



Kingsway Learning Center and Services

COURIER

4th Quarter 2017

Season's Greetings
And
Happy New Year!

Leading up to our Thanksgiving Brunch, an event held for families from both campuses at the Moorestown Campus to show our appreciation for their support, students from each of our Secondary Program classrooms created scarecrows! Each classroom had a different fun theme! Can you guess what they are? Check out the photos below!



From the Chief Executive Officer

As One Door Closes, Another Opens

We are creatures of habit. We follow the same routines each morning. Travel the same route to work every day. We sit in the same spot in church or the staff lunchroom. Even our conversations follow a pattern. (How many times have you sat at the dinner table and asked your family, "How was your day?")

We, as a population, hate change. It interferes with our routines and our habits. It takes us out of our comfort zone. But as we know, change is a necessity. Charles Keating said, "The world hates change, yet it is the only thing that has brought progress." He couldn't be more right.

A change in leadership automatically brings about change in any organization. When I started at Kingsway, change was a word that was verbalized on a regular basis. At first, the change was slow, but we have continued on a path that will lead us into the future, and that requires a significant amount of change to meet the needs of our students, families and the community. Sometimes, that change is positive, as you can see in the Annual Report published within this issue of the Courier. Sometimes, though, difficult decisions need to be made that are not popular.

This fall, we had to make the difficult decision to close Kingsway's Early Intervention Program. This program started in 1978, and provided services to infants and children from birth to age 3 that were identified as being at-risk. The program has seen a multitude of regulatory changes over the years and has remained sustainable despite the challenges presented. The State is now making a significant overhaul to the entire Early Intervention System with expectations that Kingsway just doesn't have the capacity to meet. This was not an easy decision. This program has helped build the reputation of Kingsway as a comprehensive provider of services in the South Jersey area. So while this was a difficult decision to make with our hearts, we are convinced that it is the best decision for Kingsway. As Socrates said, "The secret of change is to focus all of your energy, not on fighting the

old, but on building the new." And so we continue to move forward despite our disappointment in the discontinuation of this valuable program.

As we continue to provide services to school-aged children, we have encountered an issue with providing the highest quality services. The building that has been "home" to Kingsway for more than 40 years is no longer properly suited for the services we provide. While Haddonfield is a welcoming and supportive community, a three story historic building is just not an appropriate environment in which to educate children with disabilities. And so, some time ago, we began the search for a new location for our Preschool, Elementary and Junior High programs that are currently housed in Haddonfield.

We are not quite in a position to make a public announcement including the details of the relocation, however, we expect that to come in the very near future. For those who have been a part of the Kingsway community for years, this will be a very uncomfortable and, perhaps even an unpopular change. For those individuals, I share the following quote from Dr. T.P. Chia, "Change brings about insecurity and uncertainty, but it also enables development and progress." The children that we serve have changed over the years, and our services have evolved to meet their changing needs. It's time that our facility changes, as well.

We, at Kingsway, are excited for what the future has in store for our students, families, staff and our community. A future that holds a lot of change... change that will allow Kingsway to continue on our path of success and broaden our services. After all, John F. Kennedy said, "Change is the law of life. And those who look only to the past or present are certain to miss the future."

