

# 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 cursive script 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.

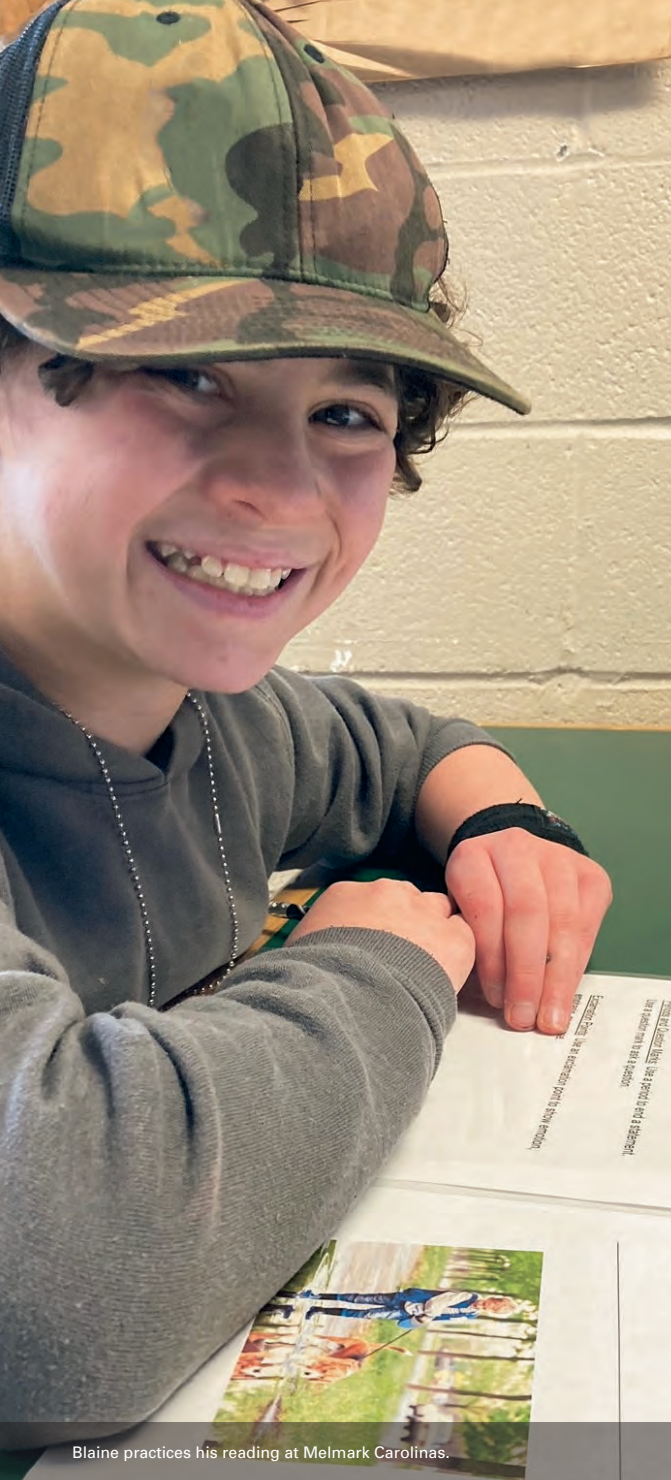
## Ongoing Goals

- 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.



