



Melmark

Mission First. Every Individual, Every Day.®

2021



Your Gifts Help Transform Melmark

Melmark Mission Statement

Compassionate Care | Integrity in Everything We Do | Highly Skilled Workforce | Evidence-based Practices | Unified Culture | Best Outcomes

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 within diverse communities with autism, intellectual and developmental disabilities and their families by providing exceptional evidence-based and applied behavior analytic services to *Every Individual, Every Day*.

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.

Ongoing Goals

- Melmark's organizational culture embodies diversity, equity, inclusiveness, and exudes passion in the implementation of our Core Commitments
- Melmark's workforce is diverse, inclusive, 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 enjoys significant and diverse stakeholder and philanthropic support that increases raised dollars annually and ensures constituent engagement with related outcomes

A Message from the President and CEO

Dear Melmark Family and Friends,



Rita M. Gardner, *President and CEO*

I am so very grateful for all of you and the generosity you have selflessly shown Melmark year after year. Many of us thought 2021 was going to be an easier year and that all of the difficulties we faced in 2020 were going to melt away. 2021 proved to be challenging, but thanks to all we have learned in 2020, we conquered every challenge headfirst and we could not have done it without our Melmark family. Thank you.

In 2022, I am thrilled to welcome many more of you back to in-person events. Over the last two years, so many faces and traditions have been missed and now I feel that we are finally able to breathe easy again. I hope you will join us at one of our upcoming events this year.

Even though we had to adjust the way we do many things at Melmark, we never stopped providing high quality educational and residential services to the individuals we serve. We also spent our time focusing on positive changes in our programming and on our campuses.

In Pennsylvania, we moved forward with the building of our new school. This state-of-the-art educational facility will allow us to serve more children and families while providing our highly skilled special education teachers and staff the room they need to execute learning activities for children who often present with challenging behaviors. Our students need more space to ensure an optimal learning environment designed to meet their learning needs as well as those of their peers. Individuals who require wheelchairs or walkers will have the resources they need in order to have full accessibility to their special educational environment.

At Melmark Carolinas, we are planning to move from our current leased location, to a new, permanent building that will allow our staff there to have more space to provide exceptional special education services to students. We are rapidly growing our services to address the needs of more underserved students in the Carolinas.

In New England, we continue to look at expanding our services with an additional school location to serve students from the communities south of Boston. When the team and I founded Melmark New England in 1998, we always knew our services were going to be in demand in other parts of the state. We are thrilled to be in the planning stages of extending our mission to other families in need.

The individuals we serve are always at the forefront of everything we do, and in order to properly serve them, we must put attention and care into our workforce. Last fall, with issues related to diversity, equity and inclusion at the forefront of current affairs and national news, we took the opportunity to demonstrate support of our workforce. Melmark Senior Leadership from all three divisions participated in a three-day Diversity, Equity and Inclusion training at Melmark New England. Representatives from the Institute for Diversity Certification hosted the daily training seminars where the group studied comprehensive theories, methods and practices within diversity, equity and inclusion. While I am proud of Melmark for historically being all-inclusive, it is imperative that we continue to expand our inclusive organizational work while professionally representing our diverse workforce and communities.

Also happening last fall, Senior Leadership from all three divisions participated in a Strategic Planning Session. The group reviewed accomplishments that were completed as outcomes of the 2017 strategic plan and created new strategic goals for the future. One such strategic goal is to build our endowment fund. Thanks to the historic endowment gift of \$21.5 million from Anne and Brutus Kenan, Melmark is more than half-way towards a \$50 million endowment. The pandemic showed us the critical role a strong endowment plays in being able to remain agile during unexpected challenges daily and to continue to fulfill our mission. We are hopeful that 2022 will have us grow on the hard lessons we learned throughout the COVID-19 pandemic, that together as a community of committed individuals we can achieve very difficult things including navigating a global pandemic! Without your support, Melmark would not be able to rapidly transform and continue driving our promise to be **Mission First. Every Individual, Every Day.**

Sending you my deepest gratitude,

A handwritten signature in dark ink, reading "Rita M. Gardner".

