GRATITUDE REPORT

FY2020

Cornerstone
Montgomery
Our Vision
Bearers of hope, guiding people to their full potential and a meaningful life of their choosing.

Our Mission
Cornerstone Montgomery empowers people living with mental health and co-occurring substance use disorders to live, work and integrate successfully within the community.

Our Values
- We care for and respect the people we serve.
- We serve as allies in their self-directed recovery process.
- We offer an individualized continuum of care including housing, day program, case management, employment and clinic services.
- We implement effective, evidence-based services.
- We provide expert knowledge of community based resources.
- We value employers as customers in order to ensure that the people we serve find, get and keep jobs.
- We collaborate with other providers as part of integrating health and wellness.
- We lead a public advocacy program through educational activities, expert testimonials and government relations.
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Dear Friends,

I have been so inspired by the resiliency of our clients, staff and community during the COVID-19 pandemic – we’ve had to completely shift the way we do our work and you not only stepped up to the challenge, you exceeded every expectation.

We pivoted quickly to telemedicine to ensure that our clients had uninterrupted access to their treatment teams. Members of our community donated masks, gloves, gowns, hand sanitizer and disinfectant wipes to ensure the safety of our clients and staff. When our residents shared that the isolation was impacting their mental health, you donated coloring books, games and other activities to help alleviate the stress. We have been overwhelmed and humbled by the generosity of our neighbors and it is heart-warming to see our community come together like this!

Everything changed this year – and at our core, everything stayed the same.

Cornerstone Montgomery empowers the people we serve to live the life of their choosing - to find housing, have a job, meet new friends and have a family. They can pursue their own vocational goals. They can live in supervised housing or move out on their own. They can work towards sobriety. They can seek that special someone in their life.

At Cornerstone Montgomery we believe that it is all possible - and we see it every day in the resiliency and success of the people we serve. This year, over 90% of our clinic clients said their symptoms were stable or improved, resulting in fewer hospitalizations. In 2020, Cornerstone Montgomery maintained an average of 55% employment rate even with the increase in job layoffs and fewer new jobs because of COVID. We have helped over 97% of our Supported Living clients find and maintain stable housing which helps people find jobs, stay sober, and have a life of their choosing. Cornerstone Montgomery truly is a Bearer of Hope.

Cornerstone Montgomery will reach an important milestone in 2021. It is our 50th Anniversary and we are so hopeful for our future. As a leader in behavioral health services, we will continue to add to our cutting-edge programs, including expanding our Assertive Community Treatment team and offering Same Day access to therapists in our clinics. We will also be upgrading our residential properties and our three administrative facilities, in particular our Bethesda Hub. Our agency has grown significantly since the Bethesda Hub opened in 1992 and the space no longer meets our clients’ or programs’ needs. We are renovating this facility to provide a more healing, collaborative and welcoming environment that also increases treatment space to serve at least 100 more clients each year. Your support makes all of this possible. You know that treatment works and by supporting Cornerstone Montgomery you are changing lives. Thank you.

Cari Guthrie Cho, LCSW-C
President and CEO
Cornerstone Montgomery is the largest and most comprehensive mental health organization in Montgomery County.

Cornerstone Montgomery’s Board, staff and volunteers all believe to their core that every human being deserves the right to live, work and be part of their community...including people with mental health and substance use disorders. These inalienable rights are supported through services offered in 88 locations throughout Montgomery County, MD -- from housing and crisis services to vocational supports and Mental Health First Aid.

A dedicated 342-member staff is reinforced by more than 100 volunteers and 300 business partners. Our collective goal is to guide people to their full potential and a meaningful life of their choosing - whether it is getting their own apartment, landing their dream job, or selling their artwork for a living we know that when you give people hope, the sky becomes their limit!

We are unwavering in our commitment to helping people, and we are grateful each day that public and private supporters allow Cornerstone Montgomery to build a stronger, healthier community.

We are an independent, nonsectarian, nonprofit 501 (c)(3) organization with the capacity to serve over 2,500 adults and transition aged youth who are living with severe mental illness and co-occurring mental illness and substance use issues.
Our Programs

**Psych Rehab**

**ITCOD, Foundations. Residential, Supported Living**
Providing daily living skill development and coaching to build confidence and competence in daily life. Providing comprehensive services to individuals living in our residences or on their own in the community.

**Integrated Health**

**Health Homes**
Helping to improve the health of individuals with chronic health conditions by offering enhanced care coordination services from providers with whom they regularly receive care.