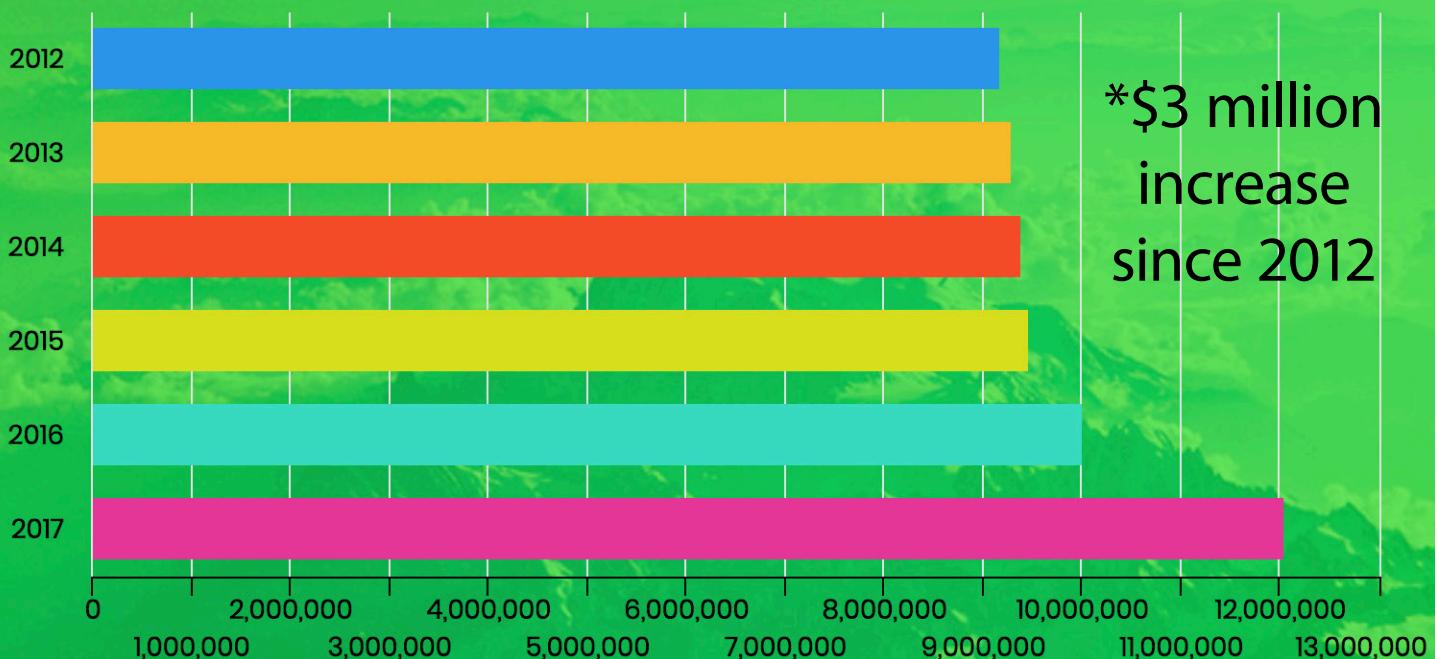


Christine Robinson, Chief Executive Officer

Kingsway's Annual Report STATISTICS for

2017

Year-to-Year Breakdown of Revenue Over Time, For the Past Five Years



Over the past five years, Kingsway Learning Center and Services' annual revenue has increased almost \$3 million. The 2017 annual revenue total was \$12,043,532.

