



# Annual Report

FISCAL YEAR ENDING JUNE 30, 2007

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*Gabriel      Leanna      Nicholas      Diana      Zachary      Alexander*



*Graduating Class of 2007*

## Where are they now?

*Recent Harborlight graduates currently attend the following secondary schools:*

Diana Beckwith, Waring School

Leanna Demarco, Beverly High School

Gabriel Fernandez, PG, Harborlight

Nicholas Kasarda, St. John's Prep

Alexander Mold, St. John's Prep

Zachary Whitten, St. John's Prep

2006-2007  
BOARD OF TRUSTEES

Philip Rogers

*President*

Peter Dragonas

*Treasurer*

Melissa Holt-Doucette

*Secretary*

Susan Egan, Ex-Officio

*Head of School*

Jed Dickman, Ex-Officio

*Director of Finance*

Beverly Clark

Robert Cipriani

Connie O'Brien

Leanne Rahaula

Cheryl Tuttle

Barbara Worthen

## A Message from Philip Rogers President, Board of Trustees



*Philip Rogers speaking at  
Graduation 2007*



*Sofia Blomqvist, Class of 2016  
Granddaughter of Phil Rogers*

### Why a Board of Trustees?

I would like to quote just two sentences from a 1995 book, Boards At Their Best, by Baldwin and Hughes: first, “*An Independent School’s Board of Trustees is one of the most defining features of the school,*” and, second, “*Trustees understand the moral, ethical, and fiduciary responsibilities of their stewardship.*”

Now that is a mouthful. Yet these thoughts not only form the core reasons why Harborlight does have a Board, but also act as a continual charge to the Trustees. Member of the current Board come from many different points of the compass. We are parents, grandparents, educators, and representatives of diverse areas of the business community. As a whole, we are bound together by an affection for the school and the clear understanding that the broad sense of stewardship is a critical factor in the present and future growth of Harborlight.

This Annual Report reflects one facet of stewardship. The Board is both pleased and proud to present a public, audited document that states clearly that Harborlight has a solid financial base, is using all of its resources responsibly, and has the means to continually move forward in areas of academic growth, school activities, and facility development.

I invite all members of the Harborlight community to read this report with care and to know that any questions will be most welcome.

## A Message from Peter Dragonas Treasurer, Board of Trustees

It is both with pride and humility that I write this for the Annual Report. Pride because I am proud of the tremendous steps forward taken by our school in the last few years and humility because, as the parent of a Harborlight Middle School child who has been a Harborlight student for 12 years and, as a member of the Harborlight Board of Trustees, to have witnessed, and been part of, our School's outstanding and unparalleled progress.

This Annual Report marks an important transition point in our School's growth; a transition from a wonderful family founded and managed school to an independently governed growing School offering, pre-school, elementary and Middle School education. Today, there are no family members on the voting Board of Trustees.

Fiscally we have never been better, Our Fund Balance and Reserves continue to grow and our Harborlight community has warmly embraced the spirit and concept of giving for the greater benefit of their children and the enhancement of our School's educational programs. Our Reserve for Bad Debt has been greatly reduced, our Accounts Receivable remain constant with the ebb and flow of tuition, our Accounts Payable are current and we continue to take advantage of trade discounts offered. We constantly monitor outside economic conditions and strive to offer the best education at the most competitive tuition levels. We will always seek out the best educators and we will always strive to offer the most challenging and rewarding educational programs.

Our independent accounting firm has recently completed their annual audit and our financial position continues to improve. We find ourselves better positioned than many of our peer schools and our growth and stability are truly a credit to the foresight and wisdom of our founding family.

Our Harborlight Board has grown to 14 members chosen from the Harborlight community whose members represent parents from various walks of life to offer a very diverse and dynamic Board. The future has never looked brighter for our school. The new design for the Harborlight campus is being refined and the Site Planning Committee has been working hard to find the best workable plan for our school.

I feel privileged and honored to be your Treasurer and a Member of the Harborlight Board of Trustees and welcome any comments or suggestions for ways that we can better serve our students and enhance their overall educational experience.



