Mrs. R.D. Messick
William and Charlene Rhodes & Family
Rise Up Coffee
Barbara Stoops
Target Stores #2310
Jim Vermilye
Walmart Stores #1715
Walmart Stores #2272
Whole Being Health Group
Sandy Wieland
WIN Transport, Inc.





AUDITED FINANCIAL HIGHLIGHTS FY19

BALANCE SHEET

Current Assets

Cash	866,265
Receivables (net)	177,303
Amounts due from affiliated organization	8,080
Prepaid Expenses & other receivables	<u>3,500</u>

Total Current Assets **1,055,148**

Fixed Assets

Operating Equipment (net of depreciation)	489,192
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Other Assets

Investments, at fair value	509,361
Receivable from charitable remainder trust	316,517
Interest in Net Assets of Channel Marker Foundation, Inc.	2,845,740

3,671,618
5,215,958

Total Assets

Current Liabilities

Accounts Payable	68,397
Accrued Expenses	121,086

Total Current Liabilities **189,483**

Long term Liabilities

Long term debt	<u>0</u>
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Total Liabilities

189,483

Net Assets

CMI Net Assets - Unrestricted	1,360,775
CMI Net Assets - Board Designated	500,000
Temporarily Restricted	319,960
Temporarily Restricted Net Assets of Channel Marker Foundation, Inc. (CMF)	<u>2,845,740</u>

Total Net Assets **5,026,475**

Total Net Assets and Liabilities

5,215,958

STATEMENT OF ACTIVITIES

Revenues and Support

Medicaid	3,732,999
Client Rent, Fees and Copayments	147,233
Public Support	896,572
Other Revenues and Support	100,241
Change in value of charitable remainder trust	16,215

Total Revenues and Support **4,893,260**

Expenses

Program Services	4,160,392
Support Services	596,438
Fundraising and grant services	37,152

Total Expenses **4,793,982**

Increase in Net Assets from Operations

99,278

Increase in net assets of Channel Marker Foundation, Inc.

753,139

Total Increase in Net Assets

852,417

Net Assets at the beginning of the year (CMI)

2,081,457

Net Assets at the beginning of the year (CMF)

2,092,601

Net Assets CMI & CMF at the beginning of the year

4,174,058

Net assets at the end of the year

5,026,475



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