



Putting people first since 1966

ANNUAL REPORT 2023

OUR VISION

*is a community where everyone
is included and respected.*

OUR MISSION

*to provide services for people
with disabilities and their families
that enhance the quality of life.*



JM Murray

jmmurray.com

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(deceased)

MESSAGE FROM THE



Ernie M. Dodge, *President & CEO*

JM Murray had a fantastic 2023. Every plan was successfully executed, and every forecast met or exceeded expectations. Both our Services and Business divisions grew to support our vision and mission. The remaining debts of OraLine were satisfied and the table is set for 2024 to be even better.

Business operations enjoyed a full year of integrating OraLine's former customers. JM Murray retained the entire base of customers and in turn saw our sales gross margins increase while also bringing back work from China to our facility. More demand for our decorating and toothbrush packaging capabilities directly contributed to our mission of creating work opportunities for individuals with disabilities. The increase in work necessitated the purchase of a new cello wrap machine for the toothbrush wrapping work which in turn added a full time hourly paid work opportunity for disabled labor.

We successfully renegotiated several contracts with the New York State Industries for the Disabled (NYSID) for various trash bag options, achieving two major benefits. First, we increased our prices from previous low-margin sales. More importantly, the expanded scope of work required to produce these products created hundreds of additional work hours for individuals with disabilities.

PRESIDENT

Here's to 2024

JM Murray expanded its liquid compounding initiatives in 2023, producing and selling several batches of our own fluoride mint toothpaste to NYSID. We also created our first batch of clear fluoride mint paste and began sourcing biodegradable tubes and packaging for a natural toothpaste formula we plan to launch in 2024.

Our Services division again demonstrated why we are a benchmark in the industry. We have outstanding Direct Support Professionals (DSP) and leadership. While we explore new growth opportunities, JM Murray continues to be the service provider of choice for individuals and their families because of the variety of services we offer.

Our Fiscal Intermediary service peaked in 2023 to accommodate just under 400 individuals and families. Expansion continues to be a challenge due to the restrictions placed on us by the New York State Office of People with Developmental Disabilities (OPWDD). The painstaking time commitment made in 2022 converting to eVero® proved to provide better transparency for JM Murray and the end users. The majority of feedback from those utilizing this service has been very positive.

Our Day Habilitation program never ceases to amaze me with the commitment from our DSP's and the variety of programs we provide individuals on a daily basis. The emphasis we place on community integration within this program is aligned with OPWDD's "Day Hab Without Walls" initiative.

Employment Connection, our supported employment service continues to aid those seeking community-based integrated employment (CIE). 2023 also saw our Community Habilitation service grow.

A key to JM Murray's success is the positive, collaborative approach of our staff and leadership. Beyond our Business and Services teams, valued employees in administration, maintenance, IT, accounting, corporate compliance, quality assurance, marketing and janitorial services all contributed to our 2023 successes.

What lies ahead in 2024?

The first goal is duplicating our financial successes of 2023. A significant challenge given the financial restraints NYS places on providers each year, but we are prepared. The next challenge is the goal of obtaining ISO 9001:2015 Certification. We will begin this endeavor in February 2024 and hope to conclude by the end of 2025. The end result will be a fully documented and certified company wide quality system that will set us apart from providers and manufacturers across the state and country. The ultimate goal is marketing OraLine by JM Murray as our manufacturing division under the ISO umbrella, OraLine by JM Murray, an ISO 9001:2015 Certified Manufacturer.

Lastly, we aim to expand our Day Habilitation services to other regions within New York State. Recognizing the significant shortage of these services since the pandemic, as highlighted by OPWDD, we are committed to being part of the solution by providing more opportunities to those in need. Since 1966, JM Murray's employees and board have remained steadfast in our commitment to our vision and mission of improving the lives of individuals with disabilities and their families.

Thank you to our dedicated employees, the individuals and families who trust us to deliver quality services, and our Board of Directors for their unwavering support.

Here's to a fantastic 2024 for JM Murray.

SERVICES DIVISION

DAY HABILITATION

After navigating significant business changes in 2021 and 2022, Day Habilitation truly hit its stride in 2023, embracing new and positive developments. Our dedicated and hardworking staff have ensured that our services remain of the highest quality, benefiting every individual we serve.

We have settled comfortably into the Bennie Road building, where recent changes have allowed us to create significantly larger spaces for each team. This increase in size and space has been advantageous for both our teams and the individuals we serve, enhancing the overall experience.