*Hannah Dragonas  
Class of 2009*

## 2007-2008 BOARD OF TRUSTEES

**Philip Rogers**

*President*

**Peter Dragonas**

*Treasurer*

**Melissa Holt-Doucette**

*Secretary*

**Susan Egan, Ex-Officio**

*Head of School*

**Jed Dickman, Ex-Officio**

*Director of Finance*

**Patricia Beckwith**

**Robert Cipriani**

**Beverly Clark**

**Trish Crean**

**Diana Keller**

**Katie Murray**

**Carol Nappi**

**Leanne Rahaula**

**Michael Tremblay**

**Cheryl Tuttle**

**Barbara Worthen**

## A Year in Review from the Head of School

**Susan E. Egan, R.N., M.Ed.**

I am pleased to report that Harborlight Montessori School made great strides this past year to enrich and develop the School in all areas. This Annual Report illustrates some of the ways in which the School directed your generous support and the School's income during the 2006-2007 fiscal year.

### Support Functions

#### Meaningful Faculty Evaluation (MFE)

This staff development initiative was instituted three years ago to cultivate professional excellence. Using the MFE instrument, teachers identify individual goals for professional growth and renewal and share their plans for professional development with their Program Director. The Program Director and the teacher sustain a year-long conversation about the higher-order professional characteristics that collectively become difference-makers for students. Professional development for faculty is supported by the Teacher Enrichment Fund (TEF) and the School's Annual Budget.

#### Technology Initiative

The Technology Fund was created in the fall of 2003 to provide funding for capital expenses necessary to update the School's aging computer technology. Proceeds from the 2004 *Get Connected!*, the 2005 *Harborlight Club*, and the 2006 *Casino Night* auctions were earmarked for the technology fund. This three-year fundraising effort raised a total of \$102,337 in support for the Harborlight Technology Fund. During the 2006/2007 fiscal year the remaining balance of the Technology Fund, \$2,381, was used to purchase additional lap top computers for the School.

### Student Programs

#### Testing

Harborlight students continue to soar academically! Elementary and middle school students complete the Sanford Achievement Test (SAT) annually. This standardized test provides Harborlight with an opportunity to evaluate how students perform individually as well as collectively as compared to other students nationally. In the spring of 2007, Harborlight students scored an average of 3.4 grade levels higher than their actual grade level on the SAT!

#### Community Service

The elementary and middle school students continued their support of several charities and visited our neighbors in the nursing home next to the campus. Students made pottery bowls and soup again this year for the Annual Empty Bowl Dinner, which raised \$2,081.00 for the Beverly Bootstraps Food Pantry. Students also participated in a Math-a-thon to raise money for the St. Jude's Children's Research Hospital and collected donations for UNICEF at Halloween. As a community, items were donated to the Salvation Army by way of the collection box on campus and flowers were purchased for Daffodil Days to support American Cancer Society's research.

#### Library

The 2006-2007 Annual Auction raised \$21,270.00 for the Library Fund. The School purchased additional furniture and books for the library and hired a summer work team to catalog all of the books into Harborlight's new Athena Library Program. The development of the School's Library/Multi-Media Center would not have been possible without the extraordinary efforts of the



*Aerial view of the campus showing the playgrounds, field, additional parking and building expansion.*

## A Year in Review from the Head of School

**Susan E. Egan, R.N., M.Ed.**

Annual Auction Committee members. Their hard work, energy and dedication is greatly appreciated and has resulted in Harborlight's beautiful, new, functioning Library that benefits the entire Harborlight community.

### Physical Fitness Initiative

Long-range planning for the re-development and expansion of the School's campus continued this year. The architectural firm of Siemasko & Verbridge produced colored renderings which include both a "bird's eye" view of the campus and a view, from across a new soccer field, of the front elevation of the School which includes a gymnasium and swimming pool. The physical fitness initiative and the revitalization of the buildings and campus towards both green space and indoor/ outdoor recreational facilities are integral components of the long-range campus plan.

### Board of Trustees

This past summer the School hired a consultant from Independent School Management (ISM) to spend a day in retreat with key administrators and another day with the Board of Trustees. The School engaged the same senior-level, ISM advisor who previously consulted for Harborlight for these summer retreats. This familiarity affords the School a more in-depth level of understanding and technical advisement on the management of an independent school, which results in valuable guidance and direction towards the future advancement of the School.

