

Flourish

Time, Talent and Treasure Report 2018



PRESBYTERIAN
SENIOR LIVING

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FROM THE CHIEF EXECUTIVE OFFICER



Jim Bernardo
Chief Executive Officer

Dear Friends,

Thanks to you Presbyterian Senior Living (PSL) has flourished in 2018. Your generous gifts of time, talent and treasure have resulted in a stronger, more vibrant and more compassionate organization dedicated to serving seniors. Through your gracious acts of kindness, the lives of the seniors who have come to PSL for healthcare and housing services have been enriched.

This report is dedicated to each of you, our donors and volunteers who have made a contribution to PSL during 2018. Inside you will find recognition of the many donors, and information about the impact that volunteerism has on PSL. You will also find a few stories about our donors and volunteers highlighting only a sampling of the many ways in which PSL has become a better, stronger organization thanks to you.

While each gift is as unique as its donor, there are some overriding motivations that our supporters share: the desire to help serve seniors in need; the drive to support a greater quality of life for those residing on our campuses and in our affordable

living communities; and the concern for others which motivates them to help strengthen PSL through their contributions.

PSL is also fortunate to be able to count upon dedicated volunteers who share our commitment to our mission. Volunteers make the residents at PSL communities smile every day. Residents and staff team members look forward to the talents and time that volunteers share at our communities. Their commitment to the residents is a gift to those they encounter. The care they bring to the lives of the residents provides hope, help and comfort. A kind listening ear or a gentle holding of hands connects our spirits and unites our souls.

We are indebted to you, our generous donors and volunteers who help PSL excel every day. Your contributions of time, talent and treasure allow us to provide the diverse opportunities that complement and enhance the work of Presbyterian Senior Living.

A handwritten signature in dark ink that reads "Jim Bernardo".

Jim Bernardo
Chief Executive Officer

MISSION STATEMENT

Guided by the life and teachings of Jesus, the mission of Presbyterian Senior Living is to provide compassionate, vibrant, and supportive communities and services to promote wholeness of body, mind and spirit.

Donors





"It is so rewarding to see the wonderful culture that has developed to live the organization's mission and serve seniors in our community."

SERVE

Donors



Bill Moyer

Over the years, Bill Moyer, a resident of Green Ridge Village has played an enormous role in the growth of PSL as an organization. Not only has Bill been a generous monetary donor, but he has also donated his time as a volunteer by serving, supporting, and strengthening the organization. He has been a volunteer as a Board of Trustees member, a Board Chairman and a Board of Finance Committee member for years, and has served on many different committees over the years.

By being such a longstanding and involved member of the organization, Bill has had the opportunity to see PSL grow and evolve through the years. Bill says, "It is so rewarding to see the wonderful culture that has developed, to live the organization's mission and serve seniors in our community."

Bill and his wife, Joan, have demonstrated true leadership in their many years of generosity, which have most recently been highlighted when they provided lead gifts in the development of the Stephen Proctor Endowment for Resident Quality of Life.

Bill's talents were on full display when he served as PSL Board Chair, where he set the stage for the growth of PSL as a national leader. He still serves on the board today as an active committee member. "Bill and Joan both volunteer many hours of their time at Green Ridge Village," stated Jim Bernardo, Chief Executive Officer.

As a result of Bill's long-term generosity of time, talents and resources, PSL constructed Moyer House, named in his honor. Featuring one and two bedroom apartments, this building now provides a comfortable place to live for over 60 senior residents.

As a resident himself, Bill is able to see firsthand the way PSL has impacted the lives of the residents it serves. "I have seen the care and services PSL provides change lives time and time again," says Bill.

At Green Ridge Village, Bill has had the opportunity to collaborate directly with community management. This close relationship has enabled him to truly experience the way donor's time, talent, and treasure contribute to the community's daily operations.

"It is imperative to note that without all of the donors that support this organization, there would be no way to help these people. To secure the future, we have to continue fundraising so this journey can continue. PSL has had generations of caring for seniors and sharing compassion and kindness towards others, and I want nothing more than to see that continue for years to come."

