# ANNUAL REPORT 2022



2022 JUNETEENTH CELEBRATION, NEAWAH PARK, ONEONTA. PHOTO COURTESY OF THE FREEMAN'S JOURNAL/HOMETOWN ONEONTA

## YEAR FOUR

CONTINUED FOCUS ON BUILDING COMMUNITY

2023-2028 STRATEGIC PLAN

AWARDEE AND DONOR NEWS



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[BOARD MEMBER PHOTOS ARE ARRANGED IN THE SAME SEQUENCE AS THE NAMES]

## LETTER FROM THE PRESIDENT AND THE EXECUTIVE DIRECTOR





HARRY LEVINE PRESIDENT

JEFF KATZ EXECUTIVE DIRECTOR

We are pleased to share our 2022 annual report with the community.

This, our third report, demonstrates both the growth of the Community Foundation of Otsego County, and our power to accomplish good results through the vehicle of a community foundation. Most of all, this report shows that we live in a community that cares.

We are relatively new (formed in 2019) but have succeeded in demonstrating our ability to make a difference.

Over \$3.9 million raised, much of which is invested for long-term use in the community. Over 700 contributors.

And countless numbers who have benefited from programs we underwrite.

This report shares our strategic vision for the next several years, which will guide us in allocating resources and setting priorities. All of our efforts will be linked to this vision. In short, we want to work toward reversing trends in our aging and declining population. Read the discussion to find out why.

We highlight a few of our achievements and a few of our partners, both individuals and nonprofits. Much of this will be familiar to you.

This is your community foundation. Please let us hear from you about making life better in Otsego County.

We thank you for your interest and your support. It is people such as you who help us prove that we are "Caring Together and Stronger Together."

Harry Jeff

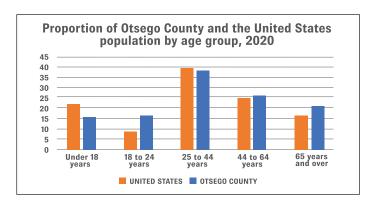
## STRATEGIC PLAN 2023-2028

Developed over 2022 to early 2023, the Strategic Plan was created by the Board of Directors, an ad hoc Strategic Planning Committee, multiple Otsego County nonprofit leaders, our donors, and the public. It has three parts:

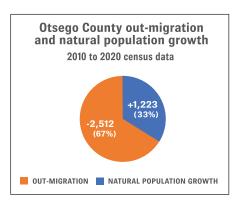


#### GROWING AND STRENGTHENING OTSEGO COMMUNITIES

We must position ourselves as a catalyst for innovative, creative, new approaches; challenging the status quo to address the most significant issue we face — our aging and declining population. The facts follow:



In the above bar chart, Otsego County's population is visibly skewed toward older residents. Otsego County is also light in the under 18 cohort. The more promising-looking data in the 18-to-24-year segment reflects the transient student populations at Hartwick College and SUNY, and those people don't stay in Otsego County.



The above pie chart shows Otsego County population decline between 2010 and 2020. The two drivers are out-migration and declining births. The resulting 2020 population of 58,524 dropped below 60,000 for the first time in forty years (1980 = 59,075).

Information provided by Alex Thomas, Executive Director of the PLACES Institute at SUNY Oneonta. The mission of the PLACES Institute is to conduct and coordinate scientific research as a service to the greater Oneonta community and region that encompasses the nine counties linking the Catskill Mountains to the Adirondack Mountains.

Reversing these trends is essential to create a strong local economy and offer solutions to other problems we face. Building on the foundation of our beautiful environment, strong regional health care system, and two vibrant colleges, over the next five years CFOC must:

- 1. Develop and execute strategies to attract young people to our area, develop young leaders, and keep more of our talented young people here.
- 2. Promote diversity and inclusion as positive characteristics of our community.
- Identify and encourage growth of social, cultural, recreational, and environmental opportunities that are attractive to young individuals and families.
- 4. Support entrepreneurship and the resulting economic development.
- 5. Support and promote new housing opportunities.

As we focus on reversing trends, we must not lose sight of the many needs of underserved and under-privileged community members, from food insecurity to mental health, to transportation, and affordable housing.