The School has moved forward in a very positive direction by pursuing *continuous improvement* in its 34th anniversary year. Meaningful Faculty Evaluation (MFE) supports the faculty as they strive for professional excellence and the increased level of expertise guides the students to reach greater heights. All of the students and teachers are closer to maximizing their potential in an environment that promotes a love of learning. Together this community of learners endeavors to fulfill the School's motto:

**--Experience Excellence--**

One of my favorite quotes, that I frequently share with the faculty and students throughout the year, is "Shoot for the moon, even if you miss you'll land among the stars." I present this to help motivate them with the belief that striving for perfection gives them a much better chance of attaining excellence than not striving and settling for mediocrity.

**Thank you to all of the donors and volunteers for your generous support and your belief in Harborlight's Mission!**

I look forward to working with you all as we strive to grow, improve and develop the School to its fullest potential. It is just as crucial to support the School and move it forward to the next phase of its development as it is to support the faculty, which in turn helps realize each student's individual potential. The support and participation of the entire Harborlight community is vital and fundamental to the success of the School's Mission.

**It has been an honor and a privilege to lead Harborlight and its efforts for the past 34 years and I am just as excited and energized in this the 35<sup>th</sup> Anniversary year of the School!**



*Front elevation of Harborlight Montessori School as prepared by Siemasko & Verbridge showing the gymnasium and swimming pool expansion off the main building.*

**~ Experience Excellence ~**

## Physical Fitness Initiative

The Fitness Fund was created in the fall of 2003 to provide enhancements to the physical education programs and facilities.

During 2006/2007, the fitness fund supported development of a new master site plan for the campus.

Included in the plans are a new gymnasium, swimming pool and a soccer field.

Future plans for the fund also include additional work on development of the master site plan and the physical education programs.

7/1/2006 fund balance =  
\$39,098

6/30/2007 fund balance =  
\$25,406

## Donor Acknowledgment and Appreciation

*It takes a community working together to sustain a school. Harborlight could not achieve its mission of preparing responsible, productive citizens of the world without the support – both emotionally and financially – of its caring and compassionate community.*

*Gifts to Harborlight's Annual Fund provide the School with the necessary funds to provide financial assistance to families that otherwise would not be able to be a part of the Harborlight community, to enhance curriculum development and technology, to allow faculty to pursue professional development, to maintain and improve our facilities, and to purchase additional materials that enrich our programs.*

### **Benefactor** (\$2500+)

Carol & Bob Cipriani  
Danielle Norton & Jed Dickman  
Christine Barenfeld & John Hagerman  
The Lumpkin Foundation

### **Patron** (\$1000 - \$2499)

Nan & Michael DePiero  
Donna & Philip Furse  
Susan E. Egan & Bill McDonough  
Constance & David O'Brien  
Leanne & Ken Rauhala  
Philip V. Rogers

### **Sponsor** (\$500 - \$999)

Brooke & Bob Carroll  
Patricia & John Carroll  
Katie & Brian Murray  
Maureen & Michael Reed  
Paula & Takis Soteropoulos  
Joanne & Mike Tremblay  
Barbara Worthen

### **Supporter** (\$100 - \$499)

Beverly Clark  
Jessica & Christian Connors  
Joan D'Amore  
Mary & Mike Davekos  
Kate & Peter Dickman  
Peter J. Dragonas  
Teri & Shawn Dunn  
Ellen & Keith Faulkner  
Diana Keller & Ricardo Fernandez  
Ashley & Stephen Gaddis  
Jahna & Paul Gregory  
Sujuan Wang & Ge Guo  
Hansen/Zand Family  
Kersten Lanes & Richard Jagolta  
Doreen & Andrew Lockard  
Maribeth & John Low  
Elisabeth & Daniel Lynch  
Stacey Parker & David Mack  
Valery Madore  
Roxanne & Kevin McGrath  
Carline Jelsma & Douglas Minster  
Ekta & Milan Patel  
Ina Resnikoff  
Dawn & Steven Rudnyai  
Elaine Gilligan & John Sanderson  
Kimberly McGovern & Frank Scherckenbach



*Yoga Class  
Harborlight's Early Childhood  
Physical Education Program*

## Donor Acknowledgment and Appreciation

### Supporter (continued)

Carl Smith  
Emily Weissblum & Roger Smith  
Jack Sprince  
Alice E. Tarr  
Cheryl Tuttle  
Deborah & Bruce Walker  
Susanne & Ric Weinman  
Cheleste Thorpe & Lucas Wolf  
Tracy & Mark Wood  
Worstell/Bergeron Family

