The National Institute of Mental Health estimates that 18.6% of people in the United States have a mental illness in any year. The World Health Organization estimates that one in four families has at least one member with a mental or behavioral disorder.

Mental illness is an issue for all Marylanders. Individuals and families must cope with stigma, a confusing and often inadequate service delivery structure, ignorance about local resources, and quite simply, trauma. Mental illness can lead to lost productivity, poverty, homelessness, incarceration and broken family relationships. But with support and education, adequate and accessible services and a caring community, people can live well.

NAMI Maryland meets this challenge directly by conducting extensive outreach, support and education through various media, a helpline, grassroots advocacy and many other activities. We meet this challenge by working with and strengthening local affiliates to help them function effectively to offer education and support programs and advocate at the local level. We also meet the challenge by collaborating with, and leveraging the many networks and organizations with which we connect.

The values that inform all NAMI Maryland actions include:

- **Families and individuals with mental illness** are the experts. We can use our personal experience to improve systems and to provide community outreach and education
- **Effective peer-based, recovery-oriented programming and services** Proven NAMI programs are led by intensively trained family members and individuals with mental illness for their peers
- **Volunteers and community partners**: We leverage the power and networks of volunteers and community partners to spread NAMI’s message of hope and effective action

Our core activities include:

- **Internet and toll-free statewide helpline**: We field many requests for information and support through an internet and phone “warm line.” We provide hope and useful information and link people to support and resources.
- **Peer Education and Support**: We offer effective, FREE peer education and support programs, delivered at the local level directly and in collaboration with local NAMI affiliates;
- **Community Outreach and Education**: We provide effective community education and outreach directly and in collaboration with local affiliates, community partners and networks.
- **Policy & Advocacy for Systems Improvement**: We identify and work on critical issues of importance to our stakeholders, in collaboration with our national organization, local NAMI affiliates and many advocacy partners
- **Affiliate Development and Assistance**: We provide services and consultation to 12 local affiliates and emerging NAMI groups across the state, furthering our common mission
- **Improving Organizational Governance and Operations**: We work toward sustainability and effectiveness.

NAMI Maryland and its affiliates move the NAMI mission forward through the extraordinary work of volunteers and affiliate leaders across the state. Individual members and community partners leverage their networks to expand our reach!

More work needs to be done. Join with us to improve the quality of life for individuals with mental illnesses and their families.
**NAMI Peer Education and Support Programs** are best practice education courses and support groups provided *for and by peers*: families are trained to support other families and individuals with mental illness are trained to support other individuals like them.

NAMI Maryland provides the trainings for family members and individuals living with mental illness to become peer course teachers and support group facilitators. Once trained, these individuals can deliver NAMI program offerings in their local communities.

NAMI Maryland supports local affiliates in delivering NAMI signature programs throughout Maryland. We help with program planning and problem solving. We advise on community outreach, teacher and facilitator recruitment, and program implementation.

NAMI Maryland also supplements the work of local affiliates by coordinating statewide outreach and by offering programs directly. For example, this year NAMI Maryland coordinated the very first NAMI Peer-to-Peer course held in Cecil County, enrolling 15 individuals with mental illness. We also held the first-ever NAMI Homefront course in Maryland with NAMI Montgomery County and set the stage for several more courses in other counties.

In FY 15, over 100 individuals with mental illness and family members from across Maryland were trained to facilitate NAMI support groups and teach NAMI education courses.

We also resourced *many* additional teachers and facilitators who were initially trained in prior years.

**Thank you to the many, many dedicated teachers, mentors, facilitators, presenters and trainers who make all of these programs possible!**
Internet and toll-free statewide helpline: NAMI Maryland handles requests for information and support through an internet and phone “warm line.” We provide useful information and link people to support and resources. Our calls and internet requests have greatly increased as our community outreach and visibility continues to make an impact.

We will continue to focus attention on this important area of service.

