

Planting the Seeds for Tomorrow

Melmark 

Mission First. Every Individual, Every Day.®

2020



About the Cover

Construction on Melmark's new school in Berwyn, Pennsylvania has continued despite the challenges presented by the COVID-19 pandemic. With the final steel beam, signed by the entire Melmark Community, in place, this building will bridge the gap between Melmark's rich history of creating new opportunities for individuals diagnosed with intellectual and developmental disabilities and autism and the organization's modern day evidence-based sophisticated special education services.



The new school building in Berwyn, PA is being constructed, in large part, with philanthropic support.



Melissa, daughter of Melmark founders Paul and Mildred Krentel, signing a steel beam, which will be visible in the new school.



Melmark PA's class of 2022 will be among the first students in the new school building.



Artist rendering of the new Melmark PA School, scheduled to open in Fall 2021.

A Message from the President and CEO



Rita M. Gardner, President and CEO, signing a beam of the new Melmark Pennsylvania school

Thank you. These two words barely scratch the surface of my deep gratitude for each member of our Melmark community. No one could have anticipated what occurred in this year, a global pandemic, a racial reckoning around social justice in our country and trying to still meet the complex needs of those we serve every day. Over the past year, we have faced unfathomable obstacles, costing Melmark almost \$3.5 million dollars of unplanned expenses. All of these issues have placed immense pressure on our highly skilled staff to put our mission before everything else, and forced families to painfully remain apart from their loved ones for extended periods of time, while trusting Melmark to care for their family members in the middle of a global pandemic.

During such uncertainty for all of us, we did not know what to expect from our philanthropic partners, who already give so much to support Melmark's programs and, quite frankly, were facing their own challenges due to the COVID-19 pandemic. What we witnessed was awe-inspiring. The entire Melmark community, from our long-time corporate partners, donor families, and volunteers to our caregivers, neighbors, and quite a few new friends, came together in a way we have never witnessed in Melmark's history. Their collective commitment to supporting our mission-first staff and the individuals we serve has been one of the most humbling (yet challenging) experiences of my lifetime.

What I have witnessed from our teams across Melmark's service divisions in Pennsylvania, New England and the Carolinas has been equally moving. Our staff, at every level of the organization, continued their mission-driven work even as many experienced personal losses of parents, grandparents and other loved ones due to COVID-19. Our community has simply remained committed during the hardest of times.

Melmark's leadership team has navigated more than 500 pieces of guidance from the Centers for Disease Control and Prevention (CDC), state, and local regulatory bodies, making fast, evidence-based decisions with knowledge, conviction and grace. Information surrounding the virus continues to be constantly monitored, acted upon and communicated to employees, families, and stakeholders. Vaccines, COVID-19 tests, personal protective equipment, sanitizers, signage, and physical barriers have been sourced and implemented throughout the pandemic. This has taken endless hours of work on the part of behind-the-scenes staff and front-line personnel.

Figuring out how to finance the significant cost of the COVID-19 pandemic has been an entirely separate endeavor, but because of our strategic plan of 2017, and thanks to the generosity of our donor community, Melmark is more strongly positioned than many other not-for-profit organizations in our region and across the country. This stability, due to fiscal prudence before the COVID-19 pandemic, combined with the past year's historic endowment gift of \$21.5 million from the Anne and Brutus Kenan Fund, provides additional security for Melmark's future. We simply would not be where we are today without our donor community.

I hope, when you take a moment to look back on the past year, you feel a sense of pride in knowing all the ways you supported the individuals at Melmark, their families, and one another during the most difficult time in our history. I know I am certainly reminded that, together as a community, we have and will continue to accomplish so much. I'm sure I will tell my grandchildren about the time a singular generation of committed employees kept Melmark on track, despite their own fears of COVID-19, while still ensuring we remained **Mission First. Every Individual. Every Day.**

With my deepest gratitude,

A handwritten signature in black ink that reads 'Rita M. Gardner'.

Rita M. Gardner, M.P.H., LABA, BCBA
President and CEO



Planting the seeds for tomorrow

Thanks to the heroes of Melmark



Saluting our highly skilled staff in New England, Pennsylvania and the Carolinas for their mission-first work and compassionate care, through COVID-19 and every day.

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Jamils is using his communication device with his staff, Carla Hopkinson, at Melmark New England



Shavell bowling with a ball assist ramp, at Melmark Pennsylvania



Mackenzie working on patterning with her staff, Tyrell Brandon, at Melmark Carolinas

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.

Mission

Melmark is a multi-state human service provider with premier private special education schools, professional development, training, and research centers.

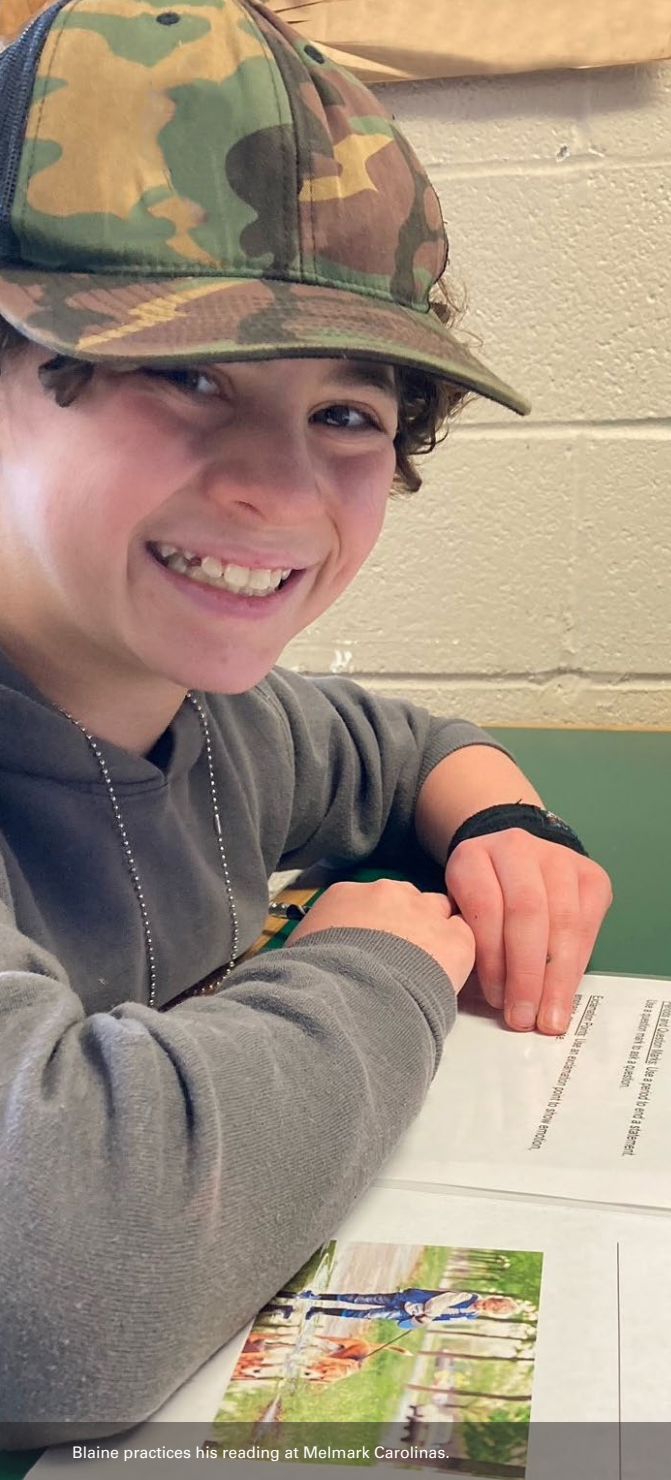
We are committed to enhancing the lives of individuals who are diagnosed with autism, intellectual and developmental disabilities and their families by providing exceptional evidence-based and applied behavior analytic services to every individual, every day.

