



SSSF has reached a landmark. We are now 20 years old!

EARLY YEARS

Twenty years ago, Desire Vail, Barb Welles and I met with Fred Ahrens, then County Attorney, to draw up the Articles of Incorporation for SSSF. Our COI was granted on March 17, 2000 and our by-laws were adopted on April 10, 2000. Our original mission was stated thusly: "To promote and receive charitable donations for a separate non-tax supported, independently administered fund. This fund will augment programs and services implemented by the Office for the Aging by: educating the community and potential donors about the coming "tidal wave" of older persons; securing and investing private donations to help to meet the needs created by this "tidal wave"; promoting a long-term partnership of public, private and voluntary community resources, to position the county to better respond to the needs of its citizenry."

Once we were an official organization, we applied to the IRS to be considered a 501-C (3) with the work on that document being completed gratis by Steve Cunningham, CPA in Hornell. Our advanced ruling by the IRS was granted on March 14, 2001. In May of 2004, the IRS gave us our final ruling and deemed us to be a public charity and assigned us our permanent 501 C (3) status.

At the time of our incorporation, we had no financial resources, and just the three of us as board members. Desire Vail was elected as Chairperson, with Barb Welles serving as Secretary and Linda Tetor as Treasurer. We began recruitment efforts to expand our board and thankfully began to develop financial resources as well. Our first donation was in June of 2000 when we deposited \$1500 given by the Advisory Council of the Office for the Aging in a savings account at Bath National Bank. During the early years, various board members came and went and then in 2001, Peter Robbins and Pat Finnerty were added to the Board and in 2004 John Caputo was elected, and all three have remained these many years as loyal, dedicated members.

Also in the early years we developed a brochure for SSSF, finalized and adopted a gift acceptance and investment policy, and developed a solicitation plan and a distribution policy. We continued to attempt to develop funds with very limited success and hired the Institute of Human Services (IHS) to develop a three-year budget and financial plan and to assist with grant applications. For example in 2001, our total gifts were \$175.12, in 2002, \$2070.63, and in 2003, \$3488.00.

GROWTH OF THE FUND

In 2003 our initial Business Plan was completed by IHS, and we broadened our fund raising efforts by applying to numerous companies, foundations, and for a Senate Member item. Our Board of Directors completed an internal campaign for funds in 2004 with 100% giving or pledging. In 2004 Brenda Copeland, President and CEO of Steuben Trust Company joined our Board of Directors and shortly thereafter arranged for a gift of \$3000 for each of the following five years to be given to SSSF by Steuben Trust from their Community Reinvestment Funds. This generous gift did much to launch us on our way to stability. Our total receipts in 2004 were \$4989 and in 2005, we took in \$8290 and spent \$2861 to hire a part-time consultant as our first Executive Director, Elizabeth Galpin. Elizabeth's notable contribution to SSSF was the initial development of our donor database which she personally purchased and contributed to SSSF. We are still using that database software today.

In 2006, our donations jumped to \$35,000. In 2007, approximately \$30,000 was received, in 2008 about \$25,000 and in 2009, over \$37,000. During that time period, Elizabeth moved to Florida and Ann Weiland became our ED. After Ann resigned and moved to Virginia, we were without an Executive Director until Linda Tetor retired as Office for the Aging Director in 2010, at which time she became our Executive Director.

In 2010, with the receipt of a major bequest of nearly \$251,000, SSSF receipts jumped again to over \$321,000. With major funds now in their hands, upon the advice of the Investment Committee, the SSSF board made the decision to invest a large share of its funds with John Ullman and Associates. Thus far that has proven to be a wise decision as earnings have allowed SSSF to fund new initiatives, such as the expansion of our Aging in Place projects and the development of our Full Circle America project.

AGING IN PLACE PROJECTS

During Ann's tenure, she wrote the grant application to the Keuka Fund for the development of the first Aging in Place Project in Pulteney. This project was initiated in 2009 and has continued under the capable leadership of our first AIP Coordinator there, Kathy Burns. This project was selected as an example of a best practice model for a rural NORC in the 2013 SAGE Report of the Finger Lakes Health Systems Agency and was the model for the development of our three other AIP projects.

Our second AIP project was begun in the Town of Urbana in 2012 thanks to an anonymous donation of \$25,000 from a long-time supporter with Kathy Burns once again at the helm. Then in 2014, the Cameron/Jasper/Troupsburg/Woodhull project was undertaken thanks to a grant of \$10,000 from the McDonald Foundation. Sharon Brewer was our first coordinator there and then Bob Manley took over the position. Finally in 2015 our rural Aging in Place model was replicated in the Town of Wayne, once again under the leadership of Kathy Burns. All four

projects have their own newsletters, the “Pulteney Grapevine”, “Hammondsport Happenings”, “Wayne’s Welcome”, and the ELDERberry News, an insert in the Addison Post.

DEVELOPMENT OF FULL CIRCLE AMERICA/STEBEN

In 2015, Linda was challenged to read a book by Dr. Allan Teel of Damariscotta, Maine, “Alone and Invisible No More”. Dr. Teel is an accomplished geriatrician and founder of Full Circle America (FCA) as a solution to the aging challenges in America and to address the desire of most older people to age at home. His solution involves the use of volunteers, 21st Century technology, family involvement and traditional aging services. Linda read the book and invited board members to read it as well. Based upon his book, we then invited Dr. Teel to present a conference here in Steuben County in September of 2015, aptly called “No Place Like Home”.