To meet the increased need this year we have:
- Recruited new volunteers to help answer phone and online requests for support and information.
- Developed new resource materials to meet common requests for information.
- Developed introductory helpline training workshops for staff, interns and volunteers. In these classes, trainees focused on listening skills and empathy and learned how to answer common questions.

Plans for the Future:
We hope to develop additional trainings and make them available to our affiliate volunteers.

NAMI Workshops by Core Stakeholders:
Training Program Graduates to Deliver Workshops

NAMI Maryland offers trainings for individuals and family member graduates of our local peer programs to deliver effective scripted workshops using their personal experience for a variety of audiences including
- the general public;
- emergency responders;
- criminal justice personnel;
- faith congregations and leaders;
- school personnel;
- health providers;
- social service providers;
- behavioral health providers

NAMI In Our Own Voice, a presentation about living with mental illness facilitated by intensively trained individuals who effectively use their personal experience in a structured workshop to educate and give hope in the community, providers and others living with mental illness.

New to NAMI MD: NAMI Ambassadors graduates of NAMI programs for family members of individuals with mental illness are intensively trained to deliver multiple workshops, including:
- Basics About Mental Illness
- Engaging and Working Effectively with Families
- Caring for Every Child’s Mental Health
- Working with Families in Crisis (for police and emergency staff)

Also available:

What is Recovery? A new workshop delivered by trained individuals with mental illness and family members

Raising Mental Health Awareness: college campus
Sharing Hope: faith communities
Ending the Silence: K-12 school communities
Hearts and Minds: taking care of physical health

Thank you to the dedicated presenters, trainers, and numerous outreach volunteers and partners who make our expanding community education and outreach possible!
NAMI Maryland provides effective community education and outreach directly, and in collaboration with local affiliates, community partners and networks.

Our outreach activities are varied and vigorous, targeting every part of the state. In addition to 12 community based affiliates, several groups working toward affiliate status, and NAMI on Campus groups, we work with a network of more than 32,000 individuals and organizations from every socioeconomic, racial, ethnic, profession and community audience who share our interests and mission.

In addition to NAMI outreach programs presented by trained family members and individuals with mental illness, we offer:

- Annual two day multi-track Conference
- Annual Maryland NAMIWALKS
- An increasing online presence through social media, e-news, action alerts and an expanding website. This year, we laid the foundations for a complete website redesign.
- Newsletter, mailed to paid members. We have refocused the newsletter to cover a specific topic in each issue.
- Print resource materials provide useful and practical information. We developed more than 10 fact sheets on common issues.
- Media This year, we consulted with and were covered in the Washington Post, Baltimore Sun, national Mental Health Weekly, and many other print media as well as television and radio
- Free teleconferences and webinars on topics of interest
- Surveys and Reports Learning from our stakeholders
- Participation in Events NAMI Maryland staff and volunteers attended and provided displays and resource materials at more than 50 events across Maryland.
- Collaborative Events This year, for example, we helped develop the first Kent & Queen Anne County Town Hall Meeting and Resource Fair, among many other community and statewide events.
- Viral Grassroots Marketing & Outreach Our stakeholders, many supporters and partners help us by leveraging their networks to get the word out!

This year we continued to develop new partnerships, including Alpha Kappa Alpha Sorority, Army OneSource Serving Together and many others.

Workshops and Trainings:
This year we provided more than 35 special presentations and provided resources to countless audiences including government agencies; community-based organizations; civic organizations; professional organizations; faith leaders and congregations; first responders & emergency staff; colleges, universities and K-12 staff; parents and students; behavioral health & health agencies and provider staff; social service agencies and staff; cultural, ethnic & minority forums

Some of the Topics:
- Confronting Stigma: How to Use Personal Stories
- Violence, Mental Illness and Stigma: The Real Story
- Effective Police Response to Mental Illnesses
- Children with Mental Health Issues: What Families Need
- Identifying and Effectively Engaging Families
- Engaging Family Members and Individuals in Systems Design
- Helping Emerging Adults with Mental Health Challenges

In a 3-week period, we distributed more than 20,000 hard copy fliers about getting insurance through the new Health Benefits Exchange; In 3 days, we disseminated a national report on insurance for mental health by NAMI to over 100 media outlets and to over 30,000 individuals.
On January 14, 2015, 188 Maryland General Assembly members, almost 70 of whom were new, were sworn in to represent their legislative districts for the next four years. Maryland also welcomed its 62nd governor, Larry Hogan, to Annapolis and he was officially sworn in on January 21, 2015.