In 2023, we continued to partner with local businesses and community organizations to provide valuable volunteer opportunities. We successfully added several new sites, including German Town Hall, deliveries to Loaves and Fishes from Grand Union, cat socialization at the Cortland SPCA, grocery delivery at YWCA for Seven Valley Food Rescue, and recycling cans and bottles at the Neighborhood and Superior Redemption Center. These partnerships enrich the lives of those we support and strengthen our ties with the community.

We also welcomed 11 new individuals to our community, and we continue to receive additional referrals, steadily increasing the number of people we serve. Remarkably, several of these newcomers travel from the Ithaca and Trumansburg areas, journeying over an hour to access our services.



Birthday Hopes: Our Day Habilitation collaborates with the YWCA to create personalized "Birthday Boxes" for children. After receiving gift ideas, JM clients and staff shop for party essentials like plates, napkins, and the all-important cake. Each box is creatively decorated and filled before being delivered to the YWCA, offering a meaningful way for JM clients to connect with their community. Here Mary Lou from our Day Hab program helps with assembly.

In addition to regular volunteer opportunities, individuals enjoyed personalized outings such as a car show at Greek Peak, the United Way's Day of Caring, a volunteer appreciation event at CAPCO, the NYS State Fair, the Adaptive Drama Club at Homer's Center for the Arts, and trying the Action Trackchair at Lime Hollow. We also offered a variety of community leisure activities, including horseback riding, swimming, exercise classes at the YWCA, bowling, trail walking, and park visits.

Our dedicated staff work tirelessly to ensure that the individuals we serve receive both intellectual and physical enrichment while also giving back to the community. Our approach combines meaningful activities with opportunities for personal growth and community service. These include:

Patient Hygiene Kits for Guthrie Cortland Hospital:

Our individuals have been actively involved in assembling hygiene kits for Guthrie Hospital. This project has been a tremendous success, with frequent requests for more kits due to their positive impact.

Hat-making for St. Joseph's Health Center's Neonatal Premies:

We introduced a hat-making initiative where participants create hats for premature babies at St. Joe's Hospital. This project not only develops fine motor skills but also fosters a sense of compassion and empathy.

Card-making for Children with Terminal Illnesses:

Our individuals have been making heartfelt cards for children facing terminal illnesses. This activity allows participants to express their creativity while bringing joy to others.



JM Murray Day Hab clients enjoy the Action Trackchair at Lime Hollow Nature Center.

Our Service Development Specialist and staff organize a wide range of daily group activities designed to stimulate both the mind and body. Through these diverse activities and projects, our staff ensure that individuals receive a balanced program that promotes intellectual growth, physical activity, and community involvement. Our commitment to fostering a nurturing and dynamic environment allows everyone to thrive and contribute positively to society.

SITE-BASED WAIVER RESPITE

In Fall of 2023, we began a new service at the Bennie Road Facility that several of the individuals we serve in Day Habilitation and their families have benefited from. Site-based waiver respite allows several individuals to remain onsite after their Day Hab program is complete and engage in activities with a trained supportive staff in a safe and comfortable environment. Activities have included, table games, cooking projects, puzzles, art and crafts, etc. This has been a tremendous relief for families who struggle to find care for their loved ones, allowing them to work or engage in other commitments between the hours of 2 PM and 6 PM.

COMMUNITY REHABILITATION

Throughout 2023, Community Habilitation experienced remarkable growth across several counties, with the highest number of referrals coming from Broome, Cortland, and Tompkins counties. We significantly increased our staffing, especially in the Binghamton area, which enabled us to quickly connect individuals who had been on waitlists for years with the services they needed.

To further enhance our support, we created a new position, the Community Services Specialist. This role not only assists with incoming referrals but also spearheads the planning of holiday parties, the establishment of new interest groups, and the organization of special trips and events, such as Lights on the Lake.



Furry friends visit from Daisy Hollow Farm



"JM Murray Center just left after delivering 26 boxes filled with hygiene kits for our patients. Always a good day when they stop by. They brighten my day!"

- Sheila Ossit, Director, Cortland Memorial Foundation

SITE-BASED PREVOCATIONAL SERVICES

At the beginning of the year, Site-based Prevocational Services (SBPV) underwent restructuring to better align with the Workshop Transformation Plan. This included a thorough review of each individual's goals and safeguards to ensure they matched the newly revised service.

In 2023, we processed 17 new referrals for enrollment in this program. One of SBPV's most significant achievements this year was its expansion into Onondaga County, enrolling five individuals. As word of this service spreads to surrounding Individual Residential Alternatives (IRAs), we anticipate a continued increase in referrals from this region.

