

Make-A-Wish®
NORTHEAST NEW YORK

Wishmaker

VOL 27 ISSUE 2 / FALL/WINTER 2018

THE YEAR OF THE
WISH GRANTER

Record Walk For Wishes®

ADOPT-A-WISH WITH
A DIFFERENCE

The Gift of Giving Back

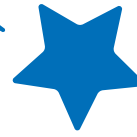


Serving children in the 15 counties of the 518 and 838 area codes since 1987

Albany, Clinton, Columbia, Essex, Franklin, Fulton, Greene, Hamilton, Montgomery, Rensselaer, Saratoga, Schenectady, Schoharie, Warren and Washington counties in Upstate New York.

with gratitude

from the Board Chair and CEO



To Our Valued Donors and Volunteers,

Thank you for helping us to transform lives, one wish at a time! As a major donor recently said, "I love Make-A-Wish, because we're in the business of giving families hope!"

Indeed we are!

We are proud to introduce this issue of *Wishmaker* as a testament to that endeavor right here in our Northeast New York chapter.

And we are also proud to designate 2019 as *The Year of the Wish Granter*, recognizing the frontline volunteers who are the face of Make-A-Wish. (See pages 4-5 for more.)

Among the remarkable wishes we were proud to grant during the last six months, this issue highlights: Ben's milestone wish; Alyssa, a Wish teen who gave back, and Brayden, who wished to meet his Yankees. All of these wishes, and more, were made possible thanks to the creativity of our Wish Granters, the dedication of our Mission Delivery Team, and the generosity of our donors.

We also continued to enjoy remarkable fundraising accomplishments. Our Fifth Annual Walk for Wishes in August broke records again this year, raising \$125,000 and engaging more than 600 participants. It was a wonderful community celebration of our great mission. We were also blessed to have more than 12 community fundraisers take place throughout the summer, raising \$395,000 to help make wishes come true for local children who are critically ill. This summer, we introduced our Wishing Space Project to a group of donors as our formal launch of this initiative to re-purpose our office space as a location for Wish Kids and their families to talk about wish possibilities with their wish granters.

Another exciting dimension of the summer was our bringing on three new members of our professional team: Scott Liloia as senior manager of wish granting; Mark McGuire as director of marketing & communications, and Raymond Gawlak as manager of volunteer engagement. Additionally, four new Trustees were elected to the Board: Kyle Kinowski, senior vice president & region head at The Ayco Company; Robert Roemer, vice president of project management at CAP COM Federal Credit Union; Leah Slocum, president of PEAK Partners Team Realty, and Lauren Weintraub, M.D., pediatric oncologist at the Children's Hospital at Albany Medical Center. The Board of Trustees voted in a new leadership team — Sarah A. McKinney as Board chair; Lisa M. Clifford as vice chair; David A. Druzynski as Board Secretary, and Michael P. Lasch as Board treasurer. The Board congratulated Brian V. Hannafin and Steven Kuring for their exemplary service as Board chair and Board secretary, respectively.

As this issue of *Wishmaker* goes to press, our planning for the 26th Annual Adopt-A-Wish Holiday Campaign is gaining momentum for the launch of the six-week fundraiser on Nov. 15. We are proud to welcome back Trustco Bank as our presenting sponsor of the campaign, WRGB CBS 6 as our television media sponsor, and Albany Broadcasting Company as our radio sponsor. Several exciting new features of the 2018 campaign include *A Day of Wishes* telethon on Dec. 6, *An Evening of Giving* celebration at Colonie Center on the same day (made possible through a new partnership with the mall's management), and the introduction of three different versions of the star ornaments for donors to consider.

We are proud to share this exciting progress, as well as the stories of wishes granted in the past six months and the ways we are engaging our donors and the community to partner with us in **granting the wish of every eligible child** in our chapter. Our Wish Families join us in thanking you for your support and engagement as donors and as volunteers. We wish you and your families a safe and relaxing holiday season!

Best wishes always,



Sarah A. McKinney
Board Chair



William C. Trigg, III, Ph.D.
Chief Executive Officer

Sarah A. McKinney
Board Chair

William C. Trigg, III, Ph.D.
Chief Executive Officer



5

in this issue

- 4 Year of the Wish Granter
- 5 Gala Preview
- 6 Adopt-A-Wish Campaign
- 7 Another Milestone Wish
- 8 A Record Walk
- 10 The Gift
- 11 Jumping for Joy
- 12 New Board Chair
- 14 Wishes
- 16 Lighting Up the Season
- 18 Managing Funds
- 20 A Lasting Gift

Wishmaker is published twice a year by
Make-A-Wish® Northeast New York

3 Washington Square
Albany, NY 12205
518.456.9474 (WISH)
Fax 518.782.0618
E-mail neny@neny.wish.org
www.neny.wish.org



6



7



14



18



20

Make-A-Wish®
NORTHEAST NEW YORK

BOARD OF TRUSTEES

Sarah A. McKinney, Chair
Microsoft Corporation

Lisa M. Clifford, Vice Chair
Key Private Bank

Michael P. Lasch, Treasurer
Pine Street Capital Partners

David A. Druzynski, Jr., Secretary
Auto/Mate Dealership Systems

Brian V. Hannafin, Chairman Emeritus
BVH Solutions

Kristen D. Berdar, CPA, CMA
BST & Co., LLP

Jennifer M. Boll, Esq.
Bond, Schoeneck & King, PLLC

Sean M. Doolan, Esq.
Hinman Straub P.C.

James Giordano
Latham Pool Products

John Hinkle
CommerceHub

Kyle Kinowski
The Ayco Company, L.P.

Steven Kuring
GE Power

David O'Leary, Esq.
The Ayco Company, L.P.

Robert Roemer
CAP COM Federal Credit Union

Leah Slocum
PEAK Partners Team Realty
Joshua Spiegel
Trans-Border Global Freight Systems, Inc.

Chris Walton
Total Facility Solutions/M+W Group

Andrew Weibrecht
U.S. Olympic Ski Team (ret.)

Lauren Weintraub, M.D.
Albany Medical Center

EX OFFICIO

Chief Executive Officer
William C. Trigg, III, Ph.D.

