Celebrating 50 Years

JM Murray

2016 ANNUAL REPORT

JM Murray

Providing Individualized Services for People with Disabilities or Other Barriers to Independence
1966-2016

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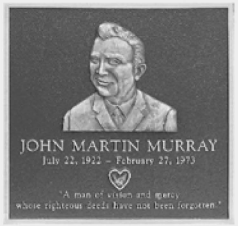


Floyd A. Moon
President

Stephen Compagni
Chair

Roy Susskind

Message from the President and Board Chair

JM Murray is a human services business. The tools it uses are unique in that they assist in realizing human potential. This report chronicles JM Murray's progress in developing these tools to help people of all abilities achieve equality, in their places of work and in their lives. This year will be remembered as a year of significant challenge in the pursuit of equity on behalf of our consumers

JM Murray and other providers like us have spent considerable time and effort developing formal "transformation plans" to ensure our work center service delivery model is not perceived as a "sheltered workshop". We also have been working to comply with OPWDD's "Heightened Scrutiny" procedure to assure them that our site-based day habilitation service provides consumers full access to the greater community. In both areas the purpose is to demonstrate that service settings are not delivered in a manner that could be perceived as institutional. All this is in addition to continued retroactive funding cuts. Yes, 2016 has been a difficult year.

The challenge is really not new to us. Roy Susskind recognized decades ago that the road of JM Murray was going to be one of evolution. Back in 1999, he stated that, "As we move toward greater integration of people with disabilities into the community, we will again be challenged to ensure those who struggle to find their place have the supports and services they need to live the life they choose." Our role now as it was then, is to expand and refine approaches to our businesses and services so people are able to succeed in the environment they choose.

We remain committed to ensuring excellence in the services we provide, products we produce and people we employ. For 50 years, JM Murray has built a reputation for providing an environment that fosters growth, dignity, and independence. Though many things have changed, our commitment to people remains unchanged. We look forward with excitement to the possibilities that lie ahead for those individuals in our community whose abilities have yet to be discovered.

Business Enterprise Division

Compared to previous years, 2016 started at a very fast pace. So much so, that we were challenged to handle the more than 400% surge of SCI International nasal inhaler assembly and distribution business. SCI International kept us quite busy throughout the year, adding 15 new products to our liquid filling business line.

Preserve, a long time partner and 2016 customer of the year added new lines of disposable tableware, made from 100% post-consumer recycled material, adding work to our assembly and packaging business.
We worked to strengthen relationships with existing customers and expand work opportunities. In response, NYSID increased trash bags sales; Marquardt Switch added to our dunnage management, and Transact, a business from Ithaca, increased assembly and packaging work for electronic point of sale equipment.

As would be expected with this level of business, our customer's schedules were exceedingly tight and our very dedicated workforce rose to each and every challenge.

We appreciate all of our business partners who allow us to continually demonstrate the capability of our most valued asset - our workers. They are the reason our customers can rely on us to provide a quality product, in a tight timeframe, at a competitive price.

Services Division

In 2016, Community Pre-Vocational Services and Pathway to Employment Services expanded in response to OPWDD's desire to reduce facility based services. More than 19 partnerships were formed with area businesses and human service organizations to give individuals short-term work experiences, While some trainees took the opportunity to try new work environments through these partnerships others still opted to remain working at Rt 13.

JM Murray contracted with Cortland High School again this year to assist in transitioning students who will soon be graduating. The collaboration develops various community work placements that match student interests and skills. In addition to monitoring student performance, staff educate students and families about adult services and support them through the eligibility process. We look forward to increasing the number of students served next year, as well as providing this service to students in other school districts.

OPTIONS Day Habilitation Program began a new volunteer relationship with The Bear Team, a New York State Organization that works to raise funds to purchase Build-A-Bear teddy bears for patients at Golisano Children's Hospital and The Water's Center a cancer center for children. The individuals and staff at OPTIONS make outfits for the teddy bears that resemble nurses and doctors. When the consumers complete 12 sets of outfits, a representative from The Bear Team collects them and distributes the dressed bears to children at the hospitals. This activity is a very popular among staff and consumers alike.

Customer of the Year

Since 1974, this award has been given annually to one organization, selected from the hundreds with whom we work, who has had a significant impact on the success of JM Murray.

