

Bancroft®
One world. For everyone.

Philanthropy Report 2020

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Dear Friends,

2020 has been a year unlike any other. It has felt incredibly long and lightning fast all at once. What started as a year full of excitement and promise turned into months of continuous change, unrest and the unknown. While the COVID-19 global pandemic continues, the Bancroft family shows how incredibly flexible and pivotal we are with every new day.

:: Our community mobilized.

When the call for emergency supplies and daily enrichment activities grew, our Bancroft families and philanthropic partners answered and collected necessary donations to help the individuals served and staff prepare for and navigate the sudden shift in everyday life.

:: Staff innovated.

Our direct support professionals rose to the occasion in every way – they were creative and ambitious in their efforts to keep everyone safe while providing fulfilling activities and setting up video calls with families and friends. Our teachers and clinicians embraced virtual learning and enrichment while using technology to connect with the students.

:: The individuals served proved to be resilient.

While it hasn't been easy for anyone, those we support have been patient and are finding ways to cope with the continuing restrictions. They are learning how to enjoy more activities at home and use masks and social distance when with others so they can begin to get out in the community again.

Reflecting on where we were one year ago and what we have gone through – as individuals, partners, families, a community and an organization – I am astounded.

While many things have changed, our foundation remains the same.

Bancroft's mission of empowering the children and adults we serve to live their best life remains at the forefront of the work we do – before, during and after the COVID-19 pandemic.

I am so grateful for a support system that has rallied to fortify Bancroft. Despite everything we have collectively experienced, we have had an incredible year.

Please enjoy reading this year's *Philanthropy Report* as a snapshot of your advocacy and philanthropy during this whirlwind year. Every dollar counts. Every donor counts. Everything we do today helps ensure a stronger tomorrow for the children and adults we have the privilege of supporting.
We're in this together.

Warm regards,

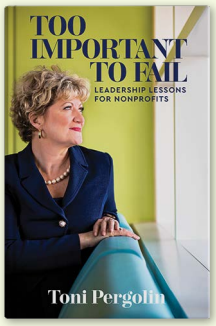
Toni Pergolin

Toni Pergolin
President & CEO



Fiscal Year 2020 in Review

Bancroft's President & CEO Releases New Book!



toni-pergolin.com

Toni Pergolin added author to her title with the release of her first book, *Too Important to Fail: Leadership Lessons for Nonprofits*, in January 2020. In the book, Toni shares her personal Bancroft journey and the challenges and triumphs of a legacy Toni knew she had the responsibility to uphold and bring into the future. It chronicles the financial hardships of the organization and how Toni was able to apply her business acumen to nonprofit management in order to move the organization forward and ensure future sustainability. All proceeds benefit Bancroft.

On Tuesday, November 12, 2019, over 100 attendees celebrated this monumental achievement at a pre-release book celebration at the Bancroft Raymond & Joanne Welsh Campus. In addition to a book signing, the event included a speaker panel moderated by Bancroft board member Dr. Kriste Lindenmeyer and featuring Toni, Chairman of the Board Ken Ewell and board member and Bancroft dad Joe Atkinson.



Michelle Habingreither Awarded 2019 Donna Clinger Leadership Award!

Congratulations to Michelle Habingreither, Senior Director of Community Residential Services for Adults and the Judith B. Flicker Residences, who was awarded the 2019 Donna Clinger Leadership Award from the New Jersey Association of Community Providers. The statewide award recognizes an individual whose work has had a tremendous impact on the intellectual and developmental disability community. During Michelle's 15 plus years at Bancroft, she has been at the forefront of staff morale, staff engagement and recreational opportunities for individuals served. Michelle is not someone who seeks or even enjoys public recognition but this is truly a well-deserved honor!



Bancroft Welcomes New Chief Financial Officer



Jennifer Cripps joined Bancroft as Chief Financial Officer in June 2020. Cripps brings to the organization more than 20 years of experience in accounting and financial management, most recently serving as Senior Vice President and Chief Financial Officer for Lutheran Social Ministries of South Jersey, a $75 million nonprofit organization. Prior to joining Lutheran Social Ministries in 2012, Cripps held positions at Dow Jones & Company, PricewaterhouseCoopers and accounting firms in New Jersey and Delaware. Cripps earned her Bachelor's in Accounting at Juniata College and her Master's in Accounting & Financial Management at the University of Maryland University College.

Bancroft Partners with Peirce College

PEIRCE COLLEGE
SINCE 1865

Bancroft announced a new partnership with Peirce College, Philadelphia's only college dedicated exclusively to serving adults, to provide career-focused education and training for employees. Through this partnership, Bancroft employees, their spouses and dependents have expanded access to affordable, flexible degree programs and certificates designed for working adults. The partnership also provides expanded access to personalized degree completion pathways that maximize transfer credits, professional and military training and other college-level knowledge that has been acquired outside of the classroom.

This partnership is integral in helping employees expand their knowledge and skills and reach the next level of their Bancroft career!

New Diversity, Equity & Inclusion Initiatives

Bancroft conducted an organization-wide confidential survey of staff to understand how well it is doing in its efforts to support a respectful, inclusive and fair work environment for all, regardless of race, religion or any other personal characteristics. The survey provided an opportunity to assess the organization's current state and to identify opportunities and areas of focus to enhance and improve the work environment and to truly become more inclusive for all team members. Based on the results, educational priorities were identified for staff and the greater Bancroft community to better support diversity and inclusion.