### Friend (up to \$99)

Paula & Peter Chapman  
Melissa Holt-Doucette & Mark Doucette  
Deborah Dragonas  
Alane & Lester Gardner  
Deb Holloran  
Reneau & Steven Longoria  
Traci & Michael Massimi  
Rachel & Alan McAlpine  
Elisa & Mark Pitkin  
Beth Stone  
Alice Strejcek  
Melissa & David Tucker

### Business & Corporate Partners

(Includes Matching Gifts)

Anonymous  
John Hancock  
Microsoft  
New York Life  
Nokia

### Staff & Faculty Giving

Jed Dickman  
Kate & Peter Dickman  
Susan E. Egan  
Deb Holloran  
Valery Madore  
Rachel McAlpine  
Bill McDonough  
Elisa Pitkin  
Beth Stone  
Ina Resnikoff  
Alice Strejcek  
Tracy Wood

### Board Giving - 100% Participation

Beverly Clark  
Bob Cipriani  
Jed Dickman, Ex-Officio  
Peter J. Dragonas  
Susan E. Egan, Ex-Officio  
Melissa Holt-Doucette  
Connie O'Brien  
Leanne Rahaula  
Philip V. Rogers  
Cheryl Tuttle  
Barbara Worthen

### Technology Initiative

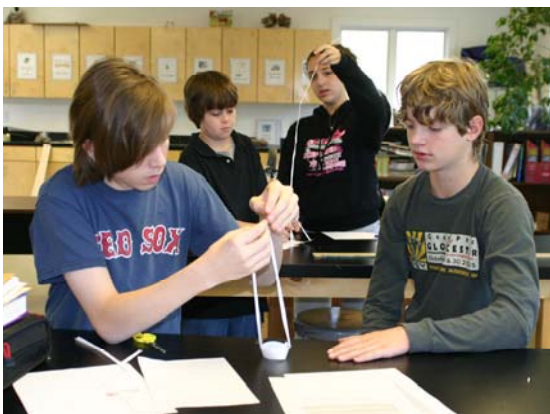
The Technology Fund was created in the fall of 2003 to provide funding for the capital expenses necessary to update the School's computer technology.

Proceeds from the 2004 *Get Connected!*, the 2005 *Harborlight Club* and the 2006 *Casino Night* auctions were earmarked for the technology fund.

During 2006/2007 the remaining balance of the technology fund was used to purchase additional computers for the School.

7/1/2006 fund balance =  
\$2,381

6/30/2007 fund balance =  
\$0



*Technology is essential for students to acquire knowledge and advance their learning.*

## Teacher Enrichment Fund (TEF)

The TEF was created in the fall of 2000 to supply ongoing funding for the professional development and continuing education of Harborlight teachers.

The Teacher Gift Program raised \$3,850 for the fund and the TEF provided \$2,159 directly to the professional development of Harborlight teachers in 2006-2007.

Harborlight remains committed to the underlying principles of the TEF and the core belief that *great teachers make great schools*.

7/1/2006 fund balance =  
\$15,363

6/30/2007 fund balance =  
\$17,054

## Donor Acknowledgment and Appreciation

*Donations to the Teacher Enrichment Fund were made this year on behalf of the following students in honor of their teachers.*

Nicole Andrushak	Emily & Ethan Minster
Jordan Chouinard	Charlie O'Brien
Anthony Clark	Sylvia & Cooper Oldeman
Gannon Costello	Zachary Perlman
Lucy Curtis	Sneha Rising
Ava & James Dickman	Edward Romagnoli
Ethan, Caleb & Matthew Dickman	Madison Santo
Kyra Jagolta	Phoebe Weissblum & Tucker Smith
Cameron & Liam Kirwin	Cameron Smith
Isabel & Anna Layne	Alexia Soteropoulos
Emily Lockard	Emmanuel Weinman
Ethan & Evan Low	Bryan Wolf
Avery & Parker McClure	Thomas Yarossi
Anna & Sasha Milendorf	Kirill Zavyalov



*Early Childhood Teachers incorporate good literature into the daily curriculum*

*Every effort has been made to ensure that these lists are accurate and complete. If your name was omitted or is incorrectly represented, contact our Development Office and please accept our deepest apologies.*

## The Harborlight Parent Association (HPA) Hosts the 2007 Auction and Casino Night

*Harborlight Montessori School's Annual Auction is the signature fundraising event sponsored by the HPA which generates funds for a specific initiative within the School.*