Ongoing Goals

- Melmark's organizational culture exudes passion in the implementation of our Core Commitments
- Melmark's workforce is highly skilled, credentialed, and actively engaged in ongoing educational and professional development activities with strong retention
- Melmark uses innovation and technology to drive the quality of our service delivery systems and increase the dissemination and replication of the Melmark Model of Program Development and Clinical Treatment
- Melmark's high-performance practices ensure adherence to our standards of excellence in all services and daily operations
- Melmark's stakeholders recognize our mission and leadership in the field of high-quality service delivery, professional development training, and research
- Melmark's funding streams provide appropriate and balanced financial resources to support and expand service delivery and program performance
- Melmark relies on significant stakeholder and philanthropic support that increases raised dollars annually and ensures constituent engagement with related outcomes



Jacob works on a lesson plan with his staff, Louise Bowker.



Blaine practices his reading at Melmark Carolinas.

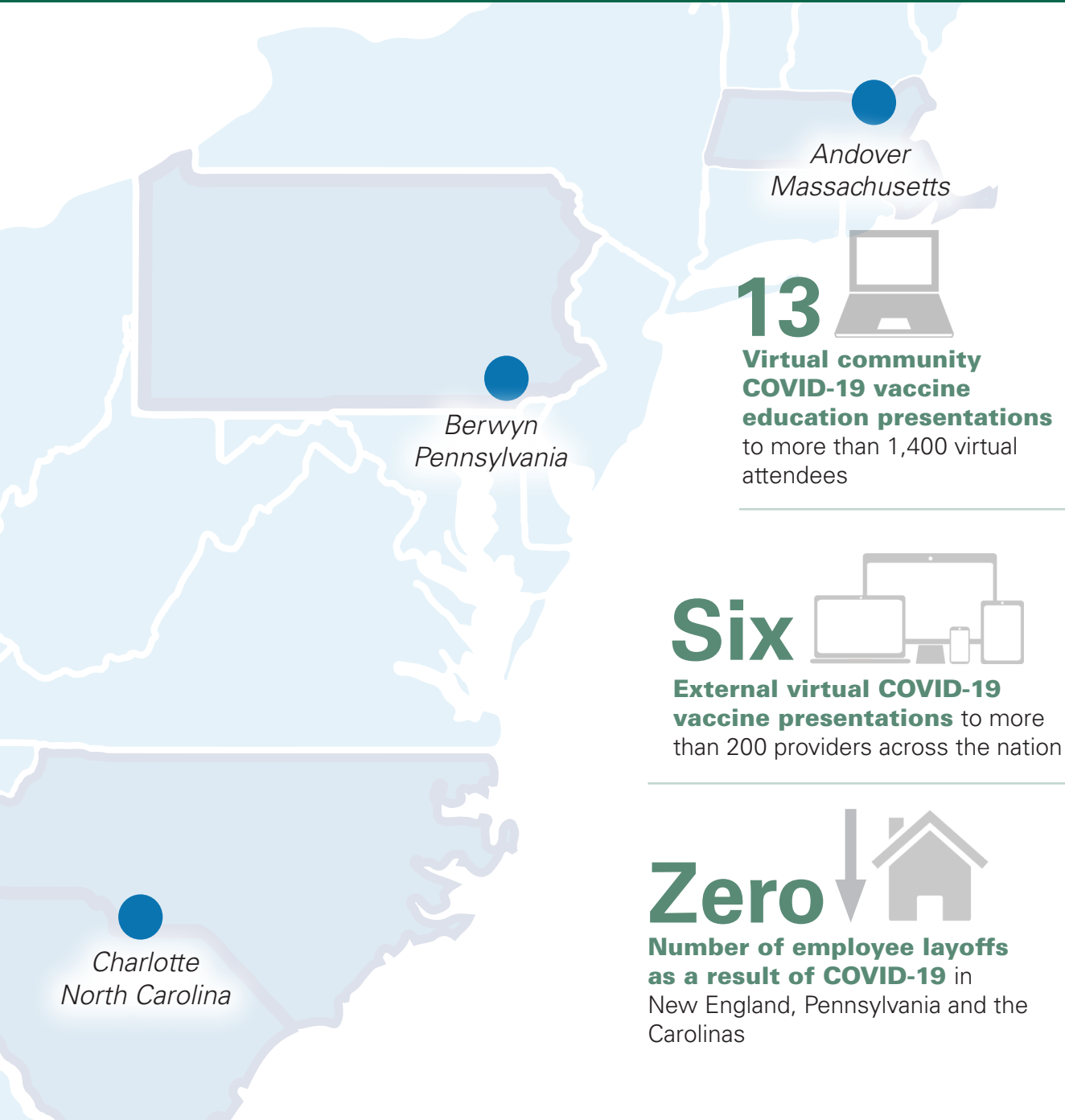



Gabrielle enjoys the sunshine at Melmark Pennsylvania.




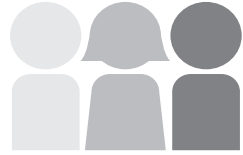
Yariel plays at recess at Melmark New England.


2020 Melmark COVID-19 Report By the Numbers





75 
Vaccine clinics
(and counting)

13 
Virtual community COVID-19 vaccine education presentations to more than 1,400 virtual attendees

92% 
923 out of 1001 eligible employees vaccinated in New England, Pennsylvania and the Carolinas

Six 
External virtual COVID-19 vaccine presentations to more than 200 providers across the nation

94% 
354 out of 375 eligible individuals 12 and over vaccinated in New England, Pennsylvania and the Carolinas

Zero 
Number of employee layoffs as a result of COVID-19 in New England, Pennsylvania and the Carolinas

729 
Community members vaccinated in Melmark Pennsylvania (part of vaccine provider agreement)

While many national and international conferences were postponed or cancelled in 2020 due to the COVID-19 pandemic, several organizations successfully pivoted to presenting virtual conferences. Melmark continued to lead the field with virtual presentations offered by Melmark President and CEO, Rita M. Gardner, M.P.H., LABA, BCBA, as Keynote Speaker at WIBA's (Women in Behavior Analysis) virtual conference, and with her presentation at the 8th annual ETHICS in Professional Practice Conference. Melmark New England Executive Director, Helena Maguire, MS, LABA, BCBA was a key presenter at the 2020 Behavioral Science: Applications in Leadership and Supervision conference.

A sampling of publications in which Melmark staff authored or co-authored articles in 2020.

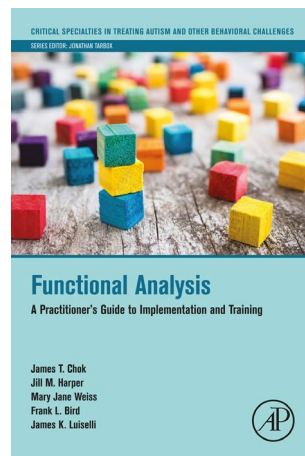


Peer-Reviewed Journals

22 Melmark Authors
14 Research Articles
10 Journals

Newsletters

19 Melmark Authors
15 Articles
6 Publications



Melmark is expanding and raising the quality of service delivery systems throughout the country by disseminating and replicating the Melmark Model of Program Development and Clinical Treatment. Melmark's proprietary software, EnvisionSMART™, along with a four-book series, provides an all-encompassing array of well-researched, documented tools to enable other providers to utilize the Melmark Model for Program Development, elevating the standard of services, while addressing every aspect of the critical educational, clinical and administrative functions that are vital to evidence-based, special education programs.

Melmark Hits the Links



Andover Country Club
October 19, 2020

Fifteenth Anniversary *fore* Melmark New England Golf Event

The 15th Anniversary *fore* MNE Golf Tournament was held in-person at Andover Country Club and virtually via the 18Birdies App on October 19, 2020. Golfers throughout Massachusetts and even in New Hampshire, Florida, and Ireland participated, raising more than \$130,000.

Among the day's highlights: a longest drive contest with four-time Long Drive Championship Finalist, Mike "Moose" Watson; a custom-wrapped *fore* MNE Jeep courtesy of McGovern Auto Group; a virtual reception with master of ceremonies, Kendra Petrone from MAGIC 106.7 FM; an online silent auction and a Fund-A-Need drive. Thank you to our golf committee and corporate sponsors, donors and supporters including CCA Group, Fred C. Church, CFO Leadership Council, Jackson Lumber & Millwork, Enterprise Bank, Red Sox Foundation, Doug Flutie, Jr. Foundation for Autism, Sanctuary Medicinals, McGovern Automotive Group, BWK Construction, BPJ Mechanical, VHB and many more!