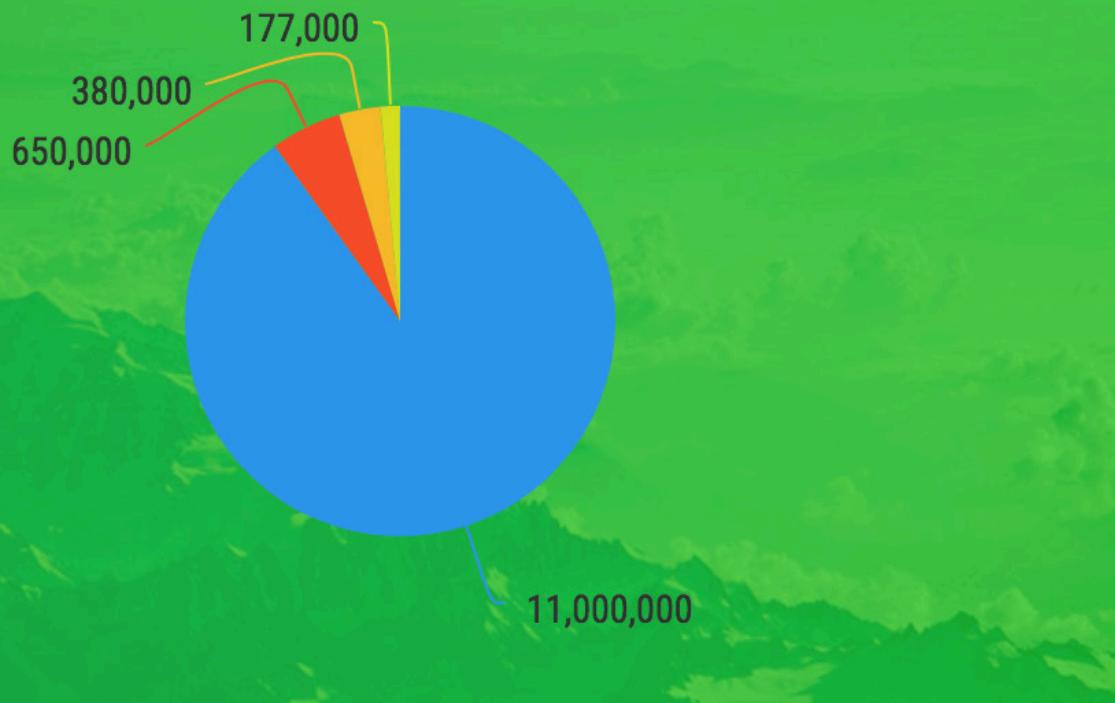
This has been the direct result of an increase in the number of individuals served and services provided.

Kingsway's Annual Report STATISTICS for

2017

2017 Revenue By Funding Stream

2017 Total Revenue: \$12 million



● School Programs ● Early Intervention ● Public School Partnerships ● Contributions/Fund.

School
Programs
89.9%

Early
Intervention
5.4%

Public School
Partnerships
3.2%

Contributions/
Fundraising
1.5%

Kingsway's Annual Report STATISTICS for

2017

2017 Kingsway Events



Anniversary Gala
\$28,000 raised



Designer Bag Bingo
\$6,600 raised



Golf Tournament
\$31,000 raised



Annual Fund
\$11,600

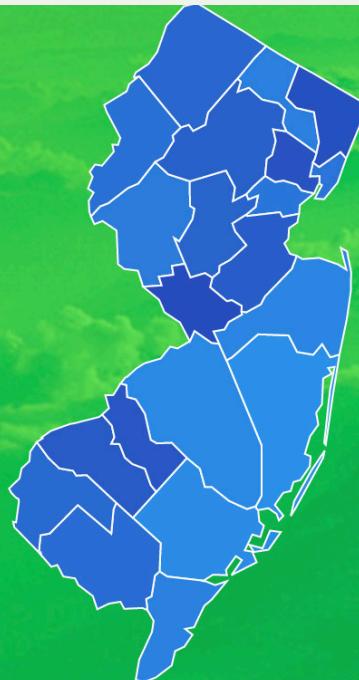


As we move toward 2018, we strive to continue our commitment to excellence in making a positive impact in the lives of children, and young adults with unique needs. While our services have changed over time, our passion and commitment have not. We continue excel in special education and we are committed to utilizing our funds to provide the highest quality programming for the individuals we serve.

