OUR PROGRAMS

Pillar Care Continuum serves more than

1,700 FAMILIES

each year through the following programs:

- Pillar Elementary School and Pillar High School, which serve more than 140 students with multiple disabilities
- Three day programs that serve more than 220 adults with developmental disabilities
- Early Intervention Program that serves more than 500 infants in their home or other natural environment
- Fifteen community residences that provide around-the-clock care and support
- After school programs in Livingston
- Public School Therapies program that delivers therapy to over 750 students directly in their local
- Essex Properties, a specialized 24-unit apartment
- Community-based respite programs, including In-Home Supports and after school/after work programs through our Extended Day Groups in Irvington, Orange and Wayne
- Weekend respite program





formerly Cerebral Palsy of North Jersey



Lifelong Support for People with Disabilitie

pillarnj.org

pillarschoolsnj.org



ENERGIZED BY CHANGE

OUR MISSION

Pillar Care Continuum is dedicated to enhancing the lives of people with disabilities and other special needs by supporting personal growth, independence and participation in the community.

Wendy Marcus

Barry H. Ostrowsky*

Immediate Past Chair

Kelly Marx*

Bob Murray

Beth S. Rose*,

Justin P. Walder

H. O'Neil Williams

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*past chair +deceased

PHOTOGRAPHY BY **PETE ZIPF**

When you're

you're

finished.

Benjamin

Franklin

finished changing, A MESSAGE FROM OUR CHAIR AND CEO

We begin the new decade by embracing change. Change, of course, is a constant for everyone and nonprofits are no exception.

We changed our name! After more than a year of intensive discussion, community feedback and analysis, we rebranded as Pillar Care Continuum and moved all of programs to the Pillar name.

What makes our agency so effective is the collective energies of our core groups- family members, staff members and volunteers- working as a team to support our participants. Together, we are the pillars that bolster those we serve as they reach their own best potential.

The needs of our program participants changed. In addition to the ongoing referrals we get for individuals with medical needs, we saw a continued increase in the number of individuals with behavioral needs. We added staff across programs to increase our expertise in behavioral services.

New Jersey's long-awaited shift to a fee-for-service model went into effect, and fifty percent of our funding moved from monthly contracts to fee-for-service. Our team was prepared and successfully implemented a complex electronic medical records system to track and bill for Medicaid services. The net result was lower funding, which required us to restructure programs to save costs while still delivering high quality services.

We pride ourselves on our organization's ability to adapt to changing circumstances to capitalize on any and all opportunities which present themselves.

We are energized by change, which powers our ongoing growth, innovation and improvement.

Thank you for being part of our growth and change. Enjoy the annual report.

David J. Carlson Chair, Board of Trustees | Purna Rodman Conare President & CEO

CONTACT US

If you would like more information about any of our programs, please contact

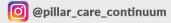
David Bishop

Vice President of Development and Communications Pillar Care Continuum

220 South Orange Avenue, Suite 300 Livingston, NJ 07039

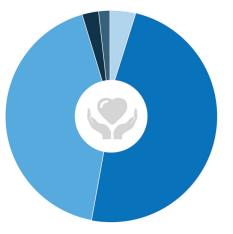
(973) 821-8108 dbishop@pillarnj.org

pillarnj.org pillarschoolsnj.org /PillarCareContinuum



@pillar_care

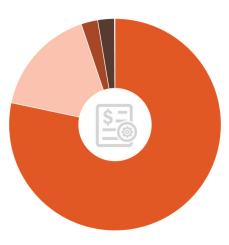
FINANCIALS



SUPPORT AND REVENUE

Government Contracts	6%	2,461,224
Fee for Service	47 %	18,834,072
Public Schools	39%	15,455,701
Other Income	5%	1,881,227
Private Contributions	3%	1,170,002

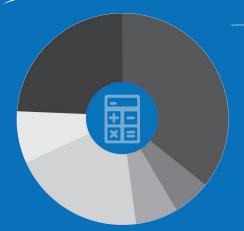
TOTAL SUPPORT & REVENUE \$39,802,226



EXPENSES

Salaries, Benefits & Taxes	78 %	31,556,981
Direct Program Costs	15%	6,063,248
Administration, Fundraising & Other	4%	1,579,030
Depreciation & Amortization	3%	1,189,564