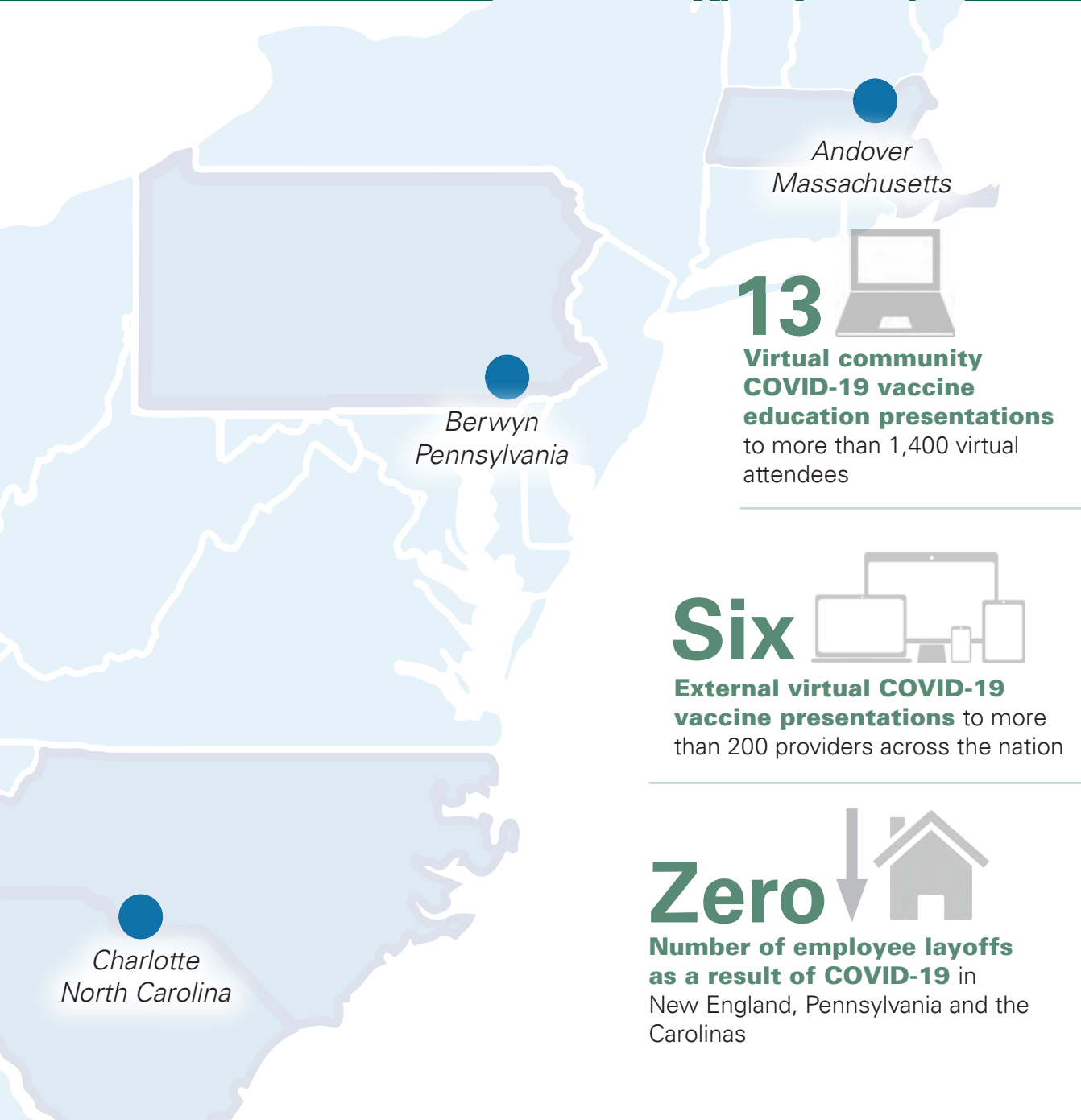
Gabrielle enjoys the sunshine at Melmark Pennsylvania.



Yariel plays at recess at Melmark New England.



# 2020 Melmark COVID-19 Report By the Numbers



Andover  
Massachusetts

Berwyn  
Pennsylvania

Charlotte  
North Carolina

75



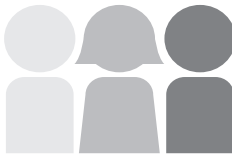
**Vaccine clinics**  
(and counting)

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.

