



SARAH
FOUNDATION

2020
ANNUAL REPORT

SARAH Foundation

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The SARAH Mission

Founded in 1957, the SARAH family of agencies serves more than 1,700 individuals living with intellectual and/or other disabilities. Our programs and services include residential housing and support, day programs and recreational activities, transitional and employment services, respite care and birth-to-three early intervention services. SARAH's primary goal is to help individuals live fulfilling, productive and engaged lives within the community.

Message from the Board:

We have never experienced a year like 2020.

The COVID-19 pandemic presented once-in-a-lifetime challenges for all us. We navigated the fear, anxiety and isolation of pandemic-related closings, cancellations and life changes. Most of us missed time with family and friends celebrating milestones and important moments. Our lives were altered in everyway possible. Our professional lives were impacted by work-from-home mandates and for some the loss of jobs all together. Our personal lives changed as many of us became at-home caregivers and teachers. Travel was halted and activities we previously took for granted were no longer available. Some of us became ill and battled COVID-19. Sadly, some of us lost loved ones to the Coronavirus disease. We all hope we never see another year like 2020.

While all this was taking place, SARAH continued to provide programs and services to the more than 1,700 individuals we are privileged to serve. Yes, many of these programs looked very different in 2020 and some had to be put on pause for a period of time. Other programs continued throughout the pandemic requiring the SARAH service agencies to alter their approach, practices and procedures to help keep clients and staff as safe as possible.

The pandemic-related isolation only increased the level of disconnect many of the individuals we serve have experienced for years. One of SARAH's primary goals is to help facilitate connection, friendship and a sense of belonging. Our ability to provide these opportunities was certainly challenged in 2020. It required innovation, creativity and continued dedication to the mission. SARAH's direct support professionals were on the front-lines providing care, compassion and comfort to so many individuals.

The following pages of this annual report provide a snapshot of the efforts undertaken during 2020 in unprecedented conditions. The importance of SARAH's mission and programs was never in doubt. There were bright spots amongst all the clouds. You and all of our supporters, donors and friends stood beside SARAH, you never wavered and helped us make it through the year. Thank you!

2020

SARAH FAMILY OF AGENCIES

SARAH
FOUNDATION

The SARAH Foundation is responsible for raising funds to support the goals and activities of the SARAH service agencies. Generating the critical resources needed helps all three SARAH agencies continue providing high-quality programs and services to the community.



- KIDSTEPS
- Birth-to-Three Early Intervention
- SARAH in Action
- Enrichment Services
- Career Connections
- Transition Services
- SARAH Employment Services
- Individual and Family Support Advocacy

1620 Boston Post Rd Ste. 200
Westbrook, CT 06498
860-399-1888
sarah-inc.org

- Residential Services
- Group and Independent Living
- Recreation and Leisure Connections
- Day Support Options (Individual & Group)
- Respite Care

45 Boston Street
Guilford, CT 06437
203-458-8532
sarah-taxis.org

- Residential Services
- Community Living Arrangements
- Support Apartments
- Family Support
- Daily Living Skills

15 NE Industrial Road
Branford, CT 06405
203-315-3770
sarahseneca.org



2020 YEAR IN REVIEW

The impact of COVID-19 was felt throughout SARAH. From our program recipients and their families to our staff and volunteers, the pandemic created barriers and challenges to our normal operations. SARAH's fundraising events and activities were no different. The COVID-related restrictions and closures forced our annual fundraising activities to be cancelled. Non-profits across the globe were in the same unenviable position. We experienced significant decreases in funding as a result. Fortunately, the community stepped up in several different ways to ensure SARAH would make it through the year and return to better days ahead.

Stand Up for SARAH

On January 10, 2020, before the Coronavirus hit the United States in full force, the SARAH Foundation hosted a new event called Stand Up for SARAH. This laugh-out-loud event was created in partnership with Ryan Brauth and the Comedy Craft Beer group and hosted at East Creek Landing in Guilford, Connecticut. The event was sold out with more than 200 guests and sponsored by Impact Financial Wealth Management, Yale New Haven Health, Mosaic, Primary Residential Mortgage, Inc. and The Marketplace at Guilford Food Center. The live show featured two hilarious headline comedians with a buffet dinner provided by The Marketplace and a cash bar. Attendees had a chance to win several exciting raffle prizes while taking in the laughs with new friends.