"I know all the good that PSL does for the seniors they serve. The mission and foundation of the organization is something I will always hold in high esteem, and for that, I am willing to give back."

SUPPORT



Mary Burton

Mary Burton is a long time donor and supporter of Presbyterian Senior Living. Growing up in Lancaster, her first experience with PSL was during her childhood. As a girl, she would visit the residents of The Long Home, bringing treats and spending time getting to know them. She continued her visits to the home into her teenage years. During that time, Mary got the impression that The Long Home really took care of people who didn't have another home to be in and allowed them to thrive once again.

Later in life, Mary interacted with the Director of Mission Partnerships of PSL and got to thinking about how she could give back to a place where she held so many fond childhood memories. In addition to her memories of The Long Community, Mary stood behind helping the organization grow so they could continue to give care and comfort to the seniors who need it most. She hoped to provide support to continue making it even better than she remembered as a child.

Today, in addition to her generous donations, Mary continues to graciously host the Long Home Taste and Tour, a unique culinary fundraising event that has attracted hundreds of attendees to the grounds of her private home. "I know all the good that PSL does for the seniors they serve. The mission and foundation of the organization is something I will always hold in high esteem, and for that, I am willing to give back," says Mary.

When Mary reflects on why she believes it is essential for herself and others to give back to the community, she says the relationships with donors directly affect residents. Each donation given allows a resident to attend a new event or participate in a new activity. Donations provide building upgrades and equipment upgrades to ensure that residents are supported with the highest standard of care.

Mary is proud to see how far the organization has come since her first experience with The Long Home in her early childhood. She is so impressed to see the strides the community has made in expansion and improvements to now be able to support varieties of senior living care levels and access to affordable services to over 250 residents. Mary feels gratified and humbled to know that she has played a part in the success of PSL today.



“Investing in the future of the staff here is worth every dollar. Staff, especially high school graduates, often could use a helping hand to kick start their education in either college or a trade school.”

STRENGTHEN



Mr. & Mrs. Kuen Eng

There are many traditional ways in which donors support the needs of residents and staff at communities, but Mr. and Mrs. Kuen Eng expressed their generosity in a different and unique way. The Engs, residents at Ware Presbyterian Village's Vista Ridge, started a scholarship to encourage staff to pursue their dreams of higher education in 2015. The Engs met with PSL's Area Director of Resource Development to develop the scholarship's guidelines and application form. Today, the scholarship is available to all hourly staff at Ware in good standing and who want to pursue any form of higher education.

This fund assists employees with educational expenses such as workshops, tuition, certification or re-certification, and technical skills as well as classes taken in pursuit of any higher degree of learning such as an Associates or Bachelor's degree.

When asked why they decided to start the scholarship, the Engs explained they wanted to give something back to their new home and the community that has embraced them so warmly. “Investing in the future of the staff here is worth every dollar. Staff, especially high school graduates, often could use a helping hand to kick start their education in either college or a trade school. Education is the most valuable tool that someone can have, and we felt that since we have the means, we should help to provide opportunities for the staff that serves us so faithfully.”

A recent example of how this scholarship has benefited not only an individual but also the community as a whole is the 2018 recipient, the community's fitness director, Victoria Kates.

The Eng Scholarship provided her with an opportunity to continue her education and obtain her certification with the International Council on Active Aging Leadership in Wellness Management. In turn, this increased Victoria's ability to meet the needs of the residents through wellness in aging and allowed her to grow in her role as a staff member.

Through their kind and generous gift, Mr. and Mrs. Eng are making a meaningful impact on Ware Presbyterian Village.

DONORS

Donors play critical role in the provision of services by Presbyterian Senior Living. Through their gifts, they help to make possible enhanced services and enriching experiences for the residents. This list identifies those who have given generously to help Presbyterian Senior Living.