#### STRENGTHENING OTSEGO NONPROFITS

Strengthening this sector is a primary mission and is the second theme of our strategic vision. Otsego County has a large number of small nonprofits and a few very large ones. The smaller groups try to emulate larger organizations but lack systems and staff to operate in this manner. CFOC is well situated to help support those nonprofits. We already have resources to offer help in several areas. Other areas must wait until we have more staff and a physical location. CFOC will concentrate on three areas: financial assistance, communications, and gathering/sharing. We also see need for aid in administration and staffing, but these are currently beyond our capacity.

#### Financial assistance, in two areas

- 1. Investment management of "endowment" assets (long-term).
- 2. Donation options such as a coordinated local "giving day," credit card, and on-line giving (Venmo and QR code), appreciated stock gifts, electronic fund transfers, and other more complex options as CFOC develops its own expertise.

#### **Communications**

The work of many smaller nonprofits is not well known in the community. In 2022, CFOC did a good job of getting its messaging out to the public and even helped publicize the works of select smaller nonprofits. This is a valuable service we will expand, as our own capacity expands.

#### Gathering/Sharing

In 2022, our effort to gather nonprofits for the purpose of sharing and exchanging ideas was very positively received. We believe that there is an effective role for CFOC in continuing to serve in this capacity, and we will work to make this a consistent and energetic part of our strategy.



#### GROWING AND STRENGTHENING OURSELVES

CFOC's current organization has worked well in the first few years of its existence, thanks to the efforts of volunteers and board members on various operational and governance committees, and the recent addition of a paid executive director. We remain fortunate to be able to recruit people with a wide range of skills and experience.

We had a fast start because of generous funding from the Founders campaign. It enabled us to focus much of our attention on finding ways to help the community through the Covid pandemic and with other urgent projects.

To expand our programs and projects over the next several years to the \$500,000 –\$700,000 level, we need to increase our funding. Possibilities include direct contributions, fees earned from creating donor established funds within CFOC, and endowments. Variations on all of these exist, and each has different impacts on short-term and long-term funding. To be successful, we must use all these methods, without reducing our efforts to find innovative projects to benefit the community.

## KEY 2022 CFOC EVENTS

## The Fall 2022 Nonprofit Breakfast



On November 9, CFOC brought 50 nonprofits together to engage in conversation about the future of Otsego County.

After an introduction from SUNY President Alberto Cardelle that highlighted the significance of our countywide nonprofits, CFOC Executive Director Jeff Katz explained the goals for the session.

Each table of nonprofit representatives and CFOC board members discussed the needs of their organizations, the needs of the county, and what actions could make it better and more prosperous for all residents.

Each table presented a unique idea to pursue. Ideas ranged from countywide way-finding signage to highlight our natural resources for both residents and visitors, to promoting youth farming through agrarian commons, to creating a hub to connect our non-profits, to other ideas to create a better future for Otsego County.

"It couldn't have been better organized, more welcoming, wellattended, and productive. A true collaborative spirit prevailed among all," said one attendee.

## Student Voices, Student Choices 2022



Encouraging local philanthropy is an important goal for CFOC. To spark that interest, we engaged our youth. Student Voices, Student Choices is a program for high school students to focus on local needs, suggest solutions and encourage them to become community leaders.

The first Student Voices, Student Choices was held on the evening of November 21, 2022. The event brought together four teams from local high schools — Cherry Valley-Springfield, Edmeston, Gilbertsville-Mount Upton, and Richfield Springs.



Students presented ideas to a community audience and a panel of five judges: Darren Reisberg, President, Hartwick College; Cynthia Andela, President of Andela Products; Gary Kuch,
Director, Clark Foundation
Scholarship Program; Josh
Rawitch, President, National
Baseball Hall of Fame and
Museum; and Gretchen Sorin,
Director and Distinguished
Professor, Cooperstown Graduate
Program and author/director.

Each team represented their community beautifully. Gilbertsville-Mount Upton was awarded first place and \$5,000 for the Regional Food Bank of Northeastern New York's Backpack Program that provides food to many schools in Otsego County. Cherry Valley-Springfield was awarded \$3,000 for OCCA to replant fruit trees in Cherry Valley and Springfield. Edmeston received \$1,000 for their school's Backpack Program and Richfield Springs also received \$1,000 for their school's Leadership Team, which is educating fellow students on the harmful nature of Native-American mascots.

