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(until March 2017)

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Member, Melmark New England

Dennis Willson
President and CEO, ITF Pharma, Inc.
Member, Melmark Charitable Foundation

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

By Source

- Foundations $3,017,733
- Corporations $479,131
- Organizations $283,169
- Families $584,773
- Employees $18,141
- Individuals $464,677

By Use

- Operating $1,958,026
- Endowment $400,000
- Capital $2,481,146
- Special Initiatives $157,162
- Endowment $400,000
Our Mission
Melmark is a multi-state human service provider with premier private special education schools, professional development, training, and research centers.

We are committed to enhancing the lives of individuals with autism, intellectual and developmental disabilities and their families by providing exceptional evidence-based and applied behavior analytic services to every individual, every day.

Our Vision
Our vision is to expand and raise the quality of service delivery systems throughout the country by disseminating and replicating the Melmark Model of Program Development and Clinical Treatment.
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.

| **Founder’s League**  |
| $(1,000,000 and Above) |
| Corporations, Foundations and Organizations |
| Yawkey Foundation |

| **Visionaries**  |
| $(100,000 - $499,999) |
| Corporations, Foundations and Organizations |
| Community Service Society |
| Lightening the Load Foundation |
| The Spray Foundation, Inc. |
| William R. Kenan Jr. Charitable Trust |

| **Individuals** |
| Anonymous |
| Fred and Vicki Modell |
| Mrs. Edna Wylie |

| **Ambassadors**  |
| $(50,000 - $99,999) |
| Corporations, Foundations and Organizations |
| Mollie Friedman Charitable Remainder Unitrust |
| The Peter & Elizabeth C. Tower Foundation |

| **Individuals** |
| Anonymous |
| Chris Cooper and Lesley Russell |

| **Leaders**  |
| $(25,000 - $49,999) |
| Corporations, Foundations and Organizations |
| The Alfred I. duPont Foundation |
| SAP America, Inc. |
| Vertex, Inc. |

| **Individuals** |
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| Dr. and Mrs. Howard Mayer |
| Mr. and Mrs. Paul Salem |
| Mr. and Mrs. Greg Strakosch |

| **Champions**  |
| $(10,000 - $24,999) |
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| Boston Bruins Foundation |
| Catholic Human Services Foundation |
| CCA Group, LLC |
| Crystal Trust |
| DraftKings |
| The Graham Company |
| Hoxie Harrison Smith Foundation |
| Inovio Pharmaceuticals, Inc. |
| Janssen Biotech, Inc. |
| Massachusetts Department of Elementary & Secondary Education |
| Morgan, Lewis & Bockius LLP |
| Office of Massachusetts Attorney General |
| Oracle Health Sciences |
| Shire |
| TD Bank |
| TD Charitable Foundation |
| Waste Management |
| Worldwide Clinical Trials Holdings, Inc. |
| YBH Sales & Service Inc. |
| Zynerba Pharmaceuticals |

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| Mr. and Mrs. Michael J. Dolente |
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| Michael Kearney |
| Mrs. Etta D. Kessler |
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| Mr. and Mrs. Joseph E. Sandberg |
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| James and Karyn Stahle |
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| Anheuser Busch Companies |
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| Assured Guaranty Corp. |
| Boston Red Sox Foundation |
| Burns & Levinson LLP |
| Chubb |
| Edward S. and Winifred Moseley Foundation |
| Ernst & Young LLP |
| Exelon Corporation |
| Fidelity Charitable Gift Fund |
| Fish & Richardson P.C. |
| Foundation To Be Named Later |
| Fred C. Church Insurance |
| Fujirebio Diagnostics, Inc. |
| The Garfield Group |
| The Griesser Group |
| Jackson Lumber & Millwork |
| JP Morgan Chase & Co. |
| KPMG LLP |
| Liberty Property Trust |
| Mophotek, Inc. |
| New England Development Management, L.P. |
| PA Department of Education |
| PharmaBioSource, Inc. |
| Philadelphia Insurance Companies |
| Quartesian |
| Rex Foundation |
| The Rorer Foundation |
| RSM |
| Sam Brown Inc. |
| Santander Bank |
| Simkiss & Block |
| Sodexo, Inc. |
| Thermo Fisher Scientific |
| Travelers Insurance |