\$25,000 and Above

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Mr. & Mrs. Don Follett
Green Ridge Village Auxiliary
Ms. Carla Hendricks
Mrs. Joan Moyer
Mr. William S. Moyer
Quincy Cares Auxiliary

\$10,000 to \$24,999

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Thrift Shop

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\$500 to \$999

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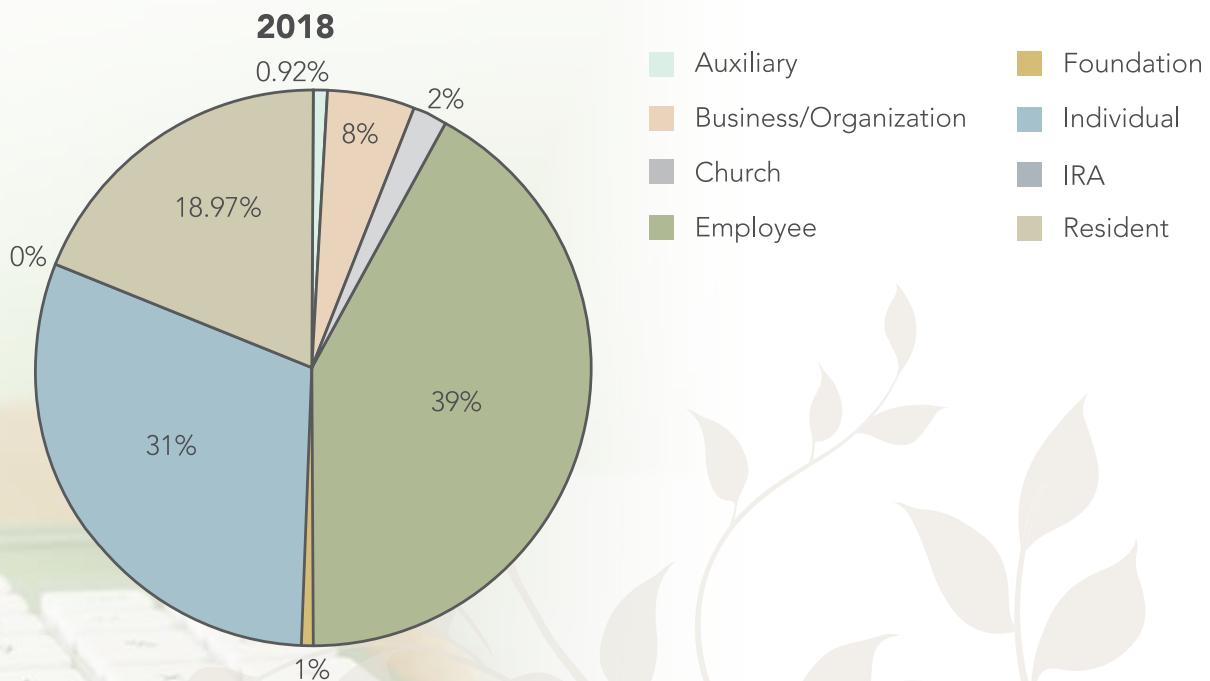
PERCENT OF DONORS BY TYPE

DONOR TYPE	2018 # DONORS	2018 % OF DONORS
Auxiliary	7	0.92%
Business/Organization	30	3.95%
Church	25	3.29%
Employee	421	55.47%
Foundation	4	0.53%
Individual	128	16.86%
IRA	0	0.00%
Resident	144	18.97%

Total

759

100%





Volunteers

"It feels great to be both a staff member and a volunteer. I love to give back to the residents in more ways than one, whether it's fixing something in their rooms to taking them on a trip down memory lane with a song..."



COMMITMENT



Jerry Prosser

Jerry Prosser has been a maintenance staff member at Presbyterian Village at Hollidaysburg (PVH) for forty years. During his time working at PVH, Jerry has had the opportunity to get to know many of the residents beyond being a passerby in the day.

Jerry started playing guitar 12 years ago when his son left his guitar at home after moving away. He picked it up and began to teach himself the basics. After he began to expand his skills, he invested in a nice acoustic guitar of his own. When Jerry started playing the guitar, it was simply for fun; he was not thinking about the profound impact that music can have for people.

While Jerry worked, he would often hum and sing songs. He slowly began to notice that when he sang a tune, the health center residents brightened up and engaged. At this time, Jerry decided to take his guitar skills to the public for the first time and expanded his role from staff member to volunteer.

