Picture This

continued from inside front cover

greatest photographer's skill of all personality. His business card says Al "Smile" Glasgow, which is fitting because he's a master at working the room.

"Cameras make people smile," he says. "People say, 'Oh don't take my picture,' as they smile for the camera."

Thomas Workman is one of the seniors at the family center, and one of Glasgow's regular

subjects. "Five hundred times at least," says Workman. "He's great. He's magnificent. I have so many pictures of myself, I'm embarrassed."

"I'm not blind," says Glasgow. "I just can't see."

Save the Date

Friends of the Family Annual Awards Dinner

co-sponsored by Valley National Bank and North Jersey Media Group

November 1, 2006 Rockleigh Country Club cocktails at 6pm

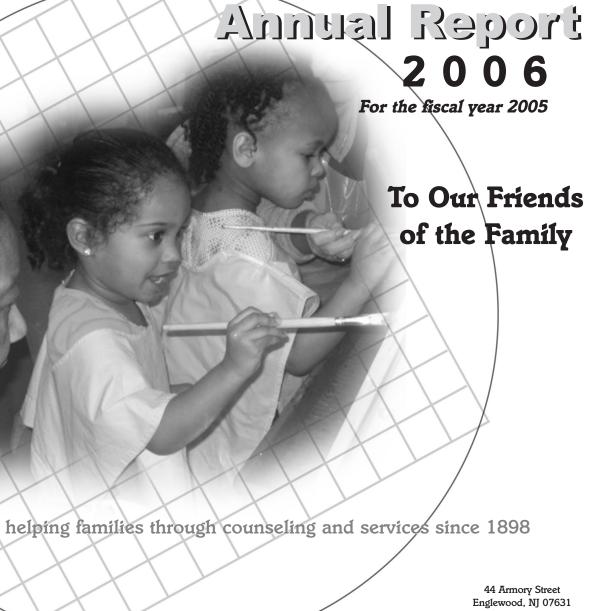
Honorees:

Amelia Gold Georgie Evans

Recipients of Roberta Gelber Hirsch Award Miriam Lubarr and Billy Helft:

Recipient of Bruce LaScala Community Award Gloria T. Draper:





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www.BergenFamilyCenter.org

Picture This by Thomas Franklin

As published in The Record, April 15, 2005

Then looking at his photographs, people always say Al Glasgow has a good eye. Truth is he has two bad eyes. In fact he's downright blind.

He can't see anything in the left eye. The right is merely 20/200. He sees just shadows and silhouettes. It's been eight years now, but it's hardly tripped this shutterbug.

At one time Glasgow was a professional photographer, shooting weddings, school portraits and submitting photos to publications like Jet magazine and The Record.

In 1996, he started noticing that his pictures were getting fuzzy, and he was having trouble seeing.

"Everything was getting blurred," he recalls. "Overnight, I couldn't see much."

Turns out he had diabetes, and it attacked his sight and developed into "proliferative diabetic retinopathy." After three laser surgeries, he was left legally blind, and professionally devastated.

"[Photography] was my livelihood," says Glasgow. "It was my love. It was like punishment."

As a result, Glasgow sold all his photo equipment - Hasselblads, lighting kits, 4x5 cameras. What good were they to him now? He couldn't see. No one would hire a blind photographer.

"It was a matter of adjusting," Glasgow recalls. "I said I would figure out a way." So he found an old point-and-shoot with auto focus at a thrift shop, a simple camera with no technical settings to worry about. Before long he was back doing what he loved. Instead of fancy zoom lenses, he carries a tape measure set at 4 feet, the proper distance for many of his pictures.

"I just get out there and do it," he explains. "For me it's not a challenge. To [other] people it's doubtful or impossible, but I think of it as possible. I just do it."

Glasgow contributes photos to *The Record's* Insight, a weekly feature in the Editorial section. He recalls having about 50 published over the years. Glasgow also is a fixture at many events in Englewood, where he has lived his entire life, camera in hand, and he's the unofficial official photographer at the Bergen Family Center. That's where he spends each day, photographing the seniors, and the Shining Lights - a program for others who are visually challenged.

"We encourage him to take photos," says Sue Linder, the program director and one of the de facto photo editors Glasgow enlists. "It has been great for him. And for us, he's very upbeat. His attitude is great. It's inspiring. It hasn't stopped him from living his life."

