

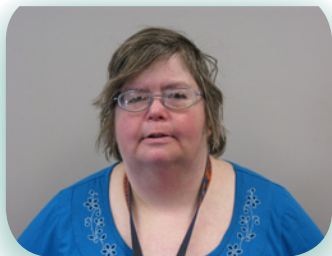


JM Murray

# ANNUAL REPORT / 2014

## Celebrate Urban Birds

# WHAT DOES JM MURRAY MEAN TO ME .....



They are fair to people and help them be more independent in the community. They taught me we all have more abilities than disabilities.

-Nancy Beckwith,  
Supported Employment



They help us out and are nice to us. We have a nice Coordinator who makes sure we get to our appointments.

-Dollee and Toby Gamble,  
Service Coordination



It is cool, services are great. The staff that work with me are there when I need them.

-Lee Luety,  
Community Habilitation  
Service Coordination



A great deal of support within the community. I love my volunteer job at the 1890 House.

-Pam McLean,  
ACE Program

## Message from the President

JM Murray was founded on the belief that real work is the foundation for a full and meaningful life. A good job is an individual's primary identity, their very self-worth, their dignity. It establishes the relationship they have with their friends, family, community and country. When we fail to deliver a good job that fits a person's talents, training and experience, we are failing the great American dream.

Why should this dream be any different for a person with a disability? Here at JM Murray we help people find their place in the world of work. It may be in the community alongside the general workforce or in our own facilities where individual support helps them attain their goals.

JM Murray understands the value that work holds in the lives of all people. We have a proud history of developing an array of work opportunities for people with varying degrees of disabilities, letting each person decide what they are most comfortable doing.

- Employment Connection - celebrating its 20th year as a separate division dedicated to individual and integrated community placements.
- Route 13 Manufacturing Division providing meaningful work on the many varied jobs JM Murray does for businesses in the Northeast.
- Community volunteer opportunities for people designed around individual interest areas of consumers and their desire to give back to the community.
- Integrating the Cortland community into the services we deliver both in our facilities and in the community.

"Far and away the best prize that life has to offer is the chance to work hard at work worth doing." - Theodore Roosevelt



Floyd A. Moon  
President



Stephen Pearsall  
Board Chair

**Providing Individualized Services for People with Disabilities or Other Barriers to Independence**



## Business Enterprise Division

2014 was a fast paced year for Business Operations. Although no new customers were added, we grew our business operations significantly with existing customers by adding new projects and products for assembly and packaging work.

Recycline added new products, including several packaging configurations for their line of disposable razors. We won this job from an existing supplier Recycline previously used. The Liquid Filling area added several products that generated thousands of hours of packaging operations.

Early in 2014 we entered into a new agreement with SCI International to place a semi-automated blister packaging machine into our facility. This gave us the ability to generate more meaningful work and training opportunities for trainees.

To increase our decorating business with OraLine, we purchased a state of the art, high speed ink jet printer. This printer produces high quality images directly onto products such as toothbrushes and floss containers.





Deb Barone working on  
Recycline plates



Perry Finch packaging inhalers  
for SCI International







Jeff Withrow assists with recycling for the Homer Fire Dept.

Chester Gigliuto assists with shopping for the YWCA



## Services Division

In April, the YWCA recognized OPTIONS Day Habilitation Services as their Volunteer of the Month. "OPTIONS has supported the YWCA for 17 years shopping for the various programs they support. The YWCA has enjoyed working with the JM Murray Consumer Group and absolutely admires their hard work lugging gallon after gallon of milk into the building in all extreme weather conditions.

We would like to give special recognition to this group for their hard work, dedication and the joy they bring to the YWCA".  
*Kelly Skinner, YWCA*



Elisabeth Brown assists with shopping for the YWCA



Sandy Bush assists with recycling for CAPCO



Angel Knight and Chad Murray  
at Habitat for Humanity's hot  
dog stand



During 2014, Prevocational Services expanded community-based opportunities in keeping with the NYS Tranformation agenda. Individuals spent time volunteering at several community sites during the year. They helped clean at Lime Hollow Nature Center, assisted with animal care at CNY SNAP and ran a hot dog stand for Habitat for Humanity. These opportunities helped them learn work skills and explore interests while giving back to the community.

David Cofer assists with  
trail maintenance at Lime  
Hollow Nature Center



Robbie McElhannon and  
Marissa Joyce at CNY SNAP



Harmony Haines and Chelsea Stevens assist  
with cleaning at Lime Hollow Nature Center





## Alan F. Brown Award



**Marc Dewey**

Marc began working at JM Murray's Work Center in 2000 as a school student. Over the years Marc struggled with attendance and physical endurance. Recently, Marc decided he wanted a change, so he moved into his own apartment. Away from family from the first time, Marc, became aware of the possibilities available to him.