"Jammin' Jerry" performs for residents two times per month and covers roughly 10 to 15 songs at each visit. "Some of the most successful songs I play are songs from Hank Williams and Johnny Cash, and songs such as 'You Are My Sunshine,' 'Hey Good Lookin',' 'Ring of Fire,' and 'Somewhere Over the Rainbow.'"

Jerry says that his time as a volunteer has been a growing and learning experience for not only the residents but also for himself. "It's different for me when I perform for the residents because I know all of them. It's an additional level of connection. At the end of the day, I know I've succeeded when I see residents singing along, humming or whistling to the tunes."

"It feels great to be both a staff member and a volunteer. I love to give back to the residents in more ways than one, whether it's fixing something in their rooms to taking them on a trip down memory lane with a song. I've never played outside of PVH and never for money. When I play for the residents of PVH, I just feel like I'm playing for a friend. The reward is in their response."

"You don't need to have a lot of cognitive skills to enjoy having a dog put its chin in your hand. Sometimes visitors don't know what to say to a person with dementia or Alzheimer's, but these visits bring a special compassion and kindness that only a dog can provide."

CARE



Sandy Kemp

In her five year tenure, Heather Kennedy, the Community Life Director of Glen Meadows Retirement Community, has coordinated many volunteers to come to the community to provide support to the residents. Some of the most unique volunteers arrive at the community on four legs, like Jesse, a Sheltie dog who, along with her owner Sandy, is always ready to brighten a resident's day.

Glen Meadows has a long-standing relationship with Pets on Wheels, a non-profit organization based in Maryland that focuses on using pets as a therapy to all different types of facilities including hospitals, assisted living facilities, homeless and domestic violence shelters, libraries, schools and more.

Heather says, "You don't need to have a lot of cognitive skills to enjoy having a dog put its chin in your hand. Sometimes visitors don't know what to say to a person with dementia or Alzheimer's, but these visits bring a special compassion and kindness that only a dog can provide."

Typically, the health center will have around ten different dogs and volunteers come to visit each month. Sandy faithfully brings Jesse every single week. Jesse loves to put his paws up on the sides of residents' wheelchairs, which they love.

Sandy reflects on her time as a volunteer at Glen Meadows:

"My Sheltie, Jesse and I have been volunteering at Glen Meadows for a little over six years. After I retired, I wanted to give back to the community in some way and Pets on Wheels seemed the perfect fit. As it turned out, Jesse was made for this work and he does it well.

I have to say that this has been a very meaningful experience for me as well as having observed the benefits to the residents we have visited. One of the staff once told me that after a visit from "the dog", some of the residents have a smile on their faces for the rest of the day. A particular experience that has stayed with me is when a resident stopped me one day on my way out to tell me how much she enjoyed our visits and how much they meant to herself and others there. That touched my heart so deeply that she would take the time to tell me that, I was moved to tears.

There are many other incidents of kindness and gratitude I could relate during our years at Glen Meadows. I wish I could share them all. With few exceptions, the residents have welcomed us and made us feel a part of their lives and almost always our visits end with a thank you. I'd say this is a two-way street; it helps others and also feeds my soul (and Jesse's.) We have experienced grace in action."

The commitment of the Pets on Wheels volunteers has allowed residents to connect and interact with the community in new ways. The smiles that this program puts on the residents' faces are priceless.

"I am so appreciative of the teachers and kids that volunteer. It's a tremendous help to bring the program to the residents. I cannot thank everyone enough for all of their efforts. Every Friday, at the end of the day, I feel great knowing that I played a part in putting smiles on so many faces."



CONNECT



*Philipsburg Elementary
School students*

"Enthusiastic third graders arrive at our campus filled with energy and excitement that brings joy to the residents at Windy Hill Village (WHV)." Isaac Solak, the Community Life Director of WHV, has been facilitating a unique connection between residents at the community and local elementary school students since September of 2018.

The program with Philipsburg Elementary School blossomed with an idea from a teacher, who reached out to WHV with a proposal to begin a partnership between third-grade students and the residents.