Over 210 people attended that conference at the Radisson to hear Dr. Teel explain his solution to aging in place and following that day, over 45 individuals volunteered to assist SSSF to bring this concept to Steuben County. The Planning and Implementation Committee for FCA began meeting within a month or two and did most of its work in four subcommittees: Funding/Research, Technology, Volunteer Recruitment, and Marketing. At a dinner meeting the evening before the actual conference, Dr. Teel met with Steuben County physicians to explain his Full Circle America concept.

One of the physicians attending our actual conference was Laura Barre, MD of Cornell University. Laura had a desire to research the outcomes of Full Circle America and immediately joined our Planning and Implementation Committee to plan and gain approval from the Internal Review Board of Cornell University for a study of our program.

The Funding Committee began to develop funding for the implementation of FCA. A three-year pledge of \$10,000 per year from Jim Flaws & Marcia Weber and a \$25,000 grant from the NY State Office for the Aging allowed SSSF to hire its first FCA Coordinator, Kate Paterson. Kate was with us for almost 2 years and completed the first installations for FCA in late 2016, as well as extensive marketing for our new program.

PIONEER CLUB

Our Pioneer Club was developed to encourage early sign-ons to FCA in 2017. Visits were made to individuals known to need assistance, and they were offered free service for 1 year with the agreement to allow SSSF to interview and publish their stories of success with the program. This has proven to be a successful way of spreading the program. Interviews for the Cornell University research project also started in 2017 with board member Mary Anne Starbuck as our lead interviewer.

After Kate left SSSF to run for public office, Benita Nesbitt was hired to head up FCA, followed by Jennette Cabibi and now Gabe Smalt. While with us, Benita not only signed on new FCA members, but developed our Wellness Ambassador Program. This program involves visits by retired RNs, NPs, etc. to our FCA members to keep track of their vitals, and generally monitor

their wellness. Their visit findings are recorded in the FCA platform for review by Dr. Teel. Since leaving, Benita has continued her involvement with SSSF, having headed up a successful fund raiser last July for SSSF, “Bubbly & Brunch”. She and her friend, Monique Page, have committed to doing a second “Bubbly & Brunch” on July 26, 2020.

During her tenure, Jen worked hard to improve the Full Circle America platform and encouraged Dr. Teel and our members to use Alexa/SMART technology to make a more robust program for our members. Additionally she developed a second tier of FCA for those who are not ready for the complete Virtual Assisted Living level using only SMART technology. Sign ups for our program continued. Jen left as our coordinator in early November 2019 for full-time employment.

2019 ENDS AND 2020 ARRIVES

Our need for a new Coordinator for Full Circle was thankfully short-lived with a timely call from Gabe Smalt who was interested in working with Full Circle/SSSF. The call came about fifteen minutes after Jen’s resignation was received. I had previously met Gabe through a tele-medicine project with the Ira Davenport/Arnot Health System. Gabe is a nurse and has not only worked on the Ira/Arnot telemedicine project, but a similar, very successful project for the VA.

At the same time, a unique opportunity became available in November due to the need for personnel to complete Corning Meals on Wheels’ assessments. The Office for the Aging offered SSSF funding to add 10 hours per week to the FCA Coordinator’s position and the Board accepted the offer. That has now been increased to 17.5 hours per week. The combined position has already allowed for additional referrals to FCA as Gabe visits CMOW clients and not only does their assessment, but tells them about FCA. This is the kind of streamlining and blending of programs that Patty Baroody, OFA Director had envisioned.

Gabe’s goal is to bring on two new FCA members a month while assisting Linda to develop the necessary funding to support that growth. At the time of this writing, there are three potential new members in the wings.

In the past four years, our Board has raised over \$137,000 for the development of FCA. 30 seniors from all areas of the county have used this program, 24 in the Virtual Assisted Living level (average age 90) and five in the SMART technology level. Our best estimates is that Full Circle America has saved well over \$1 million in long term care costs to date, while keeping people where they desire to be, in their own homes.

INTERSTATE MEDICAL LICENSURE COMPACT.

In other work, we have begun discussions with Assemblyman Palmesano and Senator O’Mara for passage of the Interstate Medical Licensure Compact in NY State. This Compact has been adopted in 29 other states and provides for reciprocity between states for approved physician licenses. If passed in NY, it would generally provide greater physician coverage in our rural area, while specifically allowing Dr. Teel’s license to be recognized in NY. This would open our

Full Circle America project to be billable to Medicare and Medicaid. This goal was discussed in the early years with our Planning and Implementation funding committee. Senator O'Mara has agreed to sponsor a bill in the upcoming legislative session for passage of that Compact.

CONCLUSION

It seems that twenty years has come and gone in the twinkling of an eye! What started out as a dream in the eyes of the three founders of our organization has become a reality and much more. Little did we know that we would develop four Aging in Place projects and the Full Circle America project or that our holdings would be nearing the \$500,000 mark by the year 2020. What we did know is that our vision was the development of a resource for aging in place in Steuben County. Thanks to the many supporters of SSSF, namely the County of Steuben/Office for the Aging; an amazing, committed, courageous board of directors; and individual, corporate and foundation donors, we are making our mark on the history of senior services of Steuben County. For that I am eternally grateful.