TOTAL EXPENSES \$40,388,823



EXPENSES BY PROGRAM

Schools	35%	14,017,245
Community Therapy	6%	2,296,370
Early Intervention	6%	2,346,844
Day Programs	19%	7,828,411
Group Homes	24%	9,769,416
Administration / Fund Raising	10%	4,130,537

TOTAL EXPENSES BY PROGRAM \$40,388,823





NAME / LOGO / TAGLINE





CARE CONTINUUM

PROGRAMS

All programs are now unified under a common brand

Building Blocks Early Intervention Program

->>>>

Horizon Elementary School

Horizon High School

CPNJ Public School Therapies

CPNJ Adult Training Centers

CPNJ Residential Services

CPNJ Community Services

CPNJ In-Home Services

CPNJ Extended Day Programs

Pillar Early Intervention Program

Pillar Elementary School

Pillar High School

Pillar Public School Therapies

Pillar Day Programs

Pillar Residential Services

Pillar Community Services

Pillar In-Home Services

Pillar Extended Day Programs

ONLINE

We fully revamped both our agency and school websites as well as our social media channels.







PillarCareContinuum



@pillar_care_continuum



@pillar_care

In 2019, our agency served people with more than 100 different disabilities/diagnoses and less than one-third have cerebral palsy. We wanted our name to better reflect who we are as an organization. What makes our agency so effective is the collective energies of our core groups- family members, staff members and volunteers- working as a team to support our participants.

Together, we are the pillars that bolster those we serve.

PRINT MATERIAL

We redesigned all of our collateral materials to have a consistent look







fee-for-service system. Under the old system, the agency was provided a set

amount of money for each person receiving services. Funds were disbursed

on a set schedule, which made budgeting relatively easy. The new system of

payment is dramatically different and requires Medicaid billing.

HOW SERVICES ARE NOW FUNDED



TIERS:

Every adult receiving services is evaluated by the State of New Jersey to determine where they fall on a scale of A (needs relatively little assistance) to E (needs help with most or all activities of daily living). A person's tier will determine whether they receive less (Tier A) or more (Tier E) money to support their care. In addition, each Tier could include an Aculty Factor which means the individual needs intensive behavioral or medical supports in addition to traditional support services.

The individual budgets (which includes all services for the person) range from \$19,000 to \$400,000



RATES:

The State has set specific rates they will pay for specific tasks performed. For example, a care provider would be paid more for providing vocational training than for providing social and community support services.

If a program participant does not come to program on any given day, the provider receives no payment for this individual.



EMR:

All billing is done through Medicaid, which requires electronic medical records (EMR) software. The cost for an EMR system can easily run **more than \$80,000 per year**



TRAINING:

2,850 hours of training were provided to prepare staff to track services and bill under the new system. This training is ongoing with all incoming staff being trained.



TRACKING/BILLING:

Staff members must obtain weekly authorizations for each program participant's services. They must then track all billable activities. Group homes must track this on a daily basis, but day programs must track this in 15-minute increments. Each year:



349

staff members are involved in tracking and billing



authorizations are obtained





RECRUITMENT:

Number of agencies we worked with to recruit program participants in the old system: Number of agencies we must work with to recruit program participants under fee-for-service: 150+



u

Group homes are doing well under the new system and Pillar Care has three homes under development.



DOWN

Day programs for adults are struggling, with rates too low to support these important programs.



We pride ourselves on providing a true continuum of care, serving everyone from infants to seniors. We are able to identify changing needs among those we serve and adapt our services accordingly.

Over the last several years, our agency has seen a growing need for behavior support services:

OF THE PROGRAM PARTICIPANTS IN OUR SCHOOLS, DAY PROGRAMS FOR ADULTS AND GROUP HOMES HAVE BEHAVIOR CHALLENGES

We have addressed this need by recruiting staff with expertise in this area and by developing our program space to best support those with behavior challenges.