Front Porch Photos

During the first two weeks of May 2020, the SARAH Foundation partnered with Keeley Moffit of Keeley Abigail Photography to offer front porch photo sessions to local families. Families made a donation to SARAH in return for her professional photography services. In total, Keeley completed nearly 65 individual family front porch photo sessions resulting in beautiful images capturing families from a safe distance.



The Great Give 2020

The Great Give 2020 was a 36-hour online-giving event hosted by The Community Foundation for Greater New Haven on May 5-6, 2020. Without our typical fundraising activities, The Great Give 2020 was more important than ever before. The SARAH community responded by generously donating nearly \$5,000 during the online campaign period. The donations were incredibly impactful during a time a great need.

Year-End Matching Gift Campaign

At the end of each year, the SARAH Foundation runs a year-end giving campaign and the 2020 year-end campaign was needed more than ever before. Thanks to generous matching gifts from the John E. Scully Family Foundation, Claudia Buzzi and Pietro DeCamilli, the Larry W. McCurdy Family Foundation and Bishop's Orchards Farm Market & Winery, the campaign raised just over \$120,000! More than 260 individual donors contributed to help us exceed the original goal of \$80,000. Simply amazing!

COVID-19 and PPE Grants Secured

As the SARAH service agencies adjusted to the various challenges of providing high-quality services during a pandemic, the expenses related to personal protective equipment (PPE) skyrocketed. In an effort to adhere to health department guidance and to keep SARAH's clients and direct support professionals safe PPE was required at levels never seen before. Thankfully several community foundations and their supporters answered the call for so many nonprofits by providing critical resources in a timely fashion. The Community Foundation for Greater New Haven partnered with the United Way of Greater New Haven to create the Greater New Haven COVID-19 Community Fund, the Guilford Foundation and the Branford Community Foundation created COVID-19 Response Funds. All four organizations provided generous grants totaling \$40,000 that were immediately delivered to SARAH's service agencies for PPE related support.



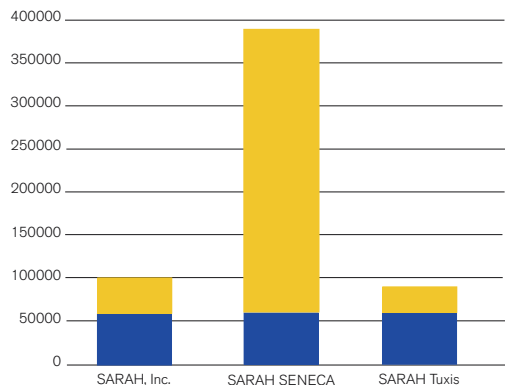
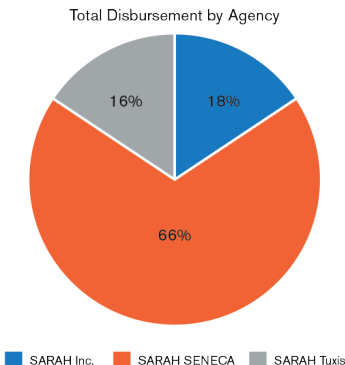
SARAH Foundation Financials

At the end of 2020, the SARAH Foundation Endowment Fund contained assets totaling \$4,022,043. The Endowment Fund distribution to the service agencies totaled \$180,318, representing an 8.6% increase from the prior year. The steady growth of the endowment disbursements provides a reliable source of unrestricted resources for the agencies to deploy at their discretion where they are needed most.

The SARAH Foundation also serves as a steward for gifts designated specifically for one of the service agencies. Gifts of this type are allocated based on the donor's intent and preference. In 2020, the Foundation distributed an additional \$392,735 in restricted gifts to the three agencies. Within the \$392,735 that was distributed we received a significant and incredibly generous estate gift totaling nearly \$300,000 designated for SARAH SENECA.

The Endowment Fund provides a source of funds to help fuel SARAH's mission in perpetuity. The Endowment also provides a vehicle for donors to ensure their generosity carries on in the work of SARAH. Contributing to the endowment, through a variety of ways, including estate planning and stock contributions, provides an opportunity to leave a legacy and continue supporting SARAH's mission for many years into the future.

2020 Endowment & Restricted Gift Distributions
Total: \$570,053



■ Endowment Disbursement ■ Restricted Gifts

THE ENDOWMENT

The COVID-19 pandemic required many changes to SARAH's service delivery and the resources required to safely provide programs. The annual endowment distributions were more important than ever. Detailed in this section, directly from the SARAH service agencies, are some of the benefits your gifts made possible.

SARAH Inc.