1974	Cortland Line, Company
1975	Smith Corona Marchant
1976	Wilson's Sporting Goods
1977	Cortland Line, Company
1978	Pall Trinity
1979	Vesta Corset, Company
1980	R. H. Miller, Div. of Pennwalt Corp.
1981	SCM Corp., National Service Stores
1982	Magnavox, CATV Systems, Inc.
1983	Cornell University
1984	NYS OMRDD
1985	University of Massachusetts
1986	Rochester Institute of Technology
1987	Marietta Corporation
1988	NYS Office of Mental Health
1989	Twincraft, Inc.
1990	Cortland Line
1993	CPPBSD Committee
1994	HeadStarts of America
1995	Columbia University
1996	Spotless Plastics
1997	SUNY Stonybrook
1998	Albany International
1999	Floxite Company, Inc.
2000	NYS Office of Court Administration
2001	NYS Department of Corrections
2002	American Granby
2003	International Wire
2004	Marietta Corporation
2005	Borg Warner Morse
2006	Cortland County Highway Dept
2007	Recycline/Preserve
2008	PPC/John Mezzalingua Assoc. Inc
2009	Cayuga Medical Center at Ithaca
2010	Albany International
2011	Floxite
2012	NYS Department of Transportation
2013	Albany International
2014	SCI International
2015	SCI International

preserve
Nothing wasted. Everything gained.®

Our business relationship with Preserve began approximately 10 years ago with a sizable, one-time assembly and packaging order. Two years later, we entered an agreement to provide injection molded plates and cutlery sets made from recycled polypropylene. In addition to helping us obtain newer machinery, Preserve provided work for approximately 10 people.

Since then, we have added over 250 different products to our line of business with Preserve that encompasses manufacturing, assembly or packaging of toothbrushes, kitchen ware, and shaving products.

The work they provide is both meaningful and interesting as all products are made from recycled materials. Preserve provides thousands of hours of value-added labor for our workforce. In 2016, 67 different people were involved in various projects for Preserve, quite an increase from the original 10.

Preserve is a repeat Customer of the Year being first recognized in 2007. We honor them again for their on-going commitment to JM Murray. We look forward to many more years of mutual success.

Then and Now

Looking back over 50 years

Riley Fritz

Deb Scoville

Betty Hoyles

Jeff Withrow

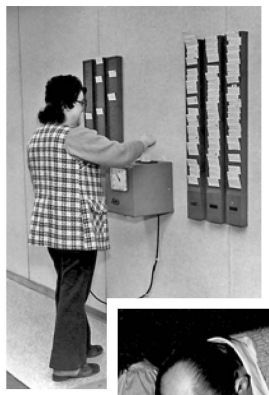
A Community that Cared

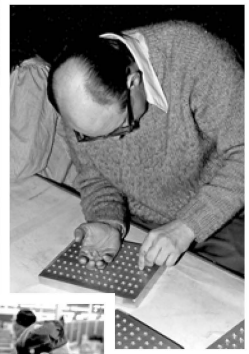
It has often been said that the Cortland community is unique in spirit and commitment, and that the values of its people have been built on self-reliance and genuine concern for others. JM Murray is one of the finest achievements that has emanated from this collective spirit.

Many caring individuals and businesses throughout the County saw a need to help local residents with disabilities lead more productive lives. One such individual was Florence Fitzgerald, a local resident who worked at the Easter Seals Foundation. She was prompted by a letter to the Editor in the Cortland Standard written by a woman with a disability. In this letter, the woman said that she and others like her were finding it difficult to secure a job in the community because of their disability and the lack of training. Mrs. Fitzgerald contacted the woman after hearing of a successful venture in Binghamton that employed workers with physical handicaps, wondering if the idea would work in Cortland as well.

With her creative and energetic manner, Mrs. Fitzgerald enlisted the talents of key people, Emery Dunning, the retired general manager of Edlund Machinery; LaVerne Niederhofer, who at the time was Mr. Dunning's assistant but who later became a leading developer and entrepreneur in Cortland; and John Murray, the President of Cortland Line, himself disabled and the father of a hearing impaired child, was a leading businessman with financial expertise. These individuals in turn sought support of others who worked together to secure a place of work. Contributing time and talents were Walter Franklin, James Yaman, Walter Grunfeld, James McDonald, James Casey and John Folmer. As a group they spent hours working to incorporate so the "Cortland Workshop" could become a reality. They opened with a handful of clients in a small wooden building on Water Street in Homer.

