

# 2018 Annual Report

For year ending March 31, 2018

A Center Of Communities  
Where All Are Welcome



# Dear Members,

Continuing the path that our agency has been travelling for the past seven years, this fiscal year was a year of growth, construction projects and enhancement. While the Irving M. Shuman Campgrounds, home to Camp Centerland, took a breather year along with the Benderson Family Building, the Holland Family Building witnessed the first half of a major renovation project, which will provide us with a state-of-the-art, architecturally stunning facility in the heart of the City of Buffalo. Despite the disruption which accompanies construction, our membership statistics remained relatively constant at that facility. Completion of this \$4 million overhaul is expected in August of the current year. More than half of the funds required for the project have been secured and a more public campaign, geared towards major gifts, has commenced.

Significant progress has been made on a number of other fronts. Enrollment in programs for children is at record levels. Camp Centerland has maintained strong levels of enrollment and program enhancement. Our Cultural Arts Department has been strengthened and will provide additional programming which is intended to be of greater interest to all of our members. Our Board of Trustees has been invigorated by new members who bring individual expertise to a variety of important issues. Volunteer activities have increased and programs that have been missing have reemerged with the engagement of dozens of volunteers. Fitness, Recreation and Aquatics programs will see the beginning of more boutique-like programs will be in place over the next few months.

Development and Fundraising have been given a boost through the dedication of staff assignment and more ambitious goals. For the coming year, these two areas, considered to be the fourth leg of the stool upon which a JCC can be supported, will receive much attention and effort. Our success in this area will depend upon all of our members understanding that the JCC is a second home of vital importance, to more than

just the Jewish Community. Online donor opportunities can be found at [jccbuffalo.org](http://jccbuffalo.org). Jordana Halpern, Development Director, can be reached at 204-2255.

This year, despite significant top line growth of revenue, we achieved slightly better than break-even operating results. As we settle into new spaces at the Holland Family Building, see greater enrollment at Camp Centerland and increase membership revenue through improved member retention, membership rates and the growth of membership, we expect to see continued strong growth in earned revenue. Our operating expenses will experience continued pressure to increase wages and benefits, intense competition in all of our program areas and replacement of equipment which is nearing the end of its useful life. As always, we will face these challenges with creativity and common business sense.

As a member-owned, not-for-profit agency, we understand and appreciate the importance of member satisfaction and constant excellence in facilities, programs, services and relationships. Now in our 70<sup>th</sup> year of serving the Jewish and general communities of Western New York, we celebrate the relationships that have been built upon for decades. Our drive for engagement will be based on inclusion, diversity and mission.

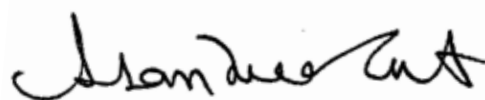
Thank you for your membership, your commitment and your interest in this great institution. Please feel free to provide feedback to any of the words in this report or for any other matter that relates to the success of the JCC and the services which are shared by our members.

Rick can be reached by email at [rzakalik@jccbuffalo.org](mailto:rzakalik@jccbuffalo.org) or by phone at 204-2071. Sue can be reached at [sfreed-oestreicher@mtb.com](mailto:sfreed-oestreicher@mtb.com) or by phone at 465-9979.

Sincerely,



**Richard Zakalik**  
*Executive Director*



**Susan Freed-Oestreicher**  
*President, Board of Trustees*







# Vision & Mission

The vision of your JCC, as enunciated decades ago by our then empowered Board of Trustees, is that we engage in “building communities and enriching lives”. Our mission is stated as: “The mission of the Jewish Community Center of Greater Buffalo, Inc. (“JCC”) is to build and strengthen the Jewish and Western New York communities by providing recreational, educational, cultural and social programs and services that are consistent with Jewish values”. This vision and mission continues to be fulfilled on a daily basis at two buildings and a camp through the exemplary work performed by more than 300 regular staff members, more than 50 camp staff and dozens of volunteers every month of the year.

We fulfill the “mitzvah” or commanded good work that is prescribed for us when we teach children with Autism to swim. It is present when we teach very young children skills that help them succeed in school. Jewish knowledge is supplemented by exposure to Shabbat, Jewish holidays, traditions and cultural arts in our theater. *Mitzvoth* happen when seniors socialize, campers learn about nature, sports and Judaism, and families are enriched through recreation and culture. Kosher meals are provided at one of the only sources for strict dietary rule observance in Western New York outside the home. Café Europa provides the opportunity for Holocaust survivors to meet monthly in the Nathan Benderson Community Boardroom and enjoy a nutritious and delicious lunch and presentation speaker or entertainer. This mission-based program, co-sponsored

with the Holocaust Research Center, is made possible through a generous grant from the Conference on Jewish Material Claims Against Germany, Inc. Many of our members receive needs-based assistance for every aspect of our agency.