In addition, an Executive Steering Committee was formed to provide oversight of the efforts, and a Diversity, Equity & Inclusion Council made up of staff from across the organization was established to help lead sustainable improvements. Lastly, Bancroft is engaging an external diversity consultant to ensure we are doing everything we can to support staff and make certain these initiatives become a part of our culture in a sustainable manner.



COVID-19 and the Bancroft Emergency Fund

Throughout Bancroft's 137-year history, the organization has survived many difficult and historic times. Bancroft endured the 1918 influenza pandemic, two World Wars, the Great Depression, and Hurricanes Katrina and Sandy, to name just a few. The COVID-19 pandemic has proven to be one of the most challenging times not only in our nation's history but in Bancroft's as well. Along with the rest of the world, each moment brought a new mandate, a new safety procedure and a new normal.

As day programs were instructed to close and group homes were placed under stay-at-home orders, Bancroft responded swiftly with new protocols and procedures to ensure the health, safety and well-being of those in our care. Exacerbated by global shortages of critical supplies and personal protective equipment as well as staffing challenges, Bancroft had a tremendous responsibility to continue to carry out the life-sustaining services for the children and adults in residential care, no matter the obstacle.



Bancroft is resilient, but the support of Bancroft families, local organizations, foundations, partners and friends was paramount in helping us to maneuver the ever-changing situation and confront the COVID-19 crisis head-on.

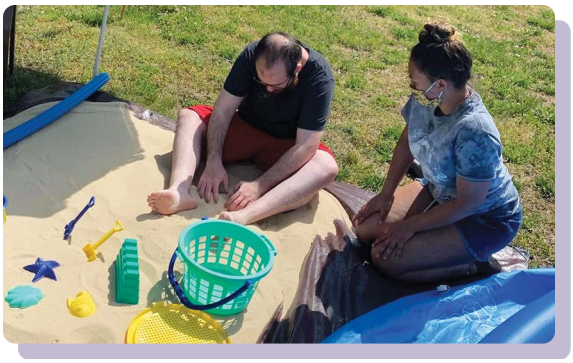


In March, Bancroft established the Emergency Fund to help offset the unexpected and increased expenses related to the pandemic. Whenever we asked for support, the Bancroft community responded generously each time. In addition to monetary gifts and grants, we received generous donations of critical supplies that were instrumental in helping us continue to provide our vital care and services.

Donations of arts and crafts supplies and other enrichment activities, staff appreciation meals and so much more – each contribution made a significant impact on all those living, learning and working at Bancroft throughout this time. The generosity of this community was felt with resounding appreciation across the organization.

As the pandemic advanced, the Bancroft team was agile and creative in developing virtual programming, therapies, education plans and activities to stay connected with individuals served while they were at home. The day program staff reimagined virtual programming from remote art and music classes to health and wellness sessions, and the residential team hosted outdoor movie nights, dance parties and other fun at-home enrichment activities. Although we faced challenges along the way, Bancroft was committed to providing unique moments of laughter, life and love and ensuring that all those in Bancroft's care were actively connected and engaged during these difficult times.





The COVID-19 pandemic changed the world, and how we do business, but it has reinforced our commitment to Bancroft's mission, and it has presented an opportunity to work collaboratively to move the organization forward with hope, perseverance and pride. No matter the challenges ahead, we will continue to empower the children and adults living with disabilities we serve to realize their best life, and we will remain a beacon of hope for families in need of our support.

The Bancroft community has been a key to weathering this storm, and we are incredibly grateful and humbled by your steadfast commitment and support.

Combined with the proceeds from the first-ever Virtual Butterfly Ball, over $840,000 has been raised for Bancroft's Emergency Fund!

Personal Protective Equipment Donations:

- **6,800** gloves
- **5,350** surgical masks
- **3,508** cloth masks
- **1,490** N95 masks
- **221** face shields

Corporate & Foundation Partners:

- The Lebensfeld Foundation
- NJ Pandemic Relief Fund
- PHL COVID-19 Fund
- NRG Energy
- Camden County Cares Grant
- Wells Fargo
- South Jersey COVID-19 Response Fund
- Geico
- OceanFirst Foundation
- Knights of Columbus: Nativity of Our Lord Council #14658
- The Arc of New Jersey, Inc.
- NJ Council on Developmental Disabilities

Philanthropy in Action

Enrichment Fund

Many Bancroft donors desire to have a direct impact on the lives of the individuals served. Based on donor feedback, Bancroft established an Enrichment Fund, which allows donors to designate their gift to the program they are most passionate about. This fund is used to enhance the experiences and activities available to the individuals served in their respective program. Trips to New York to see The Lion King, time spent down the shore, making waves at Sahara Sam's and more – these exciting experiences were made possible for some of the residents in the Community Residential Services for Adults, NJ program through generous donations.



With donor support, we hope to expand this initiative to other programs. To learn more, please contact Tess Tebaldi at tess.tebaldi@bancroft.org or 856-348-1162.

Bancroft Appreciation Appeal

In honor of National Direct Support Professionals Week, Bancroft families were invited to show their appreciation and support for staff by making a gift to the Bancroft Appreciation Appeal. Over $10,000 was raised and inspiring words of encouragement, gratitude and admiration were shared. The donations allowed Bancroft to recognize and reward the dedicated DSPs and other staff who strive every day to ensure that the individuals they serve are empowered to realize their best life.