The group surveyed each industry in town and found extensive support and enthusiasm for the project. Through their efforts, the workshop received startup funds from local service organizations as well as generous contributions from Mr. and Mrs. Reed McJunkin. A $5,000 community action grant followed. Equipment donations were sought. The local Jaycee's painted the building. Florence Fitzgerald served as the first Executive Director and Ralph Preston was hired as Production manager.





In its early years, the Murray Center was best described as a job shop. Clients performed sub-contract assembly jobs provided by local industry such as Agway, Cortland Line, Smith Corona Marchant and Redding-Hunter. Jobs were adapted to clients' skill sets when possible. From this rudimentary beginning, JM Murray evolved into a major vocational service provider and a prime manufacturer. By the mid-70's a plant manager was hired, bringing an industrial model and a sensitivity for production goals, specifications and deadlines. Each year since then, the Center has moved closer toward a fully adaptive work environment – one that recognizes the need for productivity, but one that also fits the job to the individual, regardless of their disabling condition. They developed strong working relationships with business that could provide sub-contract work on a regular basis. By 1990, a full scale supported employment program was launched as yet another alternative to give job opportunities to clients.

Through the work of John Murray, Cortland Line provided the first sub-contract work. Soon others followed and by 1967 the Cortland Workshop was fully operational. From the minds and talents of many and the financial support of a host of others, Cortland County saw to fruition an idea whose time had come.

From the very beginning their goal was clear: to provide adults with varying abilities a chance to lead productive lives like everyone else. Underlying this goal was a strong commitment to financial independence and self-reliance.

Each year, workshop supporters nurtured this effort. Within a short period of time, clients came to include not only people with physical limitations but also persons with more diverse needs such as those with developmental and emotional disabilities. From a solid framework from which to build, the Workshop began to see results. Jobs were adapted and people became productive. By 1970, work opportunities were found in assembly, printing and small appliance repair. After a time, those with higher skill levels moved on to competitive employment. Others with more complex conditions remained in the shop.

The Center continued to broaden its clientele, its services and its businesses. Innovations followed such as development of Day Treatment which eventually evolved into OPTIONS Habilitation Services. An offsite Janitorial service was formed that has become Custodial Services. Community employment services were initiated in the late 80's and is now referred to as Employment Connection. The Furniture business created in the 70's served the northeast and employed consumers through the turn of the century. However sad it was to see it end, new endeavors followed in its place creating new opportunities for training. The partnership established in the 80's with then Social Services Commissioner Mary Ann Discenza remains today assisting people with disabilities and other barriers to employment succeed in the community workforce.

Underlying all of these developments and the many more that have followed is the unwavering belief that persons of any ability can move toward greater independence.

In sheer numbers, JM Murray can be considered a resounding success – a credit to its founders and staff, a hands-on Board of Directors and a community that took the time to care. But numbers fail to tell the whole story. The success of JM Murray can best be seen in the lives of the people who have worked here. They have moved on to achieve a level of self-worth and independence that work alone can provide. Their success demonstrates the boundlessness of human ability. On the brink of a new chapter, JM Murray has set its sights on more innovations that will close the gap even further between people with and without disabilities. It is our hope that through strong advocacy and the continuing commitment of a supportive community, we will someday eliminate the need to distinguish among differences.

1966-2016 Timeline of JM Murray Business Enterprise and Services

• Business Enterprise history is noted in black • Services history is noted in brown

1966

Cortland Workshop, Inc. Opens at 11 Water Street in Homer. First customers are Agway, Cortland Line, SCM, GE, and Redding Hunter.

Funding obtained from the NYS Office of Vocational Rehabilitation.

Don Geist hired as Executive Director.

1967

Workshop moves to 206 South Main Street, Homer. Added line packaging of typewriters and assembly of fly tying kits

1968

Community founders establish purpose to "assist all persons with a disability to realize their full, potential vocationally, socially, physically and economically."