The 2021 *fore* MNE Golf Tournament is scheduled for Monday, October 4, 2021 at The Golf Club at Turner Hill, Ipswich, MA. To support the event, contact Ellen Kallman, MNE Director of Advancement: ekallman@melmarkne.org or 978-654-4371.

Fifteenth Annual Hubert J.P. Schoemaker Classic



Nearly 200 business leaders from the Main Line and its surrounding areas participated in the Fifteenth Annual Hubert J.P. Schoemaker Classic, raising more than \$217,000 in support of Melmark. The Classic honors a dynamic leader in the life sciences industry, Hubert J.P. Schoemaker, Ph.D. founder of Centocor. His eldest daughter lived at Melmark for 28 years. The event's title sponsor is Accenture, with SAP supporting as co-presenting sponsor.

The Schoemaker Classic has raised more than \$4.5M for Melmark since its inception. Funds raised by the Classic have supported a number of projects and programs throughout the years with recent proceeds supporting the new school building in Berwyn, PA.



Golf players practicing their swings



Rita M. Gardner, Melmark President and CEO, Gary Player, Arjun Bedi of Accenture

The 2021 Hubert J.P. Schoemaker Classic is scheduled for Monday, October 11, 2021. To support the event, contact Ellen Mansfield, MPA Director of Advancement: ellenmansfield@melmark.org or 610-325-4953.

The Impact of COVID-19



Dani Block, Senior Director of Health Care and Dr. Heather Hirst, Senior Director of Rehabilitative Services procured early Moderna vaccine doses for Melmark PA staff, adult clients and family members.



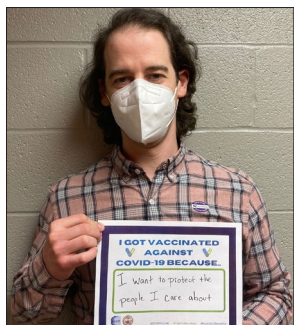
Nurses don personal protective equipment.



Lauranne Patton, M.S. Ed, teaches students remotely.

At Melmark's service divisions in New England, Pennsylvania and the Carolinas, COVID-19 has not changed our mission, but it has greatly altered the way we deliver that mission.

From day programs, remote Zoom learning, to school and in the community homes, Melmark adapted to meets the needs of the children and adults we serve.



Brad Stevenson, Ph.D., BCBA-D, Melmark Carolinas Director of Program Administration and Clinical Services shares why he got his vaccine.



Melmark New England students ages 18 and older were among the first recipients of the COVID-19 vaccine.



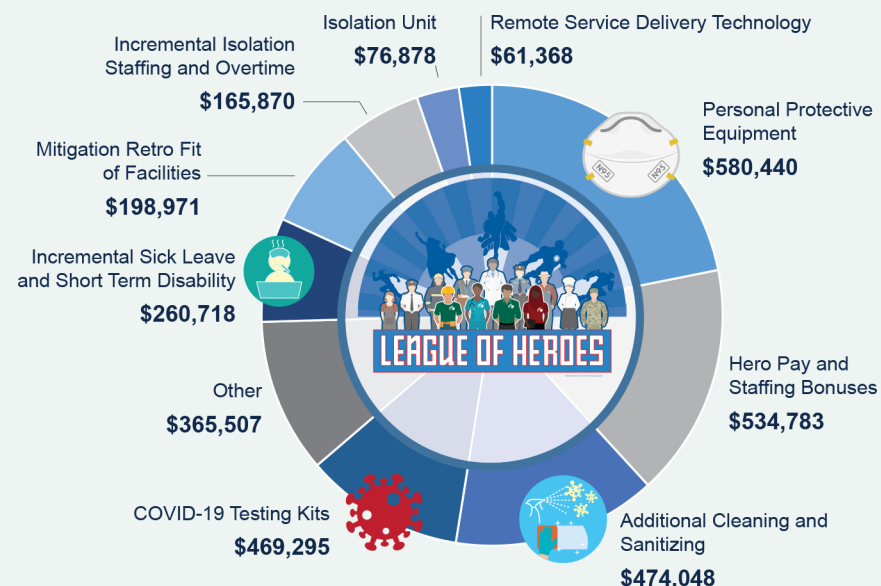
Melmark coordinated vaccination clinics, providing full doses of the COVID-19 vaccine to first responders, community members, and families.

By the Numbers

Melmark has incurred over \$3 million in unplanned expenses related to COVID-19 mitigation including testing, facilities adaptations such as touchless faucets and income losses caused by state-mandated day program closures. We are most grateful to all the donors who have supported our mission-first programs and staff during this challenging time in Melmark's history.

Below is a snapshot of expenses related to virus mitigation from 2020.

Total Expense: \$3,187,878



2020 Donor Highlights

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.

Founder's League (\$1,000,000 and Above)

Corporations, Foundations and Organizations

Anonymous

Individuals

Anonymous (3)

Anne R. Kenan

Brutus Kenan

President's Club (\$500,000 and Above)

Individuals

Amanda and Conrad Radcliffe

Anonymous (2)

Lesley Russell and Christopher Cooper

Visionaries (\$100,000 – \$499,999)

Corporations, Foundations and Organizations

The Davenport Family Foundation

The Salem Foundation

Individuals

Ellen A. Phillips

Paul and Navyn Salem

Anne and Brutus Kenan Fund

Melmark is pleased to announce the receipt of a \$21.5 million endowment gift from the Anne and Brutus Kenan Fund to further secure Melmark's mission well into the future. The historic and generous endowment gift is from two siblings whose lives have been transformed by Melmark's programs.

Anne and Brutus have benefited from a life well-lived within the Melmark community, as a result of the compassionate care provided by Melmark's highly skilled workforce. The establishment of this fund will allow Anne and Brutus' lives to continue to positively impact countless other individuals who need and deserve Melmark's specialized evidence-based programs. As expressed by Anne and Brutus' family, "it is a circle of deep gratitude for Melmark's passion and commitment to those they serve" that made this gift possible.

"We look forward to the day when major gifts to organizations serving individuals with disabilities are normalized and just as common as major gifts made to other educational healthcare institutions."

This transformational gift will provide the foundation for Melmark's campaign to increase its endowment with a primary goal to ensure the future of adult services, while continuing a deep commitment to honor all individuals with disabilities served at the not-for-profit organization and beyond.



Rita M. Gardner, President and CEO, with Brutus Kenan



Planting the seeds for tomorrow

The Ireland Family Foundation A Shared Vision

As President of the Chapel Hill-based foundation founded in 2001, Lori Ireland is well connected in the world of autism advocacy, education and adult services. Her foundation provides grant support to a variety of autism-related organizations nationwide and, in 2021, she was named Chair, Board of Directors of the Autism Society of America.

Gregg and Lori's adult son, Vinnie, was the impetus for them to create Extraordinary Ventures (EV) in 2007, a non-profit organization formed in collaboration with a number of other families in Chapel Hill. Their goal was to create sustainable businesses operated by a neuro-diverse workforce. Their mission for these endeavors is extraordinary – to enable every individual in our society the opportunity to achieve their highest quality of life, regardless of their intellectual and developmental disabilities. From candle sales, dog walking and laundry services to performing office tasks, the EV businesses provide real solutions for everyday needs of the community, while simultaneously creating paid job opportunities for the individuals they employ.

Last December, Lori attended our virtual Coffee with the CEO presentation for key donors and friends. Rita M. Gardner, M.P.H., LABA, BCBA, Melmark President and CEO, shared insights and updates pertaining to the pandemic and strategic organizational initiatives at all three Melmark divisions.

From her work in the Carolinas, Lori knows all too well that children and adults in her region with complex diagnoses of autism, intellectual and developmental disabilities are often subject to homebound education equivalent to only a few hours a week, and that they receive minimal, if any, evidence-based services. She shares Melmark's desire to advance the educational offerings available for these children, and to expand the Melmark model of service delivery across North and South Carolina, and beyond. Lori is a staunch advocate for improved systems of care, and for creating sustaining legislation and policies to benefit these most vulnerable children and adults. As her daughter, Lucy, a special needs attorney told her,

"We need to have a long term relationship with Melmark Carolinas. They are making such a difference in the lives of these children."