NAMI Maryland held our Advocacy Day this year on Thursday, January 29, 2015. Almost 100 NAMI Maryland members and supporters traveled to Annapolis to meet with their elected officials to discuss our three top legislative priorities:

- Appropriate funding for timely and effective services and supports is provided in the FY2016 Behavioral Health Budget.
- Effective implementation of health care reform in Maryland in order to expand access to behavioral health services.
- Implement strategies and programs for appropriate intervention by law enforcement, corrections, and parole and probation, as well as discharge planning for successful reentry to the community.

NAMI Maryland spent a significant amount of time this session urging the House Appropriations Committee and the Senate Budget and Taxation Committee to restore the community mental health reimbursement and provider rates that were cut from the Governor's FY16 Budget.

NAMI Maryland also participated in an extensive and well-coordinated advocacy campaign, “Keep the Door Open,” by the Maryland Behavioral Health Coalition. Over the course of the 90-day session, members of the General Assembly and Coalition members urged leaders to “Keep the Door Open” and restore and expand behavioral health funding by submitting op-eds and letters to the editor, by organizing a rally, creating a petition and gathering signatures, and by driving our message on social media.

The final budget included several important behavioral health funding priorities and it passed both the House of Delegates and the Senate with a substantial amount of bi-partisan support.

Governor Hogan has committed to appropriating the funds set-aside by the legislature to restore the FY16 community mental health provider rates, partially restore psychiatrist evaluation and management rate cuts and $2 million for substance use disorder treatment. This was a huge win for NAMI Maryland and the Behavioral Health Coalition! Without the voice of the thousands of advocates that lent their voice to the “Keep the Door Open” campaign, this win would not have been possible!

In addition to NAMI Maryland’s legislative priorities, legislators considered a variety of other behavioral health bills aimed at reducing barriers to accessing behavioral health services. We were deeply involved in critical conversations about these bills and provided testimony during committee hearings. Our 2015 Legislative Wrap-up provides an in-depth summary of this work.
To equip grassroots members for effective advocacy NAMI has developed the NAMI Smarts for Advocacy Training. NAMI Smarts for Advocacy increases the capacity of individuals and families living with mental illness to share their stories effectively and use them to engage decision makers on key advocacy issues.

The first week of July 2014, five NAMI Maryland members spent the weekend in Richmond, Virginia to become certified as Smarts for Advocacy State Trainers. Smarts for Advocacy programs were held several times throughout the fall and winter to prepare advocates for the General Assembly session. Participants were eager to learn how to deliver a compelling, one to two minute version of their personal story and how to orchestrate successful meetings with elected officials.

**Health Care Reform Activities**

NAMI Maryland hosted two webinars this year regarding Health Care Reform. The webinars, “Health Coverage: Getting it Right and Using it Wisely”, were presented by the Mental Health Association of Maryland and the Maryland Women’s Coalition for Health Care Reform. The webinars focused on the importance of health literacy and what that means for consumers – both in terms of selecting a plan and then getting the coverage they need. Additional information was presented about the types of essential health benefits providers must approve, the Federal and state parity laws, updates on the Maryland Health Benefits Exchange and opportunities to get engaged in health care reform efforts.

NAMI Maryland is a member of the Maryland Health Access Network, a statewide coalition of organizations working to ensure that Marylanders have access to high quality and affordable health care. Coalition members include organizations that address chronic pain issues, including mental illnesses.

The Affordable Care Act has made it possible for Marylanders to buy health insurance coverage through Maryland Health Connection, however, too often, plans do not provide affordable coverage, can lack adequate patient protections, and can shut the door to patients’ own doctors; all of which are critical to our ultimate goal of improving health.