Marc was determined to obtain community employment. He succeeded in August 2014 when he was hired at Wal-Mart.

Marc quickly learned to adapt to his changing work hours, especially around the holidays. Doing so helped him attain his ultimate goal of employment success.

For those who know Marc, he is usually smiling. Now his smile is even bigger. He loves his job, his paycheck and has become a positive example to others. He has shown that when you decide to make a change in life, it can happen!

Marc did not let others prevent him from pursuing a job in the community. He has also been able to maintain the friendships he made while working at JM Murray. The group still finds time to get together because they realize that maintaining their friendships is worth the effort.

### The Alan F. Brown Award

JM Murray established an award in 1983 to honor the memory of Alan F. Brown. Alan epitomized the spirit and personal dignity that is at the heart of JM Murray. Alan spread joy and friendship through his caring actions and enthusiasm for life.

His determination to succeed both personally and in the world of work was an inspiration to us all. Alan died in 1981, at the age of 38, but he left us with a memory of promise and hope that with time, patience and a willingness to test our human potential, a life of contribution and personal fulfillment is within everyone's grasp.



## Shannon Hammond Award Winner

### Nick McGory



Nick, a Community Support Aide, was nominated because of the tremendous impact he makes on the folks he works for daily. He strives to ensure each person is treated with respect, dignity and receives the full benefit of Community Habilitation services. They all look forward to working with him and rarely cancel their services.

Several of the individuals he was assigned to work with were shy, reserved and lacked confidence in their abilities. Since working with Nick, they have blossomed; each becoming more outgoing, more confident and willing to try new things. They learned to be comfortable socializing and the joy of laughter.

Nick is a team player and is always willing to assist his fellow co-workers or take on new responsibilities. He goes above and beyond for the good of the program. One individual's mother calls OPTIONS on a regular basis to express how thankful she is that Nick came into their lives. His mother said that Nick is his favorite person (besides her, of course).

Nick is truly one of a kind and does an outstanding job emulating the mission of JM Murray every day.



#### Runners Up

Michael Jackson  
Diane Seager



#### The Shannon Hammond Award

The Shannon Hammond Award was established in remembrance of Shannon Hammond, our Rt. 13 facility receptionist who passed away in 2003. Shannon is remembered for her graciousness, professionalism, and commitment to those we serve. Her kindness and consideration to everyone in the organization is an example for us all to follow.

Throughout the year we recognize employees who show this "team spirit," with one of them chosen to receive the annual Shannon Hammond Award.

## 2014 Customer of the Year



Our business relationship with SCI International began with a sample nasal inhaler packaging job a little over two years ago. Our relationship has grown substantially and now provides thousands of hours of work annually. We continue to work on the inhaler job, which keeps the plant filled with the scent of mentholatum. Additionally, SCI provides several liquid filling and packaging opportunities creating hours of valuable training which is vital to our mission.

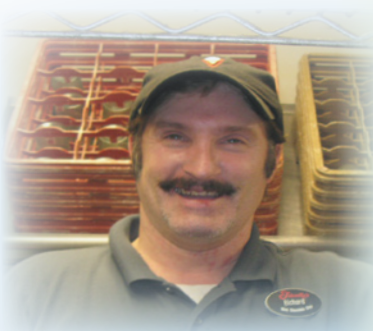


JM Murray is proud that the work completed for SCI International is done in a competitive market and consistently meets the needs and expectations of this thriving company.

As a result of the work associated with this partnership and the thousands of hours of labor it provides annually, JM Murray honors SCI International as the 2014 Customer of the Year. We look forward to continuing the valuable working relationship between our companies well into the future.



## 2014 Employer of the Year



One of the great benefits of working with Friendly's, located in the Riverside Plaza, is the support and opportunity they afford their employees. Friendly's has hired several employees through Employment Connection helping them meet their goals.

Rich is employed as a dishwasher, but Friendly's has allowed him to shadow restaurant cooks and learn food preparation skills in support of his employment goal.

Friendly's provides honest feedback in a timely manner and are open to suggestions. The management works well with the supported employment team and communicates effectively when there are any changes, concerns or accomplishments. They are willing to try new things in support of an employee's success.

We look forward to many more years of working with Friendly's and increasing employment opportunities for people with disabilities.