Her passion and enthusiasm for Doctors Brad Stevenson and Keri Bethune and all the Melmark Carolinas' day school staff led to The Ireland Family Foundation making a very generous year-end gift to the organization's fundraising appeal. We look forward to this partnership with The Ireland Family Foundation, to expanding our footprint in the Carolinas to serve more deserving children, and to supporting Lori and her family with their Foundation goals.



Vinnie does laundry with his staff through his work with Extraordinary Ventures.

Fundraising Campaigns for Melmark Carolinas

Melmark's newest division in Charlotte, NC, Melmark Carolinas, kicked off its first official fundraising campaigns, ending 2020 in receipt of two very generous donations, among other gifts.

MCS parents, Joe and Stacie Tonucci, supported the division's inaugural Staff Holiday Bonus Appeal, which provides a monetary bonus to each staff member during the holiday season.

Joe wrote,

"Stacie and I just donated \$1,000 to Melmark Carolinas. We love our team down here in Charlotte. Brad and Keri and their staff have made a world of difference for Brendan and our family. Thank you for everything you do for him, and all the children you serve."

Their generous gift will be matched by Joe's employer, AbbVie, doubling their support of our day school program.



Brendan enters in-class attendees on a computer spreadsheet.

Donor Profiles

Thank you to Melmark's leadership donors of \$1,000 and above. To see Melmark's full *Donor Report*, please visit www.melmark.org/donors.

The Ferraro Family Simplicity and Significance of Recurring Gifts

Recurring gifts represent a donor's commitment to providing regular, ongoing support for an organization, without the binding or long-term commitment of a pledge. These gifts, over the course of a year, are often larger, and make a greater impact, than what the donor would be capable of giving as one donation.

Typically, recurring gifts apply to donors who make a monthly recurring donation, but it can also include quarterly donations or even annual support. Often, recurring giving involves automatic payments via a credit card or bank transfer/e-check, which makes it convenient for the donor(s).

Here at Melmark New England, recurring gifts are welcome and encouraged as they provide a steady stream of reliable revenue for designated programs or services. Several parents have seen that even a smaller, monthly donation can amount to a very generous annual gift.



Michelle and Brian Ferraro with their son, Ryan

"For all the loving support Melmark New England provides Ryan, we want to provide a consistent thank you to our extended family. The donation page on the website offers an extremely easy process, taking less than five minutes to set up a recurring, monthly donation which allows us to offer our gratitude and thanks."

~ Brian Ferraro

For more information on setting up a recurring gift to benefit Melmark Carolinas or New England, please contact Ellen Kallman at ekallman@melmarkne.org. For information on Melmark Pennsylvania, please contact Ellen Mansfield, ellenmansfield@melmark.org.

Ambassadors (\$50,000 – \$99,999)

Corporations, Foundations and Organizations

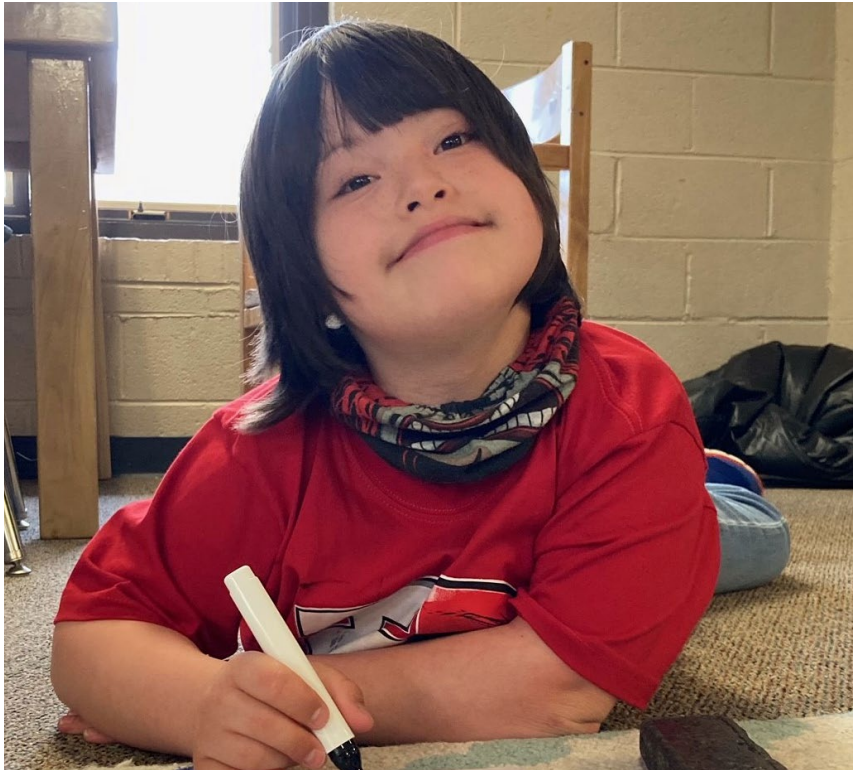
Accenture
Allan Myers, Inc.
McLean Contributionship
The Philadelphia Foundation

Individuals

Fred and Vicki Modell



Chang and Joseph working on packaging holiday gift donations at Melmark New England



Christopher from Melmark Carolinas working on a writing project

Leaders (\$25,000 – \$49,999)

Corporations, Foundations and Organizations

The Alfred I. duPont Foundation
Fidelity Charitable Gift Fund
The Graham Company
Lightening the Load Foundation
The Peter & Elizabeth C. Tower Foundation
SAP America, Inc.
Van Otterloo Family Foundation

Individuals

Anonymous (2)
The Blake/Fox Family
Michael and Laurel Schwartz
Constance and Michael Solomon
James and Karyn Stahle

Champions (\$10,000 – \$24,999)

Corporations, Foundations and Organizations

Anonymous
Bancroft Construction Company
Chubb
The Community Foundation Serving Richmond and Central VA
Dewar Nurseries Inc. of Florida
DJ Cross Chimney Sweeps
Endo Pharmaceuticals, Inc.
The Garth Family Foundation
Genomind
Genova Group
GlaxoSmithKline Foundation
Hoxie Harrison Smith Foundation
Ireland Family Foundation
ITF Pharma, Inc.
Jackson Lumber & Millwork
Janssen Biotech, Inc.
Merck Foundation
Morgan Stanley Private Wealth Management
Murray Family Charitable Foundation
Oracle
Pennsylvania Department of Education
Philadelphia Insurance Companies
Schwab Charitable Fund
Simkiss & Block
TD Charitable Foundation
Travelers Insurance
UBS Donor-Advised Fund
Vanguard Charitable Endowment Program
Videon Chrysler Dodge Jeep RAM

Individuals

Anonymous
Peter and Marilee Bell
Lawrence and Luise Cancro
William and Susan Carroll
John and Mary Gene Clavin
Michael and Margaret Ann Dolente
Maryann F. Garcia
Rita Gardner and Frank Bird
S. Robert and Rosalie Grass
Etta D. Kessler
The Leibowitz Family
John and Amy McCarthy
Clive G. Mendelow
Heather and Daniel Mendelow
Eric Murray
Joseph and Carmen Nore
Christopher and Mary Elleen Patton
Connie A. Phillips and Jeremiah Harris
Stephanie Phillips
Rhonda and Gary Remland
Angela Scott
Robert and Suzanne Stetson
Robert and Kathleen Trainor
Denny and Claudia Willson
PK Yegneswaran and Jayanthi Subramaniam

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 Ellen Mansfield, Director of Advancement, Melmark Pennsylvania, at 610-325-4953 or ellenmansfield@melmark.org, or Ellen Kallman, Director of Advancement, Melmark New England, at 978-654-4371, or ekallman@melmarkne.org.