Our scholarship committee meets weekly and carefully examines documents which verify ability to pay for membership, childcare and camp. While our ability to provide scholarships is limited, there are many additional families who could be served if we earned more from a larger endowment. In an effort to increase our mission-driven efforts we will be seeking additional endowments this coming year.

## Board of Trustees

### OFFICERS

Susan Freed-Oestreicher, President  
 Ronald Benderson, Vice President  
 Dale Kadish, Vice President  
 Richard Steinberg, Vice President  
 Joseph Lipsitz, Treasurer  
 Irwin Gelman, Secretary

### BOARD MEMBERS

Christina Akers-DiCenzo	Jennifer Field
Jordan Balsom	Leslie Greenbaum
Brett Benderson	Alon Kupferman
Davis Bunis	Rion Kweller
Mark Criden	Rabbi Alex Lazarus-Klein
Janet Desmon	Amy Marks-Shaevel
Eric Feldstein	Amy Shuman

### PAST PRESIDENTS

Richard Ament, M.D.*	Harold Kirschenbaum*
Barry Applebaum	Dr. Kevin Kulick
Robert Berghash	Risé Kulick
Jerome Brock*	Stuart G. Lerman
Debra Chernoff	Joel N. Lippman*
Max L. Dozoretz*	Joseph Markel*
Raymond Fink	Ethel Robin Melzer
Lawrence C. Franco	Haiman S. Nathan*
Morris Goldstein*	Leonard Rochwarger*
Gordon Gross	Richard A. Romer
Gretchen Gross	Samuel Sanes*
Robert Hayman*	Andrew Shaevel
Andrew Isenberg	Donald Sheldon
John Jacobowitz*	Gary Schuller, D.D.S*
Leonard Katz, M.D.	Bruce Wisbaum
William Kaufman*	

*\*Deceased*



# Health, Fitness and Recreation

JCC members join seeking programs which enrich the physical condition of their bodies. We know that we must be absolutely competitive when we design and implement classes, purchase equipment, create the look of our facilities and develop our programming. HF&R is the largest user of human and capital resources, requiring expertise and experience, which we carefully allocate. Our phenomenal staff regularly receive kudos and recognition, and are monitored for effectiveness via comment cards, surveys and attendance data.

Multiple task forces were engaged this year to develop wellness programs including diabetes prevention and management, a

community garden and more. Last year, under the supervision of Ann Vorburger at the Benderson Family Building and Bob Lajeunesse at the Holland Family Building, our staff of more than 30 included floor staff, personal trainers and group fitness instructors. On a typical day, more than 500 people improve their health at our facilities.

A year ago, we replaced treadmills at both buildings. New cycles were purchased for the Holland Family Building. Entirely new facilities for Cycling, Yoga and Group Fitness were constructed and boutique-like program equipment is scheduled to be integrated into our downtown facility this year. Over the next few years we estimate that more than

\$500,000 in new equipment purchases will be required. All-new facilities will be enjoyed by our members at the Holland Family Building this fall.



I've been a member since moving to Buffalo in 1993. I can't imagine not having this resource in the city. Great facility, friendly and helpful staff, and convenient to get to. It is great to see regulars here-even if I don't know them all, they are a major part of my community at the JCC.

**HUMANS  
OF JCC BUFFALO**  
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80+ Group Fitness classes are scheduled using licensed programs which are considered best-in-class from nationally known firms.

80+







# Aquatics

Jewish law obligates us to teach our children to swim. We house four pools which provide us with the ability to teach swimming and water safety beginning with our early childhood participants, after-school kids, children with Autism, Camp Centerland participants, families, older adults and other members. Carefully designed schedules create daily rosters of lap swimming, Hydrorider classes, individual instruction, group exercise, scuba instruction and Water Baby classes.

At the Holland Family Building, Eric Poniatowski leads an enthusiastic and talented staff. Funding for programs created to provide water skills for children with an Autism diagnosis (AuSome Swim) is received from the Doug Flutie, Jr. Foundation, Erie County Youth Bureau and participant fees. This mission-based work helps prevent drowning, which is a leading cause of accidental death for Autistic children. Classes for CPR/AED training are fee-based

programs which help to support our Aquatics program while teaching potentially life-saving skills.