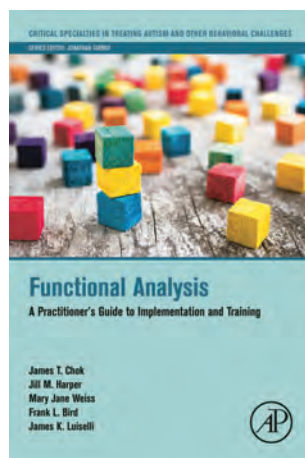


### Peer-Reviewed Journals

- 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 15<sup>th</sup> 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](mailto:ekallman@melmarkne.org) or 978-654-4371.

## Fifteenth Annual Hubert J.P. Schoemaker Classic

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](mailto: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.



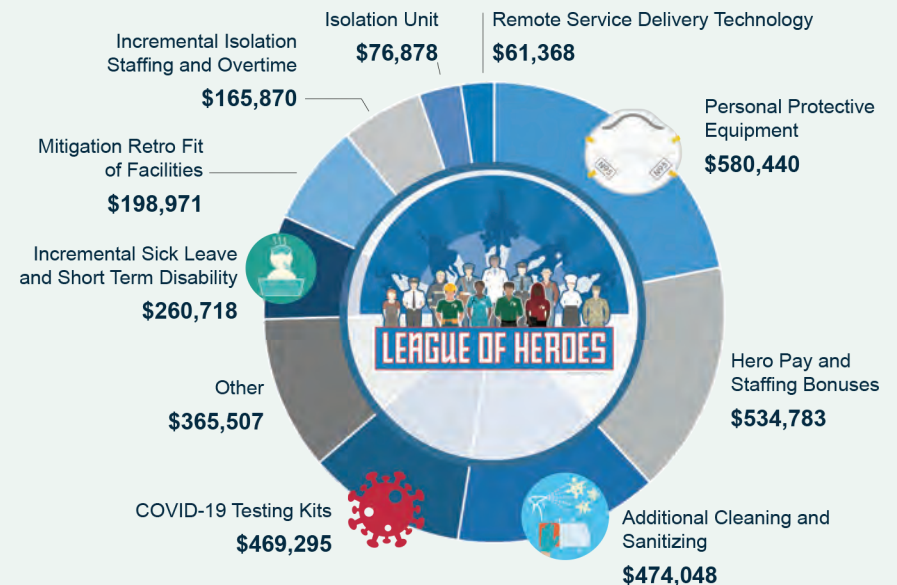
Melmark coordinated vaccination clinics, providing full doses of the COVID-19 vaccine to first responders, community members, and families.

## 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

Anonymous (3)

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](http://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](mailto:ekallman@melmarkne.org). For information on Melmark Pennsylvania, please contact Ellen Mansfield, [ellenmansfield@melmark.org](mailto:ellenmansfield@melmark.org).

## 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



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





Christopher from Melmark Carolinas working on a writing project

## Ambassadors (\$50,000 – \$99,999)

### Corporations, Foundations and Organizations

Accenture  
Allan Myers, Inc.  
McLean Contributionship  
The Philadelphia Foundation

### Individuals

Fred and Vicki Modell

## 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](mailto:ellenmansfield@melmark.org), or Ellen Kallman, Director of Advancement, Melmark New England, at 978-654-4371, or [ekallman@melmarkne.org](mailto: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. Derrenbacker  
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](mailto:ekallman@melmarkne.org) or Ellen Mansfield (MPA) at [ellenmansfield@melmark.org](mailto: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





Signs of appreciation for Melmark teachers, healthcare and staff



Kyle practicing mask tolerance with Liz Pare at Melmark New England



Piero working on his communication skills with Anastasia Brown at Melmark Carolinas



Jasmin helping out at the lunch ticket station with her teacher, Stephanie Fell, M.S., at Melmark Pennsylvania