Anonymous
Harry A. Achter*
Alan Ameche*
Alberta Pew Baker*
Sandra Bartusis
Calhoun and Jane Bond*
Martin and Elizabeth Borden
Winnifred Brooks*
Susanna G. Brown*
Florence C. Campbell*
Arthur J. Centrella*
Karen M. Crane*
Robert and Lisa Marie Crane
Ruth Davenport*
Aldys C. Davis
Edward D. Davis*
Ellen Dawson*
Elizabeth Diamond*
Gladys C. Didier*
Frances Ellis*
Donna Fadden*
Arthur and Ina Falk
Robert and Judie Ferrara
Rita Gardner and Frank Bird
Glenn and Robin Gaskill
Joanne Gillis-Donovan, Ph.D.
Doris M. Gordon*
Catherine Graham

Robert J. Handwerker
Victoria Prescott Herd*
David and Caryl Johnson
Rachel Jones*
Nancy Kauffman
Wendy Kelly
Helen T. Kratz*
Kenneth and Jean Krentel*
Stephen N. Krentel
Juanita Langlois*
Samuel and Mary Lehrer
Dominic Liberi, Esq.
Dorothy E. Lyons*
Eileen Macbeth*
Howard and Mara Mayer
Dennis C. McAndrews, Esq.
Athalia McDonald*
Joseph and Kathleen McMahon*
Patrick F. McNichol
Patsy R. Miller*
Patricia A. Mitchell
Frederick and Vicki Modell
Jeffrey and Meg Morrison
Linda W. Norkin
Peter C. Nowell, M.D.*
Mary Ogle*
Richard G. Phillips, Jr., Esq.
Gerald J. Reilly

Emily H. Rhoads*
Jennifer and Ronald Ropiak
Janet Rotoli*
Mary Ellen Royer
Maureen and Joseph Sandberg
Amy V. Scheetz*
Samuel and Henrietta Sheidy*
Anne Faulkner Schoemaker
Angela Scott
Sylvia S. Shuman*
Marguerite Sklenka*
David and Helen Steinberg
Joy and Leonard Sussman
Rosalinde I. Thomas*
Peter and Diane Troy
Edna Vickers*
Frederick Weber*
Janet Weber*
Karen Weber*
Eliza B. Weiskittel*
Annie Whittington*
Dennis and Caludia Willson
Josef Windbiel*
Tillie Wolf*
Ruth Marion Workman*
Elizabeth L. Wotypka
Mary Zubyk*

**Deceased*

Karen Crane A Legacy of Smiles

Karen "KC" Crane was an active member in many Melmark programs and was very athletic in her youth. She participated in the Meadows Program, The Melmark Players, The Joybells and various Special Olympics programs over the years. She always had a soft, beautiful smile and greeting for others. Her humor and positive outlook on life was truly endearing to all who were fortunate enough to have known her.

After 43 fun-filled years at Melmark, Karen Crane passed away at the age of 55. When her health declined three years ago, she was placed on hospice. Karen's last years were both a miracle and a testament to the quality care that she received from her loving and dedicated staff. Medical professionals exclaimed in wonder multiple times over the years when, for 18 times, she was placed on and taken off hospice. That again, is due to the excellent care she received from her staff.

In addition to having benefited from the love, support, and excellent medical and rehabilitative support at Melmark, Karen also was so fortunate to have had a close and loving family. Her brother, Bob, purchased a life insurance policy several years ago and named Melmark the beneficiary. We are grateful to have shared more than four decades with Karen and are fortunate for her family's commitment to ensuring her legacy.



Karen Crane with her brother, Bob and sister-in-law Lisa Marie

Corporations, Foundations and Organizations

Anonymous
The Alfred I. duPont Foundation
Atlantic Retail Properties
Chubb
Copples Holdings LP
Fisher Scientific
Fred C. Church Insurance
FrontStream
Fujirebio Diagnostics, Inc.
Hoxie Harrison Smith Foundation
Jackson Lumber & Millwork
Janssen Biotech, Inc.
JR's Landscaping Company
KPMG LLP
Merck Foundation
New England Development
Newtown Square Presbyterian Church
Oracle
Paoli-Berwyn-Malvern Lions Club
Red Sox Foundation
Sam Brown Inc.
Simkiss & Block
TD Bank
Travelers Insurance
The Ulderico & Anna C. Milani Charitable Foundation
United Way of Greater Philadelphia and Southern New Jersey

Individuals

Anonymous (6)
Mercedes Alexander
Kathryn and Robert Barbarisi
Sandra Bartusis
Robert A. Beringer
Nicholas and Gail Biancucci
Martin and Glenda Bilder
Chris and Laura Binner
Diane M. Bonanni
Martin and Elizabeth Borden
Gregory and Kathleen Bosch
John and Michele Bradley
Edwin and Laurie Brennan
Gary and Rebecca Burgwald
Lawrence and Luise Cancro
William and Susan Carroll
Robert and Linda Casillo
John and Mary Gene Clavin
Christopher Cooper and Lesley Russell

Nancy M. Copple
Rich and Cathleen Decker
Robert A. Derrinbacker
Louis and Pamela Divan
Michael and Margaret Ann Dolente
Kimberly and Sarkis Duhanyan
Carrie Eaton
James Eaton, Jr.
James and Louise Elkins
Thomas and Dee Evans
Bruce and Kathleen Everett
Arthur and Ina Falk
Margaret Fekete
Robert and Judie Ferrara
Kenneth and Carol Fetter
Susan D. Ficca
James and Jill Fitzpatrick
Rita Gardner and Frank Bird
The Gilronan Family
Richard T. Glancy
S. Robert and Rosalie Grass
Thomas J. Halphen
Timothy and Molly Hancock
Robert J. Handwerker
Robert and Astrid Hasbrouck
John and Linda Haynes
Gerald and Anna Louise Hegarty
J. Michael and Darina Hoffman
Bertram Holman
Robert and Rosemarie Hubbard
Joyce V. Hudrick
Gerald and Virginia Hudrick
Melissa and Don Hurst
Norman Janis and Patricia Herzog
Raymond E. Kaarsberg and Rebecca Jolley
Richard and Nancy Kauffman
Jennifer Keenan
Annette M. Keiser
William A. Keiser
Etta D. Kessler
Thomas and Patricia Killeen
Brian and Susan Korff
John and Kathleen Kyle, II
Graham and Dana Lacy
Sally Mahoney
Timothy and Nadine Mahoney
H. Robert Marcus and Audrey Flack
Robert and Karen Mattox
Steven and Ellen* Matzner
Darrell and Gabriela May
Kevin and Kathleen McAnally
John and Beth McCullough III

Deborah S. McKechnie
Cynthia A. McKinley
Maureen McMahon
Mary L. McNichol
Heather and Daniel Mendelow
Joseph and Maria Milani
Vincent J. Milano
Fred and Vicki Modell
Susanne Murdoch
Leonard and Gail Natale
Thomas Nephew and Mary Barry
Linda W. Norkin
Albert J. Norton
Shawn and Carol O'Brien
Joel and Sarah O'Toole
Ron and Mary Owen
Daryl and Annie Parker
David and Ronnie Parker
Wayne and Anne Parker
Michael and Cynthia Penman
Ellen A. Phillips
Conrad and Amanda Radcliffe
Edith M. Reichenbach

Steven and Karen Robbins
Charles and Suzanne Sabolis
Maureen and Joe Sandberg
William and Michele Sawyer
Rita L. Scherwa
Margaret M. Schleck
Michael and Laurel Schwartz
Michael Schwartz and Helen E. Golding
Stephen J. Shanahan
William and Janice Sheehan
Mary Lou Sousa
James and Karyn Stahle
David and Helen Steinberg
Robert and Suzanne Stetson
The Sussmans
Joseph and Christine Torrisi
Peter and Diane Troy
Mary L. Turkal
William and June Vollmer
Charles and Susan White
Denny and Claudia Willson
Donald and Nancy Wood
Barbara Yost and The Neafcy Family

Dr. Howard and Mara Mayer Giving through Donor-Advised Funds

A donor-advised fund (DAF) is a charitable giving vehicle administered by a public charity. Fidelity Charitable Gift Fund is the largest DAF in the United States, with \$34.5B in assets as of June 30, 2020. Donor-advised funds are the fastest-growing charitable giving vehicle in the United States because they are one of the easiest and most tax-advantageous ways to give to charity. When you contribute cash, securities or other assets to a donor-advised fund, you are generally eligible to take an immediate tax deduction, and the funds are invested for tax-free growth. The donor also plays a role in designating distributions from the DAF, to charities of their choice, including Melmark.