The coalition focused on several areas this year:

| Ensuring that insurance plans do not discriminate |
| Addressing patient protections (including network adequacy) |
| Improve affordability and cost sharing for patients |
200 people gathered October 17-18 for our Annual Conference. The conference offered two days’ of practical and skill-building workshops for individuals with mental illness, family members, mental health service providers, community leaders, individuals working in criminal justice, and local NAMI leaders.

Plenary speakers on both days updated us about health and mental health care reforms and shared their insights about effective mental health care.

- **Joshua M. Sharfstein, M.D.**, Secretary, Maryland Department of Health and Mental Hygiene
- **Gayle Jordan-Randolph, M.D.**, Deputy Secretary, Behavioral Health and Disabilities, Maryland Department of Health and Mental Hygiene
- **Mark Komrad, M.D.**, Psychiatrist, Professor, Author, Sheppard-Pratt Health System/Johns Hopkins

A special plenary on Saturday afternoon featured *Visionaries* – filmed in large part in Maryland, it highlights the origins and evolution of NAMI.

There were more than 30 workshops over two days, covering a wide variety of topics. Advocacy training sessions explained how to connect with lawmakers, suggest solutions, and follow up afterward. Workshops covered a wide range of topics including suicide prevention, recent brain research, children and adolescent issues, best treatments for various disorders, integrated treatment for co-occurring mental illness and substance use, and more.

Guests also had the opportunity to visit with over 20 exhibitors who provided information on a wide variety of mental health services.

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**2014 NAMI Maryland Conference Sponsors**

**Platinum—$7,500**
- Novartis

**Gold—$5,000**
- Otsuka
- Lundbeck
- Astra Zeneca

**Emerald—$3,000**
- Sheppard-Pratt Health System
- Lilly

**Silver—$1,000**
- Genentech
- Sunovion
- BHS Baltimore Division of Rehabilitation Services
- Janssen Pharmaceuticals

**Bronze—$500**
- Hudson Health Services
- University of Maryland, Department of Psychiatry

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- Janssen Pharmaceuticals

**Bronze—$500**
- Hudson Health Services
- University of Maryland, Department of Psychiatry

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**What guests had to say...**

“This was my first time attending and I wondered how I missed this conference in the past. Very informative and interesting!”

“Today was fabulous! I left today having a clear understanding of how to deal with my family member’s illness.”
On May 31, 2014, over 1,500 people from our region gathered for the Maryland NAMIWalks in Baltimore at West Shore Park in the Inner Harbor. This was NAMI Maryland’s 12th year coordinating NAMIWalks in Maryland and the first year in this new location!

NAMI Maryland coordinates the NAMIWalks in Maryland to spark conversations about mental illness. Local NAMI affiliates in Maryland partner with us to energize individuals and organizations across Maryland, and the funds raised helped NAMI Maryland and our affiliates continue to offer our free support and education programs around the state.

At the Walk, Danna Thomas, former Miss Baltimore, and Dr. Nollie Wood, Executive Director of the Mayor’s Commission of Disabilities participated in the opening ceremony. After the walk, participants heard live music, enjoyed food provided by local restaurants, visited our many exhibit booths, and celebrated their success in the walk, recovery, and one another.

Thanks to those who walked and raised money by reaching out to their network of friends and family. The donors are too numerous to list, but your support is invaluable. You helped raise awareness about the vital work that NAMI does and helped to begin the public conversation about mental illness. We are grateful to our volunteers, families, and affiliates who helped with setting up, running registration, handing out refreshments, and cleaning up. We absolutely could not have done it without you!