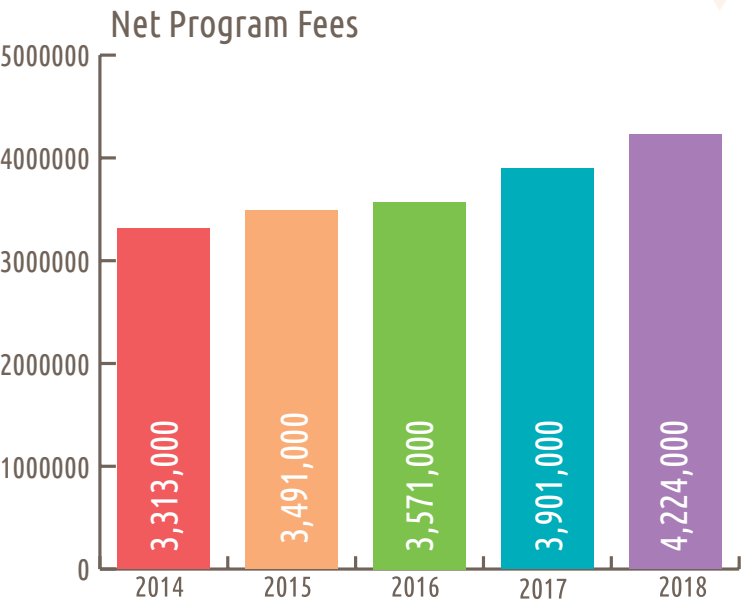
At the Benderson Family Building, Julie Kingsley is responsible for both an indoor pool and an outdoor pool complex. On a hot summer day we may see as many as 500 people who swim and socialize at the Grossman Family Outdoor Pool Complex. Indoors, our pool is heavily used throughout the year. Programs, a swim team

and coaching for special needs children are regularly utilized to aid families with challenges. To say that the Benderson Family Building pools are fully utilized would be an understatement.

As Camp Centerland grows, it may become necessary for an expansion of the Grossman Family Pool Complex. In future years it will become necessary to renovate the Holland Family Building pool.



More than 75 children with Autism, 100 older adults and 150 members swim in our pools on an average day. In the summer this number can exceed 500 swimmers.





# Early Childhood Education

## Holland Family Building

Substantially expanded in 2012, our Early Childhood Education Program operated at full capacity last year with wait lists for all ages. The renovation project underway will add capacity for an additional 40 children; enabling us to serve roughly 230 children, aged 6 weeks to five years, daily. Erie County's first "continuity of care" classroom opened in 2016 and will be replicated in one of our four new classrooms. Our new, Zemsky Family Indoor Playground, opens this fall in 1,800 square feet of new space dedicated to children aged 2 to 8. This space will be enjoyed by member families and rental guests during hours not required by our young enrollees.

Our fine staff, led by Barbara Stone-Reden, maintains its NAEYC and Quality Stars accreditations. We received an increase in funding from the United Way due to our expansion, although the majority of our funding is received through program fees. Significant scholarship expense consumes roughly 11% of our income. Additional funding is received from the Buffalo Jewish Federation. Concomitant with the growth of the Buffalo Niagara Medical Campus and other industries, we expect significant

demand for our services and will continue to explore opportunities for further growth. Partnerships with Aspire of WNY, the Foster Grandparents Association, the Olmsted Center for Sight, the Buffalo Public Schools (UPK), UB Psychology Department (PEERS Program) and other colleges, who direct their students as teachers and interns, add to the success of our programs.



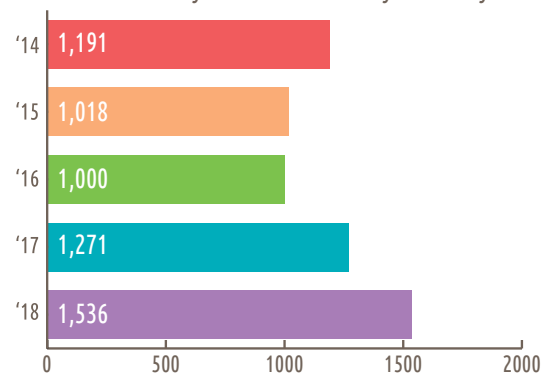
My childhood friend suggested the JCC's early childhood program for our daughter. From sitting at the dining table to eat, to sitting in my lap to read a book, to playing with her toys joyfully by herself, to facial expressions of happiness and even learning to clap, she has learned so much here!