*This fun social event brings our entire community together for an evening of celebration amidst a wide array of goods and services donated by Harborlight families and area businesses, all being auctioned off for a great cause ... an excellent learning environment for your children..*

*Many thanks to all the individuals and businesses who donated wonderful items that were auctioned off the night of May 5th. Thank you to those who made purchases during the silent and live auctions, raffle, jumble sale and orchestra cards. Without generosity of our donors and high bidders, the 2007 Auction and Casino Night would not have been such a success.*



**A special thank you from the entire Harborlight community to our financial donors to the 2007 Annual Auction and Casino Night:**

Danielle Norton & Jed Dickman  
Melanie & Andrew Oldeman  
Rosemary & Thomas Costello  
Jessie Wegner

**A special thank you is extended to the businesses that purchased advertisements in the Auction and Casino Night program:**

Ira Toyota  
Pediatric Dentistry of the North Shore  
McGladrey & Pullen  
The Bethel Inn Resort  
Raymond James Financial Services, Inc.  
Corinthian Construction  
Jacob S. Kriteaman, MD.  
Packard's Kitchens  
Beverly National Bank  
Moynihan Lumber  
Saturn of Danvers  
Law Offices of Ina Resnikoff  
Squeaky Clean  
Colonial Cadillac  
Taybar Limited Inc.  
Todd's Sporting Goods

**Thank you to everyone who purchased program space on behalf of their children and grandchildren!**

## Instructional Media Center (Library) Fund

Originally the Library Fund's sole source of support had been from book fairs and the School's Birthday Book Program. During 2006/2007 the Annual Auction & Casino Night raised \$21,270 in support of this fund.

Plans to spend this money during 2007/2008 include the purchase of additional library furniture; software; educational DVD's; an audio system; additional laptop computers; and most importantly more books!

7/1/2006 fund balance =  
\$0

6/30/2007 fund balance =  
\$21,270



*In the Library stories come to life through puppets and children's imaginations*

Statement of Financial Position

Fiscal Year 2006-2007

As of June 30, 2007

Assets

Cash & Equivalents and Cash Limited to Use	\$ 249,899
Accounts Receivable	\$ 143,046
Pre-Paid Expenses & Inventory	\$ 69,733
Property & Equipment	\$ 4,207,591
<b>Total Assets</b>	<b>\$ 4,670,269</b>



Liabilities and Net Assets

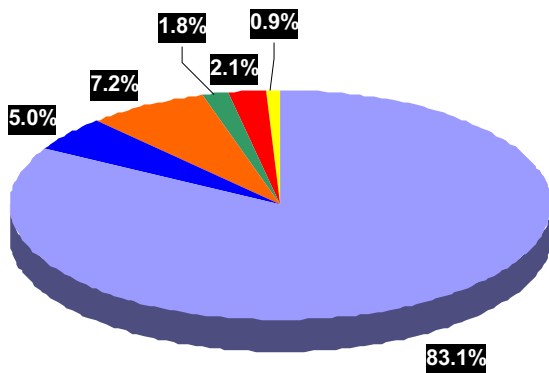
Accounts Payable	\$ 7,504
Accrued Expenses	\$ 79,329
Deferred Revenue	\$ 598,197
Mortgage Notes Payable	\$ 3,072,698
<b>Total Expenses</b>	<b>\$ 3,757,728</b>



Net Assets

Unrestricted	\$ 848,811
Temporarily Restricted	\$ 63,730
<b>Net Assets—End of the Year</b>	<b>\$ 912,541</b>
<b>Total Liabilities and Net Assets</b>	<b>\$ 4,670,269</b>

2006-2007 Income

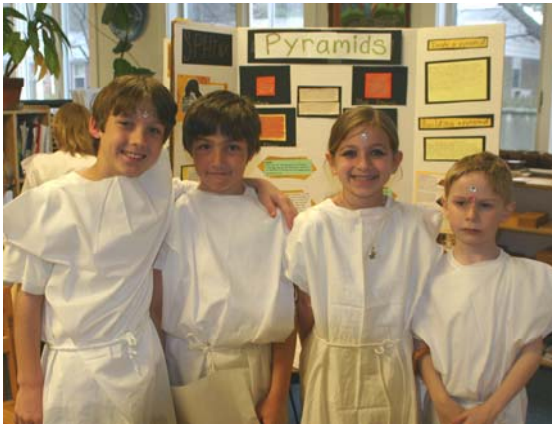


- Tuition & Fees 83.1%
- Summer Programs 5.0%
- Child Care & After School Programs 7.2%
- Other Income 1.8%
- Contributions & Fund Raising 2.1%
- NCME - Teacher Training Program 0.9%