## Financial Results (Audited)

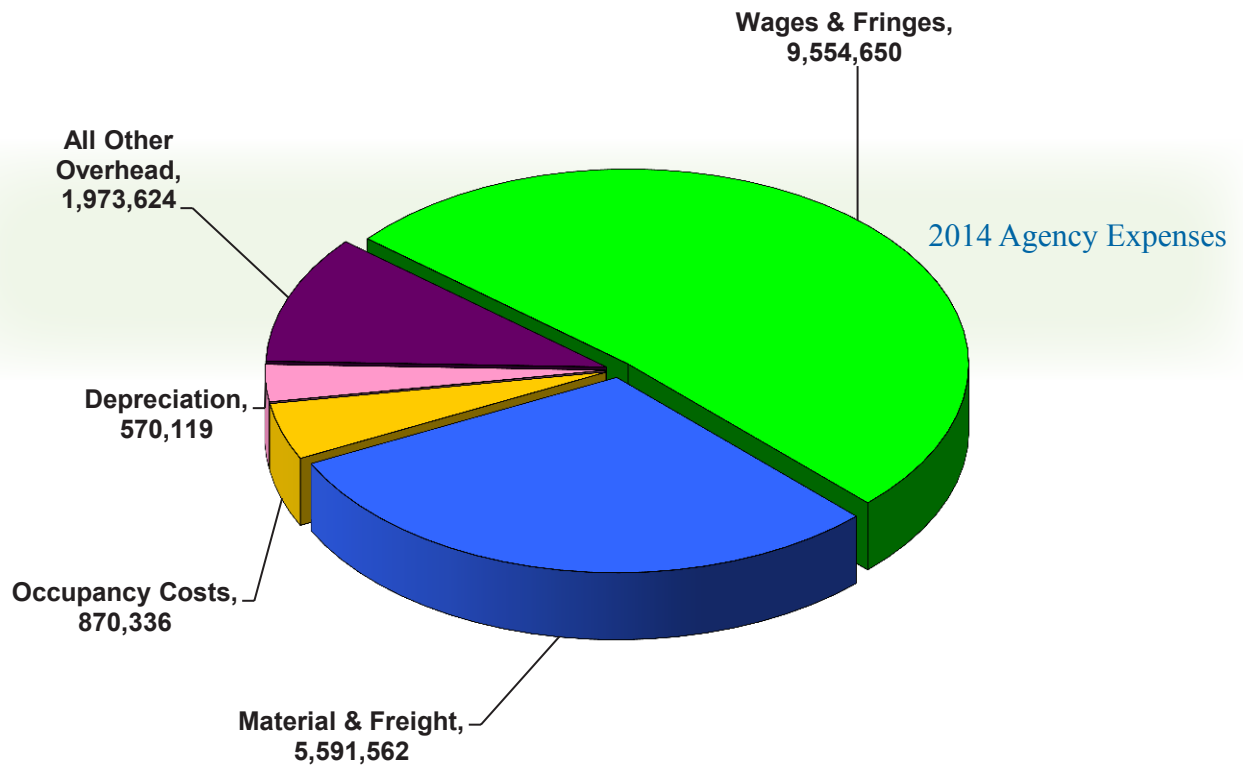
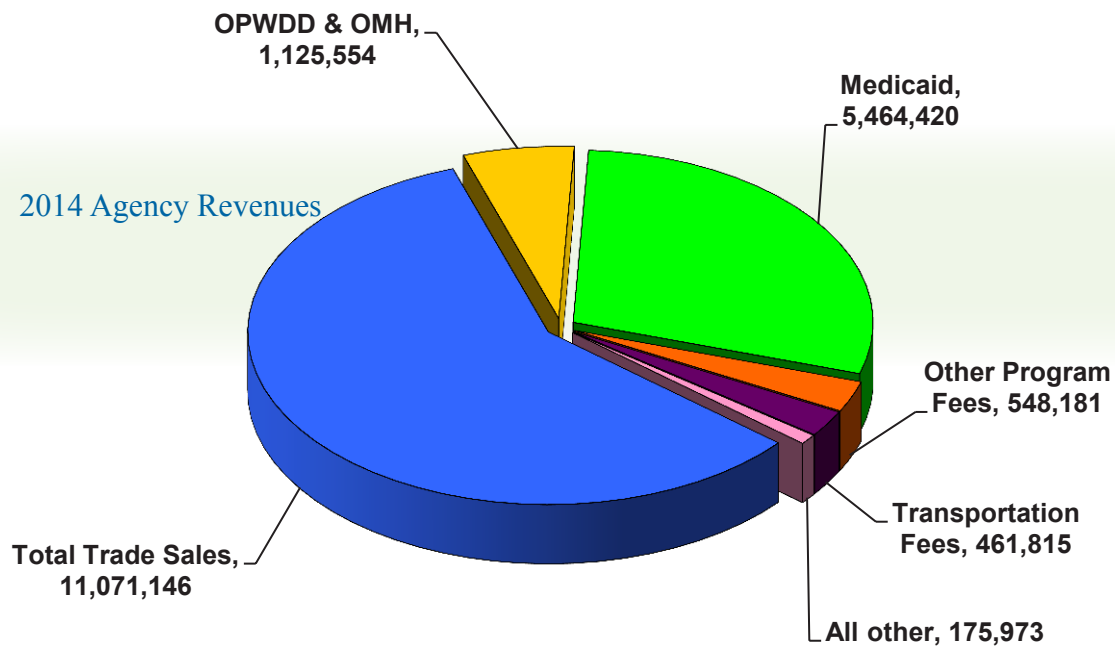
For Year Ended December 31, 2014