**HUMANS  
OF JCC BUFFALO**  
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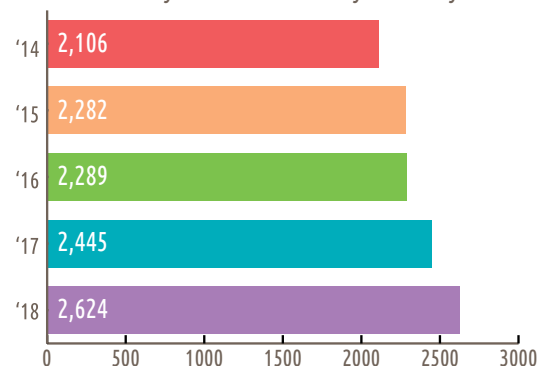
## Benderson Family Building

We serve roughly 124 children aged 9 months to 5 years. Also NAEYC accredited, highly regarded and wait-listed, this successful program is very successful and contributes to our economic sustainability. Led last year by Stephanie Katzman, who was succeeded by Betsy Abramson, we offered music, art, dance, swimming, Hebrew, Yoga and more. A high-quality program that educates and supports children in a developmentally appropriate manner has been achieved and is recognized as such by parents and examiners from government and accrediting agencies. A program entitled Sheva, offered by the JCC Association, is utilized to incorporate Jewish values into programs at both buildings.

Benderson Early Childhood Monthly Child Days



Holland Early Childhood Monthly Child Days



Over 300 children in our early childhood center, represents 15,000 physical education days, 10,000 swim days, 78,000 naps, 78,000 snacks, 156,000 hugs and the ability of more than 300 parents to work while their children thrive!

**300+**



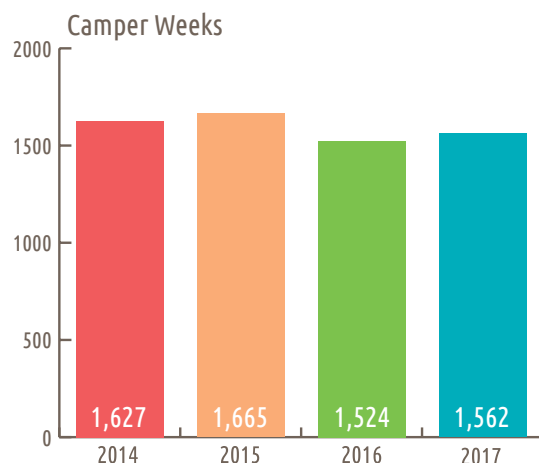
# Camp Centerland

Under the committed and skilled leadership of Betsy Abramson, Camp Centerland offered 1,551 weeks of camping to children from age five to age 11 in our 64th year of operation. We impacted the ability of 42 children to attend camp who required financial assistance. Additional endowment funds are needed to insure that camp is affordable by all families.

The Irving M. Shuman Campground hosted 19 events for schools, colleges, Cub Scouts and more. Staffed by Jason Palevsky, 2018 is expected to show significant rental activity

for the Campgrounds.

Subsequent to the camp season, Betsy Abramson returned to her first love: Early Childhood Education. Michael Garcia, who comes to us with more than 25 years of experience, assumed leadership of our camp. The 2018 season promises to be our most impactful season in decades, based on early enrollment figures and innovative programming offerings.



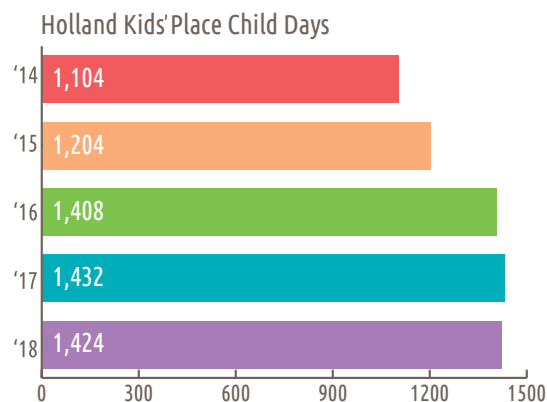
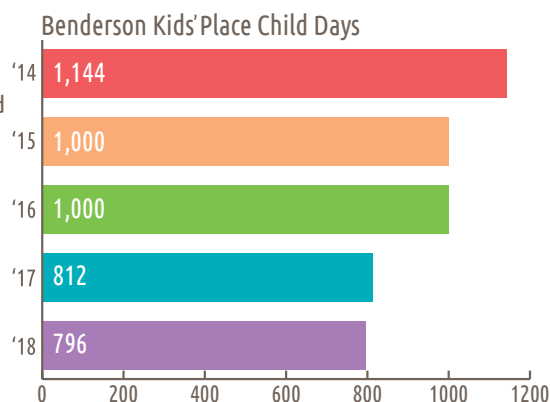
160 children are in our after school programs, not home alone after school, but making new friends, getting homework assignments done, and participating in numerous enrichment classes!