While 2020 was a challenging year for everyone, SARAH Inc. is thankful for the SARAH Foundation endowment distribution which helped further our mission of "Enhancing Skills and Enriching Lives of All Individuals with Differing Abilities. The funds from the SARAH Foundation were allocated to: providing in-person classes before the pandemic and then virtual Get Fit classes, organizing American Sign Language (ASL) Classes for individuals and employees, promoting staff development, improving various software infrastructures, and more. Together, these pieces were essential to SARAH Inc.'s continued success throughout the year.

SARAH Inc.'s Enrichment Services provide adults with intellectual and/or developmental disabilities (I/DD) supports focusing on community inclusion, life enrichment opportunities, and basic needs. Finding ways to stay connected to the community safely

is important to those they support. Hosting the Get Fit program initially in-person before the pandemic then virtually, offered these adults a way to stay in touch with their peers while staying active and increasing their overall health. In 2020, the KIDSTEPS Early Intervention program expanded its service area from 31 to 50 towns throughout Connecticut.



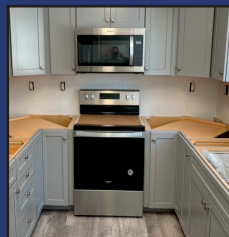
One of the necessary pieces to this expansion was updating the evaluation and assessment software. The KIDSTEPS team drastically improved the efficiency of therapists' time to produce reports for families by upgrading to the latest version of the Blueprint Software. This program meets all procedural obligations with the state and gives us the opportunity to provide user friendly reports to families about their children.

Additionally, SARAH Inc. recognizes that success starts with our dedicated employees. Investing in staff development is undoubtedly important for our continued growth. Opportunities such as ASL classes, CPR, and leadership trainings can encourage employees to perform their roles more effectively and efficiently. The funds received from the SARAH Foundation empower both employees and the incredible individuals served at SARAH Inc.

SARAH SENECA Residential Services, Inc.

SARAH SENECA Residential Services, Inc. once again offers up our gratitude to the SARAH Foundation for their collective time and effort afforded by their entire staff, volunteers and Board of Directors and for the monetary gifts that benefited our entire agency during a stressful year. The Endowment Distribution Funds received in 2020 were instrumental in enhancing two homes and in providing for the purchase of a wide range of Personal Protective Equipment (PPE) to enable our employees and individuals to remain safer throughout the pandemic.

After lengthy COVID related delays we are in the final stages of completing the remodeling rooms in two of our homes. In our Hickory Hill Road, Branford home we are remodeling the kitchen, installing new cabinetry, countertops, and flooring in the kitchen and dining rooms, along with purchasing an ergonomic bottom freezer refrigerator, electric range, dishwasher and an eye-level, mounted microwave.

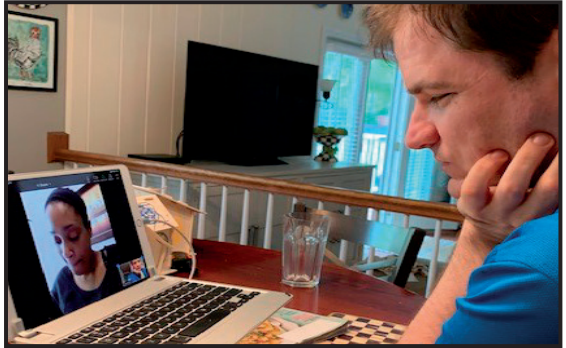


AT WORK

SARAH Tuxis Residential & Community Resources, Inc.

2020 has been quite a year! We are so thankful for this year's funds received from the SARAH Foundation. We were able to use the funds in several ways to overcome the COVID-19 Pandemic.

Funds were used to purchase the equipment needed to implement virtual services for the individuals we support. SARAH Tuxis was forced to close our Day Support Option Program at the Tuxis Harbor in March and we are just now opening the Harbor at 50% capacity. We purchased iPads, iPhones, and/or computers for staff and the individuals we support so that we could provide services virtually. We also purchased a professional ZOOM Account to provide staff with a means to have direct contact with individuals and share content related to their individual outcomes.



We also purchased PPE equipment to keep our staff and the individuals we support safe. It took around the clock coordination and efforts to find and purchase available masks, gowns, cleaning supplies, thermometers, etc. Having the funds to purchase the equipment when we did find availability was such a relief. Our staff, individuals and their families were so grateful.

Safety is one thing but keeping a smile on individual faces and a quality of life while quarantined at home is another. Using some of the funds to purchase supplies to implement home based recreational activities brought a quality of life to so many people. Thank you, SARAH Foundation!

