



## 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.

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# President and CEO's Message

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

President and CEO

## Dear Family and Friends,

2018 marked the milestone occasion of Melmark New England's 20<sup>th</sup> anniversary. Throughout the course of the celebratory year, we had the opportunity to reflect on the organizational growth and accomplishments that have brought acclaim to Melmark's programs in Andover, Massachusetts, and Berwyn, Pennsylvania. Many of these milestones were made possible because of you – our dedicated families, friends and community partners. Your commitment helps sustain Melmark's mission and enables us to advance our vision to raise the quality of service delivery throughout the country.

Twenty years ago, Melmark New England began with the opening of our first children's residence and school. Due to an increased demand for our services, we expanded in 2006 and moved the day school to our current Andover campus. Over the years, we saw a residential program expansion for both children and adults, the creation of an adult day program housed in The Cancro Center for Adult Services, in Lawrence, Massachusetts, the completion of The Clavin Center for Professional Development and the opening of the Melmark Café. So many staff members, families, community partners and volunteers assisted us along the way, helping to position us as a national service leader. Our 20-year inspirational journey culminated with a fundraising celebration last fall. The *Mission Possible* event impressively raised more than \$247,000 for Melmark New England.

In Berwyn, we are incredibly excited about our plans to construct a new school on our campus. This state-of-the-art facility will enable us to expand and enhance the delivery of Melmark's expert educational and clinical services to children for years to come, as well as provide the resources to solidify and stabilize our programs for adults. In alignment with Melmark's commitment to a highly skilled workforce, our new facility will also include a professional development and training center, modeled on The Clavin Center at Melmark New England. While our fundraising efforts for this major initiative are ongoing, I am pleased to share that we raised \$491,000 in support of the new school through the 2018 Dream Maker's Ball, and recently received commitments of \$1 million dollars each from two Melmark Pennsylvania families!

Last year, I shared news of Melmark's ambitious strategic plan. We continue to surpass the goals and objectives outlined in this plan, moving the organization forward in meaningful ways. In alignment with our vision to replicate the Melmark Model of Program Development and Clinical Treatment, and expand our mission footprint to communities in need, I am proud to announce that we recently opened Melmark Carolinas, a children's day school, in Charlotte, North Carolina. This expansion was in direct response to the significant need in that region, and we are excited that the first students have now begun their Melmark journey. This momentous occasion marks the extension of our mission and vision to bring expert, evidence-based services closer to home for all individuals who need them.

While we are proud of our accomplishments, there is still so much yet to do. We will continue our vital work, always mindful of the Krentel family's original mission. With your continued generosity and dedication, I have no doubt Melmark will succeed in touching the lives of countless individuals and families, both now, and well into the future.

Thank you for your unwavering support as we strive to always be **Mission First**: *Every Individual, Every Day.* 



"

Our donors broaden the quality of life for those we serve and provide the opportunity to reach out to individuals and families in need of an organization that values compassion and quality of care."

Frank L. Bird, M.Ed., BCBA, LABA Vice President and Chief Clinical Officer Melmark Inc.



## Melmark New England and Melmark Pennsylvania

We are deeply grateful to all who have given so generously to help us provide the best educational, programmatic, vocational and clinical 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, 2018.

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((

The continued and generous support, including volunteering for events from our families and donors, allows us to provide opportunities for our individuals and staff to thrive and grow.

For this, I am eternally grateful."

Karen Parenti, M.S., Psy.D. Executive Director, Melmark Pennsylvania

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"

Looking back at the past 20 years in NE, we have seen many students progress and grow into young adults who are able and willing to contribute and become members of their local communities. As our student graduation numbers increase each year, we are reminded of the continued work still needed to advocate and raise awareness in that transition to Adult Services.

In order to ensure that our young adults find gainful employment, housing or transportation to access their communities, we must provide a network of support to ensure advocacy efforts, legislative changes and fiscal resources are committed for these individuals. Our young adults are valued members of our Melmark community and we know with persistent efforts, they will be valuable to the community at large."

Helena Maguire, M.S., LABA, BCBA Executive Director of Melmark New England





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On Saturday, October 27, Melmark New England celebrated its 20th Anniversary at Shire headquarters in Cambridge, Mass., with a fundraising event aptly titled Mission Possible. Through the generosity of families, staff and friends, this inaugural event raised more than \$247,000, which directly supports the individuals that Melmark New England serves every day. The Mission Possible committee, co-chaired by MNE parents, Mara Mayer and Mary Ellen Royer, transformed Shire's already-chic lobby into an oasis for dining, dancing, and more.

## The Paul and Mildred Krentel Legacy Society

The Paul and Mildred Krentel Legacy Society, founded in 2010, is comprised of individuals who have named Melmark as a beneficiary of their estate plans. 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 for years to come.

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 mtalarico@melmark.org, or Ellen Kallman, Director of Advancement, Melmark New England, at 978-654-4371, or ekallman@melmarkne.org.



Melmark PA celebrated its ninth biennial Dream Maker's Ball in May 2018. CBS 3's Trang Do served as the emcee for the evening which raised \$491,000, helping to fund the construction of a new state-of-the-art facility for students in The Melmark School. This signature event has successfully created awareness and has raised over \$4 million since its inception in 2001 for the programs and individuals served at Melmark Pennsylvania.



Trang Do and Tim Delaney, a member of the NCAA Championshipwinning Villanova University basketball team, work to get those bidding paddles raised for a team-autographed ball and signed magazine cover.

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Callum Radcliffe, student at The Melmark School, reads words of thanks on behalf of his family, who received the Melmark Humanitarian Award at the Melmark Pennsylvania 2018 Dream Maker's Ball.

## 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. 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 Advancement 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 Melmark as a 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.

New England Advancement Office 978-654-4300

www.melmarkne.org/supporting-melmark

Pennsylvania Advancement Office 610-325-4996

Donate online at www.supportmelmark.org