After investigating the potential benefits for both parties, the senior community and the elementary school established a beautiful partnership.

Every Friday at 1 p.m. a group of third graders takes a short walk from their school campus to the multipurpose room of WHV to practice their reading skills with the residents. The teachers of the elementary school tie in their lesson plans and leverage this opportunity to enhance their curriculum in a practical way. Sometimes the students will read books to the residents or even a poem they have written themselves. The residents will also often write poems for the students to read to practice something new.

The concept of intergenerational programs is not uncommon, as these programs are incredibly beneficial to both parties. These programs help to teach lessons of empathy, intergenerational collaboration, and a spirit of volunteerism in the lives of children and are designed to encourage participants to hold onto these attributes as they grow. The teachers of Philipsburg Elementary School strive to instill in each child that each of us has time and talents, and we should share them.

Seniors are naturally drawn to children; often residents who are not interested in interacting with anyone at all will light up around children. At WHV, the residents are always anxiously awaiting their next session together.

Isaac says, "I am so appreciative of the teachers and kids that volunteer. It's a tremendous help to bring the program to the residents. I cannot thank everyone enough for all of their efforts. Every Friday, at the end of the day, I feel great knowing that I played a part in putting smiles on so many faces."

VOLUNTEER HOURS FOR 2018

Since our beginning, volunteers have played an integral role in the provision of services offered by Presbyterian Senior Living. Whether it is an off-duty staff member playing guitar for residents to enjoy live music during their dinner, elementary children reading to seniors, or a caring community member offering a hand to hold and an ear to listen to an ailing health center resident, volunteers provide those special touches that are part of what makes Presbyterian Senior Living such a special place for the residents.

Our volunteers are passionate about the valuable services they perform. They are dedicated to furthering the mission of Presbyterian Senior Living through their gifts of time and talent. It is our hope that through reaching out to others, they enhance their own lives as well.



Total Community Volunteer Hours from Communities

125,436,840



VALUE OF
VOLUNTEER
HOURS

\$25.43/hr.

\$3,189,859

TOTAL VALUE OF
VOLUNTEER HOURS TO PSL

PARTNERSHIP OPTIONS

Cash

You can easily make a gift by check, credit card or cash. It's easy to make an immediate or recurring gift using our website, www.psl.org.

Bequests

It's easy to designate PSL as a partial beneficiary of your will or living trust. You can specify a fixed amount, a percentage of your estate, or the residual value after other gifts have been made. There are many options, talk to your attorney about this in more detail.

Appreciated Securities

Gifts of appreciated securities made directly from your account to PSL can help you save taxes on capital gains and get an immediate income tax deduction for the full value of the gift.

Charitable Gift Annuities (CGA)

In return for a gift of cash or appreciated securities in a CGA contract, PSL will pay you a fixed income for your life. You receive an immediate, partial income tax deduction and lifetime income, a portion of which may not be taxable.

Partners in Mission

Businesses can become a Partner in Mission by making a gift to a special event or a specific community. This group of major donors can make a single contribution that will benefit multiple needs throughout the organization.

IRA Beneficiary

IRA assets are taxable to you when you pass on. By naming PSL as a beneficiary of your IRA, you can substantially reduce the tax exposure to your estate and your heirs.

Life Insurance

There are many creative options in making a gift of life insurance to PSL. You can transfer ownership, name PSL as a beneficiary or gift the policy outright. There are several tax advantages in making this type of gift.

Matching Gifts

Many businesses will match employee gifts. Gifts from company retirees often also qualify for a match. Submit applicable forms to your employer to multiply the impact of your gift.

Steve Proctor Endowment for Resident Quality of Life

A gift in any form to this new endowment fund will help to ensure the quality of life for our residents in affordable living and in our small, personal care homes.

The IRA Qualified Charitable Distribution (QCD)

If you are over the age of 70.5 and have an IRA, you can save taxes every year by having your IRA custodian make a direct distribution from your IRA to PSL. As long as the amount of your gift is equal to or greater than the fully taxable amount of your required minimum distribution (RMD), you do not need to take that taxable income out of the IRA. Lowering your overall income this way can mean a big tax savings for you.



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