## Kids' Place After School

Led by Christine Dusher in Buffalo and Shea Akers in the suburbs, our programs utilize well-trained and supervised counselors for roughly three hours of activities including swimming, homework time, sport activity, music lessons, snack and creativity. These programs are provided to 160+ children daily.

In Buffalo, our all-new facilities will be occupied by enthusiastic participants. The JCC's Kids' Place is considered the premier program of its kind in the city. Basketball and other sports will be made possible in a new, fully-accessible, multi-purpose sport court. Piano lessons will

be offered in a sound-containing room. Natural light will permeate the new rooms, providing a bright environment.





# Cultural Arts

Thanks to generous member support as well as sponsorship from M&T Bank, the Cullen Foundation, Erie County, New York State Council on the Arts, the Louis S. and Molly B. Wolk Foundation, Town of Amherst and many local businesses, the JCC is able to bring arts and culture to the community year round.


The Jewish Repertory Theatre, a professional equity house that produces three plays a season with 16 performances per production, completed a successful 15th season, aptly called a Sentimental Journey. A successful fundraising event at the newly established Hotel Henry opened the season and attendance at plays and special events such as the Souper Soup Cook-off, Humans of JCC Buffalo and a special art exhibit of community-donated work engaged more than 4,500 people during the season.

The 33rd annual Buffalo International Jewish Film Festival – the third longest running festival of its kind in North America – presented stories of cultural diversity in March, with 12 award-winning and critically acclaimed films from 9 countries including Australia, India, Israel, and the United States, kicking off with a sold-out fundraising dinner featuring Shalom Bollywood, and a full buffet dinner at Taste of India.

The 52<sup>nd</sup> JCC Book & Arts Fair celebrated acclaimed authors, playwrights, artists and poets from WNY and beyond. The Festival featured two books celebrating the history of Buffalo and collaborations included collecting books for the Buffalo Jewish Coalition for Literacy and a pop-up book sale by Talking Leaves...Books.

The JCC's commitment to making arts accessible to everyone demonstrates our

belief that the arts bring us joy, help us express values and build bridges between cultures. The arts are a fundamental component of healthy communities—strengthening them socially, educationally, and economically—benefits that persist even in difficult social and economic times.



Over the course of the year we estimate that more than 6,500 people attended events presented by our Cultural Arts Department through the JRT, Buffalo International Jewish Film Festival, Jewish Book and Arts Fair and two art galleries.



I am one of the lead teachers at the Holland Family Building. To paraphrase Neil Gaiman "Make Good Art".

**HUMANS  
OF JCC BUFFALO**  
*Share Your Story*





# Adult Programming

Conducted with a modest budget, our Adult Department produced a wide variety of engaging programs including discussion groups, workshops, lectures and day trips. The Benderson Family Building programs are staffed by Karla Wiseman, and the Holland Family Building programs were led by an outstanding volunteer, Sheila Shapiro, who coordinated a team of volunteers that taught and led classes including art, a Yiddish club and a wide variety of topics engaging 25 to 30 participants per week to learn and socialize.

Most weeks, an additional 25 to 40 people socialized over card games in our Lippman Lounge. A grant funded program called

Café Europa offered a free lunch to Holocaust survivors on a monthly basis. While usually housebound, this group is provided an opportunity to socialize while learning and sharing experiences with an informed group of presenters.

Kathy Goodwin has been hired as a part-time coordinator at the Holland Family Building. Her charge is to increase the number of participants in an expanded menu of classes and activities in a newly constructed conference room.



More than 400 people are served weekly by these fine programs at both buildings, resulting in more than 20,000 encounters with our JCC.

## Volunteerism

Classes for older adults, at both buildings, were staffed by volunteers who provided forums for discussion of topics related to current events, literature, art, politics and more. Our cultural arts programs benefit from volunteer committees, with help in ushering, ticket sales, film selection, theatre business and fundraising. Parents and others helped us with camp, governance, leadership development, membership recruitment and a variety of other needs. We continued to host volunteer grandmothers in our early childhood department. Cultural events were made possible with the help of engaged volunteers.