**Crisis Services**

**Fenton McAuliffe, Layhill and Granby Houses**
Community based alternatives to inpatient hospitalization for people in acute psychiatric crisis. 24-hour counseling and crisis stabilization residences in suburban single-family neighborhoods.

**Case Management**

**Montgomery County Case Management and Housing Facilitation**
Providing management and housing related services and supports for people not otherwise eligible for services in the public behavioral health system. Staff provide linkages to community based services and resources.

**Clinic**

**Rockville, Bethesda, Silver Spring Outpatient Mental Health Clinics**
Providing a full range of mental health, psychiatric and therapeutic treatment services. Our OMHCs serve clients of Cornerstone Montgomery's other programs as well as members of the community.

**ACT**

**Assertive Community Treatment**
Providing evidence based services to improve outcomes for people with severe mental illness who are most vulnerable to homelessness and hospitalization.

**Vocational**

**Back to Work and Transition Aged Youth Services**
Our vocational program helps people recovering from mental illness find, get and keep employment. Employment rates are nearly 3 times higher than the national average. Our Transition Aged Youth program works with individuals between the ages of 16 and 25 who are transitioning from high school to the next phase of their life.

**Training**

**Cornerstone Montgomery is accredited as a National Continuing Education Unit (CEU) provider for educational programs for social workers and licensed counselors.**
“For me, it’s good to have a job coach so they can help me prepare for an interview. Getting a job is great because I can help out my family!”
“Work has helped me become more independent with my money. It gives me hope to be independent in the future.”
“I know I am doing the best that I can, even when I struggle and I shouldn't be so hard on myself when it doesn't work out.”
Community Support Services

“Cornerstone Montgomery has definitely changed my life. I can be independent and pick and choose how much support I need at any given time.”

96% of Clients Have Stable Housing

21 Clients Moved to More Independent Living

95% of Clients Remained Out of the Hospital

219 Individuals Served
“People enjoying my art helps me realize that the feelings I have are not only part of me, but part of the whole world and that I am not alone.”
Outpatient Mental Health Clinics

94% of Clients Were Not Hospitalized

1505 Individuals Served across 3 Locations

“Telehealth has helped me feel more connected and less alone during the pandemic. Having access to staff has been a life-saver for me.”

95% of Clients Have Stable Housing

77% of Clients Involved in Work or Other Daily Activity
“Before coming to Cornerstone Montgomery I didn't have much hope, but now I am looking forward to seeing my grandkids grow up.”

19 previously homeless individuals gained housing.

46 New Admissions

116 Individuals Served

86% of Clients Remained in the Community
Social Media Reach

LinkedIn: 846 Followers

Facebook: 1,238 Followers, 1,168 Page Likes

Twitter: 508 Followers

Instagram: 250 Followers

22,916 Visitors in FY19
The 2019 Champions and Legacies Celebration recognized Legacy Honoree Doug Duncan, President and CEO of Leadership Greater Washington for his advocacy on behalf of mental and behavioral health. Mercy Movers, Signarama Silver Spring and Jacqui Crocetta were also honored as Workforce Champion Partner, Employer and Volunteer of the Year. The Breakfast celebrates Cornerstone Montgomery’s Vocational Program and its 300 business partners for helping more than 750 adults and transition aged youth who are recovering from mental health disorders choose, find and keep employment.

Cornerstone Montgomery’s Annual Thanksgiving Dinner at Saint Mark Presbyterian Church is a highlight for our clients. Clients share a traditional holiday meal supported by generous friends and prepared and served by our staff, Board and dedicated volunteers. Entertainment through song, dance and poetry is provided by clients and staff.

Whether working as an artist, providing administrative support, participating in shows or managing shows in a professional gallery space, clients working through Studio In-Sight are earning income and developing professional skills and networks. While staying safe during the COVID-19 health crisis, Studio In-Sight offered its first virtual show.

Cornerstone Montgomery was named 2019 Nonprofit of the Year by the Rockville Chamber of Commerce for “proven success in creating a lasting and beneficial impact for all residents and setting a strong example for other non-profits in the community.”
Our clients, staff and Board members participate in a variety of activities to advocate for mental and behavioral health. Whether speaking in our community, testifying on behalf of legislation, hosting elected officials or joining forces with our peers in DC on Hill Day, Cornerstone Montgomery works to ensure that our leaders know that recovery is possible and that it is critical to support funding for community based programs.