In our Oakgate Drive, Branford home we are remodeling an accessible bathroom with new tile flooring, an easy access pocket door, roll-under sink, accessible toilet & shower area. Final decorating touches & window treatments will soon complete the job.

All of these purchases and long overdue project completions will not only continue to insure the ongoing health, safety and quality of life for the wonderful individuals we support, but also will add benefit and greater workplace functionality for the exceptional women and men who work on their behalf.

As always, you should be extremely proud of the role you had in making these necessary projects and purchases happen. Our most sincere gratitude for being there and assisting SARAH SENECA in making independence possible.

THANK YOU FOR GIVING

★ Golden Circle (\$10,000 and Over)

The Estate of William F. Armstrong
Claudia Buzzi and Pietro DeCamilli
The Estate of Edna Camarota
Crippled Children's Aid Society
The John E. Scully Family Foundation
The Community Foundation for Greater New Haven
The Echlin Foundation
The Larry W. McCurdy Family Foundation

★ Visionary (\$5,000 to \$9,999)

Branford Community Foundation
Guilford Community Fund
Guilford Education Association
Guilford Foundation
David and Arlene Norling

★ President (\$1,000 to \$4,999)

American Polyfilm, Inc.
Susan Balch
Barbara Bishop
Community Foundation of Middlesex County, Inc.
Robert Compagna
Connex Credit Union
Thomas DelVecchio
Daniel Earle
John and Diane Ferretti
Gary and Diane Gladstone
Guilford Funeral Home, Inc.
Guilford Savings Bank
Rance and Ashley Hillier
Richard Hochberg and Jane Drewes
Illuminate NE Inc.
Knights of Columbus - CT State Council
Knights of Columbus - St. George Council #3928
Vaughn and Judy Knowles
Liberty Bank
Madison Chrysler Inc.
Madison Rotary Foundation, Inc.
Mutual of America
Joe Norris and Beth Elfrey
Nancy Pepper
Respond Systems Inc.
Ed, Colleen and Edward Smith
Town Fair Tire Foundation, Inc.
William and Pamela Welch
Arnold and Carol Wolff
Carolyn and Barry Wolff
Yale New Haven Health
Yusen Associates, Inc.

★ Partner (\$500 to \$999)

AVLS
Keith and Debbie Bishop
Noel and Katharine Bishop
John Bozzi and Catharine Arnold
Kathleen Carr
Connecticut Good Sam
Elm City Industrial Properties, Inc.
Keith Filarsky
Margaret M. Finnegan
Joe and Cindy Goldberg Family Foundation
Peter Goutos and Cheryl Smith
Knights of Columbus - Eldorado Council # 10
Knights of Columbus, Supreme Office
Will Ledwith
Letizia, Ambrose & Falls PC
Brian and Sue McGlone
Joel and Irma Nesson
Northeast Medical Products, Inc.
John and Christine Offredi
Page Hardware & Appliance Co.
Greg Scott
Torco
Christian Tschudi
Gordon and Marlene Turnbull
Lucy Vlasek
WalMart Foundation
James and Regina Walker
Whitebeck Road, LLC



SARAH client working hard at Bishop's Orchard Farm Market.

★ Advocate (\$250 to \$499) ★ Associate (\$100 to \$249)

Ken and Sara Alberti
Aldo DeDominicis Foundation, Inc.
Gene and Jane Bishop
Jonathan and Nancy Bishop
William Cellini
Glen and Fran Charles
Marley Connor
Czepiga, Daly, Pope & Perri LLC
Richard Dapra
Richard and Erin Decker
Corrine Dellaera
Raul Echevarria
Elm City Auto Wrecking, Inc.
Cynthia Fahey
Finelli Electrical Contracting LLC
Ronald Fisher
Jeannine Frost
Ryan and Kathleen Gavigan
Linda Gottlieb
Greg and Shelley Gullette
Glen Gunderson
Eugene Harris
Meghan and Steve Helle
Paul Hermes
Christine L. Higgins
Bruce Lively
Mary F. Lowery
Barbara Lynch
Barbara and Leo MacDonald
Susan MacPherson
Maria Majar
Judith McCarthy
Dennis and Jan McGlone
Michael McGuinness
Steve and Helena Meader
Christopher Mercier
John Merrill
Diana Morris
Salvatore and Gioia Pappalardo
Janet Patys
Joseph Regan
Susan Rodrigues
Kenneth and Michele Rowe
Ralph Schoemann
Laurence Schwartz
Scranton Financial Group
Jim Sheridan
Michael Solakian
Courtney Summa-Barbour
The Fish Tale
Ronald and Cheryl Vedrani