First: Open House June 25

1969

Print shop opens with equipment from Newton Line. 16 new jobs ranging from assembly, packaging to printing and mailing

1970

Countywide survey completed to determine the needs of people with disabilities

1971

1972

* Name changed to J.M. Murray Center for the Handicapped, Inc.

* Janitorial program started.

1973

Roy Susskind is hired as Executive Director.

* 12-passenger mini-bus purchased making programs more accessible. Residents of Syracuse State School placed into local family homes. 40% increase in number served.

1974

* First Plant Manager hired.

1975

1976

Murray Center hires first full-time sales/marketing position.

* First Director of Voc Services hired. Created ADL service to allow us to work on social and personal needs and to help develop practical living skills

1977

1978

Center moves to West Road, Rte 281 in Cortland 15,400 sq. foot bldg. New vehicles purchased for pick up/delivery of furniture, forklift purchased for material handling.

Direct Sheltered Workshop funding contract begins. Piece rate is implemented.

Ground-breaking for new building at West Road occurs

Full time placement specialist hired

1979

1980

Purchased Cortland Line Factory Store in May. First institutional furniture contract with Cornell

1981

JMWC receives commendation for its advocacy during the International Year of Disabled Persons

1982

Furniture operation begins. Woodshop adds furniture repair. Complete mailing service added to Print Shop. Cortland Line offers fishing seminars.

1983

Alan F. Brown initiated. 1 185 average daily

10,000 sq. ft. storage barn built in cooperation with BOCES (Annex III) renovated for Upholstery and woodshop. Started providing transportation service. Open house held June 15. Janitorial expanding to neighboring counties.

1984

Link with DSS to assist public assistance consumers get jobs. 102 avg daily attend

1985

1986

* Work Activity Center integrated with workshop.

* New addition built for Day Treatment and Upholstery. Wood shop begins manufacture of furniture line for colleges/universities

1987

Full service cafeteria opens in the new building. Camp building donated. Marketing makes major commitment to long term sustained contracts.

Day Treatment services offered in the new building named for Laverne Niederhofer.

1988

1989

Day Treatment expands from 40 to 60 clients

Toothbrush manufacturing begins. JMWC acquires 20,000 sq. ft. at Squires St. to begin manufacture of plastic bags. Camp building renovated for state of the art stripping operation.

First OMRDD funding for Supported Employment. Added resource engineering. Moved Employment Services to Cortland Line.

1990

Adds 6,000 sq. ft. to stripping area. Sanding/repair moved to Camp bldg. and is the largest operation of its kind in the U.S. Hits 1 million/yr sales. 3500 pcs. of furniture refinished

Average daily attendance = 79 in work center.

Created retail training at Cortland Line. Begin group counseling

Uphoistery business begins.

Name changed to J.M. Murray Center, Inc. Began using computers as a tracking tool

Purchased a tractor trailer to expand furniture pick up/delivery. Transportation adds service to Office for Aging. New JMWC logo shows interdependence between disabled and nondisabled workers.

Begins refurbishing solid wood doors and manufacturing of laundry bags. Purchased filling machine. Became a NYSID member

Expanded use of recreational therapy and in Day Treatment. Initiated Supported Work and despite lack of government funding

Liquid packaging begins with 500,000 tubes of toothpaste for NYS. Packages ornaments for Very Special Arts Christmas Collection - crafts made by people with disabilities in 3rd world countries.

1991

Launched JMWC Services Inc. with Custodial Services as its subsidiary. Custodial is our first affirmative business

First Humanitarian Award presented to Paul Wilkerd. Bristling machine purchased

1992

Day habilitation service begins to assist people to have a meaningful life in the community. EMPLOYMENT Connection moves downtown to Church Street. Introduced Assistive technology

1993

Year of movement and change. Acquired two 300 ton hydraulic press machines from Smith Corona for injection molding brushes and floss cases.

* Murray Center begins Electrostatic Painting.

1994

Birnie Bus begin providing transportation in August

As OMRDD moved to block grant funding we received sizable cuts.

Administration and subcontracting move to Route 13 facility. Acquired injection molding machines from Rubbermaid. Staff cutbacks occurred. Without additional assistance from OMRDD we would have had severe deficit

1995

OraLine is introduced. - a dental products marketing firm Long term contract signed with Albany for International spool refurbishment.