Kingsway's Annual Report STATISTICS for

2017

Geographical Footprint

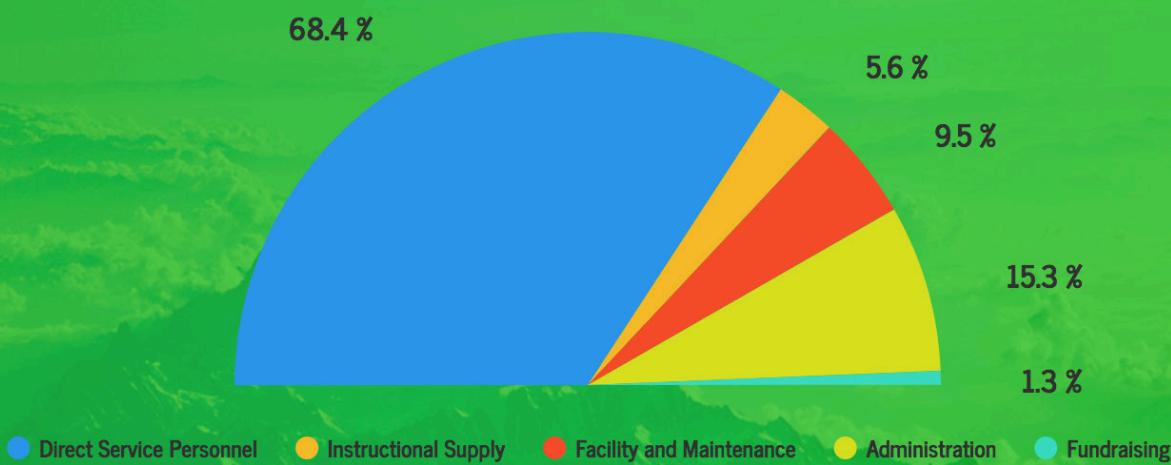


County Breakdown of Students

Atlantic - 2%
Burlington - 37%
Camden - 46%
Gloucester - 10%
Mercer - 2%
Salem - 1%
Other Areas - 1%



2017 Total Expenses



In Case You Missed It!

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Kingsway CEO Takes Part in GCCC Panel

In November, Kingsway Learning Center and Services Chief Executive Officer Christine Robinson was a panelist at the Gloucester County Chamber of Commerce "Faces of Business" event. The topic was "Management by Dinner Table," and the panel discussed the work/life balance.

Christine's advice is something she learned from someone else not too long ago... "When you are at work, be 100% at work. When you are at home, be 100% at home."

Thank you to the Gloucester County Chamber of Commerce for inviting Christine to participate.



Kingsway CEO Christine Robinson



Thanks for supporting Kingsway on Giving Tuesday! Smiles all around!

Celebrating #GivingTuesday

With the help of the entire Kingsway community, our #GivingTuesday was a HUGE success!

With our community support, Kingsway raised \$3,697, which will go to the continuation and expansion of our services. At Kingsway, we believe that every child is uniquely important and our goal is to offer the best opportunities for our students with unique abilities. Thank you to everyone who donated by mail, text, online through our website, or through Facebook! This community outreach has demonstrated our mantra:

STAND TALL • REACH OUT • GROW STRONG • TOGETHER

Looking for a New Way To Fundraise? Turn to Facebook

Facebook isn't just a place for checking in on friends and family. It is also a platform to personally raise funds for the charities you care about.

Thinking about hosting a fundraiser for Kingsway? Try creating one on Facebook and share with your friends and followers. For more information, visit: www.facebook.com/fundraisers.



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Kingsway Artwork Selected as Winner for Subaru

Kingsway Learning Center is honored to have the winning piece of artwork this year, for Subaru's Holiday Card Contest. The artwork (pictured right) was created by student Logan A. This artwork will be the cover of the Subaru corporate holiday card and prominently featured in the e-card. Subaru has supported Kingsway for the past 20 years, providing grants devoted to the academic and therapeutic needs of children with developmental and learning disabilities. This year, Kingsway and Subaru also celebrated 20 year of partnering for the holiday card art contest.

Congratulations to Logan and all Kingsway students for creating such wonderful original artwork!



Artwork created by Kingsway student Logan A.

Kingsway Employee Wins NAPSEC Direct Care Worker of the Year



Candi (pictured front center in dark blue shirt), poses with staff while preparing our Thanksgiving Feast, held in our Moorestown Campus in November

The National Association of Private Special Education Centers (NAPSEC) has named Michelle, "Candi" Smargisso the 2017 Direct Care Worker of the Year!

Candi has been an employee of Kingsway Learning Center since 2008, and during that time she has been an integral part in our students' success as a 1:1 Aide, a Teacher Assistant and a Job Coach. Demonstrating an immediate understanding of the population we serve, Candi has continued to develop her expertise in the field through her participation in a wide variety of school activities.