COMMUNITY-BASED PREVOCATIONAL SERVICES

At the start of 2023, Community-Based Prevocational Services (CBPV) underwent a major restructuring and rebuilt its staffing after a period of being understaffed. The restructuring aimed to enhance service quality, diversify placement sites, and maximize billable service time. We introduced the new role, Project Leader, to spearhead these efforts. Thanks to this new position, we have been able to establish new placement sites and reinstated former ones, including Thrifty Shopper, Cortland ReUse, Doug's Power Sports, Cortland SPCA, Empire Tractor, CNY Farms, Lime Hollow, Arnold's Florist, Dryden Library, Truxton Academy, and Tompkins-Cortland Habitat for Humanity.

We anticipate continued growth in staffing, the number of individuals receiving services, and the variety of placement sites established.

PRE-EMPLOYMENT & EMPLOYMENT

In 2023, JM Murray restructured its pre-employment and employment services, aligning staff roles to their strengths. This boosted morale and improved service delivery. Three staff members now focus on job development and assessments, while two specialize in job coaching. This strategy increased motivation and led to better outcomes for those we serve.

Funded by OMH, DSS, OPWDD, and ACCES-VR, our services are further supported by the Cortland School District, ensuring students with disabilities receive essential work site support.

Success Stories from 2023

*(*Names have been changed for privacy)*

Sally*: Rose from part-time to full-time employment, obtained her driver's license, bought a car, and is being considered for leadership roles.

Mindy*: Overcame mental health challenges, pursued her dream of working in childcare, and secured a top position at a local center.

Justin*: Improved workplace relationships, completed independent training, and bought a car, marking significant progress.

Jennifer*: Turned around her performance at Arnold's Florist, and is now excelling in attendance, following directions, and her interpersonal communication.

Anna*: After years of unemployment, secured a part-time job at Rite Aid, building skills, confidence, and self-advocacy.

These stories highlight the remarkable growth of our employees, made possible by the support of our partnering businesses.

FAMILY SUPPORT SERVICES (FSS)

We offer a range of supportive services to enhance the quality of life for individuals and their families, including Recreation Exploration, Respite Support, Family Reimbursement, and Individual Supports and Services (ISS).

Our **Recreation Exploration** program provides fun engaging activities for individuals who live at home with families member or caregivers.

Staff organize, coordinate and accompany attendees on day and overnight trips. Trips have included movies, bowling, miniature golf, state parks, Lake Placid and more!

Through **Individual Supports and Services (ISS)** funding we have been able to provide rent stipends to nine individuals, ensuring they can afford their rent or mortgage.

Respite Support and Family Reimbursement

This FSS contract with OPWDD helps families purchase disability-related items needed for their child's health, safety, and well-being. However, due to updated regulations, the program saw no approvals in the past year and will be discontinued in 2024.

SELF-DIRECTION

Our Self-Direction Program proudly serves over 400 families across New York State, providing essential fiscal intermediary services. Partnering with over twenty Independent Support Brokers, we co-employ 270 dedicated staff members alongside the self-directing individuals. This past year, we successfully transitioned to the eVero® platform, receiving outstanding feedback from families and brokers. In the coming year, we remain committed to delivering exceptional customer service and support.



Matt mugs with US Congressman Marc Molinaro

2023 NYSID JOSLIN AWARD

WINNER Aaron Morehouse



JM Murray is proud to nominate Aaron for the 2023 NYSID Joslin Award.

“Before working at JM Murray, I always felt looked down upon and treated differently because of my disability.”

Who among us can't relate to the growing pains of a new job? Those first few months can be exciting AND stressful as you learn about your employer, your co-workers and the job you are hired to do. And many of us have experienced the challenge of finding a great employer by way of a job that just isn't the right fit for us.

In the fall of 2013, Aaron started as a custodian at JM Murray's Cortland headquarters. For a variety of reasons, it just wasn't working. But Aaron knew he wanted to find a place at JM Murray and when the opportunity arose to transfer to the Preble rest area as a janitor, Aaron applied. It has been ten years and with the ongoing support of his peers, supervisors and supported employment services from Employment Connection, Aaron continues to thrive.

Aaron loves his job. Working from 11pm to 7am gives him the autonomy to perform the work and have a sense of ownership for his location while giving him connections with his team and the community-at-large who visit the rest area every day.