1996

1997

JM McDonald foundation funded purchase of shrink wrap machine. Started NYSID contracts at Rt. 81 Prebble Rest Area.

Expanded Welfare to Work services. OPTIONS is given it's name on their 10th Anniversary.

1998

* Community Technology Centers opens, offering free computer access to the Cortland community

* Furniture division closes on November 7, 2000.

1999

* Murray Center launches website - www.jmm.mray.com. Administration begins to evaluate furniture for the future

* Enterprise Service Technologies, Inc. (Esti) begins . Transition Assistance Project begins serving HS students with disabilities. Begin Transition Assistance Project with CWI of Glens Falls.

2000

2001

JMWC Celebrates 35 years. JMWC has 2,500 customers.

Madison Cortland ARC open Article 16 clinic at Rt 13. MSC started as a stand alone service. Added Wage Subsidy Program at Employment Connection. Conversion of Day Treatment to Day Habilitation.

Most successful year to date. Moved spools to CCC and added Borg Warner dunnage

ERP Enterprise Resource Planning system implemented to help manage our business operations. Dunnage for Borg Warner and 2 color pad printing

Highest consumer satisfaction survey rating yet. MSC census doubles. Wage Subsidy Grant renewed

2002

2003

Roy Susskind retires. Group health to all employees. Obtains contract for County recycling.

Dick Benchley hired president. JM Murray received donation from Senator Seward for the Murray Mile.

Received first ever federal grant. Employment Connection moved to Route 281. OPTIONS has 70 community sites.

2004

NYSID award as 2006 Member agency of the year. 40 year anniversary. 128,000 disabled direct hours 76,000 grant from Sen Seward to purchase 5 color pad printer

2005

Partnered with NYSID and GSG for preferred source furniture contract

2006

Social leisure coordinated with SUNY Cortland volunteers. Added At Home Residential Habilitation services. Combined Pre-vocational services under one manager.

Recycline and Preserve bring in new injection molding capacity. Pad printing provided 4,000 hrs. of training

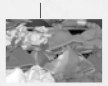
2007

Floyd Moon becomes President. 212,178 hrs. of disabled direct labor. 85.6% of all direct labor hours are from disabled workers. Recycline continues to bring opportunities as does Marquart switch

Added Recreation Respite Program

2008

2009



OPTIONS made dresses, blankets, dolls and other crocheted items to expand community projects.

Decorating work increases by 59%. 211,231 disabled labor hours. Purchased baler. Pad print added 3rd shift

2010

Celebrating 45 years. Introduced use of telemarketing

Expanded recreation respite to overnight trips

Received Celebrating Urban Birds grant. Began joint venture with Homer Schools for transition planning. Community based pre-vocational services began.

Expanded new products into the head start oral care market.

2011

2012

2011 Chamber of Commerce Non-Profit of the Year award presented by Rep. Hanna. Visits from Senator Seward and Rep. Lifton to see benefits and vitality of the work center

Added dunnage from Marquardt Switch. Adapted the Birthday Hopes Program from an ABC news segment

2013

Added razors as a new product from Preserve. High speed printer added for OraLine. Albany International Spools becomes part of ESTI.

Employment Connection turns 20! OPTIONS recognized as YWCA Volunteer of the Year. Transportation services contract awarded to First Transit.

2014

OPTIONS becomes a vendor at the Farmer's Market to help fund community projects. Pathway to Employment begins

2015

Advocacy with local and state representatives regarding changes in regulations and required work center transition.

Significant funding cuts as a result of rate rationalization and census attrition.

2016

Then and Now

Looking back over 50 years

Ken Woodman

MaryLou Martin

Alicia Longo

Ray Heath

Employer of the Year

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

Rescue Mission embraces the philosophy that all people are capable of full participation in integrated employment.

Rescue Mission has employed several people supported by Employment Connection (EC) in a variety of capacities from truck drivers, to donation center attendants, sales associates at the Thrifty Shopper, maintenance and office positions. They have hosted work assessments and volunteer opportunities so people can "try-out" different work environments. Their recruiting process is creative, accessible and prioritizes people with disabilities.