# 2020 Donors

## Benefactors (\$5,000 – \$9,999)

### Corporations, Foundations and Organizations

Adastra Pharmaceuticals, Inc.  
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  
DraftKings  
Elwyn Specialty Care  
Fred C. Church Insurance  
Fujirebio Diagnostics, Inc.  
Greater Philadelphia Cultural Alliance  
H.A. Thomson  
Horne Family Foundation  
Insperity  
KPMG LLP  
Morgan, Lewis & Bockius LLP  
Quartesian  
R.M. & M. S. Marino Charitable Fund  
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  
TD Bank  
Transamerica Life Insurance Company  
Tri-M Group

UHS  
Vertex, Inc.  
VJA Associates  
Waste Management  
WellDyneRx

### Individuals

Kathryn and Robert Barbarisi  
Nicholas and Gail Biancucci  
Stephen V. Boccardo  
James Clark  
Karen M. Crane\*  
Paul and Jean DeMasi  
Bernadette M. Fox  
Helen E. Golding and Michael Schwartz  
Robert and Astrid Hasbrouck  
Gerald and Virginia Hudrick  
Norman Janis and Patricia Herzog  
Michael Kearney  
Howard and Mara Mayer  
Maureen McMahon  
Vincent J. Milano  
Margaret Mullin  
Ron and Mary Owen  
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

Atlantic Retail Properties  
Benevity  
Bohler Engineering  
BPJ Mechanical, LLC  
Bristol-Myers Squibb Foundation  
CFO Leadership Council  
The Demoulas Foundation  
Enterprise Bank - Lowell Downtown Branch  
Exelon PAC PAC Match  
Fenningham, Dempster & Coval LLP  
Foundation Management & Pro Productions  
Fox & Roach/Trident Charities  
Harte Group  
Lintons Food Service Management  
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 Hagen Brustlin, Inc.  
YourCause, LLC

### Individuals

Anonymous  
Danielle M. Block  
Diane M. Bonanni  
Edwin and Laurie Brennan

Lori and Tighe Clements  
Robert and Judy Crider  
Lynn and Kwasi Dadzie-Yeboah  
Michael and Melissa Freni  
Richard and Stacy Gibbons  
Jeffrey H. Harvey  
Melissa and Don Hurst  
Madeline M. Keenan  
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)

### Corporations, Foundations and Organizations

Ace Management Inc.  
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

Patrick McNichol  
Joseph and Antoinette Mercurio  
Brad Michel  
John Mitchell  
Joseph and Christine Neenan  
Jason and Kari Newman  
Linda W. Norkin  
Joel and Martha Noumoff  
Joseph and Michelle O'Connell  
Joel and Sarah O'Toole  
Ellen Peluso  
Spencer and Lisa Purinton  
Shawn and Myra Quigley  
Callum Radcliffe  
Stephanie Randazzo  
Eugene and Frances Ratto  
Patricia Ratto  
Michaela Ristuccia  
Greg Rizzo  
Bryan and Krista Rogers  
Angelo and Madeline Saggiomo  
Andrew and Kelly Salem  
Anne Faulkner Schoemaker  
Sean and Kimberly Seese  
Stephen Shanahan  
Michaele and Susan Sklaroff  
Ken and Mai Solt  
Clarence Stauffer  
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  
Adam Nebhut  
Jason and Kari Newman  
Silva Orchanian  
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](http://www.supportmelmarkne.org)

### Pennsylvania Advancement Office

610-325-4996

Donate online at [www.supportmelmark.org](http://www.supportmelmark.org)