STAFF

William C. Trigg, III, Ph.D.
Chief Executive Officer

Robert Bullock
Chief Operating Officer

Kirsten Broschinsky
Director of Annual Giving

Michele Brumsey
Director of Leadership Giving

Lisa Duggan
Wish Coordinator

Raymond Gawlak
Manager of Volunteer Engagement

Scott Liloia
Senior Manager of Wish Granting

Mark McGuire
Director, Marketing & Communications

Mackenzie Watroba
Manager of Operations

ON THE COVER: Wish Granter Francesca Casaregola celebrates with her Wish kid, David Bloom, and his brother Jacob at the 2018 Walk for Wishes® held in August at Joseph L. Bruno Stadium in Troy. Francesca worked with David and his family to help make his wish to meet Mickey Mouse come true in 2016. Together, they raised more than \$5,000 for the Walk to help make more wishes come true.

The Year of the Wish Granter

These trained volunteers are often the critical player in turning a child's wish into a reality. They are the ones who enter families' homes and work with children and their parents, divining answers to a question that can prove elusive: *What do you really want?*

"They," Make-A-Wish Northeast New York Chief Executive Officer William C. Trigg, III, said, "are the face of Make-A-Wish."

They are Wish Granters, the men and women who act as liaisons between Wish families and the Make-A-Wish staff, helping craft a child's special wish down to the finest detail. Their gathering of information and input are crucial to the child's wish journey.

That is why Make-A-Wish Northeast New York has designated 2019 as *The Year of the Wish Granter*, recognizing the vital service these volunteers perform. The Wish Granter will be the focus of the 2019 Make-A-Wish Gala on March 23 at the Hall of Springs in Saratoga Springs.

"They are the mortar that holds the edifice that is Make-A-Wish together," Trigg said. "Simply, it takes a Wish Granter for a child's wish to be realized."

Sandi Worona, a retired elementary special education teacher from Slingerlands, has been a Wish Granter for more than a dozen children. She has also been a Wish Mom for one — her daughter Adena, who 11 years ago battled a rare form of cancer as a 15-year-old.

"I've seen both ends of it," Worona said. "It's a remarkable thing."

Worona's daughter chose to go on a family vacation for her wish. That teen is now 26, a social worker working with kids herself.

"Make-A-Wish is often thought about as kids getting a last dying wish. I love to correct that," Worona said. "Make-A-Wish provides a life-changing experience for them."

And the Wish Granter's role in that experience?

"We are to guide the parents and make them feel comfortable through the process," Worona said. "We are there to just listen and hear what the children want to do."

"Our role is to be a good listener, be honest ... and leave them with a smile on their face."

Mark Mortensen, a stock car driver at Fonda Speedway, presents donations to Make-A-Wish Wish Granter Lori DeBrino at Jumpin' Jack's in Scotia.



*Formal fun for
a great cause*



2019 Gala in March to Feature Original Wish Granters Tommy and Kay Austin



*Above, Kay and Tommy Austin
(photo provided).
At right, Tommy Austin and
his buddy Chris Greicius.
(Photo courtesy of
Linda Pauling)*



They are the original Wish Granters.

After being told by his wife Kay Austin in 1980 about a critically ill boy's desire "to catch bad guys," U.S. Customs Agent Tommy Austin embarked on a quest to make 7-year-old Chris Greicius' wish a reality.

That effort gave root to the organization that became known as Make-A-Wish. The Austins, considered the original Wish Granters, will be special guests at the Annual Make-A-Wish

Northeast New York Gala March 23 at the Hall of Springs in Saratoga Springs.

The choice could not be more appropriate: Make-A-Wish Northeast New York has designated 2019 ***The Year of the Wish Granter***.

After hearing about Chris, Tommy Austin told Arizona Department of Public Safety Officer Ron Cox during a stakeout about the young boy who was losing his battle with leukemia, but wanted to be a police officer. Through a mushrooming effort of multiple officers, Chris became Arizona's first and only honorary DPS officer.

The officers won a race against time. Chris died less than a week later.

"He was only seven years, 269 days

old when he died. But he taught me about being a man," said Tommy Austin, a Make-A-Wish co-founder. "I can tell you that because of meeting Chris, I am an entirely different man. Ron Cox said the same thing. He said he didn't fear death anymore, because he knew Chris would be there waiting for him."

A night of elegance, from décor to cuisine, will mark the 2019 Gala, a black-tie evening of fine food, great music and inspiring stories.

"We look forward to celebrating the Make-A-Wish Northeast New York Annual Gala with our donors, thanking them for all they do in making wishes come true," CEO William C. Trigg, III, said.

The 2019 event will focus on the mission of the local organization, with Wish kids and families in attendance to share their stories. And the Austins will represent our Wish Granters, the volunteers vital to turning wishes into actual experiences.

In addition to great food and live music, both silent and live auctions will be featured, with a variety of offerings that will appeal to everyone. Those who are unable to attend in person can still bid via smartphone or online, to ensure they can be part of the fun, while supporting Make-A-Wish Northeast New York.

Look for more information on tickets soon on neny.wish.org and the Make-A-Wish social media channels.



The Stars Are Coming Out

Adopt-A-Wish Campaign returns for 26th year

This November kicks off the 26th year of the Adopt-A-Wish Holiday Campaign, Make-A-Wish Northeast New York's longest-running fundraising event and an annual tradition throughout the 15 counties we serve.

This year, the campaign is getting a facelift.

We are incorporating the new Adopt-A-Wish logo, along with fun, bright colors. The changes to the campaign will help the initiative be more accessible to all and breathe new life into an already great tradition. Stars will now also be available at three different prices, \$1, \$3 and \$5. We've received feedback over the years that our donors wanted to see these options available: You will still be able to get all six stars for \$15!

Trustco Bank has generously renewed their role in the campaign as the

Presenting Sponsor, and we thank them for their support of the mission and making stars available at all of their area branches.

Along with Trustco branches, stars will be available at Crossgates Mall, Colonie Center, Wilton Mall, Aviation Mall, Champlain Centre and various businesses and schools throughout the region.

We hope you'll accompany us for the campaign kickoff and meet our incredible ambassadors! You can join us at Crossgates Mall on Nov. 15 at 5 p.m. (corridor across from Regal Cinemas) or at Champlain Centre on Nov. 20 at 5 p.m. (main corridor, near Santa).

THE AMBASSADORS FEATURED ON THIS YEAR'S STARS

Anne, 12, from Albany
"I wish to go to Hollywood."

Joseph, 5, from Amsterdam
"I wish to visit Universal Orlando."

Natasha, 18, from Clifton Park
"I wish to go on a Disney Cruise."

Colby, 16, from Ghent
"I wish to be an animator."

Olivia, 4, from Clifton Park
"I wish to go to Disney World."