Weekend Warriors

For the second year in a row, Bancroft's direct support professionals in the Community Residential Services for Adults, NJ program were excited to participate in the Weekend Warrior program. The program provides encouragement and incentive to DSPs to generate creative and fun experiences and activities at home and in the community. The coveted Weekend Warrior Champions Award was given to the Tallowood Group Home in recognition of their enthusiasm and the engaging experiences they created.



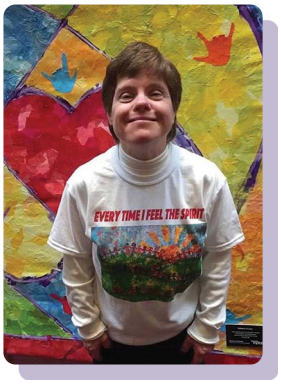
Giving Tuesday

On December 3, 2019, Bancroft participated in Giving Tuesday, a global day of charity, and shared a wishlist of items donors could support. Although Bancroft received many generous donations, we initially did not achieve our goal. However, we are incredibly grateful to Corinne and Scott Welsh, longtime supporters and friends, who donated the difference to ensure we could purchase all of the items. Thanks to all of the donors, Bancroft purchased new lawn equipment and office supplies for the Adult Employment Program, art supplies for the Adult Day Programs, new furniture for the Judith B. Flicker Residences for Seniors and more to enhance our programs and services.



A Bright Smile and Awesome Dance Moves

On May 15, 2020, the Bancroft community lost one of its brightest, shining lights. Jodi Lynn Kurtzman passed away peacefully just a few weeks shy of her 50th birthday. For over 20 years, Jodi lived, laughed and was loved at Bancroft by everyone she met. The bonds she formed at Bancroft were so strong that they were more than that of simply staff and housemates – they were friends. The outpouring of love for Jodi has made it very clear that everyone who knew her was positively impacted by her spirited and cheerful love of life.



Jodi loved to share her joy with everyone she met. Through her favorite hobbies, she was able to communicate her excitement and express her love for life. A consummate performer, Jodi loved making music, dancing, playing sports and meeting new people. Through Joyful Noise, a 45-person chorus of individuals with intellectual and developmental disabilities and brain injuries, Jodi was able to shine her light and sing in a variety of concerts.

Jodi was also an accomplished athlete and dedicated to health and wellness. Her drive for competition and performance took center stage as she became a gold medalist in the New Jersey Special Olympics. Jodi played many sports; namely track and field, softball, bowling and tennis. No matter what obstacle stood in her way, Jodi was driven and determined to accomplish her goals.

Bancroft is honored to have been the place that Jodi called home and her dance moves, big smile and lovable personality will forever be missed. In lieu of flowers, Jodi's parents Elene and Marshall Kurtzman asked their friends and family to make a donation to Bancroft in memory of Jodi. Marshall and Elene shared that, "To Jodi, Bancroft meant community and the feeling of security, happiness and fun. We felt that Jodi was well cared for and challenged to achieve her potential."

Thanks to the generous donors who contributed in her memory, Jodi's bright spirit will forever live on at Bancroft.



Tribute Gifts

Tribute gifts offer a meaningful and impactful way to honor someone special or memorialize someone who has passed away. When a tribute donation is received, a personalized letter or email is sent to notify the individual or family that a donation was made in their name.

To learn more about tribute gifts at Bancroft, please contact Tess Tebaldi at tess.tebaldi@bancroft.org or 856-348-1162.

Big Brother Ben

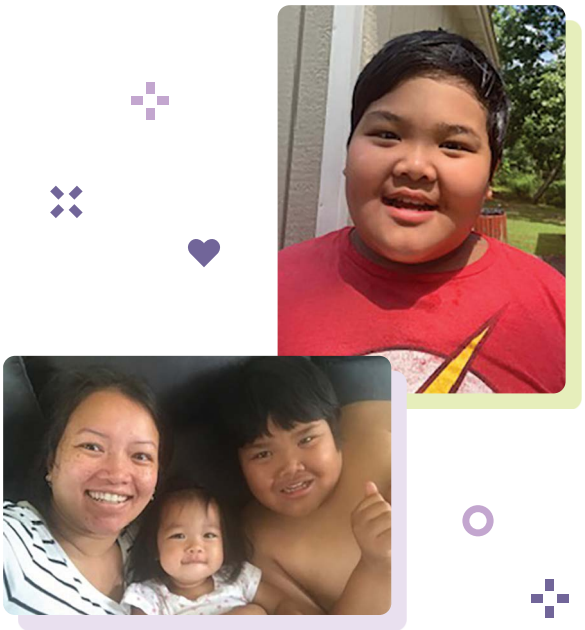




For 11-year-old Ben Chau, transitioning was not something that came easily. He often cried at school and would express his emotions through tantrums and aggression. When Ben's parents Dina and Jerry found Bancroft, they were hopeful that his behaviors would improve with compassion, patience and an individualized and collaborative approach to address Ben's unique needs.

In 2016, Ben began at Bancroft's Early Education Program (EEP). EEP provides children with a solid foundation for success. Each child has a specific education plan to fit their needs based on their individual skills and challenges and students gain a love of learning while developing social skills, making friends and having fun.

When Jillian Kuni – one of Bancroft's special education teachers – first met Ben, she knew that he needed to find new ways to communicate what he was feeling. After finding a communication device that fit Ben's needs, he began learning how to adapt and express himself without having tantrums, and his parents began to see him change into a happier, calmer and more interactive child.