Thank you to our 2014 NAMIWalks Sponsors

Gold—$5,000
CIGNA
Whiting-Turner Contracting Company

Silver—$2,500
Magellan Behavioral Health, Inc.
American National Benefits Group
Sheppard Pratt Health System

Start/Finish Line—$1,500
CooperRiis Healing Community
Maryland Addiction Recovery Center

Bronze—$1,000
Baltimore Washington Medical Center
Howard County General Hospital
Humphrey Management
Law Offices of Kirk Halpin & Associates, P.A.
Powers, Pyles, Sutter & Verville
Suburban Hospital
University of Maryland Medical System
University of Maryland Psychiatry

Supporter—$500
Anne Arundel Medical Center
Behavioral Health System Baltimore Fidelity Engineering Corporation
Frankel Auto Group
Johns Hopkins Medicine
Maryland Association of Core Service Agencies
Mental Health Association of Maryland
People Encouraging People, Inc.
Praxis - Kinect Study

Kilometer—$250
Baltimore Crisis Response, Inc.
Brighter, Stronger Foundation
Division of Psychiatry, Good Samaritan Hospital
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The Healing Path
M&S Grill
Mental Hygiene Administration
Morton’s Steakhouse
Oceanaire Seafood Room
Washington Sports Club
NAMI Maryland must continue to increase our capacity to support the growing demand for our programs, outreach and advocacy. In addition, our state organization has a new, more extensive role in helping our local affiliates meet the _NAMI Standards of Excellence_ and completing the new _re-affiliation process_. NAMI Maryland continues to work to improve our operations and governance, within the constraints of time and resources.

**Operations Highlights:**

- **Staff** We now have 5 full time staff, 3 of whom have joined us this fiscal year. Dedicated office volunteers have greatly increased our capacity.

- **Interns** We continue to develop close relations with area colleges and have built a robust internship program. Five interns joined us in Winter 2015, and we will welcome 6 interns and 2 Silver Ribbon Fellows in Summer 2015. Interns and fellows work on the NAMIWalk and Conference, program trainings, affiliate development, website and helpline support and many special projects.

- **Helpline** Office volunteers, staff and interns staff the increasing number of internet and phone helpline calls. We have added more phones and computer equipment to accommodate our increase in calls and we are working to strengthen our training (see Community Education and Outreach).

- **Space and Equipment** We renegotiated our lease: our monthly rent was reduced and our space will be renovated starting in June 2015, to provide more efficient and pleasant work, meeting and storage space. With the support of donors, we continue to upgrade our IT systems, equipment and work space.

- **Constituent Relations System** There are nearly 33,000 records in our CRS where we can track helpline contacts and issues, program and event attendance, volunteer efforts, advocacy interests, membership, donations, and the many individuals, organizations and networks that help us do our work.

- **Internal Controls, Processes and “Toolkits”** We continue to develop and implement operational processes and tools and templates to improve the consistent quality of our operations.

### Governance

NAMI Maryland depends on skilled leaders who reflect the diversity of our stakeholders and can govern effectively.

NAMI Maryland’s leadership strives to meet the highest standards of excellence and to provide effective governance.

NAMI Maryland’s current governance structure includes:

- Board of Directors
- Executive Committee
- Finance Committee
- Public Policy Committee and workgroups
- Affiliation Committee
- Board Development Committee
NAMI, the National Alliance on Mental Illness, is a national movement. The national organization, state organizations in every state, and local affiliates work collaboratively to raise awareness and provide essential and free education and support group programs, community outreach and education, and systems advocacy.

What Local NAMI Affiliates Do

- Provide local education, support and outreach programs which meet NAMI standards
- Advocate for local and statewide mental health systems with guidance from the national and state NAMI organizations and their platforms and positions.
- Ensure the proper collection of dues from each affiliate and their members.
- Fundraise to provide funding for all local programs and resources.

How NAMI Maryland supports affiliates

According to national NAMI guidelines, the state organization oversees the maintenance, productivity and structure of NAMI affiliates in Maryland. We strive to grow our capacity to meet those lofty goals.