Our Vocational Program volunteers help our clients practice interviewing, polish their resumes and learn important on-the-job skills. Business Mentors work with our Vocational Staff to learn more about the “business world.”

Community support was critical to Cornerstone Montgomery during the COVID-19 health crisis and our generous neighbors helped us continue to work to safely provide the critical support and services our clients depend upon without interruption by donating 9,000 masks, 3,200 N95 masks, 1,613 face shields, 40,000 gloves, and many gallons of sanitizer/disinfectant, as well as soap, ear savers, and thermometers and games, puzzles and art supplies for our clients.

We have grown significantly since our Southport Hub opened in 1992. In 2020, we began renovating this facility to serve at least 100 more clients each year in a healing, supportive and welcoming environment. We are grateful for the generosity of our community in supporting this $2.5 Million Capital Campaign as we look forward to our 50th Anniversary in 2021 and beyond.
Our Volunteers and Interns

We gratefully acknowledge the commitment and generosity of our volunteers and interns. Cornerstone Montgomery’s Internship Program offers opportunities to gain valuable skills and insights as participants work toward their educational and career goals. The following individuals and groups have given the gifts of time and talent to our clients in Fiscal Year 2020 (July 1, 2019 – June 30, 2020)

Koki Adasi
Lauren Adelman
Aronson LLC
Marius Bajrami
Blanken Photography
Marisa Briefman
Ched & Jenny Bradley
J. Brennan
M. Brennan
Josh Burton
Gayle Byrne
Marla Caplon
Jenica Cassidy
Heather Chesiyna
Emily Cho
Samantha Cho
Christopher Coger
Jane Coggins
Bernadette Cosgrove
Catherine Costopoulos
Megan Coursey
Madeline Cox
Kathy Cuddapah
Issa Dianda
Sarah Dwyer
Laura Edwards
Gamal El-Masry and Family
Erkan Erdem
Varda Fink
Ashley Freeman
Soma Ganesh
Liz Gatti
Josie Gatti
Mia Gatti
Jane Greenberg

Dayna Rosenthal-Goldsmith
Kathryn Guzzey
Shannon Harris
Jessica Hitchcock
Alison Kirsch
Suzanne LaFauce
Emily Lanford
Hogan Lovells
Laura Kay-Roth
Jon Kia
Lawrence Kotchek
Priya Malandi
Tami Mark
Courtney Markey
Rebecca Urland Monzi
Victoria Moon
Carlos Mora
Emily Nathlich
June Nolan
Michael Orleans
Amber Alice Rexrode
Steve Ritter

Mark Robins
Elizabeth Rodgers
Craig Roth
Saint Mark Presbyterian Church
Wendy Sahlí
Randi Santana
Ivanna Santos
Suzanne Simpson
John Spears
Bayan Al Sulaihat
Ellen Tillman
Gabrielle Vetter-Taaffe
Vidhya Vijayakumar
James Washington
Beulah Williams
Jaime Willis
Barbara Wood
Melissa Wu
Celia Young *

*in memoriam
Our Donors

Our generous donors play an important role in sustaining the programs and services Cornerstone Montgomery offers. We thank all of the individuals, corporations, foundations and organizations who supported our mission and invested in the lives of our clients, with additional thanks to those who contributed $250 or more during Fiscal Year 2020 (July 1, 2019 – June 30, 2020).

$20,000 +
William S. Abell Foundation
Alan & Amy Meltzer Family Foundation
The Morris and Gwendolyn Cafritz Foundation
The Community Foundation of Greater Washington
Gary Kain in memory of Michael Kain
The J. Willard and Alice S. Marriott Foundation
Maryland Department of General Services
Terrapin Pharmacy & Medical Equipment
The Substance Abuse and Mental Health Administration (SAMSHA)

$10,000+
Yun Chien & Linda Chang
City of Rockville
DataLab USA

$5,000 +
Kenneth Dreyfuss in honor of Lillian Litton
The HSC Foundation
KPMG
The Pettit Family Charitable Foundation