With Ben's progress, Dina and Jerry felt comfortable enough to expand their family and shortly after they welcomed home a baby girl and moved to a new home. Ben overcame these changes with a smile and was thrilled to return to school as an awesome big brother. Ben's mother expressed, "We couldn't thank all the wonderful teachers, staff and therapists enough for all of their love, help and support over the years to push Ben where he is now and as he continues to grow."

Although COVID-19 proved challenging for Ben, he used his new communication skills to express his feelings. Ben has become more independent and connected to his family. He loves to play outside and looks forward to going on family car rides on Sundays and playing with his now 19-month-old sister, Carly. Carly enjoys cuddling up with Ben when he plays on his iPad and they have become best friends.

On September 8, Ben arrived at The Bancroft School for his first day! Although he was a bit nervous, he transitioned well and likes being back in a routine. Every morning Ben walks into school independently and enthusiastically with his aide by his side. Ben's future is very bright, and The Bancroft School looks forward to helping Ben achieve all of his future goals!

Proud to be Paul





There are very few people who can say they have been a part of the Bancroft community for more than half of their lives. For Paul Duckworth, that is indeed the case. In 1982, Paul joined Bancroft's Community Residential Program and quickly became known as a very talented, creative and independent individual. Through the years, Paul has become an enthusiastic member of the Bancroft community attending many special events, including the Golf Outing, the Butterfly Ball and the annual Flicker Prom – a crowd-favorite!

Although there have been many self-fulfilling moments for Paul, one of his most cherished memories was participating in the Special Olympics Bowling competition where he won a medal for his skills! Paul was also honored with the Community Star Award from the New Jersey Association of Community Providers in 2014 at the Annual Community STARS Award Dinner.

Paul is known as an extremely independent and structured person. He has been a part of the Adult Employment Program since coming to Bancroft in 1982 and enjoys having a set schedule for each day. Before COVID-19, Paul was working at Bancroft's corporate office in Cherry Hill, NJ, three days a week. Paul stated, "I like to clean and make things look nice!" It comes as no surprise that he was also hired to work at Goodwill two days a week doing any and all tasks asked of him with triumph. Paul has learned from his many jobs that he loves to socialize with others and talk to them about traveling!



Paul explained that one of his favorite parts about Bancroft is going on trips to new and exciting places. In 2017, Paul moved to the Judith B. Flicker Residences for Seniors and when asked what he loves about Flicker said, "I can go on trips like the Spirit of Philadelphia Cruise!" "Ohhh, that was a good time," Paul gleamed. Paul hopes to one day go to Six Flags Great Adventure and the beach in Wildwood – he looks forward to riding many rides and swimming in the ocean!

Not only is Paul very independent and adventurous, but he is also a very talented artist. He began making birdhouses and other art pieces quite a long time ago and has continued to develop his technique. Paul takes a plastic canvas and weaves yarn through, creating different shapes and designs. It takes him many hours to complete, but he is very proud of his dedication and creativity. You can often find Paul at the kitchen table working on his creations.

Paul is very proud of his accomplishments. "I take good care of myself," Paul stated with pride. Paul is looking forward to the future of creating more art and selling some of his pieces so that he can continue to be independent and experience as many trips and new places as possible!

Philadelphia Foundation and Bancroft: The Beginning of a Beautiful Friendship

In 1918, William P. Gest and the Fidelity Trust Company formed the Philadelphia Foundation, one of the first community foundations in the world. Philadelphia Foundation was created as a charitable trust to administer community-based philanthropy to strengthen the economic, social and civic endurance of Greater Philadelphia. More than a century later, Philadelphia Foundation continues to do just that. Philadelphia Foundation is a publicly supported foundation and manages more than 1,000 charitable funds established by its donors and makes over 1,000 grants and scholarship awards each year.

Fully invested in the Greater Philadelphia Region, Philadelphia Foundation invested in Bancroft with a first-time Impact Grant to continue in our mission to create a better life for the people we serve. Specifically, this grant was used to focus on our Adult Services program in New Jersey. Serving 456 individuals, our goal in the Adult Services area of Bancroft is to support adults diagnosed with intellectual and developmental disabilities, move them towards greater levels of independence and maximize their potential for the future.



Through day, residential and employment programs, Bancroft's Adult Services focus on four key elements:

1. **Day Enrichment:** Strengthening Skills and Abilities
2. **Lifelong Learning:** Applying Skills and Knowledge
3. **Career Exploration:** Exploring Career Related Interests and Abilities
4. **Employment Preparation:** Employment and Career Planning



PHILA FOUND .ORG

Bancroft knows that lifelong learning is the key to self-development and empowerment. The Adult Services program at Bancroft helps each person realize his or her full potential. With the help of this grant from the Philadelphia Foundation, Bancroft is able to continue these vital programs and increase the quality of life for individuals served. We thank the Philadelphia Foundation for everything they do for the community of Greater Philadelphia.

Corporate Corner: Wolf Commercial Real Estate

Bancroft is delighted to announce our new corporate partnership with





Wolf Commercial Real Estate (WCRE) is a full-service commercial real estate brokerage and advisory firm specializing in office, retail, medical, industrial and investment properties in the Philadelphia and Southern New Jersey region. WCRE is committed to building strong relationships with all clients through responsiveness, attention to detail and communication. WCRE was founded in 2012 by Managing Principal Jason Wolf, after 17 years of success at a top-two national commercial real estate firm.