"Thank you very much for allowing our school to participate in an amazing evening," said one student advisor when the night was over. Said another, "The students really seem to feel activated and empowered!"

CFOC's goal for 2023 is to expand Student Voices, Student Choices to more county high schools. After a phenomenal first time, we expect the event to only get better.

## NONPROFIT AWARDS 2022

The 2022 awards totaled \$153,251, with an added \$15,000 from an anonymous donor to the Oneonta Warming Station, and another \$10,000 for "Student Voices, Student Choices," for a grand total of \$178,231.



**The Arc Otsego \$5,500** Assistance for those with intellectual and other disabilities.

**Bugbee Children's Center \$2,500** Child care facility for infants, through school age/summer camp.

**CADE** (Center for Agricultural Development and Entrepreneurship) **\$10,000** To help develop a vibrant, locally owned food system.



CANO (Community Arts Network of Oneonta) \$10,000 To help develop a new generation of arts managers.

#### CANO

**\$6,000** To sponsor the 2022 Oneonta Juneteenth Festival.

**Catskill Symphony Orchestra \$7,500** In support of professional performances of symphonic music.

Catholic Charities (for the Oneonta Warming Station) \$10,000 Assistance to those without adequate winter shelter and food.

CFEE (Cooperstown Foundation for Excellence in Education) \$1,500 To help enhance and develop Cooperstown educational opportunities.

**Cherry Valley Art Works \$2,500** To promote art, culture and community in Cherry Valley.



Family Resource Network \$10,000 Assistance for special education and mental health services.

Friends of the Oneonta Community Health Center \$6,600 To help provide care for uninsured individuals and families.

## Greater Oneonta Historical Society \$11,000 To help preserve and present the heritage of the city and the town of Oneonta.

**\$7,525** To assist in building simple, decent homes for local families.



**Helios Care \$7,500** To aid hospice and palliative care, caregiving, and grief support.



## Otsego Rural Housing Assistance \$7,400 To help provide, preserve, and maintain decent, affordable

\$7,400 To help provide, preserve, and maintain decent, affordable housing in our rural, low-wage area.

#### Otsego 2000

**\$5,000** To protect Otsego County's environmental, agricultural, scenic, cultural, and historic resources.

#### Otsego Co. System of Care/ Dept. of Mental Health

**\$18,192** Mental health services and access to psychiatry, case management, and advocacy.

#### Pathfinder Village

**\$10,000** To assist individuals with Down syndrome and developmental disabilities.

#### **YMCA** of Oneonta

**\$7,500** In support of community programs focused on youth development and healthy living.

## **Unadilla Community Farm Education Center**

**\$3,000** To support sustainable ag training and supply fresh produce to low-income communities.

#### **United Way**

**\$7,500** To support the health, education, and income security of all citizens in our communities.

#### **Worcester Free Library**

**\$500** To support lifelong learning, and strengthen our communities.

## SELECTED AWARDS AT WORK



#### The Oneonta Planning Committee, in partnership with CANO, put on the 2022 Juneteenth Festival in Neahwa Park.

Juneteenth 2022 celebrated Black culture, local Black businesses and Black performers, and drew over 500 people.

Organizer Diandra Sangetti-Daniels said, "supporting and growing the Black community in Otsego County is necessary to increase the well-being of all residents, starting with uplifting and supporting the most vulnerable and historically excluded communities."

She added, "We are always excited to share the collective work that is Juneteenth, and we welcome everyone to experience the joy of the festival."





#### The Orchestra used its award to buy computers to improve ticketing and fundraising.

The Orchestra had 740 attendees at concerts in March and May of 2022. During the March Fundraiser it processed silent auction winner payments and accounted for over \$20,000 in donations for the Guest Conductor contest. The equipment was used to check in concert attendees, to sell early subscriptions at the May concert, and to sell 250 tickets quickly through the new admission process for both concerts that spring.

Executive Director Ryan
West Geraghty said, "CFOC has
provided valuable resources and
connections for nonprofits and
small businesses in Otsego County.
It's easy to communicate with,
accommodating, and supportive."



## The Worcester Free Library used its award to purchase books for homebound senior citizens.

The book delivery program provided donated books, some in large print, to seniors at home. Some books remain in the seniors' hands, and some books continue to circulate, providing ongoing benefits to homebound readers.