More and more donors to Melmark's three divisions are utilizing these charitable investment accounts, including Dr. Howard and Mara Mayer, parents of two Melmark New England residential students. Designations from a donor-advised fund may be accepted in any amount and can be directed to current programs and services or to the endowment fund. The convenience of having one fund from which to make annual, routine, or multiple designations makes it attractive to the Mayers, and to other Melmark donors.

An individual donor may also elect to create a lasting legacy by naming Melmark (or a specific division), to be a beneficiary, in full or as a percentage of the Fund. For more information about establishing your own donor-advised fund, please contact Ellen Kallman (MNE or MCS) at ekallman@melmarkne.org or Ellen Mansfield (MPA) at ellenmansfield@melmark.org.

Donor Profiles

Fred and Vicki Modell A Chance Connection

Fred and Vicki Modell first learned about Melmark in a serendipitous way. “When we decided to place Lori where she could thrive, Fred and I drove from NYC to visit residential communities in the Philadelphia area. At the last appointment for the day, we were told that Lori would have to be school age to be accepted. Since she was only 19 months old, we were heartbroken and saddened to learn that we would have to wait several years. As we walked to our car, in a pouring rainstorm mixed with our tears, one of the nurse’s approached us and told us that her friend was working at a rather new and nearby residence called Melmark. We called and asked if they could see us that day. They gave us directions and told us to come right away.

When we arrived, the sun was shining bright and Miggy and Paul Krentel were at the door to welcome us with open arms. We knew at that moment we were ‘home’ at the home that love built. After formal introductions, they told us that if the medical staff and the Board of Directors felt they could help her reach her potential, Lori would be accepted. Happily, 45 years later, Melmark has been Lori’s home, her safe haven and her family.

We chose to make a meaningful gift to Melmark because we are profoundly grateful for the expert, skilled, kind, compassionate and healing care she has received and for bringing her to her potential and even beyond... she has been cared for carefully and with love. What more could we ask for?

At the same time that we decided to give a substantial gift to Melmark to show our appreciation, there were new regulations that permitted up to \$100,000 a year could be taken out of an IRA as an offset to the federal income tax. It seemed like a perfect way to make a generous gift.”

“We will never take for granted Melmark or the unsung heroes who come to work each and every day hoping to make the day brighter, kinder and healthier for the residents... it is a privilege for our daughter to reside there.”

Fred and Vicki are using a qualified distribution from their IRA to make gifts to Melmark. They made a generous \$1 million commitment to Melmark to support campus infrastructure improvements at Melmark PA that laid the foundation for the new school. This creative way of giving benefits donors by lowering their adjusted gross income.

This can be a tool for anyone who has age-required minimum distributions. Fred and Vicki are active philanthropists who created the Jeffrey Modell Foundation in memory of their beloved son diagnosed with Primary Immunodeficiency.



Lori Beth helping to make deliveries around Melmark

The Marcus Family Supporting Melmark and Each Other

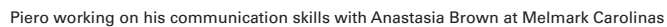
Just as longtime resident, Missy, has been a constant at Melmark since the organization’s earliest days, so have her parents, Bob Marcus and Audrey Flack. Their unwavering charitable support through the decades, in recognition of our staff through donations to the Staff Holiday Bonus Appeal, and in support of the Dream Maker’s Ball and other initiatives makes them some of Melmark’s most loyal donors.

But the family’s support of Melmark doesn’t stop there. Missy’s sister, Hannah, is actively engaged in Missy’s life at Melmark, and delights in sharing in her accomplishments. From attending the annual Spring Festival to being in the audience for multiple performances by the Melmark Players, Hannah’s relationship with her sister has only grown closer over the years.

Last year, Hannah joined her parents as Melmark philanthropists when she made a donation in honor of Missy. “I am thrilled to be able to support the organization that has helped my sister grow and overcome so much in her lifetime,” said Hannah. This is just one example of the growing interest and commitment that came to light in 2020 as the needs of the organization were heightened during the pandemic. From gifts to the Staff Holiday Bonus Fund, to donations toward the new Melmark School in Berwyn, pool and other events, we are forever grateful for this support from our Melmark families, and especially from their devoted siblings.



Missy (center) with her sister, Hannah Marcus, and mother, Audrey Flack



2020 Donors

Benefactors (\$5,000 – \$9,999)

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Assured Guaranty Corp.
BDO
Bob Menery Productions
CCA Group, LLC
Concord Management Group
Crane Fund for Widows and Children
Delaware County Intermediate Unit
Doug Flutie, Jr. Foundation for Autism
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Fujirebio Diagnostics, Inc.
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Horne Family Foundation
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KPMG LLP
Morgan, Lewis & Bockius LLP
Quartesian
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RDS Auto Group - Porsche of the Main Line
Red Sox Foundation
Rockefeller Financial Services, Inc.
The Rorer Foundation
Royer Tree Service, Inc.
RSM
Samuel P. Mandell Foundation
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Robert and Astrid Hasbrouck
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Howard and Mara Mayer
Maureen McMahon
Vincent J. Milano
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Thomas and Karen Potts
Gerald and Elizabeth Rorer
Maureen and Joe Sandberg
Greg and Peggy Strakosch
Gary and Sandi Yates

Stewards (\$2,500 – \$4,999)

Corporations, Foundations and Organizations

3GHC Architects, LLC
A/P Disbursement

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Benevity
Bohler Engineering
BPJ Mechanical, LLC
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CFO Leadership Council
The Demoulas Foundation
Enterprise Bank - Lowell Downtown Branch
Exelon PAC PAC Match
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Massachusetts State Treasurer's Office
McGovern Automotive Group
Network for Good
New England Development
Office Basics, Inc.
The Peters Group
Pinemar, Inc.
Reed Smith LLP
Sam Brown Inc.
Sanctuary Medicinals, Inc.
Society for the Advancement of Behavior
Analysis
Stumpo Construction, Inc.
Vanasse Hangen Brustlin, Inc.
YourCause, LLC

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Lori and Tighe Clements
Robert and Judy Crider
Lynn and Kwasi Dadzie-Yeboah
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Richard and Stacy Gibbons
Jeffrey H. Harvey
Melissa and Don Hurst
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Elie and Cheryl Khoury
Richard and Clare Lesser
Timothy and Nadine Mahoney
David and Mary Maurer
Jeff and Meg Morrison
Thomas Nephew and Mary Barry
Martin and Kathy Pasqualini
Albert P. Pettoruto Jr., Esq.
Richard F. Powers, III
Mary Ellen Royer
Harold and Teresa Short
The Sussmans

Partners (\$1,000 – \$2,499)

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Astro Crane
Benjamin T Bradley Foundation
The Blackbaud Giving Fund
Burns & Levinson LLP
BWK Construction
Calare Properties, Inc.
Caldwell Tanks, Inc.
Carlos Barcelos Irrevocable Trust
Caveney Architectural Collaborative
Cleaning for Cures, LLC

CNA Stores
Comstar Technologies
The Concord Advisory Group Ltd.
Conway Office Products
CSNP Media, LLC
Debex Contractors LLC & Odin Demolition
FJN Charitable Foundation
Greg Bonanni Simpson Supplemental Needs Trust
HMD Enterprises, LLC
Honeybrook Golf Club
J&J Concrete & Paving LLC
Jordan Wiener Real Estate Group
Joseph D'Antonio Plumbing and Heating, LLC
JR's Landscaping Company
Keystone Industries
Knight Brothers, Inc.
Mark Development, LLC
Morana Law Office, LLC
National Development Associates
Paoli-Berwyn-Malvern Lions Club
Parx Casino
The Patricia Ratto Trust
PayPal Giving Fund
The Plastics Group of America
Preload, LLC
Pulte Homes
Richard Purinton, Inc.
The Simkiss Family Foundation
United Way of Greater Philadelphia and Southern New Jersey
Vantage Builders
The Wawa Foundation, Inc.
R & A Westphal Foundation

