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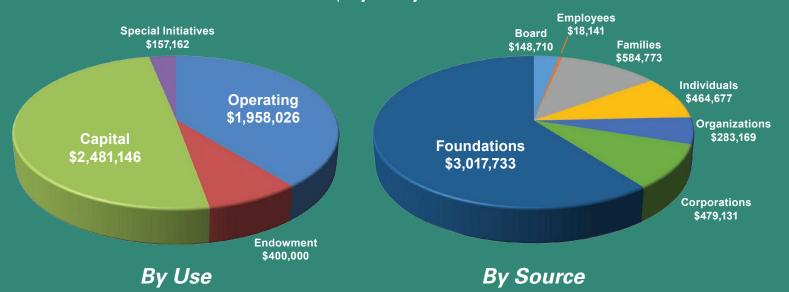
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Great care has been taken to assure the accuracy of our donor lists. Please accept our apologies for any discrepancies, and contact Advancement in New England or Pennsylvania if you are listed incorrectly or omitted

2017 Charitable Giving \$4,996,334





President and CEO's Message



Dear Family and Friends,



When you visit Melmark in Pennsylvania or Massachusetts, you will see both state divisions buzzing with activity with students and adults working hard to make meaningful progress every day. As we continue to advance Melmark on its current course for programmatic and financial success, we are honored that you have chosen to accompany us on this journey. Our accomplishments would not have been possible without your help, our most generous supporters.

On behalf of everyone at Melmark, I would like to extend my heartfelt thanks to the families, friends, businesses and organizations who supported both Melmark Pennsylvania and Melmark New England over the last year. I cannot emphasize enough how much we appreciate your dedication and commitment as we invest in our programs, facilities and our staff. You are an integral part of our ability to make a difference in the lives of the children and adults we serve — each and every day.

Last year, we proudly hosted Promises to Keep campaign closing events in both Berwyn, Pennsylvania, and Andover, Massachusetts, where we celebrated the following successes:

- Opening of The Cancro Center for Adult Services at Melmark New England, in recognition of the contributions of Board Chair and parents, Larry and Luise Cancro
- Thanks to the very generous support of the Yawkey Foundation, the construction of four children's residences on the Andover campus was completed last summer
- New England's first commercial kitchen and dining hall, the Melmark Café, is now open and serving freshly prepared meals to students and staff
- In Pennsylvania, all of the campus infrastructure work is completed
- We dedicated the Betsy Lusignea Meadows Garden and Patio, honoring the legacy of a longtime resident who loved working in Melmark's garden
- Renovations to the physical therapy room have been completed, providing a larger and more functional space in which to work with individuals
- Golf outings in both settings raised \$380,000 in combined net proceeds
- Melmark Pennsylvania will be hosting our ninth biennial Dream Maker's Ball on May 19, followed by Melmark New England's 20th Anniversary celebration this fall

Melmark also launched a bold strategic plan last fall with aspirational, but targeted, goals at both state divisions. The individuals we serve continue to be at the forefront of all that we do and we look forward to accomplishing our strategic goals and realizing our organizational vision. Our long-term vision is to ensure access to high quality services and be the provider of choice in our communities. Progress updates will be in upcoming issues of *Messenger*, Melmark's magazine that appears in print and online.

Just as we celebrate the individuals we serve, we also celebrate you, our donors, through our 2017 Donor Report. Our accomplishments are a reflection of your generosity and commitment to the individuals we serve. Your support encourages us to expand Melmark's reach as a premier human services organization where Mission First: Every Individual, Every Day is not just a tagline; it's a way of life. Thank you.

Rita M. Gardner, M.P.H., LABA, BCBA

President and CEO



Melmark Pennsylvania and Melmark New England

We are deeply grateful to all who have given so generously to help us provide the best educational, programmatic, vocational and therapeutic services to the children and adults we are privileged to serve. In this report, we extend our thanks and appreciation to those who contributed from January 1 to December 31, 2017.

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During the past 20 years, I have had the professional privilege of witnessing amazing success stories of children and adults served at Melmark. The dedication, compassion and support of our donors has been instrumental in the organization's growth and in our capacity to serve those with the greatest need. I am honored and grateful to able to contribute my skill set to this amazing organization."

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Since the New England team joined Melmark 20 years ago, it has been a remarkable journey filled with significant advances in Melmark's mission. In 2006 Melmark New England entered its new Andover, Massachusetts, school building thanks to the generosity of many donors, especially the Brian Kelly Family Foundation and the Yawkey Foundation.

More recently Melmark has experienced critical advances through a robust strategic plan, with the enlightened leadership of Rita Gardner. **Melmark New England** received a significant land acquisition, construction of four beautiful residences adjacent to the school, the Clavin Center for Professional Development, and most recently, the Melmark Café, a fulloperation kitchen and cafeteria – all supported by our generous donors."

Peter J. Troy, M.B.A. Vice President, Business Operations

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The Paul and Mildred Krentel Legacy Society, founded in 2010, is comprised of individuals who have named Melmark Charitable Foundation as a beneficiary of their estate plan. Gifts can include a bequest and beneficiary designation in a retirement plan and/or charitable income gifts, such as charitable gift annuities, charitable remainder unitrusts, charitable remainder annuity trusts, or gifts of life insurance.