Southern New Jersey and the Philadelphia region mean more to WCRE than just a place to do business. They are committed to the health and well-being of the people in their community. WCRE donates a portion of its revenue from the business to local charities and inspires its staff to volunteer and donate to charitable organizations. In 2016, Jason Wolf and WCRE created the WCRE Foundation to enhance their community fundraising efforts.

The WCRE Foundation has raised approximately $315,000 from its fundraising efforts benefiting multiple charities, including the American Cancer Society, Susan G. Komen Foundation, Bancroft and others. In addition to an annual charity golf tournament and hockey tournament, WCRE also offers its clients the opportunity to donate a portion of their transactions to the charity of their choice.

Bancroft and WCRE share a mission to better the lives of the people living in their community. “Our entire team at WCRE is proud to be part of Bancroft’s mission within the community. We look forward to helping better the lives of the many people Bancroft services within the region,” said Jason Wolf.

We are excited to announce this new partnership and are incredibly grateful for WCRE’s generous support!



Bancroft was also honored to support the sixth annual WCRE Thanksgiving Food Drive benefiting the Samost Jewish Family and Children’s Service food pantry.

Volunteer Spotlight: Mallory's Mission

Bancroft offers a variety of volunteer opportunities which allow each person to meaningfully share their talents, time and interests with the individuals we serve. These opportunities include working directly with the individuals served by Bancroft and a variety of indirect volunteer opportunities such as helping with events and fundraisers and assisting corporate staff.

For Mallory Powell, volunteering at Bancroft has become a vital part of her life. Since 2013, she has donated her time as a Special Olympics volunteer with Bancroft. "I have volunteered for autism causes for quite some time because I wanted to support my friend whose children were diagnosed with autism," Mallory stated. She finds that Bancroft provides a unique experience, allowing volunteers to give their time to individuals in the community directly and she enjoys seeing the mission in action.

Mallory began volunteering with Bancroft through the Life Enrichment program which provides educational, cultural and recreational activities for individuals served who are at least 22 years of age and enrolled in the Adult Services of South Jersey programs. The goal of Life Enrichment is to increase intellectual, physical and socialization skills as well as promote leisure, independence and personal enjoyment.

Mallory has shared her talent in many different ways through the years. She's led music and yoga classes, coached both the bowling and track and field teams for the Special Olympics and utilized her professional event planning experience as a member of the Butterfly Ball and One World Run committees.



Mallory explained, "Being a part of the Bancroft community has been such a special experience for me as I have had the privilege to provide the individuals in Bancroft's care the opportunity to learn and grow with activities that others might take for granted." She added that there is nothing more rewarding than seeing the smiling faces of the Special Olympics athletes as they learn new skills or achieve set goals. Mallory has proven to be a great friend and mentor to many throughout her years in the Bancroft community.

Bancroft is grateful for Mallory and all of our dedicated volunteers who devote their time and talents to fuel Bancroft's mission.

Although COVID-19 has put a pause on Bancroft's on-site Volunteer Program, we hope that it will not be long until we are able to work together again utilizing our strengths to better assist the individuals that live, learn and grow at Bancroft.



Family Executive Council



The Bancroft Family Executive Council (FEC) is a group of family members of current or former persons served by the organization who are grateful for the care their loved ones receive and are committed to the future and financial sustainability of Bancroft. Effective July 1, 2020, this integral group was relaunched as the Family Advisory Board (FAB).

The FAB meets twice a year and provides members the opportunity to interact with other Bancroft families, the Board of Trustees and executive leadership. Meetings provide insider information on the organization's programs, services, events and high-level strategic initiatives as well as access to topical presentations from Bancroft thought-leaders.

Bancroft is incredibly grateful to the following members for their philanthropic support, advocacy and commitment.

- Laura Kuntz (Chair) & Ed Mikalauskas
- Raven & Steve Adams
- Darlene & Stuart Altschuler
- Laura & Joseph Atkinson
- The Bennett Family
- Sally & Bob Danley
- Carin & John Foster
- Randi & Bill Galanty
- Barbara & Abraham Goodgold
- Ann & Doug Hambry
- Karen & Jeff Harris
- The Kennedy Family
- Dolly & Mitchell Kowal
- Andrea Lewis
- Betsy Menkes
- Doug Menkes
- Marianne & Laurence Shulman
- Paula & Larry Siegel
- Dorothy Smith
- Paula & Stuart Solomon
- Janis Sweeney
- Steven Sweeney
- Ann-Marie Leahey, MD & David Vaughn, MD

Members as of November 1, 2020.

Join Bancroft's Family Advisory Board!

For more information, contact Tess Tebaldi, Senior Director of Development:

CALL
856-348-1162

EMAIL
tess.tebaldi@bancroft.org

Bancroft Event Snapshots



On Friday, September 13, 2019, Bancroft hosted its 35th Annual Bancroft Golf Outing at the Union League National Golf Club in Swainton, NJ, presented by Eaise Design & Landscaping, Inc.

108 golfers hit the green to golf FORE the children and adults served by Bancroft and enjoyed various games and activities, including a $10,000 putting content, hole-in-one contest – furnished by Holman Infiniti – and silent auction. Thanks to the generous support of the golfers and 46 event sponsors, over $160,000 was raised for Bancroft's vital programs and services!