Brady, 3, from Latham
"I wish to have a swimming pool."

James, 9, from Saranac Lake
"I wish to go to Disney World."

Aubrie, 16, from Plattsburgh
"I wish to go to the American Music Awards."



I Wish To Go ...

A Wish Takes Off

Southwest Airlines helped a Mohonasen High School student's wish truly take flight.

Before taking off for Orlando, Florida, and Disney World in July, 15-year-old Ben got the full tour of Southwest's operation. Pilots showed him around the cockpit and explained the controls, while the ground crew even let him take a turn at guiding an aircraft to its gate from the tarmac.

"[Southwest] is a really good company," said Benjamin, who has a life-threatening form of epilepsy.

The wish, facilitated by Wish Granters Linda and Michael Doyle, was the milestone 1,800th for Make-A-Wish Northeast New York since the establishment of the chapter in 1987.

According to Ben's mother, Carrie, the trip changed her son's outlook. The entire time Ben was on his wish, he was laughing, smiling and laid back.

"We have a lot of medical issues and he wasn't thinking about them," Carrie said. "He wasn't worried all the time. It was just a care-free experience, not worrying about anything except the next place we were going to have fun."

Make-A-Wish Northeast New York Chief Executive Officer William C. Trigg, III, noted about 80 percent of the chapter's wish kids reach adulthood.

"We've known about the medical impact of a wish and now we have proof to be able to show that's the case," Trigg said. "We now have empirical evidence to prove the medical benefits. The wish is really part of the medicine."

Disney — his actual wish — lived up to his hopes.

"We went to every park," Ben said, "Sea World, Universal, Hollywood Studios. It was so much fun."

The 15-year-old also sees himself going to flight school one day. He hopes to fly for Southwest.

Milestone Wishes

1987: The local chapter of the Make-A-Wish Foundation formally established and grants first wish.

1998: Chapter grants 300th wish — Joey's wish to visit Walt Disney World and meet Winnie-the Pooh.

2002: Make-A-Wish Northeast New York grants 500th children's wish as Billy and his family enjoy a Disney Cruise Line Land/Sea Vacation.

2004: Chapter's 600th wish granted to 8-year-old Lashanna from Schenectady.

2005: Local chapter grants 700th children's wish to 6-year-old Benjamin of Glenville. Volunteer wish granter Toni Cowie responsible for granting this milestone wish, in addition to wishes No. 500 and 600.

2009: The local chapter's 1,000th wish granted to 9-year-old Zachary, who is "slimed" at the Nickelodeon Hotel and Studios in Florida.

2011: Wish Teen Julia granted the 1,200th wish from the local chapter, as she and her family enjoy a trip to the Jersey Shore.

2013: Albany International Airport hosts celebration upon the return of Wish kids Christopher, Austin, Zachary and Emily and their families from Disney, marking the Chapter's 1,400th wish.

2015: Wish Teen Hannah granted the chapter's 1,500th wish, a trip to Los Angeles for the People's Choice Award show.

2016: The Chapter grants its 1,600th wish to Lucia, who visits Hawaii and swims with sharks.

2017: 17-year-old Cameron is 1,700th Make-A-Wish Northeast New York wish recipient when he joins 48 of his Columbia High School peers on a 10-day adventure to Europe.

A HOME RUN AT THE JOE



**RECORDS SHATTERED
AS 600-PLUS PARTICIPANTS
RAISE MORE THAN \$125,000**

TOP 3 FRIENDS AND FAMILY TEAMS

Kevin's Angels (\$9,964)
Hustle for Hannah (\$7,090)
Carmella Strong (\$6,540)

TOP 3 CORPORATE TEAMS

B95.5 (\$13,091.91)*
Making Waves for Make-A-Wish
(Latham Pool Products) (\$4,470)
MetLife Wish Makers (\$2,610)

**Enough to grant one wish in its entirety.*

Miles were logged and records fell in an August Walk For Wishes® event in and around Joseph L. Bruno Stadium that singlehandedly raised enough in donations to fully fund more than 10 wishes.

Wish kids and alumni, family and supporters turned out in numbers never seen before to drive the historic Walk at The Joe on the campus of Hudson Valley Community College.

The event raised more than \$125,000 — not only a record, but a 33 percent jump from 2017 and a total that far exceeded the Make-A-Wish Northeast New York goal of \$115,000.

In 2017, the Walk For Wishes raised \$94,000 — blowing past the goal for that year of \$75,000.

“We are so excited about the results of the 2018 Walk for Wishes!” said Kirsten Broschinsky, director of Annual Giving for

2018 **WALK** FOR WISHES®

NORTHEAST NEW YORK

Make-A-Wish Northeast New York. “The success of this event is based completely on the incredible hard work and dedication of those whose lives have been touched by a wish and have come together to make sure wishes keep happening.

“Today, we’ve seen parents, grandparents, kids, neighbors, friends, and even strangers who have just heard the stories and been touched all work together, dollar by dollar, step by step, to make wishes come true!”

More than 600 participants were spread out over 47 teams, the largest ever, aided by nearly 60 volunteers.

In September, the baseball team that calls The Joe home, the Tri-City ValleyCats, won its third New York-Penn League title. But on a Saturday in August, the ballpark hosted hundreds who can also call themselves champions.



I Wish To Give Back ...

Alyssa, and the Gift of Giving

North Country teen's wish is to donate funds to adult day center

Alyssa, a Make-A-Wish teen from Lewis, worked with her Wish Granters, Pat MacMannis and Amy Patnaude, and family for a year to decide what she wanted to do with her wish.

"I was struggling to come up with what I wanted for a wish and I was just talking to Mom about it and we were just thinking of things we could do," Alyssa explained.

"And then I kind of just thought of it."

The best gift, she decided, is to give back.

So the 16-year-old, who has spent her life dealing with Nephrotic syndrome, a kidney disease, fulfilled her Make-A-Wish dream in August by donating \$8,000 to benefit the Third Age Adult Day Center in Plattsburgh, where she volunteers and her mother, Jessica, works.

"We started out with, 'I want to go on a trip,' and then she decided that's not what she wanted," the mom said. "Then she decided she wanted a dog. And then she decided, 'No that's not what I want.'"



"So we took a few months off and finally she goes, 'I know what I want, and if I can't have it there's nothing else I want.' So she told me that she would like to give back to the Third Age Adult Day Center."