### Carolinas Advancement Office

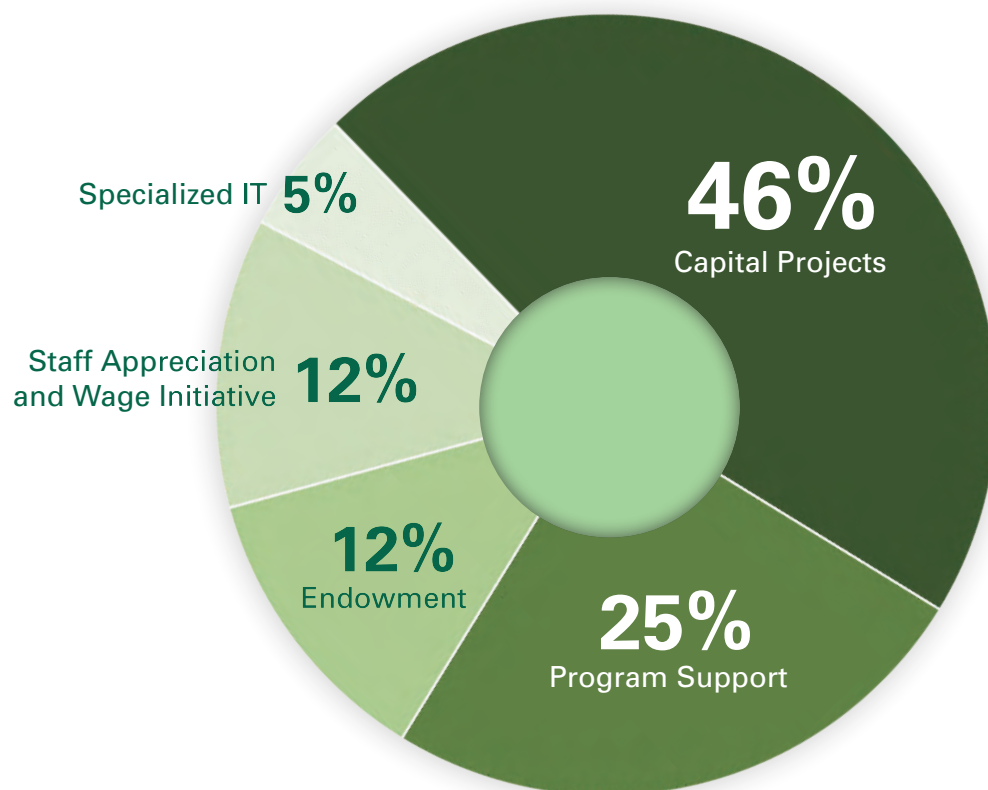
978-654-4371

Donate online at [www.melmarkcarolinas.org/donate](http://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*