Cocktails & Conversation for a Cause

On Thursday, September 19, 2019, the One World Run Committee hosted the first-ever Cocktails & Conversation for a Cause, a guest bartender event at Redz Restaurant in Mount Laurel, NJ.

Attendees enjoyed appetizers, raffles, great conversation and cocktails served up by guest bartenders, Devin DiNofa, the Chair of the One World Run Committee, Justin Deal, Paul Goren, Mitch Kowal, Pat Meade and Roberto Perez. All tips benefited the One World Run!

Over 225 participants joined Bancroft on Saturday, October 12, 2019, for the 2nd Annual One World Run hosted at the Bancroft Raymond & Joanne Welsh Campus.

Presented by Adler's Pharmacy, the event included a 5K run and 1-mile family fun walk along with a special kickoff performance by the Mummers, a photo booth and face painting! With the generous support of the runners and walkers and 32 sponsors, the One World Run raised nearly $90,000!





Virtual Butterfly Ball

Due to the pandemic, Bancroft was unable to host the 2020 Butterfly Ball in-person but that did not stop our incredible supporters from rallying behind us to ensure the success of the event!

On Friday, June 5, 2020, the first-ever virtual Butterfly Ball was presented by Graham Company and emceed by Marianne Aleardi, Publisher and Editor-in-Chief of *SJ Magazine*. With a welcome message from the Judith B. Flicker Residences for Seniors and a special performance of *The Impossible Dream* by Alex Siegel, one of Bancroft's most talented singers, the celebration video drew 670 views and raised over $430,000 for the Bancroft Emergency Fund!

Toni was recognized for her 15-year tenure at Bancroft and celebrated for the release of her book, *Too Important to Fail: Leadership Lessons for Nonprofits*. Toni dedicated her award to the incredible staff who work tirelessly and compassionately to support the individuals served by Bancroft, even during the most difficult times.

The virtual event also celebrated the three honorees:



ONE WORLD AWARD

Toni Pergolin

President & CEO, Bancroft

Author, *Too Important to Fail: Leadership Lessons for Nonprofits*

CORPORATE LEADERSHIP AWARD

Ravitz Family Foundation



LEGACY AWARD

Kenneth L. Ewell

Chairman, Bancroft Board of Trustees

President & COO, Graham Company

The Siegels' Story

Since 2006, Alex Siegel has been a part of the Bancroft family. Alex came to Bancroft not long after Toni Pergolin joined the Bancroft team. Without Toni, Bancroft would not be the beacon of hope for families that it is today, and Alex would not have had such a wonderful place to grow and learn. It didn't take long for Paula and Larry Siegel to realize this after reading Toni Pergolin's book *Too Important to Fail*. The Siegels were alarmed upon learning that when Toni became Bancroft's CFO in 2004, Bancroft was facing serious financial challenges and possibly on the verge of closing.

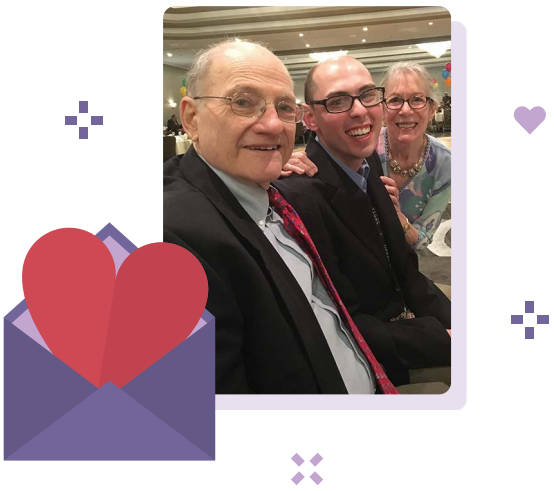
Paula and Larry know firsthand just how essential Bancroft is for their grandson and so many others. Bancroft relies on support and donations from families and the community to fuel our mission. The Siegel family knew that they wanted to make a significant contribution to support Bancroft in perpetuity, and with the launch of the Legacy Society, they were able to do just that.

"When we recently learned of the Legacy Society, a planned giving campaign established to ensure the sustainability of Bancroft's existence, we were both relieved and inspired to make a contribution to the endowment. Families, such as ours, rely on Bancroft to provide our loved ones an enriching quality of life that enables them to feel valued, productive, protected and secure long after we are no longer here to watch over them."



The Legacy Society allows individuals and families to include Bancroft as beneficiaries of their will and financial plans in many different ways, including retirement assets, wills and trusts, charitable gift annuities and life insurance policies.

> **"We are hopeful that, as the endowment grows, Bancroft will never again face a financial crisis that threatens its existence. Every family with a loved one under Bancroft's care knows that Bancroft is TOO IMPORTANT TO FAIL."**
>
> **– PAULA AND LARRY SIEGEL**



As one of Bancroft's most talented performers and an Andy Williams enthusiast, Alex performed *The Impossible Dream* at the end of the Virtual Butterfly Ball. This song is a beautiful representation of what Bancroft is to so many. Bancroft allows those we serve to "dream their impossible dream," "fight the unbeatable foe," and "run where the brave dare not go." Thank you, Paula and Larry Siegel for your generosity. The legacy you leave will allow Alex and the individuals served at Bancroft to "reach the unreachable star!"

LEGACY SOCIETY

We are grateful to the following individuals who have designated Bancroft as a beneficiary of their financial plans or who have left a lasting legacy with their planned gift.