EXPERT STAFF



BCBA

In 2019, Pillar Care hired a Board Certified Behavior Analyst (BCBA) to oversee our work with program participants with behavioral challenges. She has a master's degree in Applied Behavior Analysis with an emphasis in Autism and has been working with individuals with developmental disabilities since 1995. She works at both Pillar Elementary School and Pillar High School and provides consultation to our day programs for adults.



BEHAVIORISTS

Our BCBA supervises two behaviorists who serve our three day programs for adults as well as our 15 group homes.

SENSORY ROOMS

Sensory rooms are critical tools for teaching strategies to reduce negative behaviors. Pillar Elementary School, Pillar High School and all three Pillar Day Programs for adults have dedicated sensory integration rooms.

OUTREACH & ADVOCACY

It is imperative that Pillar Care be connected with the communities we serve. We need various means of gathering input from key constituencies to develop effective strategies and make educated decisions. And once we have identified the needs of those we serve and developed a plan for addressing them, we must advocate for positive change.

BOARD OF TRUSTEES



Our Board members help to significantly expand our circle of influence by connecting us with their own networks of friends and business associates. In 2019, Bob Murray of Alston Construction joined the Board. Bob was the honoree for the agency's 2018 Steps to Independence Celebration, which not only raised over \$1 million but also introduced the organization to hundreds of new friends.

VOLUNTEERS



Pillar Care's volunteer department supports more than 850 volunteers each year, who work with participants at every one of our programs. In 2019, the department developed educational and impactful volunteer activities with more than 450 school-aged children from throughout New Jersey.

PILLAR SELF-ADVOCACY GROUP



The agency's Self-Advocacy Group is comprised of program participants from the agency's various programs for adults with disabilities.

Members meet with staff members to discuss issues of importance to them and advocate for change.

TRADE ORGANIZATIONS



Pillar Care is a founding member of the Alliance for the Betterment of Citizens with Disabilities (ABCD). ABCD works to influence the development and implementation of public policy concerning individuals with disabilities in New Jersey. The organization is currently advocating for increased funding for programs serving adults.



Pillar Elementary School and Pillar High School are members of ASAH, a trade group working on behalf of private special education schools and agencies in New Jersey. The organization works to foster partnerships between its members, local school districts and local communities and provides valuable information and referral to anyone seeking appropriate placement of individuals with special needs



Pillar Care is a member of the Coalition for a DSP Living Wage. The Coalition is comprised of families, community provider agencies, Direct Support Professionals (DSPs) and people with intellectual and developmental disabilities. The organization has spearheaded a successful effort to increase pay for DSPs, which includes staff members working at Pillar's day programs and group homes.

PILLAR CARE SUPPORTERS

We extend our deepest thanks to the individuals and organizations whose support helped us to deliver our life-affirming services to more than 1,700 infants, children and adults in 2019.

LEGACY SOCIETY

There is no greater commitment an individual can make to an organization than to remember it in his or her will. The size of the gift is not important – it can be a percentage of the estate or a set amount. What is important is the opportunity to serve as a model of philanthropy, leaving a legacy that will help support our programs for infants, children and adults with disabilities.

We created the Pillar Care Legacy Society to honor those who have remembered the agency in their wills. We would like to express our deepest thanks to those who have already joined the Society, as of December 31, 2019:

Jennifer & Darren Burns

Freyda & Edward I. Burns

Lonnie & Bette Hanauer

Helene and Sandy Jaffe

Ava & Bruce Kleinman

Paula & Brian Kloza

Dottie Litwin-Brief

Kelly Marx

Alan Mucatel

Jay & Frankie Oberst

Bobbi & Barry Ostrowsky



PILLAR CARE DONORS

The support of our donors has allowed us to strengthen and expand our programs at all levels. They have helped us to nurture a culture of innovation that ensures that we deliver the most effective and engaging programming at all levels.

TRUSTEES'S CIRCLE . PLATINUM (\$25,000+)

3LLC

Alston Construction

Army & Roach

Ascape Landscape & Construction

Corporation Brent Material

Donald Brief & Dottie Litwin-Brief

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Lithko Contracting, LLC

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Peerless Concrete

Petillo Inc.

Renda Roads Inc.