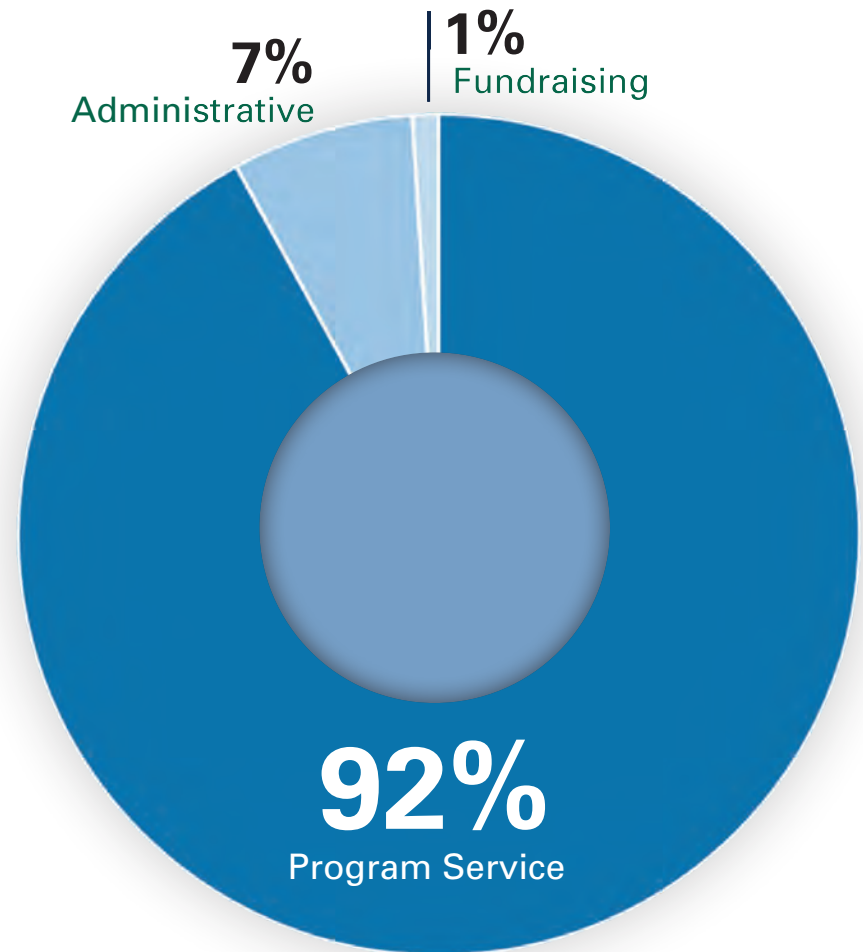
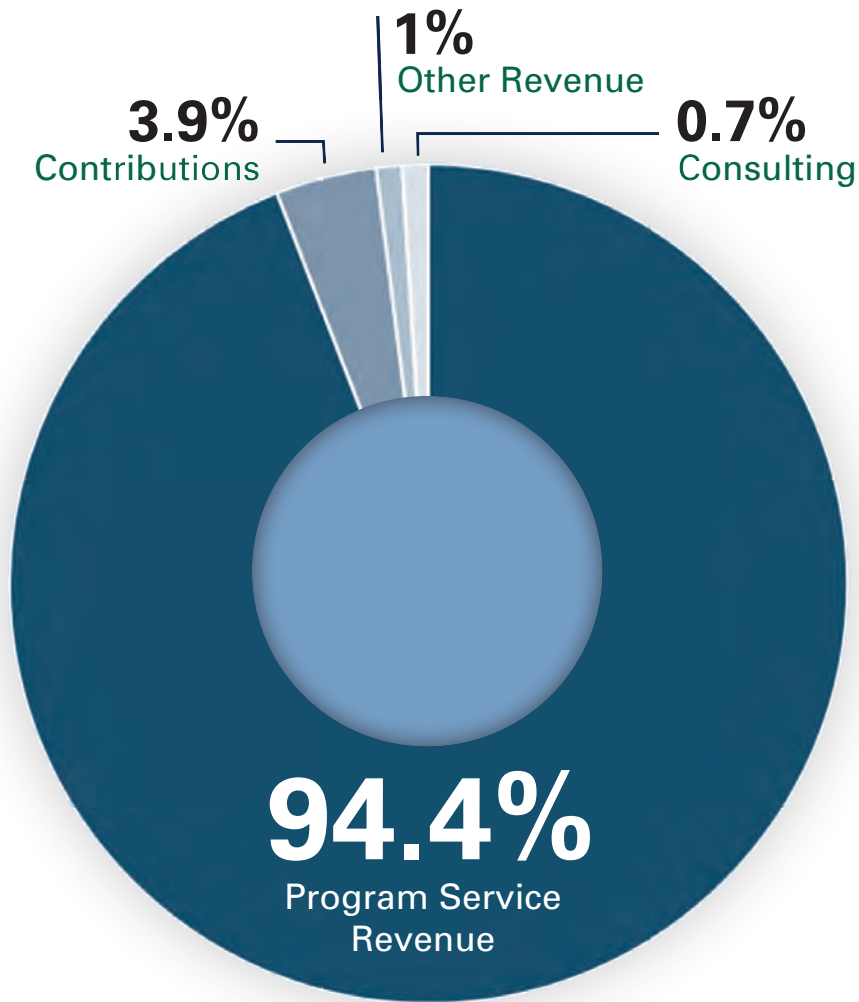
**465**   
**New Donors  
in 2020**