Alyssa, overwhelmed by the wide attention garnered by her check presentation at SUNY Plattsburgh's Sibley Hall, stated she was thrilled to help friends. Clinton-Franklin-Essex Counties Lead Wish Granter MacMannis, who has been working with Make-A-Wish for 27 years, said Alyssa's choice did not surprise.

"She's very observant and she has a huge heart. And I think she sees a lot of herself in some of these participants in the program," MacMannis said. "I

think she sees people that need to ask for help sometimes and sometimes are vulnerable and I think she is someone who has had their own challenges with their health, recognized that in them and it's a chance for her to give back."

The Third Age Adult Day Center is a program for elderly individuals with developmental disabilities and memory impairment. Program Manager Christine Ouellette says the money Alyssa is giving through Make-A-Wish will allow for the construction of a safe inner courtyard and patio area.

Upcoming Make-A-Wish events



MARK YOUR CALENDAR

November 2018

- 11/2** Macy's Believe Campaign begins
- 11/15** Adopt-A-Wish Kickoff
Crossgates Mall, Guilderland
20th Annual Kristy Pollak Memorial Holiday Lights Show begins
Amsterdam
- 11/20** Adopt-A-Wish Kickoff
Champlain Centre, Plattsburgh

December 2018

- 12/1-31** Adopt-A-Wish Holiday Campaign
- 12/2** Wish Family Holiday Party
Keeler Motor Car Company, Latham
- 12/6** Day of Wishes
Colonie Center
- 12/6** Evening of Giving
Colonie Center
- 12/7** Believe Day

January 2019

- 1/13** Plattsburgh Bridal and Fashion Expo

March 2019

- 3/2-3** Softball on Snow tournament
Malone
- 3/23** Make-A-Wish Gala
Hall of Springs, Saratoga Springs

April 2019

- 4/29** World Wish Day

I Wish To Meet ...

A Wish Knocked Out of the Park

From the Broadway to the Bronx, Brayden had a Big Apple wish that was a grand slam.

The Queensbury 9-year-old's wish to meet members of his favorite team, the New York Yankees, was fulfilled and then some, thanks to Wish Granters Nancy Blair and Scott Liloia.

Brayden's favorite part: Going to Yankee Stadium and meeting slugger Aaron Judge, who gave him an

autographed bat. He also met several other players and manager Aaron Boone, many of whom signed his bat and shirt. Several players wore his wristband during the game that day.

He toured the clubhouse, which was nicer than he expected, and Monument Park, got to try on a Derek Jeter and Judge jersey and even hold a Babe Ruth bat.

But there was more.

Brayden, who has a brain tumor,

took a limo to New York from Albany Medical Center, where doctors and nurses gave him a hero's sendoff. He tackled Manhattan, where he saw his first Broadway show, "Wicked." He took in the sights and stores, and particularly enjoyed that when he asked for a souvenir or something else, mom said "yes."

It was a big day in the big city.



Jumping for Joy

The fundraiser has a tagline that serves as a warning, and a lure: *This ain't no bake sale ...*

Make-A-Wish Northeast New York Wish Granter Mary Kenney hit on the idea in 2011 of deploying skydiving as a means to raise money for the chapter.

"I wanted to do something fun. I wanted to do something unique," she said. "The first time I did it, I thought it would be a one-time thing."

There she was wrong. Things continue to look up for the Wish Jump, which has become a key fundraiser unique to the Northeast chapter.

"It just keeps growing," Kenney said.

This year's Wish Jump featured former Wish kids and teens and parents, CEO William Trigg, III, and other donors, and raised a whopping \$38,699.

Since 2011, nearly 100 Wish Jumpers have participated, and raised more than \$250,000.

This year's Wish Jump raised more than \$38,000.



Make-A-Wish Northeast New York CEO William C. Trigg, III, gives two thumbs up after his jump.

Q&A

Three questions for ...

New Board Chair Sarah A. McKinney



Sarah A. McKinney has ascended to the chairman's seat on the volunteer Board of Trustees of Make-A-Wish Northeast New York, succeeding Brian V. Hannafin.

Mr. Hannafin retains his seat on the Board as chairman emeritus.

Ms. McKinney serves as a partner development manager for Microsoft. Her responsibilities are focused on developing solutions for the education market that utilizes Microsoft technology. Ms. McKinney has been an active volunteer Wish Granter for 15-plus years, four years with Make-A-Wish Alaska & Washington and 11 with Make-A-Wish Northeast New York. She has also served on the chapter's Gala Committee for many years.

Ms. McKinney earned her undergraduate degree in electrical engineering at Rensselaer Polytechnic Institute and holds an MBA from Stern School of Business at NYU. She is an active supporter of her children's activities and teams.



New Make-A-Wish Northeast New York Chair Sarah A. McKinney, her husband Mark and their family.

Ms. McKinney is married with three daughters and lives in Albany County.

Wishmaker asked three questions to the new Board chair:

Question: Of all the worthy non-profits out there, what made you decide to become involved with Make-A-Wish?

Answer: I had heard wonderful, inspiring stories about volunteering for Make-A-Wish and knew that it would be a great opportunity to give back. Putting a smile on a child's face by granting their heartfelt wish and seeing the positive impact it has on their family continues to be reason I stay involved.

Q: As a chair, what skills are the most important to harness from a board and individual trustee?

A: A board should be an amplifying voice in the community for the organization — so having the passion for the organization is a must. Leveraging the professional experience of each trustee to provide the guidance, strategic and feedback to the organization is very important to helping drive the Make-A-Wish mission forward.

Q: You are also a Wish Granter: How has that impacted you personally?

A: Being a Wish Granter has been a fantastic experience in meeting different kids and their families. It has shown me how children think very simply and literally, and what you think is a small gesture, is actually HUGE in their eyes. Having three children now, I now know as a parent what it means to make your child happy.

Make-A-Wish NENY Welcomes New Staff

Make-A-Wish Northeast New York welcomes three new staffers to its team.

Scott V. Liloia, senior manager of wish granting
Scott joined the chapter in April, 2018, first as senior manager, medical referral outreach before moving to wish granting, where he oversees the chapter's wish granting process.

A Clifton, N.J., native, he moved to Upstate New York in 2011. Scott holds a Bachelor of Fine Arts in Theater from Mason Gross School of the Arts, Rutgers University.

Scott has more than 10-years' experience working with children with chronic or life-threatening medical conditions with the SeriousFun Children's Network. Within this network of camps, he held the positions of program coordinator at *The Painted Turtle* in California, and most recently was the program director of the Hospital Outreach Program "CAMP On-The-Go" for *Double H Ranch* in Lake Luzerne, New York.