Like the Krentels, individuals who provide future support establish their own legacy that will live on and ensure Melmark's excellence.

Anyone interested in becoming part of the Society, or who wishes to learn more about planned gifts, can contact Mike Talarico, Director of Advancement, Melmark Pennsylvania, at 610-325-4996 or michaeltalarico@melmark.org, or Ellen Kallman, Director of Advancement, Melmark New England, at 978-654-4371, or ekallman@melmarkne.org.

Please feel free to visit Melmark's Planned Giving Web site at www.melmark.org/planned-giving.

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An exciting thing that happens at Melmark New England is watching how expanding opportunities in our school and residential programs increases future possibilities for our young individuals. With the recent addition of the Melmark Café, the vocational opportunities offered to students allow them to choose to train and work in our dishwashing, clean up, or set up crew as well as our cashier group.

Watching these students choose a job of choice and eagerly learn to perform their positions to satisfactory levels is rewarding to us as professionals. Witnessing how happy they are to be part of the workforce in our new café venture would never have been possible without the generosity of our donors who were integral to building this new venture."

Helena Maguire, Executive Director of Melmark New England

Ways to Give

There are a number of convenient gift opportunities available to support Melmark's mission. Gifts received may be unrestricted or designated for restricted purposes. The Melmark Charitable Foundation serves as the not-for-profit entity for Melmark's charitable giving efforts. Donations can be made by cash or check, or made securely online through Melmark's website.

Annual Giving

Annual support allows Melmark to maintain a center of excellence and provide specialized services and programs to individuals with special needs. We rely on the generosity and spirit of our friends and families to enhance our ability to attract and retain a team of gifted staff, provide innovative programs and sustain our facilities.

Gifts of Stock

One of the most advantageous ways to contribute to Melmark is through a gift of stock. Making a gift of securities is simple and offers a number of valuable financial benefits:

- Appreciated stocks, bonds or mutual funds can be donated.
- Total value of the stock upon transfer is tax-deductible.
- No obligation to pay any capital gains taxes on the appreciation.

Matching Gifts

One way to double the impact of your gift to Melmark is to participate in your company's matching gift program, which may match a percentage or your entire gift. Each company will have different requirements and procedures; your human resources department should be able to answer your questions.

Tributes and Memorial Gifts

Honoring or remembering a loved one through a charitable gift is an especially meaningful way of paying tribute. Gifts may commemorate a special event, such as a birthday, anniversary, wedding or retirement, or may be made in lieu of flowers at one's passing.

Planned Giving/Krentel Legacy Society

The generosity of planned giving donors strengthens opportunities for the children and adults we serve, along with their families. The planned giving office is here to help you determine the best vehicles to meet your financial needs and make a lasting impact at Melmark. All future gifts can be designated to Melmark PA or Melmark NE. **The Paul and Mildred Krentel Legacy Society**, founded in 2010, includes individuals who have named the Melmark Charitable Foundation as the ultimate beneficiary of their estate plan. Such gifts can include a bequest or beneficiary designation in a retirement plan and/or charitable income gifts, such as:

- Charitable Gift Annuities
- Charitable Remainder Unitrusts
- Gifts of Life Insurance

In-Kind Gifts

A Gift-In-Kind is a contribution of goods or services that can be used to advance Melmark's mission, or can be readily converted to cash and may qualify as a charitable deduction.

Pennsylvania United Way

A number of Melmark's donors prefer to make their contributions through the United Way payroll deduction program. Melmark is a participating donor choice agency in the United Way of Southeastern Pennsylvania; the code number is 1012.

Pennsylvania Educational Improvement Tax Credit (EITC)

The Pennsylvania Educational Improvement Tax Credit (PA EITC) program allows businesses in the Commonwealth to earn a tax credit of up to 90% for certain Pennsylvania taxes when they make a donation to a "scholarship organization" or an "educational improvement organization," a special category under the state tax code. Melmark has been approved as an Educational Improvement Organization (EIO). Funds received under these programs provide funding for technology to enhance our students' experiences.

Corporate, Foundation and Organization Giving

Melmark has been very fortunate to have the support of local corporations, foundations and organizations. These benefactors have extended their valued time and financial resources in support of our mission. Many prominent organizations regularly include Melmark in their contributions budget.

New England Legacy Brick Walkway

Located just outside the front doors of Melmark NE, our legacy walkway features engraved bricks with custom messages. This is a wonderful way to pay tribute or honor special people in your life or to recognize special memories and milestones. Each brick can be customized with a personal message, tribute, important dates, names of family members, thank yous or corporate logos.

Special Events

Special events provide Melmark with a number of opportunities to promote Melmark's mission to the community at large, to encourage a social rapport among our families and friends, and to raise significant financial support for our highly specialized programs and services.

For more information on giving to Melmark, please contact

New England Advancement Office at 978-654-4300 Donate online at www.melmarkne.org/supporting-melmark

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