RWJBarnabas Health

TRUSTEES'S CIRCLE . GOLD (\$10,000+)

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Lee Brenner

Capitol Supply Construction Products

County Concrete Corp.

Harrington Recylcing Hoer Excavating and Construction, Inc.

Huen Electric New Jersey Inc.

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Corporation (IBM)

Kushner Companies

Mandelbaum Salsburg/Barry & Leslie Mandelbaum

Joseph and Cheryl Marino

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Meeker Sharkey Associates

MRE Ventures LLC

Peerless Concrete Products

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Orange Orphan Society

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Peter Dorne AIA

Audrey Petillo Benjamin Pierce

PM Construction Corporation

Riker Danzig, Scherer Hyland & Peretti LLP,

Rockefeller Group Development Corporation

William Rubenstein

Spiniello Companies

Sterling Properties

The Marvin Group, Inc.

Top Line Construction

Valley National Bank

TRUSTEES'S CIRCLE • BRONZE (\$2,500+)

Alfred & Lori Anthony

Chris Balshi

Burns Family Foundation

David Carlson & Lara Pennington

Gina Carolan

Citrin Cooperman & Company, LLP

Robert Culnen

Anthony & Lisa Davino

Diamond Sand & Gravel Inc.

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Jeff Metzler

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Company

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The Richard Bosco Memorial Scholarship

Foundation Trust

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Michael St. Pierre Sumali Schmidt Brian Singleton Sobel & Co. LLC

Craig Spitzer SRG Engineering Inc.

Stroud

Structure Tone, LLC Dan & Jesse, Torrey

Peter Stavrinou

Bryan Waisnor West Chester Machinery

Chris Yaros

FRIENDS (500+)

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Adison & Partners, LLC

Al Sturm and Son Construction Corporation

Patrick Allard Lawrence Army Jr.

Srinivas Attil

Jahnavi Avula Bay Crane Service, Inc.

Beacon Protection

James Bennett

Rick J. Bornstein Bravo AV Consulting, LLC

Bright Funds

Stephen Busho Cambria Automotive Companies Inc.

Crystal Plaza Sara Cusimano

Patricia Dolan Edwin C & Suzann Goldstein Foundation

Elberon Development Corporation Executive Color Systems, Inc.

Hassan & Gerry Farhan

James Fiala David Fritz

Stephen Furnary Fusion Reinforcing LLC Martinho Galante

Peter Gilpatric

Matthew & Jo Ann Gittleman

Theresa Gonzalez Anand Gottumukkala

Lori Grifa H2M Architects + Engineers

Chris & Nicole Halkyard Jonathan Halkyard

Tim and Gail Harty Hedinger & Lawless, LLC

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Justin Protasiewicz

Ajay Ravi

Joseph Romano Robert & Marissa Romanyshyn Lois Rose

M. Sean Ragiel

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Spend Management Experts

Sodor Inc.

Amit Shukla

Julia Strayer Trucks and Stuff Inc. Mr. & Mrs. Patrick Tully

Brad Vander Vliet Bharani Velusamy Mr. & Mrs. Chris & Heather Ward

Scott White

PILLAR CARE VOLUNTEERS

Volunteers have a major impact on our agency. We are thankful for their contribution of time, talent and energy to enhance the services we provide. They have allowed us to continue to create special memories each day for the infants, children and adults we serve.

INDIVIDUALS

Melissa Acuna-Dengo Jennie Alvarez Michael Alvarez Dereck Amakye Jr. Ashima Arora Kabir Arora Trisha Bala Tina Balacco Brian Balzar Kerianne Beatty Alexa Beck Bina Beed Emma Bergstrom Evan Berney Stella Boima Jill Cadman Lindsay Calixte Carina Carlos Fides Carlos Aaray Chakrayorty

Beth Chakravorty Erin Chang Sophie Chang Felicia Chen Tammy Cheng Milton Cohen Graham Cory Jessica Daniel Jackie Davidson Betty Deren Sweta Desai Joanne DeSimone Katherine Disla Tommy Do Nathan Drogin Dylan Dubois Sandy Fagan Adam Fisher Sarah Fletcher Victor Foote