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- Linda J. Bennett
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- Dr. Bela Mukhoti*
- Audrey Peyton*
- Kathy and Wayne Ross
- Virginia D. Rushmore*
- Mary and Jacob Schaefer*
- Paula and Larry Siegel
- Paula and Mark Solomon
- Rita Waranch*
- Susan Weisman & Andrew S. Howard
- Cort Wizorek
- Dr. Clarence York*

**Deceased*

Learn more about leaving a lasting legacy!

Please contact Sue Piergallini, Chief Development Officer:

CALL
856-348-1140

EMAIL
susan.piergallini@bancroft.org

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Terri Oppenheimer
Orvis
Ownable
Panera Bread/American Bread Co.
Bob Pantaliano – CFO 360
Paper Source
Passariello's Pizzeria & Italian Kitchen
Peloton JSS Tribe
Penn Oaks Country Club
Philadelphia Distilling
Philadelphia Eagles Pro Shop
Philadelphia Fashion Incubator
Philadelphia Museum of Art
Philadelphia String Band Association
Michael Pierce
Sue Piergallini and Gene Ragazzo
Pinsetters Bar & Bowl
Plow & Hearth
Pocono Raceway
Positively Sassy LLC
Pumpkin BYOB
The Pyramid Club
The Quilted Nest
Ramblewood Country Club
Karen Ready
Redstone American Grill
Carole Reeves
Rivers Casino
Clair and Dean Rohrer
Kathy and Wayne Ross
Maureen Sacchetti
The Salt Suite
Seasons 52
Sephora
William Sheppard
Short Hills Deli
Heather Simmons
Six Flags Great Adventure, Hurricane Harbor and Wild Safari
SJ Magazine
Smart Bodies Personal Training Center
Janet P. Smith
Susan Smythe
Sod Services by Paul Nardi + Son - LLC
South Jersey Magazine
Speed Raceway
Spice Salon
Staples

Starbucks – Mt. Laurel
Stateside Urbancraft Vodka
St. John's United Methodist Church
Studio Hillier | Architecture | Urban Planning | Design
Summit Catering
Victoria and Joseph Sweeney
Symphony in C
Team Gear, Inc.
Tess and Matt Tebaldi
TNT Rental
Lynn and Alfred Tomaio
Top Golf
Total Wine & More, Bethesda
Total Wine & More, Cherry Hill
Traino's Wine and Spirits
Tranquility Salon and Spa
Trenton Country Club
True Salon
The Turning Point – Cherry Hill
Uber Eats
The Unforgotten Haven
Union League National Golf Club
Valenzano Winery
Verona
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Wyndham Hotel Mount Laurel
Yard House

**Deceased*

Bancroft is very grateful to all of our donors.

Due to space limitations, donors of $100 or more were listed. Please accept our sincere apology for any incorrect or omitted information. Kindly report any discrepancies to Suzanne Viggiano at 856-524-7215 or suzanne.viggiano@bancroft.org. Please note, the donor list includes donations received from July 1, 2019 to June 30, 2020.



President's CIRCLE

The President's Circle is a donor recognition society that celebrates Bancroft's most committed donors – those who have cumulatively donated $100,000 or more.

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Recurring Donations and Matching Gifts





Recurring Donations

Recurring donations provide a steady stream of revenue that enhances the programs and services available to the individuals Bancroft serves, supports and treats. Recurring donations of any amount are greatly appreciated and can be made monthly by check or credit card.

To set up a recurring donation online, please visit:

VISIT
donate.bancroft.org

Matching Gifts

Matching gifts give donors the opportunity to significantly increase the impact of their gift. Donors are encouraged to check with their employers to determine if they have a corporate giving or matching gift program.

For questions about recurring donations or matching gifts, contact Suzanne Viggiano, Development Operations Manager:

CALL
856-524-7215

EMAIL
suzanne.viggiano@bancroft.org

Working TOGETHER

Meet the Development Team

Sue Piergallini
Chief Development Officer

Katie Bampfield
Director of Events & Stewardship

Lauren Malazita
Development Associate

Kathryn Myers
Director of Foundation & Corporate Philanthropy

Natalie Ragazzo
Development Intern

Tess Tebaldi
Senior Director of Development

Suzanne Viggiano
Development Operations Manager

Financially sound TOGETHER

Financial Overview

*Numbers are in thousands and unaudited

	YEAR ENDED JUNE 30, 2020	YEAR ENDED JUNE 30, 2019
REVENUE WAS PROVIDED FROM:		
Program revenue	$ 179,073	$ 158,921
Donation	$ 1,992	$ 1,355
Interest and other income	$ 1,076	$ 1,024
Total Revenue	**$ 182,141**	**$ 161,300**
EXPENSES WERE PROVIDED FROM:		
Salaries, wages and fringe benefits	$ 141,406	$ 126,232
Supplies and expense	$ 10,096	$ 9,172
Facilities and transportation expenses	$ 16,144	$ 15,817
Interest	$ 5,413	$ 5,492
Depreciation	$ 7,323	$ 6,802
Total Expense	$ 180,382	$ 163,515
Net Operating Income (Loss)	**$ 1,759**	**$ (2,215)**
Net Operating Margin	**1.0%**	**-1.4%**
Net Asset Activity		
Increase (decrease) in unrestricted net assets	$ 2,237	$ (1,255)
Restricted gifts	$ 390	$ 135
Gifts released from restriction	$ (678)	$ (351)
Increase in net assets	$ 1,949	$ (1,471)
Net assets at beginning of year	$ 45,288	$ 46,759
Net assets at end of year	$ 47,237	$ 45,288