Candi has stated that working with children with disabilities and helping them learn social skills, academics and enrichment is the path she wants to take in life. Her actions make that clear every day she steps foot into Kingsway schools.

Candi will be recognized at the NAPSEC Awards Luncheon on Wednesday, January 17. Congratulations Candi!

Kingsway Awarded \$6,000 from Holman Community Grant

The Holman Automotive Group Grantwriting Committee has elected to make a \$6,000 commitment to Kingsway, specifically, \$2,000/year for three years. The money awarded through this multi-year grant will go toward the development of our Adult Program.



MEET THE BOARD

Brandon Hamilton



Left: Susan, Brandon and David Hamilton at our Thanksgiving Feast
Right: The Hamtons at our 5K Fun Run.

Software Engineer, marathon runner, community leader and proud parent. These are just a few of the words used to describe Kingsway Board Member Brandon Hamilton.

Brandon and his wife Susan are the loving parents of their adopted eight-year-old son David, who attends Kingsway Learning Center in Haddonfield. Along with serving as a parent representative on Kingsway's Board, Brandon has served in leadership roles in other non-profit organizations as President of the South Jersey Athletic club and Senior Warden at Grace Episcopal Church in Haddonfield. He is a senior software engineer at Wells Fargo, where he works on their international payments system. Brandon joined the Board in 2013 because of his son's positive and nurturing experience in the Pre-School Program. Brandon and Susan adopted David when he was two-weeks old. Born prematurely, David only weight a pound-and-a-half and had a brain bleed which caused a developmental delay.

Although David was born with several challenges, including his underdeveloped lungs, Brandon says his son has progressed greatly while under the care of Kingsway.

"When he first came to Kingsway he was on a ventilator but now he is ventilator free and has no trach," he said. "He also has a feeding tube, has cortical visual impairment and has minor seizures. Although he is not walking yet, he continues to make great progress in physical therapy."

It's safe to say Brandon and his wife Sue "go the distance" raising their son David. The same can be said every time they strap on their running shoes.



When Brandon is not busy raising David, writing software and volunteering for worthy causes, he is also an avid marathoner and is a regular qualifier of the Boston marathon. Brandon has run 37 marathons and qualified to run the Boston marathon 17 times. "It keeps me feeling young and healthy and is a great stress reliever, Brandon said" Sue and I both have pushed David in two races this year as part of Ainsley's Angels – a nonprofit offering special needs children the chance to take part in local runs, races and marathons. Brandon, David and Sue all took part in the Kingsway 5K Fun Run this past September.

While serving on the Board, Brandon takes joy in watching Kingsway develop a program for adults with disabilities, which helps provide job training, among other lifelong skills. "It has been amazing watching Kingsway take on all the challenges that go along with that and also continuing to build on its excellent reputation in the Elementary and High School Programs." he said. "Kingsway continues to grow by expanding on its ability to take on students with more complex disabilities and train its teachers with the skills to do this." So what does Brandon see in his crystal ball?

"I see Kingsway being the leader in providing services to the whole special needs community and expanding its services beyond the elementary and high school education to provide students with the skills necessary to become independent and productive members of society."

THE STAFF LOUNGE

The Adventure Continues for Kingsway's Allie Kane



Ms. Allie Kane has a bright future ahead at Kingsway

"If it excites you and scares you at the same time, you should probably do it", is what I told myself when opportunities are presented to me here at Kingsway. My journey began in 2009 as a 1:1 aide at our Moorestown Campus. I knew from the moment I started, this is where I was meant to be. With a background in education, I was excited to try new roles in the classroom. I spent time as a teacher assistant and then as a job coach over the next few years. At first, my role as a job coach was a challenging experience. It was the first time I was truly pushed out of my comfort zone. A small town girl from the mountains of Pennsylvania, I had