More than just a paycheck, work provided through this NYSID contract has given Aaron the opportunity to help support his family, which includes his wife and her godmother, by offering them financial stability. With the money that he earns working at JM Murray, Aaron has been able to purchase a home and a new vehicle, and he has the means by which to maintain both.

For Aaron, with this financial stability comes an increased quality of life. Now he has time to pursue his passion: landscape photography. Aaron is at his happiest spending hours driving and seeking out scenic places to photograph. This year he planted his first vegetable garden.

Aaron is always learning and striving to be a leader, often without realizing that he is leading. Time and again Aaron assists staff in understanding the job's requirements, and he is learning that every interaction is an opportunity to teach another person. His quiet, calm demeanor puts his teammates at ease and his kind and caring approach diffuses any on-the-job conflicts that might arise.

Aaron was shocked and surprised to be nominated. Not often the center of attention, he is excited to be acknowledged. Although he likes to stay “under the radar”, it's hard for him to hold back his smile of pride. Aaron's dedication, work ethic and the excellent customer service that he provides to the many visitors of Preble is proof that finding the right fit makes all the difference.



Aaron accepts his award from JM Murray's custodial supervisor, Tiffany A. Lamborn.

BUSINESS DIVISION

2023 was a continuation of the changes we had started in 2022. In 2022, after absorbing OraLine into JM Murray, we began moving OraLine's staff and some products and processes over to our Route 13 facility. Early 2023 was spent refining the ordering process to ensure we had enough raw materials and finished goods on order to satisfy our customer's needs. We began receiving containers of product into Rte. 13 at a steady pace.

At the same time we were also moving leftover product from Bennie Rd. to Rte. 13. Our customers' business was increasing which meant we were starting to finally return to a prepandemic state of business. We hired a Production Coordinator who managed the movement of the OraLine jobs back to JM Murray. They also helped to more efficiently monitor and control inventory moving in, around, and out of the facility. We also identified the need for a new flow wrapping machine that would be critical to JM Murray in order to meet the demands of taking on all of the additional OraLine customers.

By mid-year we were exceeding our budgeted revenue and knew that 2023 had the potential of being a big turnaround year in terms of the numbers as well. We worked hard every month to get as much product shipped out as possible. We were really starting to see the fruits of our labors from transitioning OraLine back under JM Murray.

In an effort to accommodate the increase in inventory from OraLine's business we identified customers and/or accounts that either did not meet our mission or were not producing enough payback in terms of our efforts and space and worked with them to move their product back to them. This was done over time while continuing to provide a consistent quality of service for our existing customers.

Late 2022 was spent extensively evaluating our ESTI spools business. Our conclusion? JM Murray's investment of time and effort far outweighed any significant profit generation. More importantly, it was not in support of JM Murray's mission. We initiated conversations with our customers, sharing our concerns that without a clear reason for staying in the spools business (which did not present itself) we would be transitioning them to another supplier. We successfully helped facilitate the transfer of the business to Herkimer Industries, a provider who like JM Murray, employs individuals with disabilities.



US Congressman Marc Molinaro flanked by JM Murray's Executive Leadership team.

By September there was interest in the Bennie Road Warehouse space which prompted Operations to set an end date to have all of OraLine's products out of the old space and to get the ESTI spools business transitioned over to Herkimer Industries. All the while, business was staying strong and we were able to take on this big move project with the help from everyone at Rte. 13. By the end of October we were out of the Bennie Rd. space and were able to do some housekeeping of older product and effects that were no longer of value.

As the year was winding down we were not slowing down. Our new wrapping machine arrived in October along with two other machines from one of our largest customers. We were taking on more wrapping of utensils for them. In early December we successfully compounded multiple batches of our toothpaste in a continuing effort to work through the kinks and identify necessary improvements and change in the compounding process to be able to start compounding regularly in 2024. We are working through getting our current paste and tubes ran out to start production of our own on a regular basis.

As the year came to an end we completed our preparation for our end of year inventory audit and showed improvement from the prior year as noted by our auditors. We are poised to take on 2024 anticipating another strong year. Our team is adapting to all of the changes well and we are looking forward to bringing the business division to new heights in order to support JM Murray's mission.

BUSINESS DEVELOPMENT AND SALES

2023 was a year of transition for the Sales team. Diane Seager, Jacob Moses and Peggy Kurtz worked tirelessly to move OraLine accounts over to JM Murray and to get the word out that JM Murray is, "The Home of OraLine Goods." The long and arduous task of implementing strong and consistent price lists for our customer's began and has a long way to go.