Glasgow is an inspiration, easygoing with not a hint of bitterness. He possesses perhaps the

continued on back cover



Photo by Thomas Franklin

Statement of Revenue and Expense

REVENUE

1 2 3 4 5	Contract and Grants Contributions Fund Raising Fees and Third Party Other Income	\$3,291,2 \$201,84 \$118,35 \$522,21 \$32,349
то	\$4,165,9	
EX	PENSES	
1 2 3 4 5	Personnel Costs Professional Fees Materials & Supplies Occupancy Other Expenses	\$3,167,4 \$278,31 \$216,41 \$243,06 \$138,30
SUB-TOTAL OF PROGRAM EXPENSE		
DEPRECIATION EXPENSE		\$58,346
TOTAL EXPENSE* Administrative Costs at 9%		\$4,101,8
NET CHANGE IN VALUE OF INVESTED FUNDS		\$13,811
CHANGE IN PROGRAM ASSETS		\$77,924

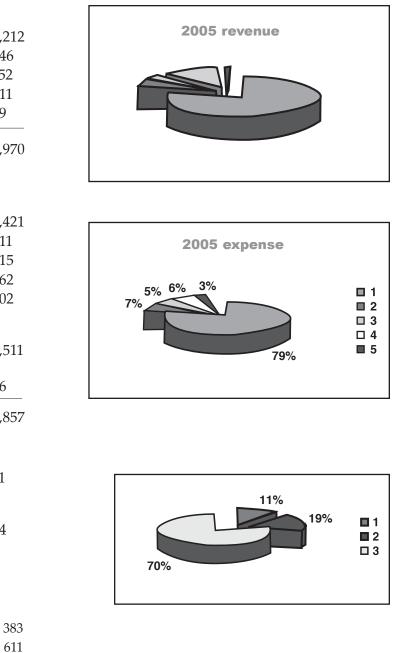
	DISTRIBUTION OF UNDUPLICAT	ΓΕΟ
	CLIENTS BY DIVISION	
1	CHILDREN'S SERVICES	3
2	ELDER CARE SERVICES	6
3	CLINICAL SERVICES	19
	TOTAL UNDUPLICATED CLIENTS	29

DISTRIBUTION OF PROGRAM HOURS BY DIVISION

1	CHILDREN'S SERVICES	345,2
2	ELDER CARE SERVICES	45,4
3	CLINICAL SERVICES	19,5
	TOTAL PROGRAM HOURS	410,20

January 2005 - December 2005

UNAUDITED



- 975 969
- 250
- **4**00
- 550

- 200

Planned Giving **Opportunities**

Keep BFC in Mind....

• onsider including Bergen Family Center in your long-term financial planning. You don't need lots of money to make a gift that can make a difference. Planned giving is often an essential part of estate planning that can reduce the tax burden for you and/or your heirs. There are vehicles to use so that your gift to the agency can provide income to you and your family now, and help insure the future of our programs and services. Contact us to discuss a variety of financial instruments that can help you meet your charitable and financial goals, including a Charitable Gift Annuity, a Charitable Remainder Trust, and a Deferred Gift Annuity. Leaving a bequest also can help us help others as we continue our second century of service. For information, contact Mibs Wagner, Director of Development at 201-342-9200 ext. 33 or by e-mail: mwagner@bergenfamilycenter.org.



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r or an organization to remain vital it must continuously grow and change, and Bergen Family Center does just that each year. In our ongoing efforts to bring new and fresh ideas to our programming we are always vigilant in our pursuit of new funding opportunities. This year we have been especially successful in securing additional support for several of our program areas.

As you may know, the agency was once renowned for our services to teens. This year, the Board and staff re-committed themselves to increasing our programming for young people from the Englewood community. Through our participation in the Englewood Coalition for Adolescent Health we re-established ourselves as a service provider to youth in the public health arena, and successfully positioned ourselves to receive additional funding for this population through a grant from the New Jersey Department of Human Services for a School-Based Youth Services program to be provided in collaboration with the Englewood public schools. These two projects supplement the wonderful work with teens spearheaded by the Memorial House Alumni Association.

We were very pleased to receive another year of funding from the Kessler Foundation for our adult day care program. These funds supported our 2005 dance and art therapy program for the seniors who attend programs at the Center.

A new donor in 2005 is UBS Foundation who learned about Bergen Family Center from the excellent press coverage that we received last year. They approached the agency about supporting one of our programs and we responded by submitting a proposal for a cultural arts program for youngsters. This idea had come from our Alumni group, many of whom had enjoyed cultural arts programming at Bergen Family Center during their childhoods.