	2013	2014
Revenues		
Trade Sales	10,929,486	11,071,146
OPWDD & OMH	1,208,303	1,125,554
Medicaid	5,581,547	5,464,420
Other Program Fees	505,074	548,181
Transportation Fees	465,742	461,815
All Other	250,294	175,973
Total	18,940,446	18,847,089
Expenses		
	2013	2014
Wages & Fringes	9,815,025	9,554,650
Material & Freight	5,168,322	5,591,562
All Other Overhead	2,046,691	1,973,624
Occupancy Costs	837,847	870,336
Depreciation	554,584	570,119
Total	18,422,469	18,560,291

### Friends of JM Murray

Thank you to the following who made a donation to JM Murray in 2014: Label Shopper, Cortland Senior Citizens Club, Roy & Nancy Susskind, Natrium Products, Glenn & Roberta Gabriel, Diane Lustenader, Thomas & Mary Salm, Charles & Linda Garbo and Donald & Constance Steger. Your generosity is greatly appreciated.







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**Stephen Compagni**

Treasurer  
**Thomas Turk**

Secretary  
**James Nichols**

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Stephen Geibel  
Kathleen Hennessy  
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Larry King  
Larry Knickerbocker  
John Mason  
Angelo Mastronardi  
Susanne Polley  
Walter Priest  
Amy Simrell

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President

**Gerald J. Gebhard**  
Vice President of Operations  
and Sales

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Vice President of Services

**Colleen M. Bushnell**  
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John Folmer

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Roy Susskind

James Yaman

In 2014, JM Murray said farewell to the following friends: Gary Buddenhagen, Sharon Dunlap, Rockwell "Rocky" Mauler, and Russell Plummer.



# WHAT DOES JM MURRAY MEAN TO ME .....



It means I need to work hard to earn money and I need to stay on task and focus. JM Murray helps me earn more money and I get good paychecks. It helps with me with my goal of getting a job in the community.

-Kristin Dzikiewicz,  
Work Center Services



I like it, they are very nice and I like the place. I like the work I do. They have good work to do.

-Melissa Sherman  
Work Center Services



I am busy doing toothbrushes and dental kits. At DayHab I get to dance, clean coolers and recycle for the SPCA. My favorite is shopping and bowling.

-Deanna Martini  
Pre-Vocational Services  
Day Habilitation Services



JM Murray means alot to me because it gets me out of the house and socializing. It gives me a chance to work having a disability and a chance to meet new people and it is a good job experience.

-Cheryl Williams  
Work Center Services



## Celebrating 20 Years

Employment Connection was launched in 1994 as community-based employment service in downtown Cortland; established to meet the vocational needs of people with disabilities outside the workshop environment. In its first year of operation, it placed 48 people in community employment which was nearly double the number placed the previous year. That trend continued annually for nearly 5 years.

When we started out, Employment Connection had 2 employees, now there are more than 11 serving approximately 600 people annually.



### **Manufacturing Operations Work Center Services Prevocational Services**

823 NYS Route 13  
Cortland, NY 13045  
PH: (607) 756.9913  
Fax: (607) 753-6954

### **Service Coordination Employment Connection TANF Services**

4059 Route 281  
Cortland, NY 13045  
PH: (607) 756.0246  
Fax: (607) 756.6380

### **OPTIONS Day Habilitation Warehouse Operations Custodial Services**

4057 Route 281  
Cortland, NY 13045  
PH: (607) 756.4041  
Fax: (607) 756.0179

*Providing Individualized Services for People with Disabilities or Other Barriers to Independence*