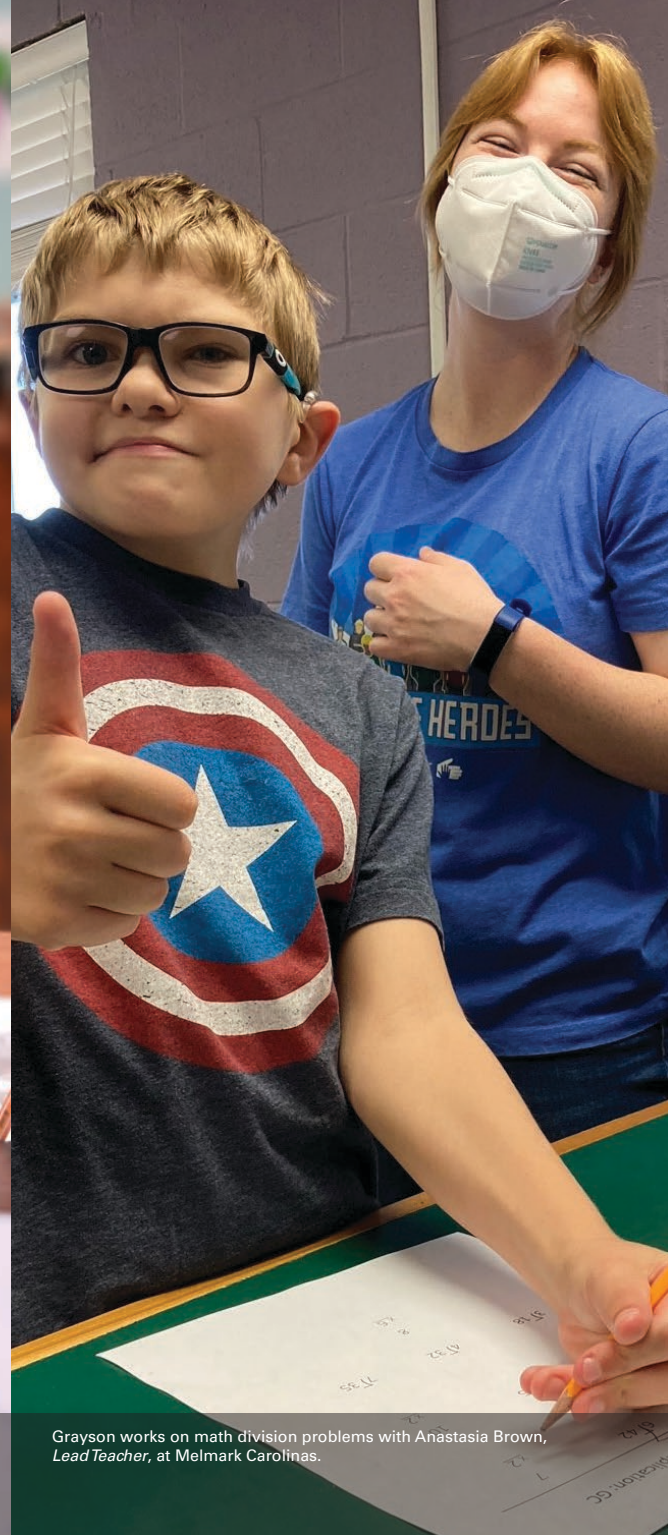
Rita M. Gardner, M.P.H., LABA, BCBA
President and CEO



Alex from Melmark New England on a field trip at Lawrence Municipal Airport.



Crystal expresses her artistic talent at Melmark Pennsylvania.



Grayson works on math division problems with Anastasia Brown, Lead Teacher, at Melmark Carolinas.

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Individuals and staff having fun at Melmark New England's Summer Olympics.



Carrie selects an apple as part of her classroom lunch delivery, from Ron, a Melmark Pennsylvania resident who works for Lintons Food Services.