Several Rescue Mission personnel have contributed to the successes of individuals referred by EC but this year it was the effort and commitment of Denise Soles, Donation Center Supervisor, and Luda Shevchuk, Store Manager who helped the Rescue Mission stand out as the 2016 Employer of the Year.

Both Denise and Luda are welcoming and supportive and their leadership fostered cooperation of Rescue Mission management to tailor supports and assignments for each worker.

In October, Denise was a panel speaker during a National Disability Employment Awareness event to share their success as an employer of people with disabilities.

Rescue Mission has demonstrated that they can be counted on as a willing and supportive partner in the pursuit of employment for all.

rescue mission

1981	K-Mart
1988	Smith Corona
1990	Pizza Hut
1992	NCC Industries, Inc.
1993	SUNY Cortland
1994	Pizza Hut
1995	Arbys
1996	Wal-Mart
1997	Mobil Express Mart
1998	Highgate Manor
1999	K-Mart
2000	Auxiliary Services Corp.
2001	K-Mart
2002	GSG Vincent
2003	Cortland Country Club
2004	Vermeer Northeast
2005	Cortland Denny's
2006	Hampton Inn
	Cortland Regional Medical Ctr
2007	Ponderosa
2008	Tractor Supply Company
2009	Ames Linen Service
2010	ASC
2011	First Transit
2012	Harford Glen Water
2013	American Food and Vending
2014	Friendly's
2015	Wal-Mart

EC EMPLOYMENT CONNECTION

The Alan F. Brown Award

Alan F. Brown was a man of few words whose caring actions spread joy and friendship wherever he went, Alan's enthusiasm for life never waned and his enthusiasm to succeed inspired all who knew him. By establishing this award in his name, we hope not only to honor his memory but to perpetuate his spirit and to encourage others to overcome obstacles created by their disabilities and strive toward their highest potential.

1983	Richard Sipe
1984	Audrey Albro
1985	Rose Tinella
1986	David Abbott
	Cindy Strong
1987	Paul Thiesen
1988	Ellard Underwood
1989	Elaine Lambert
1990	William Fritts
1991	Emma Felker
1992	Rockwell Mauler
1993	Bruce Simmons
1994	William Shortsleeve
1995	Stephen Parker
1996	Melissa Nichols
1997	Barry Congdon
1998	Alan Polho
1999	Russell Plummer
2000	Dorothy Shatzky
2001	Anne Tyler
2002	Kathleen Gilliland
2003	Robert Riley
2004	Christopher Nobriga
2005	Jennifer Enright
2006	Rockwell Mauler
2007	Janet Catterson
2008	Peter Michael Alier
2009	Jody Prada
2010	Erik Devenpeck
2011	Amy Morris
2012	Cindy Spinner
2013	Sandra Dutton
2014	Marc Dewey
2015	Robert Dexter

Michael Rehbein

At a young age, Michael developed chronic focal seizures and had to undergo a hemispherectomy; a very rare surgical procedure in which one cerebral hemisphere is removed, disconnected, or disabled. As a result, Michael had to relearn to walk and talk again. He also has limited use of the right side of his body. With the steadfast support of his family and his own unwavering determination he lives a very full life and gives of himself to others regularly.

Michael is an optimist. When he wants to do something, he simply finds a way do it. This is clearly evident in the activities he chooses to fill his day. He volunteers in the woodworking and beading clubs at OPTIONS twice monthly. He eagerly helps consumers modify tasks so they can succeed and inspires them to use their skills to the fullest potential. The consumers enjoy his endless enthusiasm and creativity and often ask for him to personally assist them in getting the job done.

Michael makes the most of his life, facing challenges with a smile on his face. He is an active outdoorsman and enjoys attending sporting events.

In addition to being skilled, he is also very generous. Mike enjoys giving his woodwork and craft projects as gifts and regularly contributes his expertise to local non-profits completing projects at cost. He has created flower boxes, benches and children's tables and chairs. He made several plant stands for OPTIONS and more recently a bench for our garden.

He has donated over a dozen dog house banks to the Cortland SPCA who in turn distributes them to local organizations for donations. Michael volunteered to help build the Montgomery Park playground and volunteers with his girlfriend at a local nursing home assisting the residents to the beauty parlor. For all of these reasons, Michael is certainly a fitting recipient of the AFB award for like Alan, he spreads joy to everyone lucky enough to encounter him.