America's Charities
Anaconda Universal Associates, LLC
Henry Arnold
Colleen Augur
Raymond and Judy Bahr
Edward Barlage
Mary and Roger Barnes
Kerry Berman
Big Y Supermarket
Michael Bogart
Richard N. Boyd
Elizabeth Boyd
Daniel and Linda Brill
Gary and Wendy Brockman
Mr. and Mrs. C. Robert Bruckmann
Deborah E. Bruen
Kathryn Burchinal
Robert Cairns
Patricia Chojnacka
Angela Coco
Peter and Susan Connorton
Thomas and Janet Conroy
Robert Cosel
Richard and Monica Cretella
Emily and David Davison
Marc and Lucille DeGregorio
Deke's Solid Wood Furniture
Henry Delaney
Vivika and Gerard DeNegre
Paula Denoya
Noreen DeNuzzo
Peter and Connie Dickinson
Robert Dionizio
Renzie A. Earle
Essex Financial Services, Inc.
Essex Savings Bank
David Ferretti
Michael Ferrucci
Polly Fitz
Stuart Flaxman
Fox Studios Taxidermy
Frank's Package Store
George J. Nowak & Co.
Laurance Grotheer
Janet and Jim Haley
Ronald Hammarsted
Mitchell and Vivian Harris
Peter Herbert
Charles Herrschaft
Jeanette Hicks
Mary B. Hotchkiss
Carol Hubbell
David and Arlene Hubbs
Alice Ivy
J. J. Sullivan Fuel Oil
Clementine Jackson
Mary Johns
Cyrus and Shanta Kapadia
Jack and Stephanie Keener
Barbara A. Kiesel
Klein's Driving Range
Frank Kling
Stephen Kobak
William and Cynthia Kobak
Ralph and Linda Lauro
Law Office of Lawrence Berliner

Law Offices of George H. Charlesworth Jr.
Richard M. Less
Robert and Beverly Litsky
Horace and Wanda Little
Robin Lofquist
Regina and Stanley Malinowski
Germain Maltais
Eric Mannes
Edward McAuley
Kevin and Jane McDonough
Joyce and Eunice McKenna
Lisa Miksis and Brian Richardson
David and Anna Miller
Karen and David Miller
Mr. and Mrs. Robert A. Mirakian
Megan Moriarty
Eric and Kathleen Nesson
North Branford Dental Group, PC
Tonya Oliveira
Georgia Payne
Michael Pelliccio
Larry Pepper
Physical Therapy Services of Guilford, LLC
Beverly Plyer
Joseph and Jean Polka
Charles A. Possidente
Mary Jo Powelson
Daniel M. Rausch
Christine Reif
Carolyn Reimers
Wendy Rein
Mark W. Richards
Henry and Carol Robbins
Paul Rogan
Nina Ruckes
Guido Sandulli
Dr. and Mrs. Dominic Schioppo
Robert Schreck
Paul Sciano
Michael and Marilyn Sexton
Mark and Patricia Shoemaker
Michelle Koegel Le Blond
Gerry and Dottie Simonides
Rabbi Howard F. Sommer and Dr. Linda Waldman
Harold Spitzer
Susan I. Stackpole
Steamatic of Connecticut, LLC
Hal and Ronnie Stephens
Sweitzer Waste Removal
Robert and Jean Tamborello
Peter and Susan Tattersall
The Russell Hall Company, Inc.
James Tinsley
Total Electric, Inc.
Carl Trembicki
United Way of Central and Northeastern Connecticut, Inc.
United Way of Greater New Haven, Inc.
Richard Voigt
Margaret Warburg
Marie Warner
Dinah Wells
Walter and Liz Welsh
Richard Wurtzel

WAYS TO GIVE



There are several meaningful ways to support SARAH throughout the year. All contributions are greatly appreciated and allow us to continue to do everything we can to make independence possible for those we serve.

SARAH Partners Program - designed to create mutually-beneficially partnerships with local businesses and regional companies. The goal of the program is to partner with area businesses to extend SARAH's brand further in the community while educating residents about our mission and generating critical resources through a variety of initiatives. For partnering businesses, the program provides opportunities to showcase their commitment to the community while benefiting from additional exposure created through the partnership by way of digital, print and social acknowledgment.