Simeon and Mackenzie working on science class with Tyrell Brandon, Lead Teacher, at Melmark Carolinas.

2021 Report By the Numbers



24.5 Million

Your donations in 2021

for New England, Pennsylvania and the Carolinas

*Includes pledged support for FY21
(July 1, 2020 – June 30 2021)

Andover
Massachusetts

Berwyn
Pennsylvania

Charlotte
North Carolina

88.5%



Workforce Diversity

staff across all state divisions reflect diversity in race and gender

80%



Staff retention rate
in New England,
Pennsylvania and the
Carolinas

9%



Staff in New England,
Pennsylvania and the Carolinas
engaged in educational programs

38



Staff research articles
appearing in industry
publications

96.5%



Melmark staff vaccinated
against COVID-19 with
booster shots

20%



Staff in New England,
Pennsylvania and the
Carolinas holding
post-graduate degrees

64



Volunteers

helped us throughout 2021

Melmark's staff and senior leadership have the opportunity to contribute to the global research field by conducting training sessions in applied behavior analysis and special education for local and national professionals. These professionals present research posters, papers and symposia at regional and national conferences as well as publishing research studies in peer-reviewed journals and field publications.

A sampling of publications in which Melmark staff authored or co-authored articles in 2021:



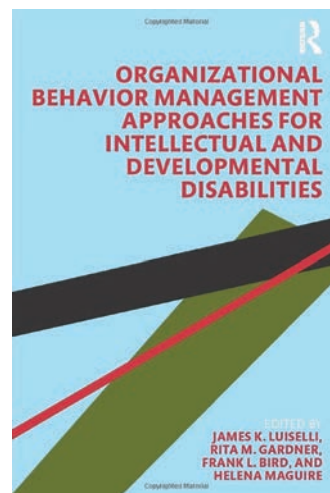
7 Graduate Training Partnerships:

- Chestnut Hill College
- Drexel University
- Endicott University
- Neumann University
- Regis College
- University of Massachusetts, Boston
- University of Massachusetts, Lowell
- Wilmington University

45 Staff Engaged in Graduate Training

38 Publications

11 Presentations



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. Through an advanced program called EnvisionSMART™, Melmark showcases professional practitioner manuals, proprietary software and a four-book practitioner series. Combined, this program provides an all-encompassing array of well-researched, documented tools to enable other providers to utilize the Melmark Model for Program Development. This will elevate 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.

The Mission Possible Gala and Dream Maker's Ball

Melmark New England celebrated its second fundraising gala, Mission Possible: Planting the Seeds for Tomorrow, on September 25, 2021. More than \$200,000 was raised to support Melmark New England's day and residential programs for children and adults.



Held outside, on a night that featured live entertainment from renowned Latin percussionist and Berklee Professor, Eguie Castrillo, a formal dinner, silent and live auctions, 230 guests also enjoyed Kendra Petrone, MAGIC 106.7's morning co-host, as master of ceremonies. The funds raised from ticket sales, sponsorships and the auctions went toward enhancing the lives of individuals with autism, intellectual and developmental disabilities, and their families who receive exceptional evidence-based and applied behavior analytic services in our day and residential programs.

The highlight of the evening was Rita M. Gardner, President and CEO, presenting the Vision of Hope award to Barbara McCarthy, Enterprise Risk Officer of Beverly Hospital. McCarthy has served as a member of Melmark's Human Rights Committee (HRC) for 21 years. Her exemplary work on Melmark's HRC, her role regionally and nationally in public health, risk management, and most importantly, her steadfast support as Melmark's trusted COVID-19 advisor, earned her this recognition.



Vision of Hope Award Recipient Barbara McCarthy and Melmark President and CEO Rita M. Gardner

We look forward to celebrating MNE's 25th anniversary with a gala in 2023!

Melmark Pennsylvania celebrated 56 years of being a premier special needs human services organization. At its 10th biennial fundraising gala, The Dream Maker's Ball: Planting The Seeds for Tomorrow, more than \$490,000 was raised to support Melmark Pennsylvania's mission.