As a cancer survivor, Scott understands how a critical illness can impact a child and the entire family unit. He is excited to be a part of the Make-A-Wish team and looks forward to bringing life-changing wishes to children and their families — at a time when they need it the most.

Ray Gawlak, manager of volunteer engagement

Ray joined Make-A-Wish Northeast New York's staff in October 2018, but had been a wish granter for almost two years prior. He is very passionate about the organization and all the families that it helps around the world.

Prior to Make-A-Wish, Ray spent the past 20 years working in the recruiting and research field, as well as being very active in the community. During this time, he has developed many traits that will help him in his new role as manager of volunteer engagement.

Ray lives in Tribes Hill, N.Y., with his wife, Courtney, and their 12-year-old-son, Colin.

Mark McGuire director, marketing & communications

Mark joined Make-A-Wish Northeast New York in September 2018 after a long career as an award-winning newspaper reporter, columnist and editor.

The Northport, Long Island, native worked for newspapers in Gloversville, N.Y., and Passaic, N.J., before moving to the Capital Region in 1990. From 1990-2013 he worked for the *Times Union* of Albany, serving in a variety of roles, including as a news and political reporter and television/media and sports columnist.

From 2013-14, Mark served as Manager of Publications for Albany Medical Center, before returning to newspapers and *The Daily Gazette* of Schenectady. From 2015-18 he was the newspaper's executive sports editor. He has also written three books, for national magazines and served as an adjunct professor. He holds a bachelor's degree in Mass Communication from St. Bonaventure University.

Mark is married with two daughters and lives in Delmar, N.Y.

Four new leaders take seats on Board of Trustees



Make-A-Wish® Northeast New York welcomes new members to its volunteer Board of Trustees, now chaired by Sarah A. McKinney

The Trustees are charged with establishing the strategic direction of the chapter, setting policies and procedures, raising funds and working with the CEO to fulfill the mission of the Foundation.

Here are the new board members:

KYLE KINOWSKI serves as senior vice president and region head for Ayco's Northeast Region Counseling Department. Mr. Kinowski is responsible for 50 financial advisors, providing financial advice to more than 2,800 high-net-worth clients. The Ayco Company is a Goldman Sachs Company.

Mr. Kinowski has been a generous wish sponsor for the past three years with Make-A-Wish Northeast New York.

He earned his undergraduate degree in biology from Binghamton University, and holds an MBA from Union College.

Mr. Kinowski is married with two children and lives in Saratoga County.

ROBERT ROEMER is CAP COM Federal Credit Union's vice president of Project Management/Innovations, a new department that was formed in 2012, and was very actively involved with building the Credit Unions new headquarters. Mr. Roemer also currently oversees the Administration and Facilities department as well.

He graduated cum laude from Sage Junior College of Albany with a degree in Information Systems. He joined the Credit Union in 1997 as a software specialist in the IS Department. He moved up the ranks from software specialist to manager, then assistant vice president to vice president of the IS Department.

In addition to Make-A-Wish, he has given his time as a volunteer to Literacy Volunteers of Rensselaer County and the Albany Police Athletic League Board.

Mr. Roemer is married with three children and lives in Albany County.

LEAH SLOCUM is the founding partner of the top-rated Keller Williams' PEAK Realty Team and president of the Peak Giving Tree Foundation based in Latham. She is a 10-plus-year real estate veteran representing mid- to high-level luxury home owners throughout the Capital Region.

Ms. Slocum has built a solid foundation of residential and corporate clients, and has a long record of guiding local, national and multi-national clients through acquisitions and sales.

Prior to real estate, Ms. Slocum was involved with the inception and growth of one of the most successful start-up companies in the Capital Region, CommerceHub. As the third employee hired, she was responsible for several start-up aspects of the organization, including sales, marketing and finance. She worked directly with the CEO and high-level executives from Fortune 1,000 companies, including QVC, Target & Amazon.

CommerceHub became a publicly traded company in 2016, and was purchased by a private equity firm for \$1.1 billion in 2018.

In addition to Make-A-Wish NENY, Ms. Slocum is a trustee with the Leukemia-Lymphoma Society, and remains involved in the American Heart Association, Saratoga Center for the Families Foundation, Double H Ranch, Ronald McDonald House and other groups.

DR. LAUREN WEINTRAUB is an assistant professor of pediatrics at Albany Medical College and a pediatric hematologist/oncologist at the Melodies Center for Pediatric Cancer and Blood Disorders at Albany Medical Center.

She received her Bachelor of Arts in child development at Tufts University and her medical degree at Tufts University School of Medicine. Dr. Weintraub completed her residency and internship at Mount Sinai Hospital in New York City, where she earned the Kurt Hirschhorn Award for Excellence in Pediatric Research.

Dr. Weintraub came to Albany Med from the Children's Hospital at Montefiore in the Bronx, where she completed her fellowship in pediatric hematology and oncology. During her work at Montefiore, she was inducted into the Leo M. Davidoff Society for outstanding achievement in medical student education and received the Award for Excellence in Resident Education. Dr. Weintraub's career training focused on pediatric neuro-oncology and included both clinical and basic science research on brain tumors. Dr. Weintraub's clinical interests also focus on brain tumors, and she serves as director of the Pediatric Brain Tumor and Neurofibromatosis Program.

Under her direction, Albany Medical Center became an official member of The Children's Tumor Foundation's Neurofibromatosis Clinic Network. Dr. Weintraub also established the Upstate Pediatric Neurooncology Consortium, which includes Albany Medical Center, Upstate University at Syracuse, University of Rochester Medical Center and Buffalo General Medical Center.

She lives with her husband, Eric Silverman, M.D., an anesthesiologist at Albany Med, and their son in Albany County.

James Considine, Judith C. Gabler and Sharon Phillips stepped down from the Board in the past 10 months. Make-A-Wish is grateful to them for their service to our mission.