While the work of volunteers is highly valued and recognized with our "Volunteer-of-the-Year Award" at our annual meeting, the nature of volunteer engagement has changed in recent years. In past decades, members volunteered as envelope-stuffers and helpers to staff in many departments. Required belt-tightening for all agency budgets has

left us without a volunteer coordinator or other staff necessary to coordinate volunteer activities. Young volunteers today demand interesting engagement with very limited time commitments. Many of our committees have been replaced by task forces with short-term lifespans.



When I retired the JCC filled a big hole in my life and I've met wonderful extremely helpful people.

**HUMANS  
OF JCC BUFFALO**  
*Share Your Story*



# Marketing and Membership

Our business model, which is based on membership revenue as well as program revenue, requires diligence, creativity and hard work. Customer service is a constant focus while we continue to experiment, innovate and replicate excellent programs. A Marketing and Membership Task Force, led by board member Alon Kupferman, has been assisting Marketing Director Laurie Greenspan and Membership Director Sharon Kostiner with strategies that have been tested and from which we have learned.

This past year we welcomed 1,792 new members and our retention rate gained several percentage points by the end of the year at both buildings. A dichotomy of retention results between buildings is believed to be a function of age, marital status and other demographics. In the suburbs we skew older and in the city we see more students, young professionals and transient residents.

During the past twelve months we tested membership offers by bifurcating membership types into “full members” and “gym-only members”. Low priced, introductory offers generated slightly more new members but significantly less revenue than needed. We have since returned to a slightly discounted introductory offer and have raised our introductory membership rates. Positive financial effects have not been impacted by increased attrition, which bodes well for our expected results in the current fiscal year. In addition, we began to bifurcate the arrangement with our senior insurance members who are offered free memberships by their health insurers. Roughly 20% of our members are Medicare recipients whose basic membership is paid by their insurer. A \$10.00 monthly charge, which replicates the offer available to



regular members, has been offered to those who wish to swim or take advantage of discount program offers. Roughly 24% of these members upgraded their status. The average amount we are paid is roughly 25% of a full membership rate. We will continue to strategize while paying attention to space and facility limitations and focusing on greater revenue per member from fuller utilization of paid services.

We will be introducing a new and more powerful website this summer. Social Media engagement has grown and we now have a substantial number of people who follow us on Facebook and other sites, reducing our dependence on traditional and expensive marketing tools. Laurie Greenspan and Sarah Schuppenhauer produce high-quality, brand-centered publications, brochures, signage and electronic mailings. We strive to update members on a daily basis. These marketing tools are central to our efforts to grow revenue and serve our members with timely information.

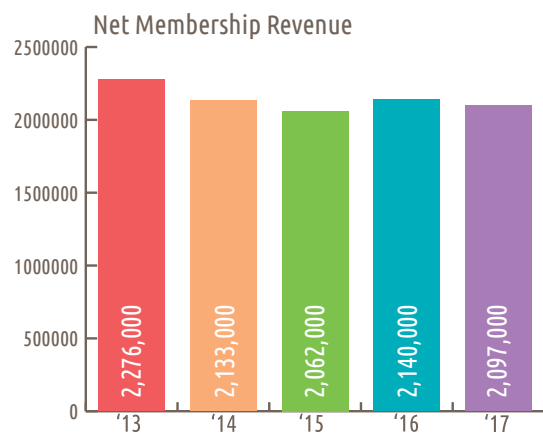
The safety and security of our members is of paramount importance to the board and staff of the JCC. Significant training, building-hardening and policy implementation is utilized to address this issue.



I am a relatively new member that loves the JCC gym. The classes are great and the private instruction with Al has been rewarding.

I've been at the JCC for 19 years as an employee and I enjoy the environment and friendly staff and members.