On a night that featured Trang Do, former CBS3 news anchor, as master of ceremonies, a formal dinner and silent and live auctions, 200 guests also enjoyed live entertainment from Del's Groove.



The highlight of the evening, held on October 23rd, was the awards ceremony, honoring area residents for their philanthropy and commitment to Melmark. The Good Neighbor Award was given to Allan Myers, a self-performing heavy civil construction and construction materials company based in Worcester, Pennsylvania. The Good Neighbor Award recognizes those organizations that are champions for mission-centered work aligning with Melmark's focus.

The Golden Hero Award was presented to Dennis McAndrews, Esquire, of McAndrews, Mehalick, Connolly, Hulse, Ryan and Marone P.C. McAndrews has worked tirelessly throughout his career to fight for the rights of individuals with autism and intellectual and developmental disabilities. He has represented parents, guardians, children and adults to ensure each receives appropriate services. Dennis has selflessly advocated for and supported families affected by disability not only at Melmark, but throughout a number of Pennsylvania communities.



Finally, the Humanitarian Award was presented to Karen Lally, Dorothy Wilhelmy, Louise and Jim Elkins, representing all the steadfast volunteers (who put in more than 40 years of service) of the Melmark Service League. This award honors those individuals who, through their selfless acts of compassion, understanding and public service, share Melmark's ongoing mission to improve the lives of all individuals with intellectual and developmental disabilities and autism.



16th Annual *fore* Melmark New England Golf Event



Jim Alex, Chairman of *fore* Melmark New England, and his son Charlie.

Melmark New England hosted its annual golf tournament on Monday, October 4, 2021, at The Golf Club at Turner Hill in Ipswich. Local sponsors including New England BioLabs and the Institution for Savings helped us raise more than \$203,000. In addition to golf, sponsors, donors and guests at this year's *fore* Melmark New England tournament bid on an array of items in the Silent and Live Auctions. The Awards Dinner featured Emcee, Kendra Petrone of MAGIC 106.7 and Auctioneer, plus comedian Paul Gilligan. A number of guests attended the ladies afternoon event held in conjunction with the tournament. *Martini, Mani and More* was hosted by Salon Forza of Andover and Carol Mouradian of Mary Kay.

The 2022 *fore* MNE Golf tournament is scheduled for Monday, September 26, 2022, once again at The Golf Club at Turner Hill, Ipswich, MA.



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

Melmark Carolinas Hosts First Golf Event

Melmark Carolinas hosted their first golf outing on Tuesday, October 12, 2021. It was a gorgeous day to be out on the greens at Olde Sycamore Golf Plantation in Charlotte, NC. A round of golf and lunch was enjoyed by all.

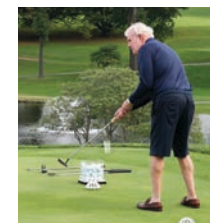
Melmark Carolinas staff, family and friends are already hard at work planning a bigger and better Fall 2022 tournament.



Rita M. Gardner, President and CEO of Melmark, Denny Willson, Schoemaker Classic Advisory Board member and Melmark Board Member and Anne Schoemaker.

16th Annual Hubert J.P. Schoemaker Classic

The Hubert J.P. Schoemaker Classic annual golf tournament was held on Monday, October 11, 2021, at two locations-The Philadelphia Country Club and Gulph Mills Golf Club. Members of the Schoemaker Classic Advisory Board have remained dedicated in their mission to raise funds for Melmark's programs. The 16th annual golf event raised \$314,600 while weaving social distancing measures and virus mitigation best practices into all aspects of the event.



Rich Decker, competing in a putting contest.

The 2022 Hubert J.P. Schoemaker Classic is scheduled for Monday, October 10, 2022.

For sponsorship or participation information, contact:

Melmark New England and Melmark Carolinas
Ellen Kallman, *Director of Advancement*
ekallman@melmarkne.org or 978-654-4371.