'I wish to go to Walt Disney World® Resort'

Kenneth, 17, from Schenectady

Wish Granters: Debbie Karius and Brenda Fitting
Wish sponsored by 2018 Wish Jump

Joseph, 6, from Amsterdam

Wish Granters: Erin Goodfellow and Kirsten Broschinsky
Wish sponsored by 2018 American Legion Post 337 Golf Tournament

Aula, 6, from Troy

Wish Granters: Michele Brumsey and Erin Goodfellow
Wish sponsored by Regeneron

Milo, 3, from Clifton Park

Wish Granters: Janielle Krawczyk and Pam Seeger
Wish sponsored by Cole's Collision Centers

Sintawsif, 6, from Albany

Wish Granters: Karen Paquette and Nina Benvenuto
Wish sponsored by 2018 Adopt-A-Wish Campaign

Genesis, 7, from Albany

Wish Granters: Sabra Venezia and Pam Chase
Wish co-sponsored by 2018 Adopt-A-Wish Campaign

Nathan, 5, from Schenectady

Wish Granters: Pete and Toni Cowie
Wish sponsored by 2018 Wish Jump

Renessme, 5, from Plattsburgh

Wish Granters: Loretta Cappiello and Amy LaDue
Wish sponsored by Wack's Make-A-Wish Ride

Benjamin, 15, from Schenectady

Wish Granters: Linda Doyle, Michael Doyle and James Cole
Wish sponsored by Fenimore Asset Management

Messiah, 5, from Schenectady

Wish Granters: Leslie M. Baker, Lori Lubin and Susan Weiss
Wish sponsored by 2018 Adopt-A-Wish Campaign

Ryan, 12, from Troy

Wish Granters: Christopher Fain and Erik Fellows
Wish sponsored by FPI Mechanical, Inc.

Olivia, 4, from Clifton Park

Wish Granters: Michelle Arsenault and Nanda O'Leary
Wish sponsored by Team Dame

Paige, 13, from Watervliet

Wish Granters: Sabra Venezia and Danielle Sanzone
Wish sponsored by John Ryan and Powmat Ltd.

Hannah, 15, from Gloversville

Wish Granters: Ray Gawlak and Nicole Embt
Wish sponsored by 2017 NYS Laborers' Golf Tournament

Jasmine, 3, from Amsterdam

Wish Granters: Frank Valiante and Ray Gawlak
Wish sponsored by 2017 Wish Jump

the power of a wish

'I wish to HAVE'

I wish to have a room makeover

Kaitlynn, 18, from Hudson Falls

Wish Granter: George Sicard

Wish sponsored by Wack's Make-A-Wish Ride

I wish to have an above-ground swimming pool

Zoey, 5, from Salem

Wish Granter: Jesse Matteson, Eileen Dashnaw and Russell Matteson

Wish sponsored by 2018 Adopt-A-Wish Campaign

I wish to have an outdoor space with furniture to enjoy with my family

Ethan, 9, from Chateaugay

Wish Granter: Diane Roberts, Kismet McCormick and Amanda J. Zullo

Wish sponsored by 2018 Naked Turtle Golf Tournament

I wish to experience a live concert and cooking class at St. Margaret's

Lillian, 13, from Albany

Wish Granter: Jared Kingsley and Andrea Kingsley

Wish sponsored by Kyle and Danielle Kinowski

I wish to have a motorized ATV/4-wheeler

Daniel, 13, from Victory Mills

Wish Granter: William C. Trigg, III, and Heidi Eustis

Wish sponsored by Callanan Industries and Todd and Angelique Maddalone

I wish to have an enclosed outdoor space

Alexis, 18, from Athens

Wish Granter: Allison Smith and Kathy Ventura

Wish sponsored by 2018 SP-Livingston Golf Tournament

I wish to have an above-ground swimming pool

Brady, 3, from Latham

Wish Granter: Carl Gonzalez and Kandi Terry

Wish sponsored by Eric Lerner and additional 2018 Fund-A-Wish Donors

I wish to have a swimming pool

Abby, 15, from Fort Edward

Wish Granter: Maura Fox and Zach Ogden

Wish sponsored by 2018 Fund-A-Wish Donors

I wish to have a room makeover

Hunter, 10, from Gansevoort

Wish Granter: Maura Fox and Zach Ogden

Wish sponsored by Wack's Make-A-Wish Ride

'I wish to MEET'

I wish to meet the New York Yankees

Brayden, 9, from Queensbury

Wish Granter: Nancy Blair and Scott Liloia

Wish sponsored by 2018 Fund-A-Wish donors

'I wish to GO'

I wish to go to Florida to swim with dolphins

Gabrielle, 11, from Latham

Wish Granter: Dena DeLude and Sarah McKinney

Wish sponsored by Michael and Alicia Lasch

I wish to go to Hollywood and Los Angeles

Anne, 12, from Albany

Wish Granter: Rachel Dymond and Emily Hennessey

Wish sponsored by Brian and Erin Hannafin

I wish to go on a Disney cruise

Jack, 5, from Slingerlands

Wish Granter: Barbara Jariri and Pam Dutcher

Wish sponsored by Frank and Tamsen Poore, and John and Patricia Hinkle

I wish to go to Aruba with my family

Davia, 16, from Schenectady

Wish Granter: Nathan Pyne and Gina Wright

Wish sponsored by 2018 Kingsway Community Charity Golf Tournament

I wish to go to the Red Sox-Mets game in Boston

Hannah, 16, from Peru

Wish Granter: Amy Patnaude and Pat MacMannis

I wish to go to Myrtle Beach to visit Grandma this summer

Patrick, 4, from Niskayuna

Wish Granter: Jessica Gallo and Sandi Worona

Wish sponsored by 2017 Tech Valley Charity Golf Tournament and the Niskayuna Community Foundation

I wish to go on a shopping spree

Jacob, 17, from Ballston Lake

Wish Granter: Evie Grassmann and Agnes Knott

Wish sponsored by Shenendehowa Central Schools

I wish to go camping

Jaimison, 5, from Latham

Wish Granter: Steven Shaw and Jeff Avella

Wish sponsored by 2018 Adopt-A-Wish Campaign

I wish to go sightseeing in New York City

Sebastian, 10, from Averill Park

Wish Granter: Mary Ellen Olenyk, Erik Fellows and Erin Oliver

Wish sponsored by 2018 Adopt-A-Wish Campaign

'I wish to GIVE BACK'

I wish to give back by donating to the Third Age Adult Day Center

Alyssa, 16, from Lewis

Wish Granter: Amy Patnaude and Pat MacMannis

Wish sponsored by The Foy Fund and 2018 Naked Turtle Golf Tournament

Holiday Lights Show to Again Light Up Sky

Lyon Street will again glow in the Amsterdam night sky as it hosts the 20th Annual Kristy Pollak Memorial Holiday Lights Show, to benefit Make-A-Wish Northeast New York and presented by Dave's Landscaping LLC.