The Shannon Hammond Award

The Shannon Hammond Award was established in remembrance of Shannon Hammond, our Rt. 13 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.

Evaline Smith

Evaline Smith takes pride in working with travelers who stop at the Whitney Point Rest Area. Her supervisor describes her as having a natural ability to care and assist those around her. During one of her regular shifts at the Whitney Point Rest Area, Evaline noticed a small young girl crying and searching around for her mother. Evaline approached the girl and began talking to her. Once able to calm the girl, Evaline realized the mother had unknowingly left the Rest Area without her daughter. Evaline's cell phone was not working so she tried using the Rest Area phone to call for help, but to no avail, she was unsuccessful. Not being discouraged, Evaline sought the assistance of another traveler willing to lend Evaline her cell phone to call the State Police.

Once the police arrived, they contacted the young girl's mother who by then was several miles away. During the wait, Evaline remained with the young girl keeping her safe and calm until she was reunited with her mother a short time later.

Evaline was nominated for the Shannon Hammond Award for her service to customers, response to an emergency and her ability to coordinate resources to accomplish a task. Evaline is a devoted employee and does an outstanding job carrying out the mission of JM Murray. She is a great example for others to follow.

2004	Glen Sutton
2005	Karen Morgan
2006	Claudia Norton
2007	Carmen Buzea
2008	Liz Sill
2009	Rob Sherrill
2010	Monica Sherman
2011	Shane Brown
2012	Tammy Austin
2013	Cindy Murrer
2014	Nicholas McGory
2015	Paula Niederhofer

Janelle Coolbaugh
Runner-up

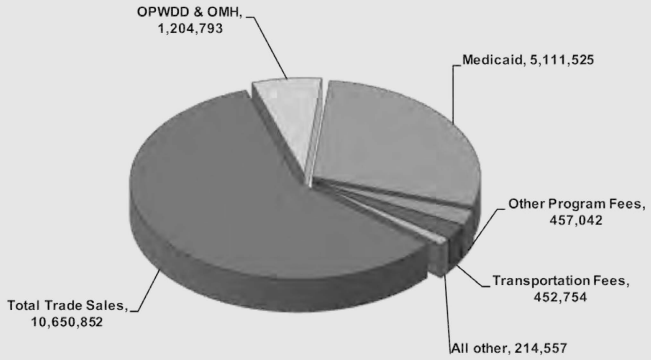
Tom Kelly
Runner-up

Financial Results (audited)

For Year Ended December 31, 2016

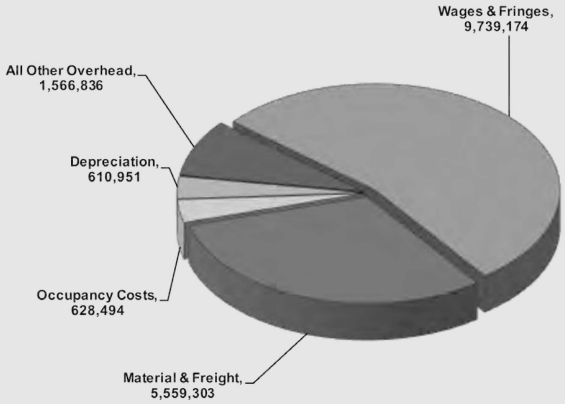
Revenues

	2015	2016
Trade Sales	10,831,837	10,650,852
OPWDD & OMH	1,113,812	1,204,793
Medicaid	5,432,405	5,111,525
Other Program Fees	507,241	457,042
Transportation Fees	465,559	452,754
All Other	52,645	214,557
Total	**18,403,499**	**18,091,523**



Expenses

	2015	2016
Wages & Fringes	9,436,932	9,739,174
Material & Freight	5,841,331	5,559,303
All Other Overhead	1,482,653	1,566,836
Occupancy Costs	739,697	628,494
Depreciation	596,722	610,951
Total	**18,097,335**	**18,104,758**



Friends of JM Murray

Thank you to the following who made a donation to JM Murray in 2016: Cortland Senior Citizens Club, Lake Associates, Charles & Linda Garbo, Thomas & Mary Salm, City Clerk's Office and several donors who visited our Farmer's Market Booth. Your generosity is greatly appreciated.

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