never used public transportation in my life, that is until I learned along with my students how to use it. I was nervous, worried, and anxious at first, but working with the Kingsway team, I knew it would be just fine. After a missed bus stop and a few wrong turns, I finally did it! I learned to navigate the transportation system! It was a teachable moment for myself and my students. I laugh at it now and share my experience with others as many are learning to take our students out into the community for their first time. Teaching others the tools to be successful in their environments is so rewarding. After some experience in our CBI program, I took on another challenge - the creation of Cafe 38 and becoming a teacher in our Career Exploration program. At first, I thought to myself, "This is going to be a disaster!" "Do they know I can't cook?" "How am I ever going to start this up?" Well, after burning some bagels and spilling some coffee, we did it! My team was amazing! Almost 4 years later, I am so proud to see Cafe 38 busy and booming! My journey here at Kingsway then took me in a new direction. Another "out of my comfort zone" moment. I spent last year at our Haddonfield Campus teaching in our elementary program. Switching schools was scary! I didn't know anyone there. I use that experience to remember to help new

students and parents transition to Kingsway as easy as possible. I was so welcomed in Haddonfield and loved my experience there. I made new friends and had the opportunity to work with new students and staff, creating a new collaborative team for myself. I was always taught to never get comfortable. The world is a big place and learning never stops. Currently, I am working back where it all started for me - in Moorestown as an SLE (Structured Learning Experience) Coordinator in our CBI program. I can't wait to see what this year has in store for me. The moral of the story is this: take a risk, laugh along the way and remember to have fun! Fill your life with adventures, not things. Have stories to tell, not stuff to show.



Ms. Kane with Kingsway student Anthony

SAVE THE DATE!

Kingsway's 22nd Annual
Golf Tournament

Tuesday, May 15, 2018
Pennsauken Country Club

Mark Your Calendars!

More Details to Come!

Thank you, from Kingsway

We want to thank every friend, parent, family member, former student or parent, local business and staff member for their generous donations we have received during the last quarter. These donations help Kingsway students reach their fullest potential.

General Donations

Wells Fargo
Margaret Barnable
Charles J. Becker and Bro., Inc.
Barbara Devaney
Holman Automotive Group
Joseph Sipala

Annual Fund

Mr. and Mrs. Thomas Arent
Frances Beam
Sandra Betts
Thomas Cerino
Mr. and Mrs. Harry Eckart
Mr. and Mrs. John Gaspari
Michael Gilman
Mr. and Mrs. Raymond Martin
Joyce McAuley
Mr. and Mrs. Montesjardi
Cynthia Morelli
Mr. and Mrs. Mitch Newcomer
Catherine Pino
Stephen Pinto

Mr. and Mrs. Alexander Poulathas
Nancy Potts
Mary Ann Romanowski
Mr. and Mrs. Joseph Routon, Jr.
Celeste Todaro
Mr. and Mrs. Stephen Wowna

Giving Tuesday

Linda Asta
Kate Buckley
Maureen Carrozzino
Jennifer Cicalese
Susan Cleary
John Colaianni
Donna D'Errico
Peter Dearstyne
Ed Fitzpatrick
Molly/Daniel Foley
Karen Flowers
Joseph Frederick
Sherryl Gordon
Allie Kane

Ellis Medoway
Jessica McGonigal
Sharon Parks
Tanya Peterson
Christine Robinson
Kathleen Rollo
Lisa Rubenstein
Mr. and Mrs. Phillip Shapiro
Nicholas Schiraldi
Theresa Sereno
Marisa Seu
Patricia Smith
Rebecca Sollosi
Sara Whitten
Stacy Wills
Phase III Trucking
Darlene Zdrojewski



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Kingsway Learning Center and Services

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4th Quarter 2017

The Staff Lounge

Structured Learning
Experience Coordinator Allie
Kane's Kingsway adventure
continues in new role

From the CEO

As One Door Closes,
Others Open

Holman Grant

Kingsway was awarded
\$6,000 over three years
for Adult Program

Take a look
inside for these
stories and
much more.

Stay
Social!



www.kingswaylearningcenter.org



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