Additional funding also came from PNC Bank in the form of a grant for a program called "Grow Up Great." This program, designed for pre-school and HIPPY participants, helps young children, ages 30 to 5, to be ready to succeed in elementary school. We were also delighted to be recognized for our outstanding work with young children through our Best Practices Award, granted to us by the New Jersey Department of Education.

It was an excellent year for Bergen Family Center; both in the recognition that we received and through the new funding for innovative programs. As always, we are excited about being able to enhance services for our clients.

about our good work.

Warm regards,

Shelly Wimpfheimen



helping families through counseling and services since 1898

We thank our many friends and neighbors for the excellent support that we have received this year and we ask that you pass this report along to those you know who might be interested in learning

Bergen Family Center

Family Center! Our goal was to enhance public and corporate awareness of how our many programs are making a difference in the lives of thousands each year. To that end we were diligent with press releases to the *North Jersey Media Community Newspapers* and the *Bergen Newspaper Group* as well as *The Record, Su Guia,* and Cablevision. We toured many individuals and corporate groups through the lively Armory Street location gaining additional support instantly! The time was right to reach out to our "neighbors," whether businesses or community organizations, to forge and expand our partnerships. The net result: new projects, new grants, new Board members, and the potential for more "friends of the family" and funding in our future.

Our January 12th "Bridging Diverse Communities" breakfast, sponsored by *North Jersey Media Group* and *Northern Valley Suburbanite*, paved the way for Bergen Family Center to lead local not-for-profit and County agencies committed to saving funding for victims of domestic violence in all communities. The result of the open dialog was a Cablevision program to educate the community on domestic violence; and discussions on the issue with the Attorney General's office, thanks to elected officials Loretta Weinberg and Gordon Johnson.

Partnering continued with our presentations to local businesses through United Way as well as joining the Partnership for Community Health in hosting



"Insuring the Uninsured" – a project to enroll local uninsured children into New Jersey's Kids Care health insurance program.

Thanks to "BFC Karate Day" at Shin Budo Karate of New Milford, Cold Stone Creamery of Englewood's Grand Opening, the Quick Drop eBay fund raising days, and Blue Moon "BFC Day," we captured additional awareness and fund raising opportunities. How great to have businesses involve us in funding efforts, no matter what the size or outcome!

> We added new "Friends of the Family" through personal connections and introductions. "Grow Up Great" funds from the PNC Foundation enabled us to enhance early childhood services. We culminated our used cell phone drive for domestic violence victims receiving a donation from Verizon Wireless A strong new relationship began with Goldman Sachs as our project "Rejuvenate the Senior Day Center" won a spot in their exceptional Community

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101

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A-1 Affordable Construction ABC Photo M. L. Abramowitz Advanced Physical Medicine Alex's Dairy

TeamWorks program. Thirty volunteers spent three full extended cocktail hour for networking AND for viewing days refurbishing the center. UBS learned so much about the "Collage of BFC in Action" – hundreds of photos of the us through press releases and community awareness that people we serve! With three plasma TV screens and the we secured an exceptional grant to enhance and expand huge big screen presentation during dinner, no one missed our cultural arts offerings to all children involved with our sponsors or our mission! The Silent Auction, under Bergen Family Center. April Uram's direction, was successful with many more donations from local businesses. A big "change" in the In mid-summer, fifteen youth from throughout the auction was the participation of Bergen Family Center Midwest and Canada, and hosted by Bergen County famiclients in raising funds. Thanks to the contributions of our lies, spent a week interacting with our children and senchildren, frail elderly, and of our clinical department, there iors while finding time to spruce up the facility. They were 26 magnificent baskets for our guests to select. The came to us through the Ridgewood Christian Reformed evening was enhanced with the Latino Heritage Club Church, which found us through our press releases. Later (Dwight Morrow High School) dance performers welcomin August, and just in time for school, Office Depot selecting guests and the Paterson Strings (Public School #7) ed our youth to receive backpacks saving their families providing elegant background music during cocktails.

many dollars.

A "Wish List" was created for the dinner – we felt it impor-The Valedictorian of the Teterboro Bergen Vocational High tant for our supporters to have the option to select specific items for their donations. Donors are being acknowledged School, Diana Elzind, created a book drive for our youth and families. Our partnering with Bergen's Habitat for at our Armory Street location. Why not request your own Humanity enabled us to have minor renovations percopy or check www.bergenfamilycenter.org for our wish formed at Armory Street! list?