Josh Furer Jake Gewirtz Elisabeth Gifford Rachel Glickman Neel Godbole Justin Gold Kyle Gold Evan Greenblatt Gwyn Haertel Bette Hanauer Bruce Hartley James Hartley Julia Hartley Veronica Hengstler Olivia Hernandez Dr. Sai Jambunathan Adithi Jayaraman Keerthi Jayaraman Cayla Jones

Caroline Kamper

Ruchika Kapila Garrett Kessler Soni Kirpalani Abigail Klein Gowri Konkesa Judy Krafchik Lisa Lee Michelle Lee Victor Lee Caroline Leung Oded Levitt Jayson Levy Alesia Liddy Maya Lipshitz Gloria Liu AJ Lopez Elizabeth Lopez Susan Lopez Emmanuel Louis-Jean Jack Maitlin







Comp. A do IAII.o.
Sam Maitlin
Sanila Malik
Aubree Marchione
Gabby Marcus
Jessie Marcus
Michael Marcus
Samantha Marcus
Wendy Marcus
Stephanie Marks
Axel Martinez
Amanda Matrone
Kerry McGrath
Alex Meltzer
Shaheed Middleton
Alex Mintz
Karen Moore
Kathy Morales
Gail Mulligan
Phyliss Mutone
Poonam Nachane
Rachel Norton

Elizabeth Nugent Doris Ockel Eniola Ogunyankinnu Christine Panucci Sharmaine Pascual Chandni Patel Dev Patel Aneri Path Caridad Peguero **Brian Pinney** Marci Plissner Isabella Poppele-Green Kristen Poppele-Green Isabel Portnoi Rahul Prakash Cary Prisch Ron Prosperi Valentina Ramaglietto Meera Rangarajan Samantha Reilly Stephanle Rellly

Theresa Reilly Carole Rella Luis Robinson Will Rosenberger Jessica Rossilli Gabriel Schaerf Jodi Schuman Danna Seltzer **Brittany Setaro** Husna Sheriff Veronica Shrayman Annika Singh Maya Solanki Ethan Sollender Annie Song Naday Soudry Jaclyn Stinziano Julianne Sullivan Allison Sumereau Jillian Szczepanski Johnny Szilezy

Jack Tawill Evan Tepper Julia Terrezza Toluwase Thomas **Duliannys Toledo** Julia Valinoti Anthony Van Hook Michele Van Hook Miles Varbero Lyla Velez Nandini Venkatesh Angelica Villanueva Paul Vnenchak Katherine Wilk Tina Witowsky Erin Wong Ryan Woodhams Colin Woros Gabrielle Zellen & Trixie Isabelle Zellen & Trixie Amanda Zhao

ORGANIZATIONS

- ADP
- Alpha Phi Omega of Seton Hall University
- American Dance Wheels
- Bergen Bassmasters
- Citrin Cooperman
- Deloitte
- Friends and Family of Gabriella Giannone

- Global Medical Brigades
- Golda Och Academy
- Hermosa Grace LLC
- Hillside Elementary School
- · Hope Worldwide, NJ Chapter
- Pillar Schools PTTA
- Iglesia Bautista Resurreccion
- · Jefferson Elementary School
- · Julian Bongo and Friends

- Kantar Profiles
 - Lambda Theta Phi Latin Fraternity,
 Lambda Gamma Chapter
 - Liquid Church
 - Livingston Police Department
 - Madison High School
 - Montclair State University
 - The Morris Museum
 - · National Council for Jewish Women

- New Jersey DJ Services
- Newark Academy
- The Partnership for Jewish Learning and Life
- Pingry School
- Rae Kushner Yeshiva High School
- Randolph High School
- Ray Catena Mercedes-Benz of Union

- Recboard, Montclair State University
- Regal Bank
- Rotary Club of Livingston
- · Runway of Dreams Foundation
- · Saint Catherine of Siena School
- Seton Hall University Department of Volunteer Services
- Team Harmony

- UNICO, Livingston chapter
- Verona PBA
- Walters Family and Friends
- Wiss & Company
- Women's Club of Livingston
- Wyndham Destinations, Inc.
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