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Denny and Claudia Willson

Stewards ($2,500 - $4,999)

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Avalon Bay Communities Inc.
C. Raymond Davis & Sons, Inc.
Comstar Technologies
The Dartmouth Company, Inc.
Demoulas Foundation
Dittmer & Company, P.C.
DJ Cross Chimney Sweeps
Electric Factory/421 Willow Corp
Greater Boston Convention & Visitors Bureau, Inc.
Group 1 Automotive
Keibach Foundation
King of Prussia Pharmacy Services
Lexus Pursuit of Potential
Life Sciences Pennsylvania
Massachusetts Treasurer’s Office
National Development Associates
Office Basics, Inc.
Pfizer Inc.
Pine Hill Group
The Peters Group
TMC Concrete Coatings and Finishes
TransPerfect
UNICO Media Chapter

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Diane M. Bonanni, D.M.D.
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Mr. Edward R. Carpenter
Dr. William and Susan Carroll
Mr. Stephen Chrane
Mr. Paul Dittmer
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Mr. Martin Pasqualinii
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Ms. Kristin Schinella
Drs. Michael and Laurel Schwartz
Mr. and Mrs. Harold Short
Mr. John W. Turner
Mr. and Mrs. Joseph M. Zakrzewski
Ms. Nancy Zlotsky

Partners ($1,000 - $2,499)

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American Endowment Foundation
Bimbo Bakeries USA, Inc.
BNY Mellon
Borden Foundation
Boston Private Bank
BPJ Mechanical, LLC
BWK Construction
Calare Properties, Inc.
Century Bank
Coady’s Garage & Towing Service
The Concord Advisory Group Ltd.
Copple Holdings LP
Dams & Associates, Inc.
E. Murdoch Family Foundation
East Boston Savings Bank
Enterprise Bank
Ethel Sergeant Clark Smith Memorial Fund
Fenningham, Dempster & Coval LLP
FJN Charitable Foundation
Fox & Roach Charities
GlaxoSmithKline Foundation
Government Relations Group, LLC
Greater Philadelphia Cultural Alliance
Harte Group
Heery International Foundation
Ira Motor Group
JR’S Landscaping Company
Kistler-Tiffany Foundation
Louis N. Cassett Foundation
Lupoli Companies
Mark Development, LLC
McDermott, Will & Emery, LLP
Morana Law Office, LLC
Nave Newell, Inc.
New York Life Insurance Company
Paoli-Berwyn-Malvern Lions Club
The Plastics Group of America
Pulte Homes
R & A Westphal Foundation
Salem Five Charitable Foundation
Samuel P. Mandell Foundation
Sanctuary Medicinals, Inc.
Schwab Charitable Fund
Shepherd Financial Partners
The Simkiss Family Foundation
United Way of Greater Philadelphia and Southern New Jersey
Vanasse Hangen Brustlin, Inc.
Vantage Builders
Wells Fargo

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Mr. and Mrs. Richard F. Antenucci
Mr. and Mrs. Alan Apter
Mr. Henry Azar and Ms. Maureen Del Duca
Mr. and Mrs. Robert V. Barbarisi Jr.
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Mr. and Mrs. John P. Kaiser
Richard and Ellen Kallman
Judge and Mrs. Samuel Lehrer
Mrs. Laura M. Liotta
Ms. Therese H. Liu
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<th>Patrons ($500 - $999)</th>
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<td>Colin Goddard, Ph.D.</td>
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<td>Mrs. Angela Scott</td>
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<td>Mr. Richard Shedlow</td>
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<td>Ann and Marc Sonnenfeld and Caroline Santilli</td>
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Denny and Claudia Willson
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Mrs. Edna Wylie
John and Theodora Zannino
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
Pennsylvania Advancement Office at 610-325-4996
Donate online at www.supportmelmark.org