Sales had a strong year in 2023. We made changes to improve customer service, and set about letting current customers as well as past customers of OraLine know that we are here to make a difference.

As the year closed out on 2023 we were making plans for 2024. As a team we grow stronger each day, and we have some exciting plans for 2024.

Stay tuned because the best is yet to come.



JM Murray Sales rep Jacob Moses represents JM Murray at PLMA-Chicago.



***In-House Creativity:** Peggy Kurtz, sales support specialist and graphic designer poses next to the banner she designed for the PLMA show.*



NYS Senator Lea Webb and Deputy Chief of Staff Miles Burnett tour the JM Murray facility with JM Murray's President and CEO, Ernie Dodge to learn more about JM Murray's expansive services, the individuals that we serve and our role as an important economic driver for Cortland county.

JM Murray attends PLMA for the first time!

The Private Label Manufacturers Association (PLMA) is a non-profit organization founded in 1979 to promote store brands. It is the only trade group of its kind, representing 4,000 member companies in more than 75 countries. In addition to annual, industry-defining trade shows in Chicago and Amsterdam, PLMA offers its members conferences, executive education, professional development, market research, category and channel sales data, consumer surveys, and publications.

ALAN F. BROWN MEMORIAL AWARD

Nicole Bell

FIGHTER FROM BIRTH

Nicole's journey has been challenging from the very start. Born at just 26 weeks and weighing slightly over a pound, she faced numerous medical hurdles right away. Yet, Nicole has always been a fighter, defying the odds to live a full and vibrant life despite her disabilities. Though small in stature, her spirit and determination are mighty.

Nicole has endured multiple eye surgeries and remains legally blind. Since I met her in 2020 when she began DH, she has battled recurring lung issues that often led to hospitalizations. Recently, she faced a serious medical crisis, requiring an extended hospital stay, several surgeries, and ongoing medical interventions that will be part of her life indefinitely.

Despite it all, Nicole has never let anything hold her back from being the best she can be.



INSPIRATION TO OTHERS

Nicole is an incredible person, known for her quick wit, sassy humor, and unwavering positivity. Despite everything she's been through, she never complains or feels sorry for herself. Instead, she worries about how her challenges affect others, often offering reassurance to those concerned for her. Nicole's strength and compassion truly set her apart.



Nicole Bell, our 2023 Alan J. Brown Award winner celebrates with (from L-R) Cindy Soos, Director of Day Habilitation Services, sister Kelly, mom Jennifer Ryan and brother-in-law Bruce.

DETERMINED TO OVERCOME

With the support of her family, Nicole has embraced life fully, despite her disabilities. Like everyone else, she has dreams and goals but what sets her apart is her determination to pursue them. She's known for writing heartfelt letters to her favorite characters, inspiring individuals, political figures, and organizations that support others like her, sharing her story with pride and purpose. Whether she's going to church, walking her dog Charlie, attending a concert, or enjoying a Disney Cruise, Nicole makes the most of every experience. She shares these moments with a humble pride, always reminding others how fortunate she feels.

FOCUSED ON SPREADING JOY

Nicole continues to focus on her abilities and her passion for helping others, rather than her disabilities. While receiving Day Habilitation services at JM Murray, she has dedicated herself to volunteer work, shopping for local day care and senior centers, cleaning churches, recycling for the SPCA, making deliveries to CAPCO and Loaves and Fishes, writing cards and letters for those in need, and packaging hygiene kits for Guthrie Hospital.

Despite her medical challenges, Nicole is determined to enjoy life to the fullest, engaging in activities like arts and crafts, bowling, cooking, and horseback riding. Nothing stands in her way of living a vibrant, fulfilling life.



JM Murray established an award in 1983 to honor the memory of Alan F. Brown. Alan epitomized the spirit and dignity that is at the heart of JM Murray. His determination to succeed personally and professionally is still an inspiration to us all.

EMPLOYER OF THE YEAR

Moe's Southwest Grill



Shannon Coffin, JM Murray's Director of Employment Services, presents the 2023 Employer of the Year award to Moe's Southwest Grill. Managers Kyle Coffill and William Keegan accepted.

Moe's was also recognized by NYS Senator Lea Webb's office for their work to employ individuals with disabilities.

Every year, JM Murray recognizes a community employer who has gone above and beyond to create a supportive working environment for adults with disabilities to obtain and maintain competitive employment.

This year we are proud to recognize Moe's Southwest Grill represented by their general manager, Amber Coffill and her supporting staff.