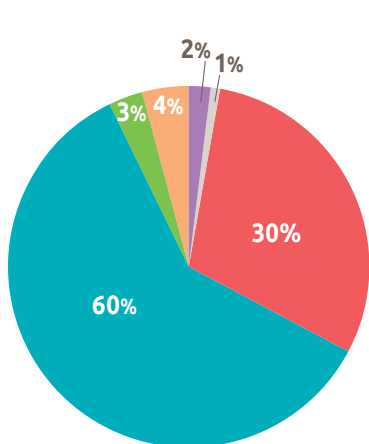
**HUMANS OF JCC BUFFALO**  
Share Your Story







# Financial Results



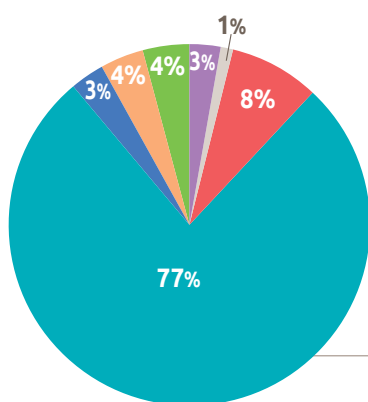
## 2017-2018 Revenue

Contributions and Grants	\$143,317	2%
Fund Raising	\$106,041	1%
Membership Fees	\$2,096,852	30%
Program Fees	\$4,223,740	60%
Federation and United Way	\$240,299	3%
Other Income	\$263,556	4%
<b>Total Revenue</b>	<b>\$7,073,805</b>	<b>100%</b>



Leslie and Jason Rothschild have been members at the JCC for six years and have been training together twice a week with Al Lewis. Al always finds a way to mix things up and keep us motivated and interested. We take full advantage of the wonderful childcare services during our sessions and love the community here.

**HUMANS  
OF JCC BUFFALO**  
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## 2017-2018 Expenses

Printing and Marketing	\$193,428	3%
Professional Fees	\$96,945	1%
Occupancy	\$557,112	8%
Employee Compensation	\$5,414,660	77%
Miscellaneous Expense	\$215,429	3%
Program Expenses	\$291,126	4%
General & Administrative	\$274,832	4%
<b>Total Expenses</b>	<b>\$7,043,532</b>	<b>100%</b>

Approximately 60% of our members primarily utilize our suburban facility while 40% call the Holland Family Building their second home.

# Donations

Donor participation in the sustainability and growth of the agency has been central to the foundation of the JCC for more than 70 years. Over the next few years and decades it will become increasingly vital that new funding take place for endowments, capital projects, scholarships, reserve-building and more. Current funds have been established and are in need of intensification including funds dedicated to:

## Next Generation

**\$250-\$500**

Ms. Sharon Benz  
Rob & Shira Goldberg

## All for One Campaign

**\$250-\$500**

Joyce & Stuart Angert  
Mr. Jordan Balsom &  
Ms. Nicole D. Joseph  
Mark & Laurie Criden  
Mr. & Mrs. Kenneth Dauber  
Salvatore DiCenzo &  
Christina Akers-DiCenzo  
Ms. Odette Freed in honor of  
Ellen and Lenny Freed's  
60th Wedding Anniversary  
Dr. Irwin Gelman &  
Mara Koven-Gelman  
Dr. Angel A. Gutierrez &  
Dr. Elisabeth C. Zausmer  
Mr. & Mrs. Richard Hirsch  
Hurwitz & Fine, P.C.  
Sanford & Marge Nobel  
Mr. Aaron Rubin  
Mr. Errol C. Sull

**\$501-\$1,000**

Mr. & Mrs. Eric Feldstein  
Peter & Ilene Fleischmann  
Leonard & Judith Katz  
Mr. & Mrs. Ronald Benderson  
Mr. Glenn Pincus & Ms. Janet Gunner  
Mr. & Mrs. Colin Strang  
Dr. Andrew Talal &  
Dr. Markatou Marianthi in memory  
of Joyce B. Talal  
Mrs. Margaret S. Torregrossa

**\$1,001-\$2,500**

Mr. Phil D. Nobel & Ms. Nicole S.  
Buscaglia from The Joseph and  
Anna Gartner Foundation

**\$10,000**

Estate of Helen Csaba  
Gordon & Gretchen Gross

## Buffalo International Jewish Film Festival

**\$250-\$500**

Mr. Dale Anderson &  
Ms. Monica D Neuwirt  
Dr. & Mrs. Melvin Brothman  
Peter & Ilene Fleischmann

## Jewish Repertory Theatre

**\$250-\$500**

Steven & Maxine Awner  
David & Janet Desmon  
Ann Emo  
Mr. & Mrs. Leonard Freed in honor of  
Susan Freed-Oestreicher  
Mr. Edwin P. Hart  
Jeff & Shelley Hirshberg  
Hon. John J. & Patricia LaFalce  
Ms. Sima Lewis Chair Dedication in  
memory of Rhona Gallman and  
Rena Rose  
Mrs. Sharon Miller  
Mr. & Mrs. Sanford Nobel  
Mr. David Oestreicher &  
Mrs. Susan Freed Oestreicher  
Frank & Vanessa Scinta  
John Visco in memory of  
Barbara Ann Visco  
Wayne & Janet Wisbaum in honor of  
Saul Elkin and David Bunis

