# Planting the Seeds for Tomorrow



### 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,

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

President and CEO



Planting the seeds for tomorrow

## Thanks to the heroes of Melmark



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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.

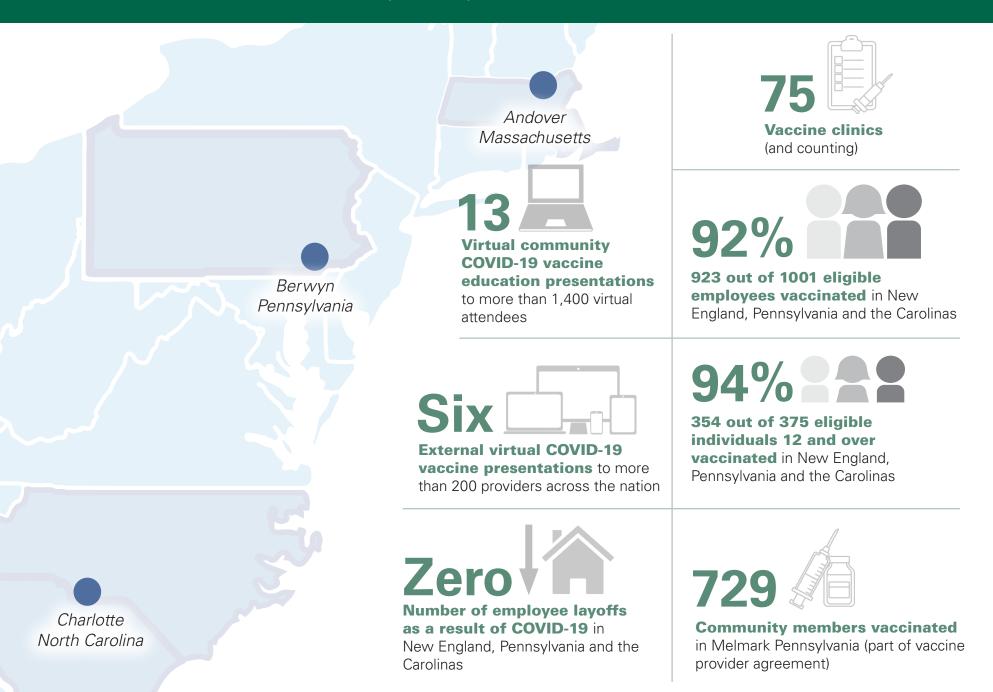


## **Ongoing Goals**

- 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



## 2020 Melmark COVID-19 Report By the Numbers



### Research / Presentations / Publications

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.

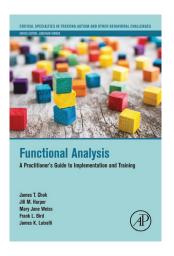


#### **Peer-Reviewed Journals**

- 22 Melmark Authors
- 14 Research Articles
- 10 Journals

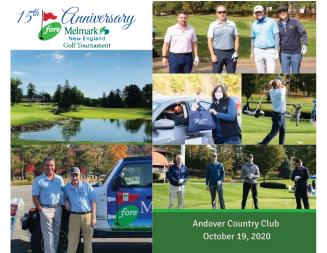
#### **Newsletters**

- 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



### 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!

Sponsors

and golfers

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



Melmark

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.

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.



Golf players practicing their swings



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

## 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.



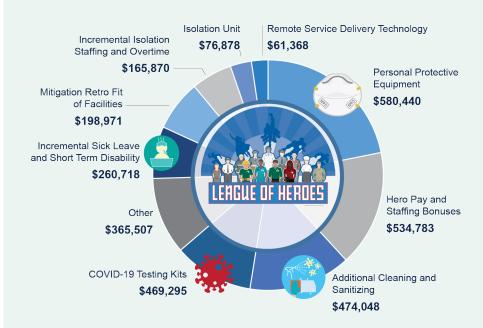
Melmark coordinated vaccination clinics, providing full doses of the COVID-19 vaccine to first responders, community members, and families.

### 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



# 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





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\*

Fllen 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.

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Eileen Macbeth\*

Howard and Mara Mayer Dennis C. McAndrews, Esq.

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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\*

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Jov 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 L duPont Foundation Atlantic Retail Properties Chubb Copple Holdings LP

Fisher Scientific Fred C. Church Insurance

FrontStream

Fuiirebio 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 Bradlev Edwin and Laurie Brennan Garv 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 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 loval 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

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Mark Waitkus
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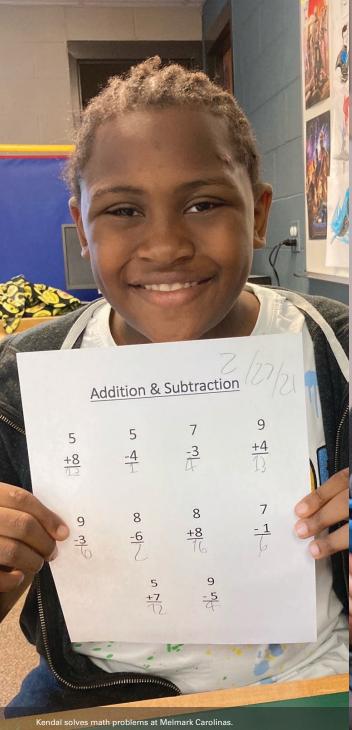
Lynn Zamarra

Thomas Zampino

Nancy Zlotsky

Bernard Zoranski

\*Deceased





Josie playing in a park at Melmark New England.