Moe's, under the leadership of Amber, has been committed to training, teaching and developing workers' skills in the food service industry especially if this is the persons first hands on work experience. Moe's has not only provided competitive employment opportunities, but they have also provided JM Murray with the ability to do workplace assessments and trainings.

Over the past year, Moe's has employed three people along with providing workplace assessments and welcoming seven Cortland High School students. The students were learning about workplace culture while actively participating in food prep, cleaning and stocking.

Moe's has provided job opportunities to some with problematic job histories and others who are just starting out with no prior work history; to assist and train them in becoming better employees. For that we would like to personally thank Amber for her willingness to hire those with disabilities and understanding the importance of proper training and giving them a chance to develop and flourish.

We have positive communications with Moe's, and Amber has reached directly out to JM Murray Employment staff asking if we have anyone looking for a job to fill their openings. Moe's has been welcoming to our Employment staff and our working relationship has been nothing but a positive for those with disabilities seeking community employment.

We would like to congratulate Moe's Southwest Grill on being the Employer of the Year and look forward to continuing our relationship.

PAST EMPLOYER OF THE YEAR AWARD WINNERS

In 1981, JM Murray began honoring local employers for their exemplary contribution to providing an integrated workforce, inclusive of people with disabilities or other barriers to employment.

2000	Auxiliary Services Corp.
2001	K-Mart
2002	GSG Vincent
2003	Cortland Country Club
2004	Vermeer Northeast
2005	Denny's (Cortland)
2006	Hampton Inn Cortland Regional Medical Center
2007	Ponderosa
2008	Tractor Supply Co.
2009	Ames Linen Service
2010	ASC
2011	First Transit
2012	Hartford Glen Water
2013	American Food & Vending
2014	Friendly's
2015	Wal-Mart
2016	Rescue Mission
2017	Elizabeth Brewster House
2018	Walden Place
2019	Elizabeth Brewster House
2020	Cortland Plastics International
2021	Price Chopper
2022	Lowe's

JM MURRAY FOUNDATION



Est. 2021

EMPOWERING ACCESSIBILITY TO NATURE

In 2019, JM Murray held its inaugural golf tournament. Our intent was to create awareness that JM Murray is a not-for-profit (NFP) organization. Unlike almost every other NFP in the county and across the country, we have never relied on fundraising efforts, priding ourselves on self-sustainability through our various business activities, creating employment opportunities for individuals with disabilities, and the various support services we provide individuals with disabilities and their families.

In 2021, the JM Murray Foundation was established as our formal fundraising entity. Our annual Golf Classic is now our largest (and only) fundraiser, with 100's of donations directly supporting our initiatives.

This year, proceeds from the 4th Annual Golf Classic went beyond mere fundraising. Working with Patrick and Ann Marie Reitano of the Rochester-based vendor, Outdoor Accessibility, on July 26th, we donated an Action Trackchair to the Lime Hollow Nature Center, empowering individuals with disabilities to explore the outdoors with freedom and dignity while ensuring everyone has the opportunity to beauty and health benefits of nature without limitations.



*(front row) Day Hab clients Matt and Ryan
(back row) Day Hab services supervisor, Janelle Coolbaugh, President Dodge, Day Hab team leader Ryan Howser, and Lime Hollow Executive Director, Ilya Schmulenson*



(l-r) NYS Assemblymember Anna Kelles, President Dodge and Patrick Reitano of Outdoor Accessibility



The Reitano family relaxes at the 4th Annual JM Murray Foundation Golf Classic.

JM MURRAY FINANCIAL RESULTS (AUDITED)

Year Ended December 31, 2023

REVENUES

TRADE SALES	2022	\$11,249,404	2023	\$10,575,566
OPWDD & OMH		\$713,024		\$787,136
MEDICAID	0	\$11,510,412	0	\$14,720,717
OTHER PROGRAM FEES		\$2,967,758		\$2,129,800
TRANSPORTATION FEES	2	\$289,122	2	\$302,163
ALL OTHER	2	\$3,389,906	2	\$1,828,037
TOTAL	2	\$30,119,626	3	\$30,343,418

EXPENSES

WAGES & FRINGES	2022	\$14,686,981	2023	\$13,805,669
MATERIAL & FREIGHT		\$10,119,175		\$7,404,031
OCCUPANCY COSTS	0	\$6,105,740	0	\$8,254,949
DEPRECIATION		\$786,155		\$843,034
OTHER	2	\$-2,365,397	2	\$-270,829
TOTAL	2	\$29,332,654	3	\$30,036,854