- This year, as every year, NAMI Maryland trained the teachers, facilitators and presenters who deliver NAMI signature programs at the local level.
- We worked to monitor affiliates’ programs, outreach and advocacy activities.
- We provided outreach and program materials, speakers and expertise.
- We provided hands-on coaching and assistance with capacity building, program delivery and advocacy.
- We provided technical assistance on NAMI membership, organizational recordkeeping and re-affiliation.
- We provided information and resources on topics of general interest such as governance, organizational development, management, programming and communications.
- We coordinated the statewide NAMI Walks in Maryland. We directly share Walk revenues with affiliates and we also use our revenue share to provide support and training for affiliates and affiliate volunteers.
- We funded slots for affiliate attendees at events

In January 2015, we used unrestricted funds to hold the 2nd ever Leadership Retreat for affiliate leadership teams from our 7 larger affiliates. National and state NAMI staff and affiliate teams came together on Kent Island to discuss affiliation, standards, programs, outreach, advocacy, volunteers, funding, and governance.

...how very grateful I am to NAMI Maryland for all the support they give the Affiliates. As an active NAMI Board member in Anne Arundel County and teacher and facilitator, I often need to call the office. The information I seek and the requests that I have are promptly answered. Everyone I speak to is cheerful and more than helpful! ...there is absolutely no way we could work as efficiently and productively were it not for the assistance that we receive from the State level. I would like to take this opportunity to say a great big (heartfelt) thank you to everyone who works at NAMI Maryland. - Rosamond Dove, Secretary, NAMI AA Co.

Our affiliate leaders look forward to working with the NAMI Maryland team on timely completion of the re-affiliation process!

Local NAMI Affiliate Leader
The Re-affiliation Process

What Does NAMI Re-affiliation Mean?

NAMI state and local organizations have, until recently, not been required to regularly demonstrate their commitment and capacity to meet basic organizational and NAMI-specific standards. NAMI and its grassroots engaged in a lengthy conversation over many years, which resulted in the NAMI Standards of Excellence and the outlines of a process for re-chartering and re-affiliation over a number of years. NAMI Maryland and local NAMI affiliates will continue to grow in strength and effectiveness as we work together in the coming years.

All local NAMI affiliates in Maryland will go through a re-affiliation process over the next few years.

Under this process, the affiliates will:

- Choose which affiliate “model” best fits their goals: an independent legal entity (“Model A”); as a named affiliate but under the NAMI Maryland legal and organizational umbrella (“Model B”); or it will be dissolved
- Work with NAMI Maryland to identify the resources needed to sustain themselves and to grow, achieve goals and to plan for the future
- Complete the requirements outlined in the NAMI Standards of Excellence

The state organization must grow its capacity to:

- Assess NAMI affiliate current organizational status, as well as growth and development capacity
- Ensure the affiliate is operating in an up-to-date manner with appropriate programs and training
- Confirm affiliates are actively engaged in their community and programs and services are effective
- Assist with meeting the NAMI Standards of Excellence
- Provide assistance, training, and resources
- Determine that each NAMI affiliate has met affiliation requirements
- Endorse each NAMI Affiliate for re-affiliation with NAMI, with conditions as necessary

Did You Know?

NAMI Maryland was one of the first state organizations to be re-chartered.
### FY 2015 Major Donors and Funders

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<td>Laura J. Wieder</td>
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<td>Margaret Drury</td>
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<td>Martin and Susan Kneller</td>
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<td>Sigrid Reynolds</td>
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<td>Timothy and Patricia Sinclair</td>
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<td>Sara Wagschal</td>
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<td>Amy Henderson</td>
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<td>Arlan and Georgia Lyhus</td>
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<tr>
<td>Brad Roberts</td>
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<tr>
<td>Bruce &amp; Debbie Bentcover Family Fund</td>
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<tr>
<td>Dorothy Golden</td>
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<tr>
<td>Edward J Matricardi</td>
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<tr>
<td>Emanuela Orahovats</td>
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<td>Exelon Dollars for Doers</td>
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<td>Gordon Moe</td>
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<td>Janet McDavid</td>
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<tr>
<td>Krista Toomre Johnson</td>
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<td>Marlene Rogers, MD</td>
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<tr>
<td>Nathan Betnun</td>
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<tr>
<td>The Jones/Simmons Charitable Gift Fund</td>
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<td>Walter and Mary Lafferty</td>
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<tr>
<td>Charles Wright</td>
<td>$197</td>
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<tr>
<td>Lin Romano</td>
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<tr>
<td>UMBC</td>
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<td>Andrew G. Levy, Esq.</td>
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<td>Andrew Levy</td>
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<td>John Stewart</td>
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<td>Miranda Smith</td>
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<td>Patricia Cully</td>
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<td>PC Imle</td>
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<td>Rebecca Gardiner</td>
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<td>Ron Honberg</td>
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<tr>
<td>Scott Baker</td>
<td>$150</td>
</tr>
<tr>
<td>Susan Pheiffer</td>
<td>$150</td>
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<tr>
<td>The Baltimore Orioles</td>
<td>$150</td>
</tr>
</tbody>
</table>