**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*



**Frank L. Bird, M.Ed., LABA, BCBA**  
*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**  
*Executive Director,  
Melmark Pennsylvania*



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



**Mercy Mutindwa, M.A., PHR, SHRM-CP**  
*Senior Director Human Resources,  
Melmark New England*



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



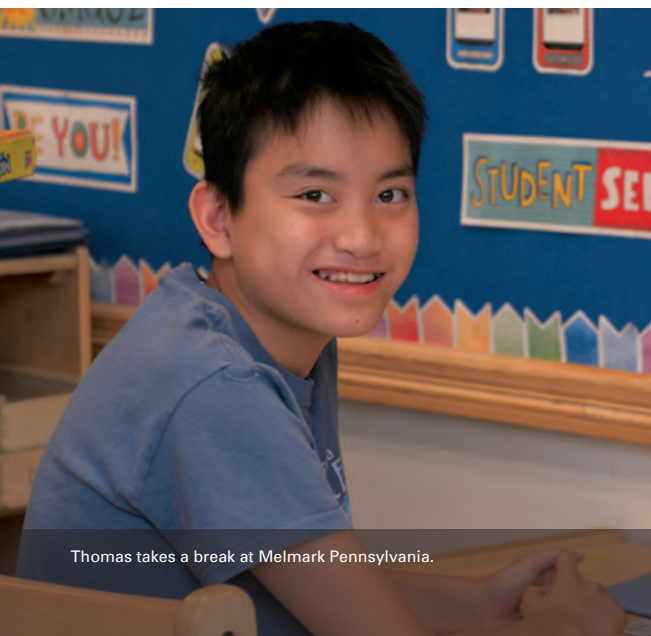
**Mary Jane Weiss, Ph.D, LABA, BCBA-D**  
*Senior Director of Research*



**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.



# 2020 Boards of Directors



**Rita M. Gardner, M.P.H., LABA, BCBA**  
*President and CEO*  
Melmark Services, Melmark, Inc.,  
Melmark New England, Inc.



**Lawrence C. Cancro**  
*Senior Vice President, Boston Red Sox*  
Chairman, Melmark Services, Melmark, Inc.,  
Melmark New England, Inc.



**Maureen McMahon, M.D.**  
*Physician, Nemours Pediatrics*  
Vice Chairwoman, Melmark Services,  
Melmark, Inc., Melmark New England, Inc.



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Member, Melmark New England, Inc.



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*Consultant, Advancement Advisors*  
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Member, Melmark Services,  
Melmark, Inc.



**James Alex**  
*Business Entrepreneur*  
Member, Melmark, Inc.,  
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**Jescah Apamo-Gannon, MS.Ed., LABA, BCBA**  
*Behavior Analyst*  
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**Lesley Russell, MBChB, MRCP**  
*Physician, Life Sciences Consultant*  
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Member, Melmark Services,  
Melmark, Inc.



**Kimberly Thurmond Bowdre, DPM**  
*Podiatrist*  
Member, Melmark, Inc.



**Peter Troy, M.B.A.**  
*Retired VP of Business  
Operations, Melmark*  
Member, Melmark New England, Inc.



**Dennis Willson**  
*Life Sciences Consultant*  
Member, Melmark, Inc.



**H. Robert Marcus**  
*Retired, Investment Manager*  
Member Emeritus, Melmark, Inc.



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Berwyn, Pennsylvania 19312

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Southeastern, PA

## Melmark Pennsylvania

2600 Wayland Road  
Berwyn, PA 19312  
1-888-MELMARK  
WWW.MELMARK.ORG



## Melmark New England



461 River Road  
Andover, MA 01810  
978-654-4300  
WWW.MELMARKNE.ORG

## Melmark Carolinas

Pineville Church of the Nazarene  
8614 Pineville-Matthews Road  
Charlotte, NC 28226  
704-900-5208  
WWW.MELMARKCAROLINAS.ORG

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 @Melmark-Carolinas