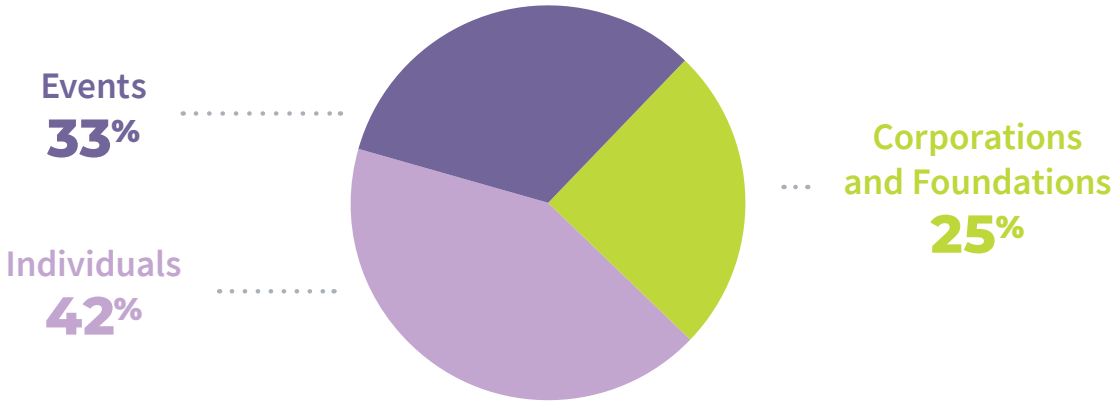


Development Overview

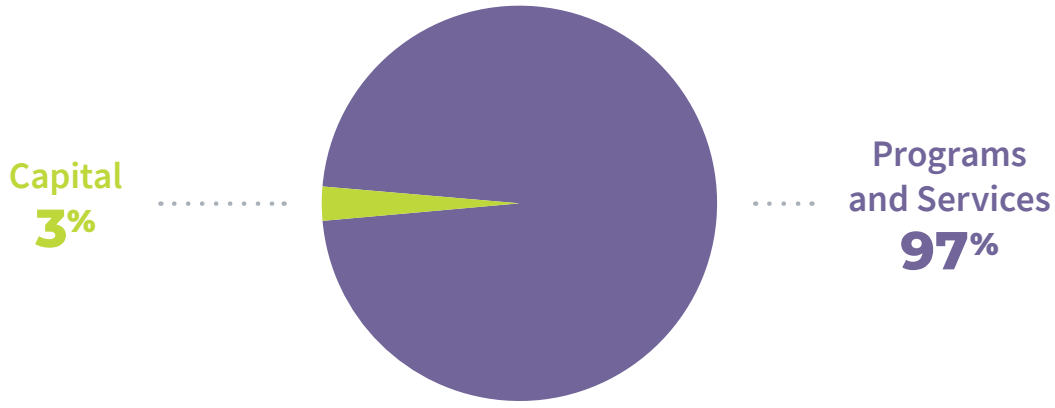
July 1, 2019 – June 30, 2020

Unrestricted Gifts	Grand Total with restricted gifts
$1,992,143	$2,231,748

Source of Revenue



Gift Designation



About Bancroft

Bancroft®
One world. For everyone.

Bancroft is a leading regional nonprofit provider of specialized services for individuals with autism, other intellectual or developmental disabilities and those in need of neurological rehabilitation.

Through its innovative programs supporting people throughout different stages in life, Bancroft offers a comprehensive range of services aimed at unlocking the full potential in each person and meeting his or her changing needs. Programming includes special education, vocational training and supported employment, structured day programs, residential treatment programs, community living programs, and behavioral supports. In 2018, Bancroft opened the Raymond & Joanne Welsh Campus in Mount Laurel, NJ, for children's services, featuring the flagship Bancroft School and The Lindens Center. The campus is the most progressive and expansive campus for children with special needs in the region.

Bancroft NeuroRehab focuses on the therapeutic, day program and residential needs of people in rehabilitation from brain injury or other neurological disorders with four locations throughout New Jersey.

Established in 1883 and now headquartered in Cherry Hill, NJ, Bancroft boasts 32 programs in 17 locations serving 2,200 people annually throughout New Jersey, Pennsylvania and Delaware, including more than 275 community-based group homes and supervised apartments.

Established
1883

Facilities and Homes across NJ, PA, DE
275+

Lives Impacted Annually
2,200

Number of Employees
2,700

Our core values show how much Bancroft CARES:

- **C**ompassion
- **A**ccountability
- **R**espect
- **E**mpowerment
- **S**afety

Visit bancroft.org for more information!



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**As of 7/1/19 – 6/30/20*

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Bancroft®
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Mission

Bancroft profoundly impacts children and adults living with disabilities by delivering high-quality services to empower them to realize their best life.

Vision

Bancroft sets the standard of excellence in services for people with disabilities and professionals in the field through a culture of learning, innovative treatment, and transformational research, all leading to outstanding outcomes.

Philosophy of Care

We are committed to providing person-centered care, with compassion and respect, in a safe environment, using evidence-based approaches to improve quality of life and foster opportunities for a fulfilling future.





Contact us!

CALL
856-348-7215

VISIT
bancroft.org

EMAIL
development@bancroft.org