Individuals

Anonymous (3)
Chris and Laura Binner
Bob and Judie Binns

John Boyle
David and Dawn Bryk
Donna Carr
Margaret Clavin
Jim Conboy and Jane McNichol
Tom and Lisa Crofcheck
Rich and Cathleen Decker
Richard and Theresa DeRoo
Gregory Diskant and Sandy Baron
Lisa Dodson
Tom and Lindsey Dunn
Brian Farrell
Robert and Judie Ferrara
Brian and Michelle Ferraro
Marco and Hattie Fiato
Susan Ficca
Paul and Joanne Flanagan
Michael Fortin
Cornelius Gath
Richard and Julie Giurleo
Julia Goulding
Ian and Kathy Grey
Susan Hammond
Robert Handwerker
Dave Herbner and Julie Kiselica
Mike and Heather Hirst
Bertram Holman
Joyce Hudrick
Morgan Jones
Martin Kelley
George and Rhonda Lambert
John Little
Therese Liu
Shawn and Helena Maguire
H. Robert Marcus and Audrey Flack
Brian and Erin Mauer

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Joseph and Antoinette Mercurio
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John Mitchell
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Jason and Kari Newman
Linda W. Norkin
Joel and Martha Noumoff
Joseph and Michelle O'Connell
Joel and Sarah O'Toole
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Spencer and Lisa Purinton
Shawn and Myra Quigley
Callum Radcliffe
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Patricia Ratto
Michaela Ristuccia
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Ned and Carol Stumpo
Joseph and Stacie Tonucci
Joseph and Christine Torrisi
Robert and Jeannine Tribuiani
James P. Van Etten, Jr.
Rose-Marie Van Otterloo
Rainer and Cindy Westphal
Donald and Nancy Wood



Andrea from Melmark Carolinas is all smiles

Gifts in Kind

Corporations, Foundations and Organizations

1634 Meadery
Arbonne
Betsy Frost Designs
Bianco's Catering
Bob's Discount Furniture
Boston Red Sox
Brookside Country Club
The Butterfly Place
Cedar's Mediterranean Foods, Inc.
Charlesmark Hotel
CORKCICLE
Crack'd Kitchen & Coffee
Eastern Standard Provisions
Flowers For My Son
Fox & Roach/Trident Charities
General Warren Inne
The Healing Rose
Honey Dew Donuts
Horizon Beverages
John's Crazy Socks
Kohélet Yeshiva High School
Leave it to Me Event Planning
Marcorelle's Liquors
McGovern Automotive Group
Melmark New England
Merrimack Valley Chamber of Commerce
MOD Pizza - Newtown Square
NAI Geis Realty Group, Inc.
New Beginnings Hair Design
Photography by Andrea Brown
Popcorn For The People
The Richter Group
Salon Forza
Sewcialite
Total Wine & More
True North Ale Company
Ultimate Perk Coffee Co
Vantage Builders
W.S. Badger Company
WEI
Whirlaway Sports, Methuen
Wrap Solutions

Individuals

Anonymous
Chris and Krista Aiello
Aline Avance
Nicholas and Gail Biancucci
Rachel Brenman
Franklin and Barbara Cannon
David and Kathleen Carroll
Krystina Cassidy, MSED
Daniel Doke
Kimberly and Sarkis Duhanyan
Jim and Louise Elkins
Joseph and Jennifer Falcone
Ginger Fortin
Rita Gardner and Frank Bird
Jill Harper
Jack and Linda Haynes
Gerald and Anna Louise Hegarty
Bernard and Becky Hogan and Friends
Denise Interrante
Michael and Dorothy Iudice
Richard and Ellen Kallman
David and Rosalie Konjoian
Martha Livingston
Melissa Lush
John and Jacquelyn MacKinnon
Shawn and Helena Maguire
David and Dorothy Maloney
Rose and Bill Mueller
Darrell and Gabriela May
Howard and Mara Mayer
John and Beth McCullough
Carol Mouradian
The Neafcy Family
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Robert and Toni Riddle
Derek and Antonella Sampson
Harold and Teresa Short
Joan F. Smith
Peter and Diane Troy
Stephanie Tully
Mark Waitkus
Barbara Yost



Jarrett and his staff Light It Up Blue for Autism!

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, Melmark NE, or Melmark Carolinas. 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

978-654-4371

Donate online at www.supportmelmarkne.org

Pennsylvania Advancement Office

610-325-4996

Donate online at www.supportmelmark.org

Carolinas Advancement Office

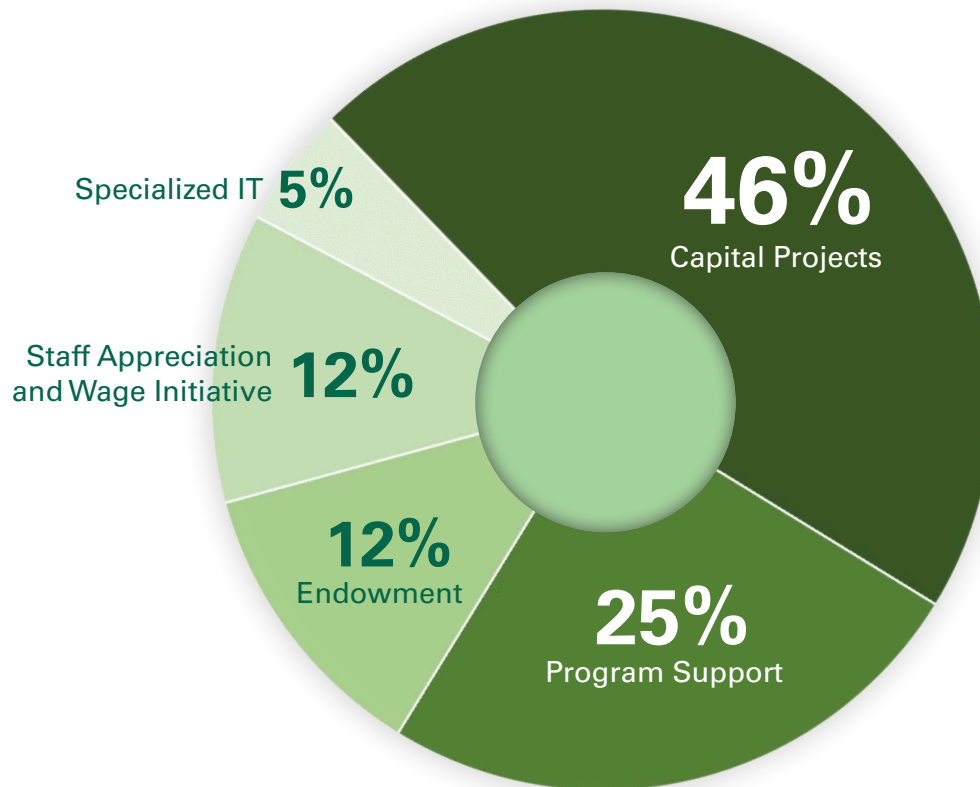
978-654-4371

Donate online at www.melmarkcarolinas.org/donate

Your Gifts | Our Mission | Their Success

\$3.82 Million Total Raised

**Includes pledged support*



Fiscal Year 2020 Fundraised Support

Your donations in fiscal year 2020 in New England, Pennsylvania, and the Carolinas

**Includes pledged support for FY20 (July 1, 2019 – June 30 2020)*

The Impact of Your Gifts

SPECIALIZED INFORMATION TECHNOLOGY

Development of clinical software technology

CHILDREN'S PROGRAM SUPPORT

Purchase of specialized classroom furniture and augmentative and alternative communication devices

CAPITAL PROJECTS

*Mezzanine and auditorium projects in New England;
Construction of the new school building and outdoor pool in Pennsylvania*

HOLIDAY STAFF APPRECIATION AND WAGE INITIATIVE APPEALS

Benefiting direct care staff, who receive 100% of funds raised for this initiative in The Carolinas, New England and Pennsylvania