Every effort has been made to include the names of all major donors to NAMI Maryland for FY 2015. We have not included anonymous donors. We apologize for any names inadvertently omitted.
Fiscal Year 2015 Financials

NAMI Maryland Statement of Activities
For the twelve months ending March 31, 2015 (Preliminary & Unaudited)

<table>
<thead>
<tr>
<th>REVENUES:</th>
<th>FY 2015 Actuals (unaudited)</th>
<th>FY 2015 Budget</th>
<th>Dollar Variance CY Actuals to Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants &amp; Contracts</td>
<td>$401,873</td>
<td>$330,400</td>
<td>$71,473</td>
</tr>
<tr>
<td>Contributions</td>
<td>55,876</td>
<td>55,500</td>
<td>376</td>
</tr>
<tr>
<td>Combined Charity Campaigns</td>
<td>14,434</td>
<td>9,315</td>
<td>5,119</td>
</tr>
<tr>
<td>Membership Dues</td>
<td>9,864</td>
<td>10,000</td>
<td>(136)</td>
</tr>
<tr>
<td>NAMIWalks, net (Income $180,332 net of expenses $103,794*)</td>
<td>76,538</td>
<td>110,000</td>
<td>(33,462)</td>
</tr>
<tr>
<td>Fees for Service</td>
<td>7,252</td>
<td>5,000</td>
<td>2,252</td>
</tr>
<tr>
<td>Program Events &amp; Development</td>
<td>61,360</td>
<td>40,000</td>
<td>21,360</td>
</tr>
<tr>
<td>Sales</td>
<td>928</td>
<td>800</td>
<td>128</td>
</tr>
<tr>
<td>Investment Income</td>
<td>3,613</td>
<td>1,000</td>
<td>2,613</td>
</tr>
<tr>
<td>Miscellaneous Income</td>
<td>215</td>
<td>0</td>
<td>215</td>
</tr>
<tr>
<td>Net Assets Released from Restriction</td>
<td>0</td>
<td>43,250</td>
<td>(43,250)</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$631,953</strong></td>
<td><strong>$605,265</strong></td>
<td><strong>$26,688</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES:</th>
<th>FY 2015 Actuals (unaudited)</th>
<th>FY 2015 Budget</th>
<th>Dollar Variance CY Actuals to Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries &amp; Benefits</td>
<td>$311,844</td>
<td>$337,645</td>
<td>($25,801)</td>
</tr>
<tr>
<td>Contracted Services</td>
<td>85,597</td>
<td>110,800</td>
<td>(25,203)</td>
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<tr>
<td>Program Training Expenses</td>
<td>38,571</td>
<td>25,700</td>
<td>12,871</td>
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<tr>
<td>Program Events &amp; Development</td>
<td>42,552</td>
<td>18,000</td>
<td>24,552</td>
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<tr>
<td>Educational Materials</td>
<td>11,514</td>
<td>20,000</td>
<td>(8,486)</td>
</tr>
<tr>
<td>Furniture/Equipment &amp; Related Expenses</td>
<td>24,925</td>
<td>21,344</td>
<td>3,581</td>
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<tr>
<td>Office Supplies &amp; Postage</td>
<td>5,851</td>
<td>5,800</td>
<td>5</td>
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<tr>
<td>Travel</td>
<td>8,855</td>
<td>5,000</td>
<td>3,855</td>
</tr>
<tr>
<td>Printing (external)</td>
<td>3,209</td>
<td>3,000</td>
<td>209</td>
</tr>
<tr>
<td>Dues &amp; Subscriptions</td>
<td>2,757</td>
<td>4,000</td>
<td>(1,243)</td>
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<tr>
<td>General &amp; Administrative</td>
<td>5,964</td>
<td>6,350</td>
<td>(386)</td>
</tr>
<tr>
<td>Merchandise for Resale</td>
<td>531</td>
<td>300</td>
<td>231</td>
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<tr>
<td>Communications</td>
<td>6,496</td>
<td>7,200</td>
<td>(704)</td>
</tr>
<tr>
<td>Insurance</td>
<td>2,145</td>
<td>2,140</td>
<td>5</td>
</tr>
<tr>
<td>Occupancy (Rent, Utilities, Repairs &amp; Maintenance)</td>
<td>35,225</td>
<td>37,986</td>
<td>(2,761)</td>
</tr>
<tr>
<td>Grants - Affiliate Fund</td>
<td>0</td>
<td>10,000</td>
<td>(10,000)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$586,036</strong></td>
<td><strong>$615,265</strong></td>
<td><strong>($29,229)</strong></td>
</tr>
</tbody>
</table>