Librarian Anne Nassar said, "One of our patrons is quite elderly and unable to come to the library in person. She sent me a list of books she was interested in, and we discussed their merits on the phone. I then bought some of those books using grant money. I feel like her life has improved because she now has reading material and a new friend."



## SELECTED AWARDS AT WORK



#### Pathfinder used its award to help the Healthy Foods Prescription Program

The Mobile Market distributes fruit and vegetable prescriptions (F&VRx) to 59 eligible patients weekly. Patients receiving food prescriptions have diagnoses of obesity, hypertension, diabetes and pre-diabetes. Seniors make up the largest cohort of enrollees. The Pathfinder Produce team drives an average 215 miles weekly delivering fresh, healthy foods to persons with chronic medical conditions.

Lori Grace, Director of Development, says, "As an innovative organization focused on creating opportunities and working with community partners, we hope to work with CFOC on other initiatives to enhance the quality of life in Otsego County."





## Habitat for Humanity used its award to buy new tools.

Overall, Habitat has built 37 houses in Otsego County. Several years ago, it received a donation of land on NY Route 205 which was then subdivided into nine separate lots. Each lot fronts on a new road Habitat built and turned over to the Town of Oneonta. There are now four completed houses on McFarland Road, with one that needs just a few more touches to be completed and two more (#6 and #7) now being built with new tools bought with the Foundation grant.

Habitat currently has three designated buyers, called "Partner Families" because they partner with Habitat to do the building. These families could not afford to buy a house on the open market and were living in unsuitable or unsafe housing. Buying a Habitat house will not cost them more than than 30% of their monthly income and is therefore affordable. Habitat absorbs all costs above that, relying on grants, donations, and volunteer labor.



#### Catholic Charities used its award to keep the Oneonta Warming Station operating.

The Oneonta Warming Station was open November 1, 2021 — March 31, 2022, for 151 nights. Of those nights, 101 were considered code blue nights (temperatures below freezing) and 50 were non-code blue nights. Through the season, 150 total guests stayed in the warming station — 104 men and 46 women. There were 2,092 bed nights in the station between November and March; an average of nearly 14 people per night were sheltered.

"I'd like to express my gratitude for the grant from the Foundation," said Christy Houck, Executive Director. "The support allows us to continue to assist those in need who use the warming station in the winter."



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#### \$25,000 and above

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"I am impressed by your outreach in the county and beyond. It is great that you are getting support in all these endeavors to make Otsego a better place for all."

Elizabeth Humes

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Staff Works Fund Gail Wolney

Volunteers

Larry Bennett Linda Drake Doug Glucroft Elizabeth Horvath Erin Quirk Addy Schneider Mike Stein Dan Sullivan Cynthia Walton-Leavitt

## DONOR STORIES

#### Lynne and Kai Mebust, Cooperstown

When Lynne and Kai Mebust moved to Cooperstown in June 2000 for Kai's 3-year Bassett Hospital residency they expected to stay a few years and move on. Instead, they fell in love with the community. 23 years later, they



have a history of service in many volunteer roles for numerous organizations. That dedication also led them to become Founders of the Community Foundation.

For Lynne, raising three children drew her into volunteer roles at Cooperstown Central School. She also served on the Village Parks Board and two terms as an elected Village Trustee.

Lynne said, "Within two weeks of moving in we felt more at home here than anywhere we'd ever lived. We knew we wanted to build our family's life in Cooperstown. I felt so welcomed and had so many opportunities to engage with my community members in so many meaningful ways."

#### Eva Davy, Westford

In her thirty-year career as a scenic artist for film, television, and stage, Eva Davy gave form to ideas. It's what drew her to the Community Foundation of Otsego County.

"What struck me about the CFOC is its focus on making an immediate impact on important



issues that face Otsego County," Eva said, from home in Westford, where she's been since 1990.

"I fell in love with Otsego County the moment I saw it," she recalls. Now retired, Eva has shifted her skills to designing and planting extensive gardens that merge with the native landscape. "This is a special place, my evolving stage and constant joy. The natural resources here are spectacular."

"Harry Levine (CFOC Board President) approached me about the Foundation at its beginning. The Foundation's goal to create a better Otsego County for all aligns with what I want to see. I want to see Otsego County thrive and succeed going forward."