Thanks to the efforts of our dedicated Volunteer Director And finally, thanks to the concerted efforts of our Board and outside advisors, we have begun a more comprehensive of eBay, Adrian Curshen, we raised \$8,000 in 2005 by selling donated items at this on-line auction site. The search Planned Giving campaign. Please contact Mitch or Mibs at goes on for businesses and youth seeking "community (201) 342-9200 to learn more! service" hours to host an "Ebay drive for BFC"; or, for businesses seeking tax credit to donate excess inventory. Your support is important to us in continuing our 108-year

November 1st found 275 "friends of our family" enjoying the elegant Rockleigh Country Club complete with an



Beneen Family Cente

Forty Thomand and 00/100

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legacy to Bergen County and beyond. Many thanks to each of you for being a "Friend of our Family!"

Board of Trustees

The Board Development Committee, led by Dr. Shelly Wimpfheimer of Tenafly, oriented the trustees on agency programs and member responsibilities. Two new trustees, an attorney and a realtor with skills useful to our facilities and fund raising committees, were recruited. At year's end 24 Trustees including attorneys, accountants, financial professionals, media executives, educators, social workers, elected officials, information-technology professionals, and business and corporate leaders comprised the Board. The members of this demographically diverse group reside in 15 different towns, range in age from mid-30's to early 70's, and include Caucasian, African American and Hispanic men and women. Two new candidates were identified to join the board at the beginning of 2006

The Facility Committee, under the leadership of Linda M. Herlihy, Esq. of Midland Park, oversaw extensive renovations of our 16,000 sq. foot. Englewood facility. The addition of an elevator and expansion of the first floor kitchen area were completed in December. Earlier in the year, volunteers from Goldman Sachs together with private contractors built the new second floor program space for Adult Day Care. At year's end we were awaiting construction bids for creation of the handicapped accessible bathrooms needed on the second floor to accommodate the Adult Day Care program. The Committee also planned for an overhaul of the air-conditioning and heating systems and the replacement of the roof, all of which are to be completed in 2006.



The Finance Committee, led by Treasurer Patrick Heeney of Englewood, supervised the annual audit, monitored agency investments, and assisted with budget preparation. Although the year began with an unexpected \$65,000 cut in crime victim services funds, it ended with black ink. Cost containment efforts by management and emergency State aid, plus additional third party revenue helped minimize staff cuts and retain vital client services. A 5% total return on investments (interest, dividends and realized gain of \$40,000) another increase in client fees collected, and a 13% increase in contributions (\$35,000), also helped create a positive bottom line for the 8th consecutive year

The Fund Development Committee,

chaired by Tenafly's Mary Beth Sigler-Garcia, increased philanthropic giving by 13% over the prior year. The Annual Awards Dinner co-sponsors Verizon Wireless, and North Jersey Media Group and supporters Weiser LLP and United Water underwrote all the expenses of the dinner. The proceeds from ticket sales to our 275 guests, the silent auction contributions and ad

journal sales all went to help the November 1st event at the Rockleigh Country Club clear \$71,500. This was our best result yet and 10% above the prior year. First time grants from PNC Foundation, UBS Foundation and Citigroup Foundation were awarded this year and nearly \$8,000 of funds were raised through eBay auctions, led by volunteer eBay director Andrian Curshen.

The Human Resources Committee, chaired by John Hughes of Mahwah completed the overhaul and legal review of the agency Personnel Policies to ensure the best Human Resources practices. The new document becomes part of an employee handbook, which will be translated into Spanish. Bergen Family Center employs 105 full and part-time individuals. The cost of health insurance and competitive salaries remains the single biggest challenge for this committee: once again, to rein in costs, the insurance benefits were modified this year.

The Program Committee, under the leadership of Hackensack's Lynn Jemmott, focused extensively to develop a new initiative: services to adolescents. An existing partnership with the Englewood Department of Health led to the agency being selected by the State in July to receive a grant to manage the Englewood Coalition for Adolescent Health. In November, Gloria Draper and the Memorial House Alumni Association launched a Thursday evening teen program for young people in grades 9 through 12, held weekly at the Armory Street location. At year's end, the agency received notice that it was awarded a grant from the State to operate a School Based Youth Services Program on the Dwight Morrow High School and Academies @ Englewood campus. Our younger children continued to flourish as well: under the direction of Barbara Berger, the Pre-Kindergarten collaboration with the Englewood Board of Education won a "Best Practices" Award from the New Jersey Commissioner of Education.

Visit us online at: www.bergenfamilycenter.org