| Net Income/(Loss)                | $45,917                      | ($10,000)     | $55,917                             |

* Expenses include affiliate payments of $76,419 and NAMI's Walk fees of $16,971

Expense Allocations

- Program: 78%
- General & Administrative: 13%
- Fundraising: 9%
NAMI Maryland

Board Members
who served during FY2015:

Chris Griffin, President
Col. Kim Ward, 1st Vice President
Moira Moynihan, 2nd Vice President
Ton Gardeniers, Treasurer
Evelyn Mays Young, Secretary
Bob Blankfeld
Steve Gray
Suzanne Harvey
Carolyn Knight
Msafiri (Yoko) Makembe
Roz Dove
Sandra Paluzzi
Arlene Saks-Martin
Ellen Weston

Full Time Staff
Kate Farinholt, JD, *Executive Director*
Jessica Honke, MSW, *Policy & Advocacy Director*
Kristin Knott, BA, *Program & Training Coordinator*
Ilisa Oman, MA, *Communications, Outreach & Events Coordinator*
Elizabeth Bloom, MBA, *Administrative Coordinator*

Finance & Accounting
Mary Fornoff, CPA

NAMI Maryland's workplace charity numbers:

4186- The United Way of Central Maryland
80114- CFC of the Chesapeake Bay Area and National Capital Area
5697- Combined Charity Campaign for Baltimore City
4900- Maryland Charity Campaign

Let us know if you workplace has a grant or matching gift program

NAMI Maryland Local Affiliates ranging from all volunteer to those with staff

NAMI Anne Arundel County
NAMI Metro Baltimore
NAMI Carroll County
NAMI Cecil County
NAMI Frederick County
NAMI Harford County
NAMI Howard County
NAMI Lower Shore
NAMI Montgomery County
NAMI Prince George County
NAMI Southern Maryland
NAMI Washington County

NAMI volunteers are actively working with NAMI Maryland in every part of our state.

NAMI Maryland
10630 Little Patuxent Parkway, Ste. 475
Columbia, MD 21044

T: 410.884.8691   Toll-Free: 877.878.8691
E: info@namimd.org    www.namimd.org
Our Mission

The mission of NAMI Maryland is to improve the quality of life for individuals and their families coping with mental illness. We are dedicated to providing education, support and advocacy for persons with mental illnesses, their families and the wider community.

Our Passion and Promise

It is our core principle that empowering family members and individuals is a critical factor in recovery, and a potent force in providing community education and bringing about systemic change. NAMI Maryland is a unifying voice and a skilled provider of knowledge and skills at the grassroots level. NAMI Maryland promises to work to build better lives for Marylanders affected by mental illness.