Creative partnership examples include custom or select item sales with a designated portion of proceeds benefiting SARAH and round-up campaigns encouraging customers to donate their change at the register during the check-out process. Ideas are developed individually with each partner. Become a SARAH Partner today! To learn more, contact Ken Alberti at ken@sarahfoundation.org.

Annual Fund – annual contributions, including gifts through the year-end appeal and other non-event related opportunities, provide stability and a reliable source of annual support.

Matching Gifts – matching gifts can be utilized in a variety of ways to motivate and encourage others to give. Donors who help fund our matching gift initiatives do so with the satisfaction of knowing their generosity has inspired others and created DOUBLE the impact.

Foundation & Other Grants – local and regional foundations provide vital support, often to specific programs, including important services that may not receive state or government funding.

Event Support – our annual fundraising events provide individuals and businesses opportunities to connect with SARAH's mission and fellow donors while enjoying lively events and activities.

Planned Giving – planned giving refers to the broad range of options available for donors to make a future gift, via estate plans or other tools that can provide the donor with valuable tax benefits, while leaving a legacy that can help sustain SARAH's mission for years to come.

Community Events – civic, school-based groups and other members of the community leverage their time, energy and resources to conduct and host fundraising activities on behalf of SARAH's mission. These community-led initiatives are critical to helping introduce new friends to the organization.

Learn more about all the ways to give and get involved with the SARAH Foundation by visiting our website at sarahfoundation.org.



SARAH clients attending a community car show.

SARAH's Cupboard Thrift Shop

Since 1982, SARAH's Cupboard Thrift Shop has been a treasure trove of unique and interesting items. From furniture and houseware to clothing and jewelry, the Cupboard is a wonderful place to share, shop and donate. All items have been donated by the community and in turn all proceeds from items sold go back to supporting SARAH's mission. SARAH's Cupboard also serves as an assessment site for SARAH Inc.'s Employment Services program welcoming SARAH clients to the Cupboard on a weekly basis to help keep the shop organized and ready for customers.

Clothing, Furniture,
Housewares and More



SARAH'S
CUPBOARD
SHARE • SHOP • SUPPORT

THRIFT SHOP IN
BRANFORD
155 Meadow St.

SARAH'S
CUPBOARD
DONATE
YOUR CAR
AND BENEFIT SARAH

Supporting
independence for
individuals with
intellectual
disabilities

FREE TOWING

203-453-6531
SarahCarDonations.org

Looking for a unique gift or enjoy hunting for rarities?

Do you have household items you are looking to donate? Visit SARAH's Cupboard and support our mission.

To learn more, contact the Cupboard directly by calling 203-481-4052.

Car Donations

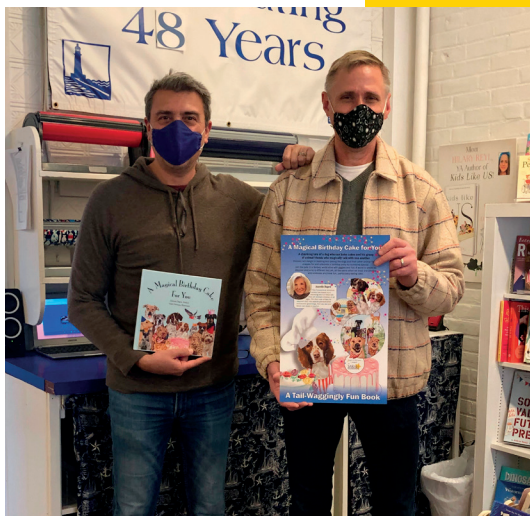
Turn your car into cash for SARAH! Donate your unwanted car to the SARAH Foundation. Proceeds from the sale of donated vehicles help support our mission. Most vehicles accepted and picked up free of charge. Vehicle donations can be submitted online or by calling 203-453-6531. Visit sarahcardonations.org for more information.

A Magical Birthday Cake for You

Author Jeannie Dapra generously agreed to donate net proceeds from the sale of her new children's book – A Magical Birthday Cake for You – to SARAH.

The SARAH Foundation partnered with several local retailers, including Breakwater Books, Just Hatched, Harbor Books and Saybrook Home to promote and sell the book.

A Magical Birthday Cake for You is a unique and charming tale of a dog who can bake birthday cakes and his group of animal friends who have the magical ability to talk with one another. The book makes a great gift for that special child in your life and remains available for sale.



Breakwater Books owners proudly supporting the book promotion.





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Suite 104
Guilford, CT 06437



Making
Independence Possible!

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