$1,000 +
Anonymous (2)
Richard & Judy Arndt
The Bernard Family Foundation
Bethesda - Chevy Chase Rotary Club
Briana Black & Jonathan Stovall
CareFirst BlueCross BlueShield
The Catalyst Foundation
Ched & Jenny Bradley
James & Mary Charbonneau
Cari Guthrie Cho
Colgate Research Center
Combined Federal Campaign
John C. Davis Construction
The Dimick Foundation
The Enterprise Foundation
Varda Fink
Aline Fisher
Foer’s Pharmacy
Greater Capital Area Association of Realtors
Edward & Deborah Hammerstein
IMF
Ijaz Khan & Ruth Murray
Michael Kator
Lerch, Early & Brewer
Arnold & Deborah Lerman
The Lester Poretsky Family Foundation
McGriff Insurance Services
Jennifer Martin
The Meltzer Employee Giving Fund
Mary Mowatt
Michael & Michelle Neary
Network for Good
Bill Norwood
Gino Parisi
PayCom
The Perraut Family Fund
Andrew & Betsey Poulos
The RMR Group
Mark Robins
Martin Safer & Carolyn Lichtenstein
Saint Luke’s Episcopal Church
Saint Mark Presbyterian Church
Simpson Law PA
John & Pamela Spears
Synchrony Financial
Ultra Care Pharmacy
Peter White
Tony Wolf

$500+
Pennie & Gary Abramson
Anonymous (5)
Mary & David Abe
Koki Adasi
Arch Insurance Company
Aronson LLC
Lonette Aronson
AT&T
David Bachrach
Eileen Cahill
Diana Callender
CCI Health & Wellness Services
Chesapeake Employers’ Insurance Company
Faye Coddington & Steven Miller
Philip & Rosemary Collyer
Phoebe Gilchrist
Hank & Bonnie Heller
Herve Joly
Lisa Katz
Heather Kaye
Jon Kia
Knights of Columbus, Maryland State Council
Ben Kramer
Isiah & Catherine Leggett
Shu & Roger Lew
The John & Effie Macklin Charitable Fund
Joe Mitchell
New York Life Insurance
North Bethesda United Methodist Church
The Novello & Sprague Charitable Giving Fund
Annette Rauh & Gamal Zaki El-Masry
RBC Wealth Management
Saint James’ Episcopal Church
Steven Ritter
Margaret Roper & Clifford Johnson
Robert Schrier
Kathleen Smith
Suburban Hospital/Johns Hopkins Medicine
Paula & Frank Tontala
Brian Tracey
Rebecca Tsang
Steven Weisel

$250+
Anonymous
The Amazon Smile Foundation
Mary Leary Arkin
Atsuko Blevins
Aldrin Ceballos
Laura Edwards & Ivy Martin
Ashley Freeman
Erika Friedmann
Stephanie & Neel Gearhart
Scott Green
Gifts In-Kind
Aronson LLC
Bethesda North Marriott Hotel & Conference Center
Blanken Photography
Chouquette
Edge Floral Design
EventJournal
Google Basics
Hogan Lovells
Keep Interacting
The Olney Theatre Center
The RMR Group
Stone Lyons Media

We thank the many friends, community organizations, companies and agencies who donated PPE and other gifts-in-kind to support our clients and staff during the COVID-19 health crisis
Anonymous (1)
Angela Anderson
Harriet Bender
Cathy Blumhorst
Usa Bunnag
CareFirst BlueCross BlueShield
Phillip Castagna
Charlene Chu
Bethesda-Chevy Chase Rotary Club
Barbara Enrique
Varda Fink
Foer’s Pharmacy
Bryce Greenberg
Rose Guthrie
Susan Healy
Sarah Horick
Intelligent Automation, Inc.
Lisa Katz
Marnie Keller
Becky Kirk
Leadership Montgomery
Jane Jefferts
Sally Lemond
Jennifer & Len List
Local Behavioral Health Authority
Lutheran Church of St. Andrew
Helen Mao
Tami Mark & Ted Goldstock
Maryland Works
MoCo MaskMakers
Marta Montoro
National Council of Behavioral Health
Nancy Pendery & Howard Schwartz
Rocio Perez
Project Repat
Jessica Rosenbert
Amy Ruddle
Andrea Schewe
Deborah Solomon
Michelle Solomnik
John & Pamela Spears
St. Luke’s Episcopal Church
Fran Thompson
Tieks by Gavrieli
TISTA Science and Technology Corporation
Maggie Wang
Melanie Wang
Kristen Webb
Meg Weinschenker
Kim Wooding
James & Mary Charbonneau
Yun Chien & Linda Chang
Cari Guthrie Cho
Faye Coddington & Steven Miller
Catherine Costopoulos
Pam & Andrew Cudahy
Richard & Carolyn Dodd
James & Linda Duvall
Gamal El-Masry & Annette Rauh
John & Anne Elsbree
Roselyn Fenton
Varda Fink
Livia & Miguel Gatti
Phoebe Gilchrist
Marc & Elissa Ginsky
David & Rose Guthrie
Janet Healy & Paul Richman
Hank & Bonnie Heller
Benjamin Hendricks
Chet Hepburn & Felicia Carr
Gloria Higgs
Ronald & Lynda Honberg
Leslie Hunter
Herve Joly
Elke Jordan
Nandor Katz & Sharon Gelboin-Katz
Peter & Sue Kopperman
Lawrence Kotchek
Ben Kramer
Devika & Anantha Krishnan
Mary Kundrat
Erik Ledbetter
Isiah & Catherine Leggett
Arnold & Deborah Lerman
Andrew & Sandy Levy
Connie Locraft
David & Diane Love
Cathy Lyon
Diane Mayer
Mary Miers
Alan & Amy Meltzer
Laurence Miller
Julia Misplon
Rebecca Urland Monzi & Alessandro Monzi
Mary Mowatt
Michael & Michelle Neary
Donald Park & Alixe McNeill
Gino Parisi
Richard & Joan Patchett
Nancy Pendery & Howard Schwartz
Mary Jane Perraut
Edward & Stephanie Porter
Andrew & Betsy Poulos
Louis & Maria Ratino
Legacy Society