### 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

Kohelet 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

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Aline Avance

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Rachel Brenman

Franklin and Barbara Cannon

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Daniel Doke

Kimberly and Sarkis Duhanyan

Jim and Louise Elkins

Joseph and Jennifer Falcone

Ginger Fortin

Rita Gardner and Frank Bird

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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

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Shawn and Helena Maguire

David and Dorothy Maloney

Rose and Bill Mueller

Darrell and Gabriela May

Howard and Mara Mayer

John and Beth McCullough

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Jason and Kari Newman

Silva Orchanian

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Derek and Antonella Sampson

Harold and Teresa Short

Joan F Smith

Peter and Diane Trov

Stephanie Tully

Mark Waitkus

Barbara Yost



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

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#### In Honor of Charlie Alex

Brandon Kurtzman Geoffrey Lewis Mark and Patricia Menery

#### In Honor of Jim Alex

Brandon Kurtzman

#### In Honor of Carlin Jill Alpern

Ramona L. Alpern

#### In Honor of Noah Badillo

Rene and Maricar Badillo

#### In Honor of Kyle Baldwin

Julie Kiselica and Dave Herbner

#### In Honor of Elizabeth Barry

Julia M. Goulding Thomas Nephew and Mary Barry

#### In Honor of Peter Bell

Paul Rydberg

#### In Honor of Janet Benson

Alice Benson Johnston

#### In Honor of Dante Bergskaug

Alvin and Carla Andrighetto Maryann F. Garcia

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Anthony and Kristen Betrus Colleen Betrus Edward and Anne Schneider Jean and Linda Schneider

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#### In Honor of Biancucci Family

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Joseph and Mindy Gold

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Dennis Steele and Denise Rinear

#### In Honor of Matthew Blake

John and Carol Lunger

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Bleicher-Nugent Family

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Neil and Windy Palladino
Marie Small
Maria Tomkins
Caroline A. Weisbecker
Jennifer Whalen

#### In Honor of Steve Boccardo

Jennifer and Larry Garfield Charitable Fund

#### In Honor of Brendan Brady

Jack and Denise Fisher

#### In Honor of Diane Brady

Jack and Denise Fisher

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Richard Purinton, Inc.
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Select Equity Group Foundation
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#### In Honor of Clavin Family

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Shirley R. Mapletoft Kurt and Lisa Metzger

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#### In Honor of Colin DeMello

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Elliot and Irene Glanz

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Arthur and Sue Dvm

#### In Honor of S. Robert Grass

Joel and Eleanor Hinderstein

#### In Honor of Eric Grey

lan and Kathleen Grey

#### In Honor of Jay Gulley

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Hans Scharler

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Daniel and Josephine Gutierrez

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June A. Halbruner

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Anthony Haneman

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Thomas Zampino

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#### In Memory of David Fekete

Margaret Fekete

#### In Memory of Jami Fiel

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#### In Memory of Kostas Hajedemos

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#### In Memory of William Hoffman

J. Michael and Darina Hoffman

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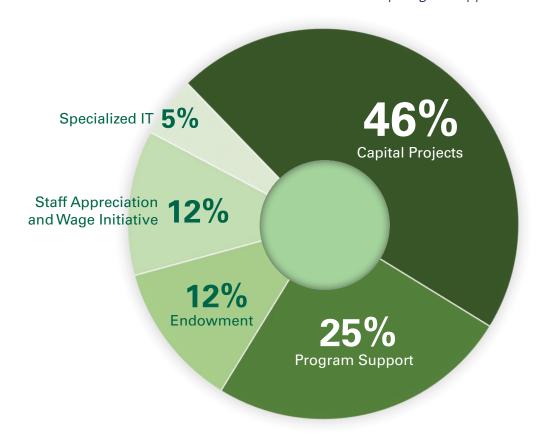
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# \$3.82 Million Total Raised

\*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)

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#### 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

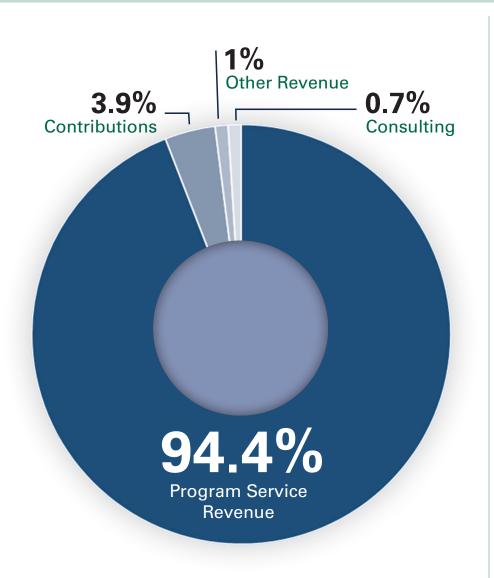
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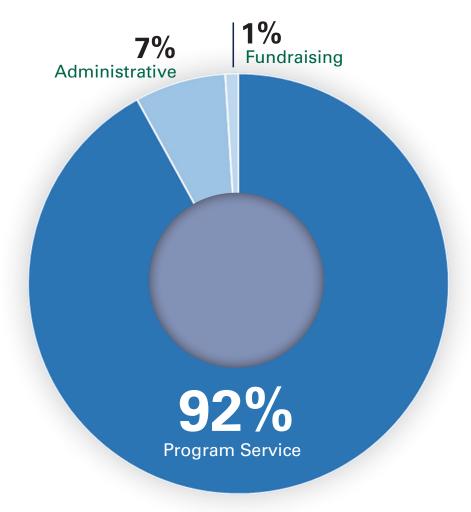
260 Donors increased

Donors increased their giving in 2020

Operating Revenue: \$96,544,000

Operating Expenses: \$91,635,000





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