Melmark Pennsylvania
Ellen Mansfield, *Director of Advancement*
ellenmansfield@melmark.org or 610-325-4953.

The Impact of COVID-19



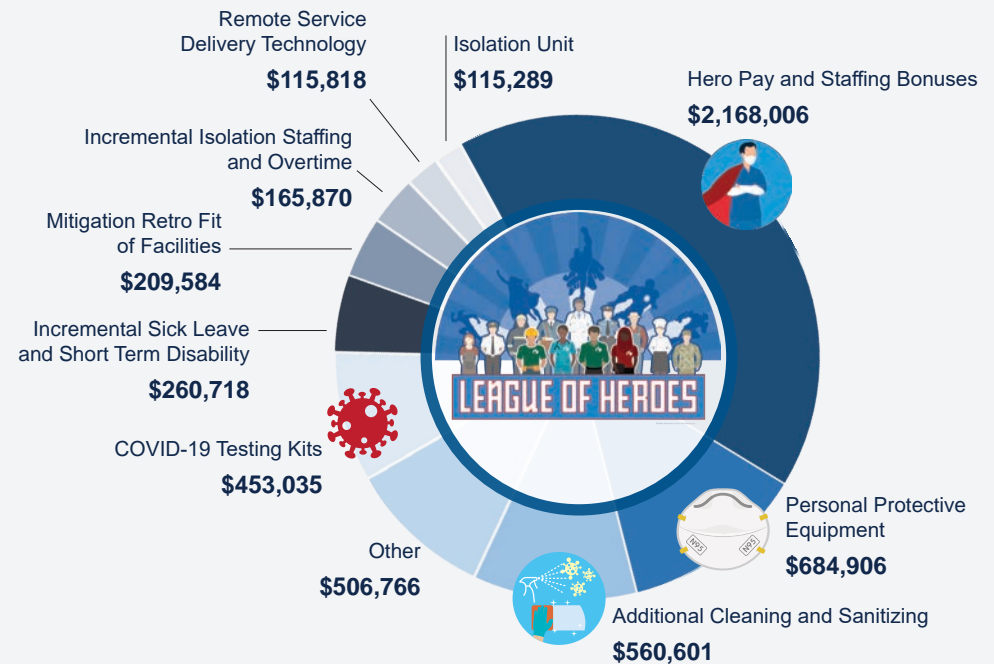
Tommy works on his motor skills with Heidi Popowicz, M.S., OTR/L, Occupational Therapist, at Melmark Pennsylvania.

By the Numbers

Melmark has incurred over \$5 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 through May 2022.

Total Expense: \$5,240,593



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.

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

Individuals

Anonymous (2)

Visionaries (\$100,000 – \$499,999)

Corporations, Foundations and Organizations

Anonymous

Crystal Trust

Morgan Stanley Global Impact Funding

Trust, Inc.

Pennsylvania Department of Transportation

The Peter & Elizabeth C. Tower Foundation

The Spray Foundation, Inc.

Individuals

Anonymous (3)

Ellen A. Phillips

Stephanie Phillips

Employees Give Back

Heather Hirst came to Melmark as a physical therapy student in the Fall of 2009 and never left. She was looking for a place where she could work with both children and adults with disabilities and knew immediately that Melmark was the right fit for her. She has worked her way up to become the Senior Director of Rehab Services.

In contrast, Dani Block had worked in critical care as a nurse and was not planning on leaving her hospital job. A headhunter talked her into interviewing at Melmark. Four hours into her initial interview, Dani could feel "magic." It's the individuals that Melmark serves that make her love her job and makes her want to advocate for them. Heather feels the same.

They tell a story where an outside doctor at a well-known orthopedic practice was intent on giving a Melmark adult with Down syndrome a full leg cast instead of the smaller, more appropriate solution to heal a broken foot. Heather taught the doctor that individuals with disabilities deserve the same medical treatment as everyone else, not procedures that restrict their movement and independence.