We honor the following individuals for remembering Cornerstone Montgomery with gifts in their wills or estates:

Anonymous
Ched & Jenny Bradley
Cari Guthrie Cho
Faye Codding & Steven Miller
Kenneth Dreyfuss in memory of Lorraine & Edmund Dreyfuss
Varda Fink
Jean C. Newman Trust*
John & Pamela Spears
Alice Rafferty Trust*
Sally West*
*in memoriam

Cornerstone Montgomery is grateful for each and every contribution and has made every effort to ensure the accuracy of these acknowledgements. If an error or omission has been made, please contact the Development Office at 240-614-4266.
# Financial Statement

For the Year Ended June 30, 2020 (in thousands)

## Revenue

<table>
<thead>
<tr>
<th>Revenue</th>
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<tbody>
<tr>
<td>Contracts and Fees</td>
<td>$22,978</td>
</tr>
<tr>
<td>Contributions</td>
<td>$3,137</td>
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<tr>
<td>Other Income</td>
<td>$369</td>
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<tr>
<td>Investment Income</td>
<td>$48</td>
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<tr>
<td><strong>Total Revenues and Support</strong></td>
<td><strong>$26,532</strong></td>
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## Expenses

**Program Services**
- Specialty Services: $11,287
- Community Services: $5,152
- Clinical and Medical Services: $4,523
- **Total Program Services**: $20,962

**Supported Services**
- Management and General: $4,572
- Fundraising: $367
- **Total Supporting Services**: $4,939

**Total Expenses**: $25,901

## Statement of Financial Position as of June 30, 2019

(in thousands)

<table>
<thead>
<tr>
<th>Liabilities and Net Assets</th>
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</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$3,862</td>
</tr>
<tr>
<td>Accounts Receivable Net of Allowance</td>
<td>$3,059</td>
</tr>
<tr>
<td>Due from Related Parties</td>
<td>$108</td>
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<tr>
<td>Investments</td>
<td>$1,659</td>
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<tr>
<td>Deferred Lease Incentives</td>
<td>$1,148</td>
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<tr>
<td>Prepaid Expenses</td>
<td>$482</td>
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<tr>
<td>Net Property and Equipment</td>
<td>$15,773</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$479</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$26,570</strong></td>
</tr>
</tbody>
</table>

**Net Assets**
- Without Donor Restrictions: $13,490
- With Donor Restrictions: $1,334
- **Total Liabilities and Net Assets**: **$26,570**
Board of Directors

Ms. Briana Black, Esq.  
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Vice Chair  
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TMNCorp

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Ms. Rebecca Urland Monzi, Esq.  
Friedlander Misler

Ms. June Nolan  
Bethlehem Baptist Church, HUI

Dr. Barbara Wood  
Clinical Psychologist, Private Practice

Ms. Celia Young*  
Montgomery College (retired)

*In Memoriam
Bearers of hope, guiding people to their full potential and a meaningful life of their choosing

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