#### Meadow and Eleanor Spencer, Westford

While out to dinner with their family, Meadow and Eleanor Spencer, of Westford received gifts of money. While talking about what to do with their gifts, their parents offered the idea of donating the funds to an



organization that helps people.

They explained that not every family is fortunate enough to be able to bring their children to a restaurant. After learning how the Community Foundation helps people, especially children, the girls were eager to make a difference with their money. It was their first ever donation, and they say they'd like to continue their philanthropy.

From Meadow (above left) after speaking with Eleanor on why they donated and will donate again: "So kids that don't have everything they need can reach for the stars."

## MORE DONOR/SUPPORTER NEWS

Mina Aramini, Cherry Valley Since completing her CFOC fundraising swim two years ago, and raising \$2,700 for CFOC, Mina has been quite busy.

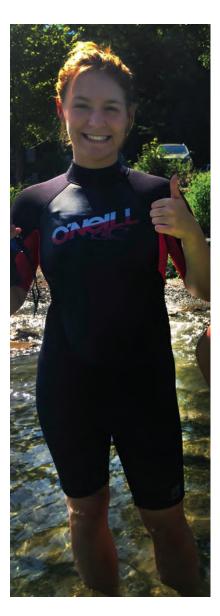
She is an honors student at Cooperstown High School, graduating at the top of her class. She has competed in swimming, track, and soccer, and made the All Star teams.

She performs in the Otsego All County Music Festival playing her clarinet every year and enjoys meeting the many musicians along the way.

During the school year she works at Clark Sports Center as a lifeguard. She has worked for Springfield Landing each summer and lifeguarded and taught swim lessons for their summer program. She worked with a group of kids last summer to teach them to swim the width of Lake Otsego. She says, "The kids successfully completed their swim and were so proud of their accomplishment. Watching their excitement reminded me of my own swim."

She is a member of the National Honor Society, Math Honor Society, English Honor Society, and Social Studies Honor Society.

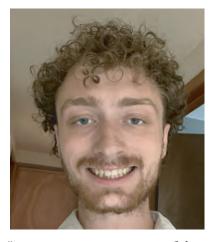
Mina has already been accepted into the New Visions medical program. Her plan is to become a nurse anesthetist, and as a rising senior she is currently looking at colleges.



"I would love to work again with the Community Foundation and hope there's an area or event I can help out with this year."

Mina Aramini

Owen Romancik, SUNY student, and CFOC student board member for 2022, interning in the Leadership Development Program.



"My time serving was one of the most valuable experiences I've ever had. When I first came to CFOC, I didn't know what to expect, but I was met with warm welcomes and happy smiles. CFOC showed me the value in engaging with your community and how it improves the quality of life for everyone.

I hope to find a career that also makes me feel like I'm making a difference, even if small. The things I learned about focus, leadership, and communication, I didn't learn in the classroom, I learned here. It was truly an honor to serve on this board."

## 2022 INVESTMENT FUND NEWS

#### News for nonprofits: What is a Nonprofit Partner Investment Fund?

Does your organization have a cash reserve you consider a "rainy day" fund but you have never needed? Do you have cash that has accumulated over time but is not enough to establish an investment program? Has a donor left a legacy gift and now you must decide what to do with it? Have you been unable to accept a gift of appreciated stock or an asset such as real estate?

CFOC has a program for your organization. Our Nonprofit Partner Investment Fund gives you the opportunity to be a good fiduciary with your assets. It is designed to help local nonprofits with investment management, accepting gifts from supporters, and monitoring your investment activities.

This program can:
Do your investing, accounting, and gift processing so you can focus on your mission; help you establish an endowment fund to give your organization permanence and sustainability; enable you to receive complex gifts, bequests, and credit card payments; allow you to take advantage of our investment options and our investment supervision; create a fund in your organization's name, and take advantage of the services offered under this program.

#### The Cooperstown Food Pantry Fund



The Cooperstown Food Pantry was established in 1977 to address food insecurity and poverty across northern Otsego County.

The pantry welcomes individuals and families from the 18-township area that makes up the northern half of the county, providing a five-day distribution of food, three meals per day, for each person in a household.