Heather and Dani organized the COVID-19 vaccine clinics at the Melmark Pennsylvania division. By vaccinating not only children and adults served here and their staff, but families as well, Melmark's efforts undoubtedly slowed the spread of COVID-19 among the individuals we serve. Families, including staff families, are forever grateful.

Because of Heather and Dani's steadfast efforts, Melmark was the first human services provider in the Delaware Valley Region to have COVID-19 PCR tests which extended to Massachusetts. They look back and agree that it did not matter to them how many hours they spent nor emails they sent, they were determined to bring the vaccine to Melmark. They called and emailed state, regional and providers daily, working together to get the job done. Heather approached President and CEO Rita Gardner in Fall 2020 about getting a special freezer for storage before the vaccines were even available. Dani, Heather and Rita developed a vaccine education program to increase vaccine compliance for front line employees.

Heather and Dani joined Rita for several state, regional and national presentations to fellow community providers about the safety and effectiveness of the COVID-19 vaccines. Together, they created our research and education plan. Dani's own primary care doctor asked her to speak to his nursing staff!

When the vaccines first became available, they immediately registered for their own vaccinations. They took selfies while getting the shots to share with their staff. They led by example. Heather and Dani know they saved lives.



Both Dani and Heather regularly give back to Melmark through generous charitable contributions. Dani admitted that Melmark is the first organization where she has given financial gifts. She said she gives because she knows how hard everyone works. She feels connected to the individuals we serve, who welcome her into their homes. Heather agrees, sharing that Melmark has given her more than she could ever give in return. Melmark has provided her with an education and a career. She feels that personally, Melmark protected her family during the pandemic by providing vaccine education, testing and vaccines.



Heather Hirst, PT, DPT, Senior Director of Rehab Services and Dani Block MBA, BSN, RN, Senior Director of Healthcare Services with Raheem.



Brendon works on identifying with Tyrell Brandon, *Lead Teacher*, at Melmark Carolinas.



Adrian does a mock job interview with Colleen O'Grady, M.Ed., BCBA, LABA, *Educational Coordinator*, at Melmark New England.



Katrina uses her communication tablet to help interact in social settings at Melmark Pennsylvania.

2021 Donors

Ambassadors (\$50,000 – \$99,999)

Corporations, Foundations and Organizations

Allan Myers, Inc.
Edith L. Trees Charitable Trust
Fidelity Charitable Gift Fund
Teamsters Local 25

Individuals

Christopher Cooper and Lesley Russell
Howard and Mara Mayer
Fred and Vicki Modell
Amanda and Conrad Radcliffe
Maureen and Joseph Sandberg
Constance and Michael Solomon
James and Karyn Stahle
Carl E. Wildermuth*

Leaders (\$25,000 – \$49,999)

Corporations, Foundations and Organizations

Accenture
The Alfred I. duPont Foundation
Anonymous
Lightening the Load Foundation
The Salem Foundation
SAP America, Inc.
Schwab Charitable Fund
Vanguard Charitable Endowment Program

Individuals

Anonymous (2)
The Leibowitz Family
Maureen McMahon
Stephen J. Shanahan

Champions (\$10,000 – \$29,999)

Corporations, Foundations and Organizations

AmerisourceBergen Services Corp.
Anonymous (2)
Bancroft Construction Company
CCA Group, LLC
Clinical Ink
The Community Foundation Serving Richmond and Central VA
Dewar Nurseries Inc of Florida
Doug Flutie, Jr. Foundation for Autism
Ethel Sergeant Clark Smith Memorial Fund
Genova Group
GlaxoSmithKline Foundation
Hoxie Harrison Smith Foundation
ITF Pharma, Inc.
Jackson Lumber & Millwork
Janssen Biotech, Inc.
Morgan Stanley Private Wealth Management
Oracle
Pennsylvania Department of Education
Philadelphia Insurance Companies
Simkiss & Block
TD Charitable Foundation
TERC
Tito's Handmade Vodka