ADULT PROGRAM SUPPORT

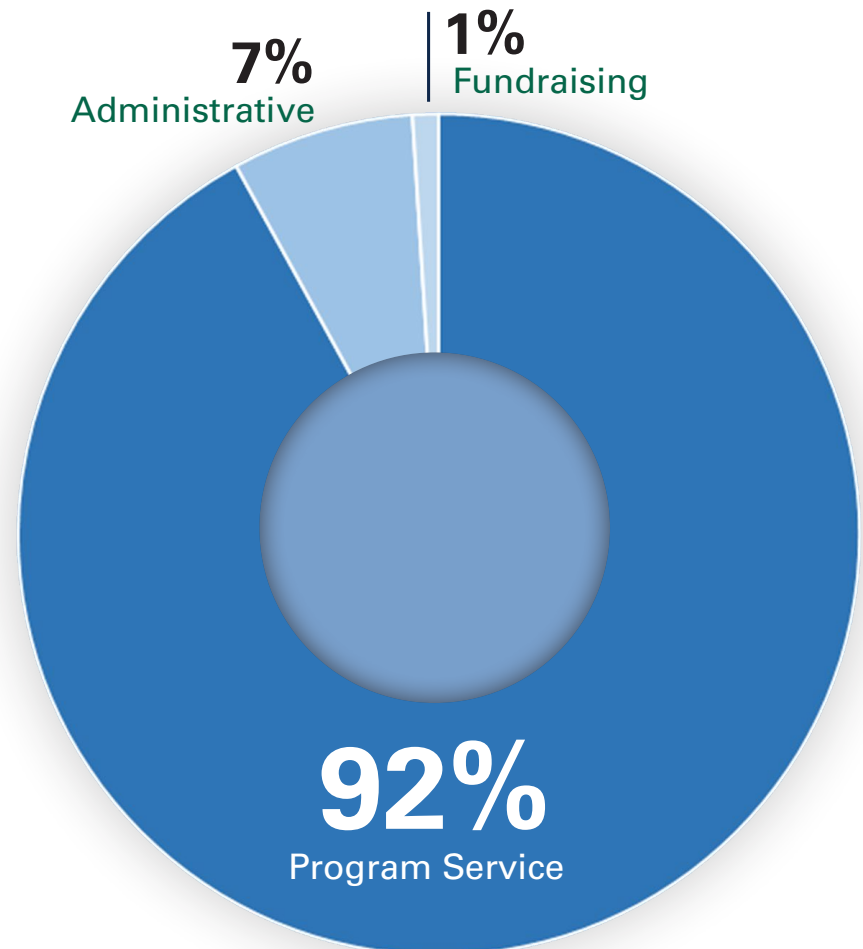
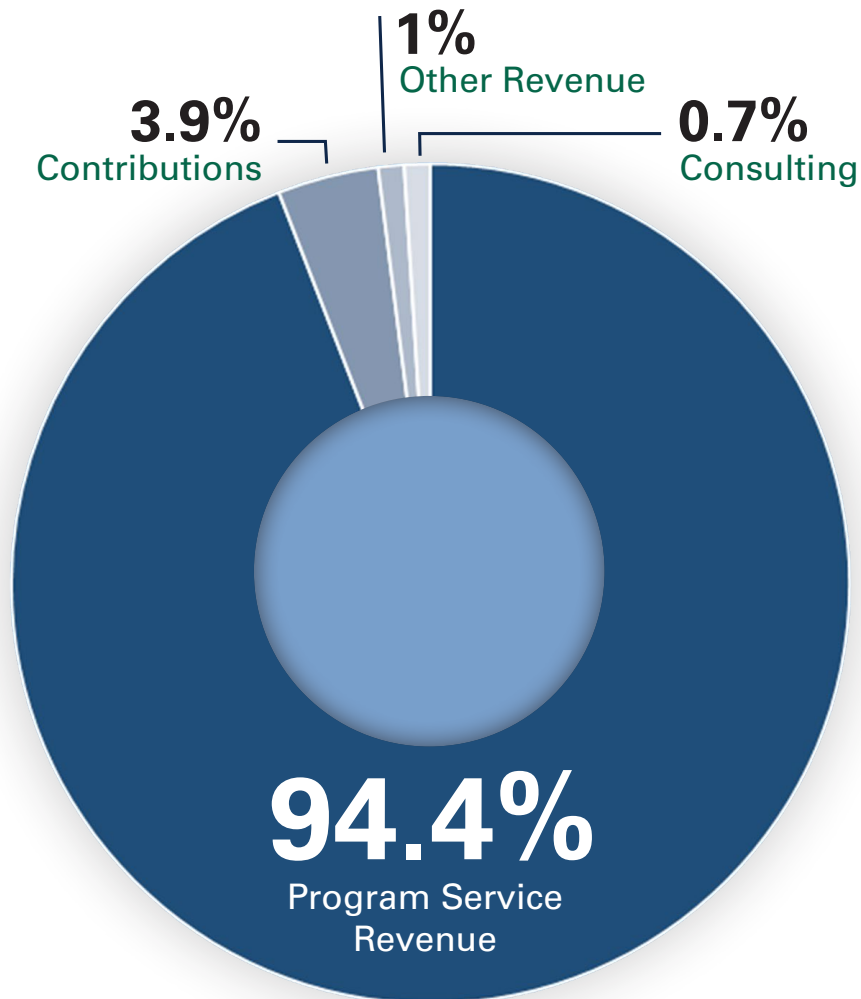
Supporting adult programming in New England and Pennsylvania, including The Joybells and The Melmark Players

465 
**New Donors
in 2020**

260 
**Donors increased
their giving in
2020**

Operating Revenue: \$96,544,000

Operating Expenses: \$91,635,000



2020 Senior Leadership



Rita M. Gardner, M.P.H., LABA, BCBA
President and CEO



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*Vice President and
Chief Clinical Officer*



Bill Ahearn, M.B.A., CPA
*Vice President, Business Operations,
Melmark, Inc. and Finance Director,
Melmark New England*



Thomas J. Crofheck, CPA
*Vice President and
Chief Financial Officer*



Helena Maguire, LABA, BCBA
*Executive Director,
Melmark New England*



Shawn P. Quigley, Ph.D, BCBA-D
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Melmark Pennsylvania*



Brad Stevenson, Ph.D., BCBA-D
*Director of Program Administration
and Clinical Services,
Melmark Carolinas*



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Melmark New England*



Lindsey Dunn, M.A., PHR, CPHRM
*Senior Director of Human Resources,
Melmark Pennsylvania*



Mary Jane Weiss, Ph.D, LABA, BCBA-D
Senior Director of Research



Ellen M. Kallman
*Director of Advancement,
Melmark New England*



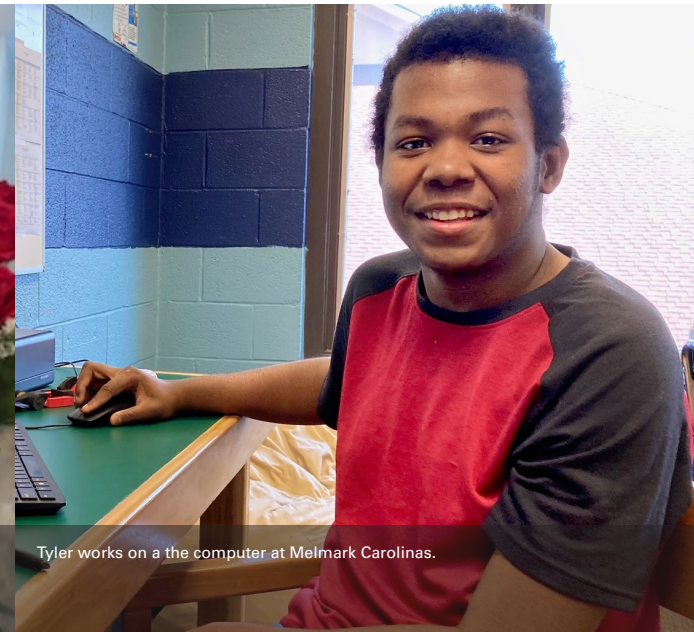
Ellen J. Mansfield, MBA, CFRE
*Director of Advancement,
Melmark Pennsylvania*



Thomas takes a break at Melmark Pennsylvania.



Mal arranges flowers for Mother's Day at Melmark New England.



Tyler works on a the computer at Melmark Carolinas.

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Melmark New England, Inc.



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Melmark New England

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Melmark Carolinas

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