The holiday staple runs Nov. 15 through Jan. 1. An opening ceremony will be held on Friday, Nov. 30 at 5:30 p.m., with Santa and Mrs. Claus arriving at 6 p.m.

The displays consists of more than 200,000 lights, computerized configurations and 70 displays, including a 25-foot LED tree with a simulated train around it, and a 35-foot electronic Christmas tree that broadcasts holiday music through vehicle radios.

There is no admission, but all donations go to grant wishes for children in Fulton and Montgomery counties. Last year the show raised \$10,171 for Make-A-Wish.

You can also bring a new unwrapped toy for Joe & Chad's Annual Toy Drive, take a ride on the Holiday Train, drive through and see the displays, enjoy a saddle horse and pony rides or visit Santa in his workshop.



WACK'S
Make-A-Wish
NORTHEAST NEW YORK
RIDE



A Rolling Roar of Hope

That sound you heard in the North Country in late July was the rumble of bikers riding to benefit critically ill children.

The 11th Annual Wack's Make-A-Wish Ride, one of the largest charity motorcycle rides in the region, rolled from the Wayside Bar & Grill in Hudson Falls to the Adirondack Bar & Grill in Queensbury.

Riders, supporters, Wish kids and families enjoyed BBQ, live music, live and silent auctions, a bucket auction, and a raffle for a 2018 Arctic Cat ATV and motorcycle. Organized by Wack Nolan and George Sicard and supported by a legion of dedicated volunteers, the ride raised \$47,551 — enough to fully fund four wishes for children in the Lake George region.

In its 11 years, Wack's Ride has raised more than \$332,000 — enough to fund roughly 30 wishes. And with every mile, the ride spreads the message of Make-A-Wish.

"The support from the community through Wack's Ride continues to inspire," Make-A-Wish Northeast New York CEO William C. Trigg, III, said. "This event keeps growing because riders keep coming back year after year. They get to hear directly from the Wish families whose lives they have directly transformed. It's a powerful experience."

Local Funds, Local Wishes

We thank these individuals, groups and organizations for their fundraisers held on behalf of our wish program

External Event Name	Amount Raised
Tech Valley Charity Golf Tournament	\$188,054
Wack's Make-A-Wish Ride	\$47,551
Wish Jump	\$38,699
Kingsway Community Charity Golf Tournament	\$38,050
SP-Livingston Golf Tournament	\$23,000
Naked Turtle Golf Tournament	\$19,175
All American Classics Auctions	\$13,278
American Legion Post 337 Charity Golf Tournament	\$8,500
Team Dame Golf Tournament and BBQ	\$8,100
Annual Clam Bake in memory of Anda Cooper	\$5,330
Sarah McKinney's Party for a Purpose	\$3,645
10th Annual Charity Fun Fly Airshow	\$2,123
Softball on Snow	\$1,701
Ryan's Farmer's Market Fishing Tournament	\$1,443
Brandon Walters Racing	\$1,250
Schenectady Night Out Fundraiser	\$1,108
TFS Chili Cook-off	\$615
Adirondack Shelby Mustang Club 26th Annual Dealer Day Car Show	\$520
Holland Meadows Tuesdays Ladies Golf League Charity of Choice in honor of Wish Kid Jordan Waner	\$420
Glenmont Abbey Village Fundraiser	\$330
Mortensen Motorsports 1M Fundraiser in honor of Wish Kid Dawson	\$300
Dr. Michelle Bell Book Signing Event	\$225



Kids for Wish Kids

	Amount Raised
Malta Avenue's Penny Harvest Fundraiser with a Grant from SEFCU	\$1,123
Tecler School's Pie the Teacher Fundraiser	\$830
St. Pius X School's "Hoops for Help"	\$646
Emily Fuller's Flower Arrangement Sale	\$500
Orenda's Yearbook Activity	\$458
Koda National Junior Honor Society	\$377
Mrs. Pollay's 4th Grade Class	\$250
Moriah Central Cheerleaders' Fundraiser	\$192
Gowana's Student Council	\$145
Caleb Mickle's Balloon Animal Fundraiser	\$127
Shenendehowa High School's Class of 2021 Club	\$120
Jocelyn Krawczyk	\$100
Castleton Elementary's 5th Grade — International Pay it Forward Day	\$26

Wishmakers on Campus

	Amount Raised
Siena Wishmakers on Campus Club	\$6,285
SUNY Adirondack Festival of Hope	\$4,499
New York District of Circle K International	\$339



MAKE-A-WISH AVENGERS ASSEMBLE!

MAKE-A-WISH NORTHEAST NEW YORK SUPERHEROES got together with the cast of Marvel Universe LIVE! at Times Union Center in October to undergo Avengers training, before getting to see Black Panther take down some villains. The Wish kids were then treated to a show the following night, thanks to Feld Entertainment.

Ensuring Your Donation Helps Wish Kids

Make-A-Wish Northeast New York takes very seriously our responsibility to steward supporter contributions wisely. Our fundraising efforts, fiscal practices and business operations are designed to support a single purpose: *to grant wishes that change lives.*



During Fiscal Year 2018, the chapter:

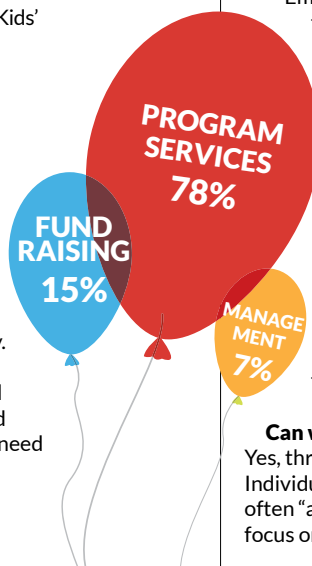
- Granted 75 wishes to kids with life-threatening medical conditions across the 15 counties we serve.
- Spent 78 cents of every dollar donated supporting wish-granting.
 - Remained a Better Business Bureau Accredited Charity, a leading charity watchdog group.
- More than 250 volunteers helped to grant wishes throughout the year.
- We granted our 1,800th wish dating to our establishment in 1987.
- Every penny of every dollar designated to wish granting remained LOCAL.
- 80 percent of our Wish Kids have survived and are living healthy and happy lives today!
- 99 percent of Wish families observe increases in their Wish Kids' emotional health!



How Your Gift is Used

Make-A-Wish Northeast New York is on a quest to bring every eligible child's wish to life, because a wish is an integral part of a child's treatment journey. Research shows children who have wishes granted can build the physical and emotional strength they need to fight a critical illness.