Statement of Activities

Fiscal Year 2006-2007

As of June 30, 2007



Statement of Activities

7/1/2006-6/30/2007

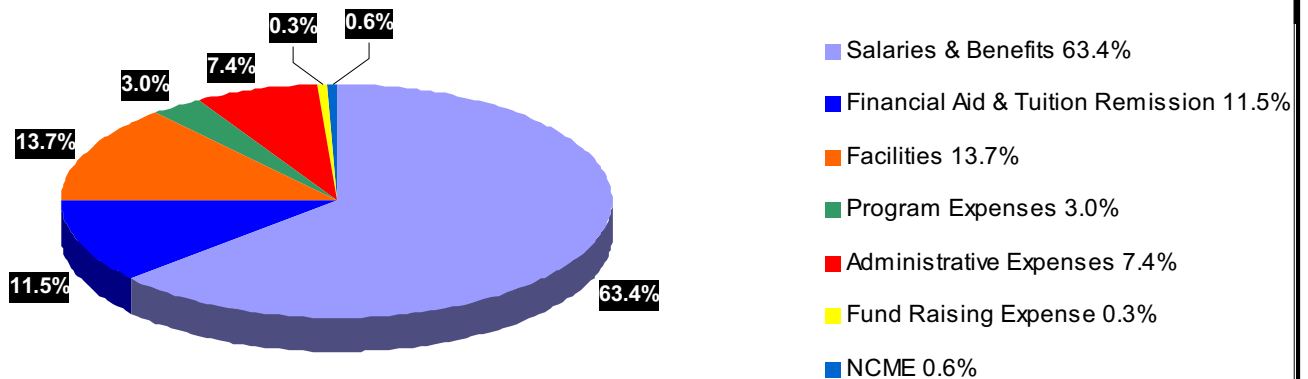
**Income**

Tuition & Fees	83.1%	\$ 2,812,686
Summer Program	5.0%	\$ 168,008
Child Care & After School Program	7.2%	\$ 242,356
Other Income	1.8%	\$ 60,478
Contributions & Fundraising	2.1%	\$ 70,644
NCME-NE	0.9%	\$ 29,236
<b>Total Unrestricted Income &amp; Support</b>	<b>100.0%</b>	<b>\$ 3,383,408</b>

**Expenses**

Salaries & Benefits	63.4%	\$ 2,135,307
Financial Aid & Tuition Remission	11.5%	\$ 388,566
Facilities	13.7%	\$ 460,329
Program Expenses	3.0%	\$ 102,726
Administrative Expenses	7.4%	\$ 250,182
Fund Raising Expenses	0.3%	\$ 11,794
NCME-NE	0.6%	\$ 21,119
<b>Total Expenses</b>	<b>100.0%</b>	<b>\$ 3,370,023</b>
Change in Net Assets - Surplus		\$ 13,385
<b>Net Assets—Beginning of the Year</b>		<b>\$ 899,156</b>
<b>Change in Net Assets</b>		<b>\$ 13,385</b>
<b>Net Assets—End of the Year</b>		<b>\$ 912,541</b>

2006-2007 Expenses



*“Fiscally we have never been better. Our Fund Balance and Reserves continue to grow and our Harborlight community has warmly embraced the spirit and concept of giving for the greater benefit of their children and the enhancement of our School’s educational programs.”*

*Peter Dragonas, Treasurer*

## MISSION

Harborlight Montessori School guides the growth and development of the whole child from infancy through young adolescence in an environment that

Fosters a love of learning



Maximizes individual potential



Promotes academic excellence



Inspires creativity



Celebrates diversity



Encourages mutual respect



Nurtures compassion and humanitarianism



Advocates stewardship of the environment



Graduates responsible, productive citizens of the world

HARBORLIGHT



MONTESSORI SCHOOL

243 Essex Street ■ Beverly, MA 01915

Non-Profit  
Organization  
U.S. POSTAGE

**PAID**

BEVERLY, MA 01915  
PERMIT NO. 89