The pantry provides nutritious shelf-stable food items, fresh fruits and vegetables, fresh meat and dairy items, and personal care items that are costly, but contribute significantly to a healthy life. Day to day operations are largely carried out by volunteers who work directly with clients.

As a member agency of the Regional Food Bank of Northeastern New York, the pantry receives a majority of food and personal care items it distributes from the Regional Food Bank.

The partnership allows the pantry to leverage financial donations: a \$1 donation can buy approximately \$10 worth of food from the Regional Food Bank.

#### Join the Schlather Legacy Society and Support Our Otsego County Community

Joining the Schlather Legacy Society is an excellent way for you to support and leave a lasting legacy for causes you care about.

The first step is to identify the part of your estate that you would like to allocate to continuing your charitable intentions. These bequests can take several different forms and you can select which best fits your interests.

One significant benefit of making a gift by bequest is that it allows you to continue to use the property you will leave to charity during your life.

We encourage those naming the Community Foundation of Otsego County in their will, trust, or beneficiary designation to complete a Statement of Intent with us describing the purpose(s) of the bequest. The statement will be kept on file at the Community Foundation and may be updated as your thinking or circumstances change.

We'd love to talk with you further. You can start at cfotsego.org/create-a-legacy, or call Jeff Katz, Executive Director, at (607) 286-3750.

## FINANCIAL REPORT

Financial report as of 12/31/2022. Prepared by Johna M. Peachin, CPA

#### FINANCIAL POSITION AS OF DECEMBER 31, 2022

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Unrestricted Cash	\$ 300,476
Restricted Cash	377,853
Pledges Receivable (< 1 year)	317,051
Total Current Assets	\$ 995,380
Pledges Receivable (> 1 year)	\$ 270,529
Investments	1,594,963
Total Non-Current Assets	\$ 1,865,492
Organizational Costs and Website	17,072
TOTAL ASSETS	\$ 1,877,944

#### LIABILITIES AND NET ASSETS

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Accounts Payable	\$ 10,219
Agency Payable	286,359
Total Liabilities	296,578
Without Donor Restrictions	622,169
With Donor Restrictions	1,959,197
Total Net Assets	\$ 2,581,366
TOTAL LIABILITIES AND NET ASSETS	\$ 2,877,944

#### STATEMENT OF ACTIVITY FOR FISCAL YEAR 2022

#### **CONTRIBUTIONS**

Restricted	\$ 186,034
Unrestricted	190,186
Total Contributions	\$ 376,220
Gain (loss) on Investments	(174,183)
Interest Income	77
Total Revenues, Gains and Other Support	\$ 202,114

#### **FUNCTIONAL EXPENSES**

Program  Management and General		175,083 156,318	
Total Functional Expenses	\$	331,401	
INCREASE (DECREASE) IN NET ASSETS	\$	(129,287)	

NET ASSETS AT THE BEGINNING OF 2022	\$ 2,710,65
NET ASSETS AT THE END OF 2022	\$ 2,581,36

During the year, we issued \$153,231 in awards. Total contributions of \$376,220 do not include pledge payments during the year that were previously reported as income. Management and general expenses increased significantly as we hired our first full time executive director. Management and General includes all program-related work hours.







COMMUNITY IS PLANTING, NURTURING, AND SHARING.
HERE, STUDENTS FROM CHERRY-VALLEY SPRINGFIELD HIGH SCHOOL,
WINNERS OF \$3,000 IN THE 2022 "STUDENT VOICES, STUDENT CHOICES"
COMPETITION, PLANT TREES IN THEIR COMMUNITY.

SUPPORTING THE COMMUNITY FOUNDATION OF OTSEGO COUNTY
HELPS CULTIVATE A BETTER FUTURE FOR US ALL.

#### **EMAIL**

CONTACT@CFOTSEGO.ORG

#### WEBSITE

CFOTSEGO.ORG

#### **FACEBOOK**

FACEBOOK.COM/CFOTSEGO

#### **LINKED IN**

LINKEDIN.COM/COMPANY/ COMMUNITY-FOUNDATION-OF-OTSEGO-COUNTY/

#### MAIL

COMMUNITY FOUNDATION OF OTSEGO COUNTY P.O.BOX 55, SPRINGFIELD CENTER, NY 13468

For more information, for news, to donate and to apply for awards please visit CFOTSEGO.ORG