**\$1,000-\$2,500**

Mr. Dale Anderson &  
Ms. Monica D Neuwirt  
Mr. Robert Berghash  
City Mattress  
Evelyn B. & Mike M. Donatelli in  
honor of Sophie Veffier  
Give for Greatness ASI  
Gordon & Gretchen Gross  
Amy & Eduardo Heumann  
Mr. & Mrs. Charles F. Kreiner  
Charles & Penny Shuman  
Dr. & Mrs. Melvin Brothman in  
memory of Leslie Brothman  
Mr. David Bunis  
Dr. Maxine Seller

**\$2,501-\$5,000**

Peter Andrews Sponsorship of Rose  
in memory of Joan K. Andrews

## Holland Family Building

**\$1,001-\$2,500**

Peter and Ilene Fleischmann  
Mr. David Oestreicher & Mrs. Susan  
Freed-Oestreicher

**\$15,000**

Mr. Theo M. Kahn

Due to space limitations, donations listed only represent amounts \$250+, but the JCC gratefully acknowledges the many contributions from our members and the Western New York community.

# Grants Received

The Cullen Foundation (Jewish Repertory Theatre) \$10,000  
M & T Bank (JRT & Cultural Arts) \$10,000  
County of Erie (JRT & Cultural Arts) \$10,951  
Erie County Youth Bureau (Au-Some Swimmers) \$7,500  
Louis S. and Molly B. Wolk Foundation acquired  
with the help of trustee Michael Berger (JRT & Cultural Arts) \$5,000  
Conference on Jewish Material Claims Against Germany, Inc. (Café Europa) \$5,000  
Doug Flutie Jr Foundation For Autism (Au-Some Swimmers) \$4,000  
New York State of Opportunity, Council on the Arts (JRT) \$2,500  
Give for Greatness (Jewish Repertory Theatre) \$1,000  
Town of Amherst (Jewish Repertory Theatre) \$1,000

# Management Staff

**Richard Zakalik**, Executive Director: 204-2071  
**Phil Zuccaro**, Chief Financial Officer: 204-2072  
**Patty Simonson**, Associate Executive Director: 204-2073  
**Pam Marin**, Human Resources Director: 204-2074  
**James Morgan**, Director Facilities Operations: 204-2075  
**Betsy Abramson**, Amherst Early Childhood Director: 204-2082  
**Kathy D'Ostroph**, Buffalo Group Fitness Manager: 886-3172 x 404  
**Christine Dusher**, Buffalo Children's & Assistant Camping Director: 886-3172 x 420  
**Michael Garcia**, Children's & Camping Director: 204-2078  
**Kathy Goodwin**, Adult Services Coordinator: 886-3172 x 470  
**Laurie Greenspan**, Marketing Director: 204-2088  
**Jordana Halpern**, Development Director & JRT Managing Director: 204-2255  
**Julie Kingsley**, Amherst Aquatics Director: 204-2080  
**Sharon Kostiner**, Membership Director: 204-2081  
**Bob Lajeunesse**, Buffalo General Manager, Health Fitness & Recreation: 886-3172 x402  
**Eric Poniatowski**, Buffalo Aquatics Director: 886-3172 x411  
**Sam Seiler**, Amherst General Manager, Health Fitness & Recreation: 204-2254  
**Barbara Stone Reden**, Buffalo Early Childhood Services Director: 886-3172 x408  
**Ann Vorburger**, Amherst Group Fitness Manager: 204-2070  
**Karla Wiseman**, Adult Services Supervisor: 204-2257  
**Katie Wzontek**, Cultural Arts Director: 204-2084



BUFFALO JEWISH FEDERATION



Annual Report Text - Rick Zakalik Design - Sarah Schuppenhauer Project Manager - Laurie Greenspan

**Jewish  
Community  
Center of  
Greater Buffalo**

**Benderson Family Building**



**Amherst**  
2640 North Forest Rd  
adjacent to UB North  
688-4033

[www.jccbuffalo.org](http://www.jccbuffalo.org)

**Holland Family Building**



**Buffalo**  
787 Delaware Ave  
at Summer Street  
886-3145

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