Every dollar our chapter receives aids us in our mission to create life-changing wishes for children with critical illnesses.



Financial Reports

For full financial details, please review our most recent financial statements or 990 form by visiting our website.

Commonly Asked Questions

What are your sources of funding?

Make-A-Wish Northeast New York finances its work through individual contributions, corporate donations, foundation grants, planned gifts and special events initiated by the chapter or individuals, organizations and schools throughout the 15 counties we serve.

The Foundation also relies on in-kind contributions of goods and services to help reduce the cost of wishes. The Foundation does not do telephone or door-to-door solicitation. We are not a United Way agency, but individuals can designate all or part of their own United Way or Combined State Employee Campaign payroll deductions for Make-A-Wish Northeast New York.

Have you ever denied a wish due to lack of funding?

NO! We are committed to granting the wish of every eligible child. Because we do not ever turn down an eligible child, we must maintain our revenues to fund all of these wishes. That is why it is critical that we raise important funds throughout the year through a variety of means. In-kind donations of goods and services allow us to make every dollar donated for wish granting purposes go farther.

Can we pay for a particular wish?

Yes, through our Adopt-A-Wish® program. Individuals, companies and organizations often "adopt" a specific Wish child's story to focus on as they plan their fundraising project.

How much does an average wish cost?

A wish can be as simple as a tricycle and as elaborate as a trip to Rome to meet the Pope. The average cost of a wish is about \$12,000.

How can we help raise money?

There are many ways to help, from school and community programs, to individual and corporate gifts, to sponsoring special events. Contact our offices at 518-456-9474 or email Kirsten Broschinsky at Kbro@neny.wish.org for more information or ideas.

Is there a minimum donation?

There is no minimum donation. Every gift, no matter how large or small, is vital.

What kinds of donations do you accept?

We accept gifts of cash, stock, bonds, mutual funds, annuities, real property (with some provisos), in-kind donations (goods and services), vehicles, bequests, trusts and even frequent flier miles.

Is my contribution tax-deductible?

Yes. Make-A-Wish® Northeast New York is a 501(c)(3) tax-exempt organization. As such, all contributions are deductible for income tax purposes to the extent permitted by the law.

Our fiscal year began September 1, 2018 and closes August 31, 2019. Please join us by making a gift to the Annual Fund today. Your gift will help a child make his or her wish become reality. It doesn't get much better than that. ...

For more information, contact us at 518-456-9474, neny@neny.wish.org or Make-A-Wish Northeast New York, 3 Washington Square, Albany, New York 12205.

Proof We Made the Right Choice

In May, Appolo Heating had the pleasure of attending the kickoff breakfast for the Make-A-Wish Walk For Wishes®. At that time we met Colby Hills, an inspiring and resilient young man. He shared his experience with us that morning, which moved us tremendously. Colby's speech, along with other stories of success and achievement based on community support and outreach, affirmed that we had made the right choice in supporting this foundation.

We also had the honor of participating in the 2018 Walk For Wishes. Appolo was fortunate enough to have a booth at the Walk, where we experienced first-hand the inspiring effect Make-A-Wish has on so many children and families.

It was to our surprise and pleasure when we were teamed up with our speaker from the kickoff breakfast, Colby, and his parents Jodi and Donald for our fundraising efforts. With our combined efforts we were able to raise more than \$2,500 for Make-A-Wish Northeast New York, which was \$1,500 more than our original goal!

Participating at the Walk was a first for most of us and unbelievably uplifting to see the amount of support and positivity of everyone involved in this awesome event! Even as it started raining at the beginning of the Walk, many participants carried onward for this amazing cause. The Walk was a great experience for all of us, and we can't wait to continue our fundraising efforts as well as participate in the Walk for many years to come!



Appolo Hills Walk For Wishes Team

The Giving Principle Of Creighton Manning

As a locally owned engineering firm, Creighton Manning encourages employees to volunteer and give back to the community. To support its guiding principle, "We are committed to our Community," participation in the Walk For Wishes was an ideal fit.

August 2018 was Creighton Manning's first experience with Walk For Wishes, and its participants expressed pride to be among the top 20 teams, raising \$2,295 for Make-A-Wish Northeast New York. In an effort to get staff involved with fundraising, the firm held an in-office bake sale with the proceeds going to the Walk, asked for friends and family donations, and also provided a company donation.

Creighton Manning said it was extremely fortunate to have Wish kid Sebastian Lasher and his family on its Walk For Wishes team. Sebastian had already received his wish, and was so grateful to be on the team and to have his name on the team shirts. He provided a personal thank you.

"It has been a long time getting cancer treatments, and it gets lonely," he noted. "Some don't realize all the people you lose in your life when you get sick. So being a part of a team made me feel so welcomed."

Sebastian was an inspiration, persevering through his illness on Walk day, affirming to Creighton Manning the importance to continue supporting philanthropic causes.



Creighton Manning Walk For Wishes Team



3 Washington Square, Albany, NY 12205

NON-PROFIT ORG.
U.S. POSTAGE

PAID

ALBANY, NEW YORK
PERMIT NO. 549

LEGACY of WISHESSM



A Small Gift, a Huge Impact

I'm not wealthy. I don't fly to Aspen to ski. My dresses aren't designer. But my life has such bounty. A satisfying career. Fabulous friends. And I want to share this in a meaningful and lasting way. So, I've created a legacy through my will with Make-A-Wish® Northeast New York. Sick kids who need a reason to hope? There was never any question about the caring family I wanted to join. What this really means to me is that I've joined a family of givers. And what did I find? More bounty. Perfect. ...

We invite you to consider including Make-A-Wish® Northeast New York as a beneficiary of your will or trust. In doing so, you leave a legacy that will provide hope, strength and joy to deserving children in our community.

Just a sentence or two in your will or trust are all that is needed. To help make wishes come true, please use the following recommended bequest language:

I give the sum of _____ dollars (or _____ percentage of my estate) to Make-A-Wish® Northeast New York, located at 3 Washington Square, Albany, NY 12205 Tax ID number: #14-1703503.

If you have questions and to notify us of your bequest so that we can honor you during your lifetime, please contact Michele Brumsey at mbrumsey@neny.wish.org or 518-456-9474.

For online resources related to giving and charitable gift planning, visit www.neny.wish.org/giving.

We understand. Your circumstances may change and you can change your future gift at any time.