Individuals

Anonymous
Chris Baldwin and Sally Reyring
Mary Bary and Thomas Nephew
Frank Bird and Rita Gardner
Mary Gene and John Clavin
Michael and Marley Dolente
MaryAnn F. Garcia
S. Robert and Rosalie Grass
Etta D. Kessler
Gebran and Vicky Khoury
Clive G. Mendelow
Daniel and Heather Mendelow
Jason and Kari Newman
James and Louise Nolen
Joseph and Carmen Nore
Christopher and Mary Elleen Patton
Connie Anne Phillips Harris and Jeremiah Harris
Michael and Laurel Schwartz
Angela Scott
Denny and Claudia Willson
Gary and Sandi Yates
PK Yegneswaran and Jayanthi Subramaniam

*Deceased

2021 Donors

The Tower Foundation - A Partnership for the Ages



PETER & ELIZABETH TOWER FOUNDATION

Since 2006, The Peter and Elizabeth C. Tower Foundation has been a vital philanthropic partner of Melmark New England (MNE), awarding grants totaling more than \$643,000 to the organization. Their support ranges from underwriting our Incredible Years parent training series to awarding a grant that helped MNE establish The Cancro Center for Adult Services. In 2020 and 2021, while Melmark was navigating the myriad financial and programmatic challenges posed by the pandemic, the Foundation provided crucial COVID-19 relief funds.

As a grant funder, partner and advocate, the Tower Foundation strengthens organizations and works to change systems to improve the lives of young people with learning disabilities, mental illness, substance use disorders, and intellectual disabilities. The mission of the Foundation aligns seamlessly with ours in the belief that every young person should have the chance to achieve their personal goals, regardless of the challenges they face. The Foundation envisions a future in which equitable communities include, accept and value these young people.

Presently, it can be difficult for adults with autism to access and attain day services that fully meet their needs. Reasons include the lack of appropriate governmental funding support and the decrease in expert providers willing to develop programs to support challenging individuals. Melmark New England sees an ongoing, critical need for high-quality services specifically designed to provide a seamless, integrated continuum of care that takes into account personal choice, individual interests and an appropriate ratio of staff. Our goal is to improve the quality of life for the young adults who are caught between robust childhood services and adult services that are not optimal for young adults to exercise choice and independence, while maintaining the clinically necessary dual focus on health and safety.

In support of our adult services goal, the trustees of the Foundation approved a \$200,000 grant to MNE in December, 2021. This multi-year grant will enable us to adequately conduct the due diligence necessary to plan and create an adult planned community pilot project. This project would utilize the framework of continuing care communities for elders, which enable residents to interact and reside in one comprehensive community as they “age in place.” It would incorporate our current Adult Day Program model with a Community Center for social engagement and recreation. The project would be located in close proximity to public transportation, retail, restaurants and other consumer amenities, as well as businesses and organizations that can provide opportunities for individuals to work in supported employment or volunteer engagements.

These project aspects would be contiguous to residential housing that permits the individuals we serve to live alongside Melmark staff who qualify for reduced cost housing as they are engaged in a professional career path in adult services. We anticipate the project to be completed by 2025, and we look forward to keeping you apprised of our progress.

We are so grateful to the professional staff and trustees of the Tower Foundation who have once again demonstrated their belief in, and commitment to, Melmark New England and the individuals we serve.

“Melmark’s clinical and educational expertise has made a difference in the lives of numerous young people and their families over the years. The organization is committed to achieving the best outcomes possible for each person it encounters. It has been a privilege having Melmark New England as a grant partner.”

Tracy Sawicki, Executive Director, Peter and Elizabeth C. Tower Foundation



Lucas prepares a dessert for the Willow residence at Melmark New England.

Improving Quality of Life

Mitchell 'Mit' Crider came to Melmark in 2017. Now 28 years old, he is non-verbal, using gestures and facial expressions to communicate. Mit cannot walk on his own. When he was just 4, his doctor advised using a feeding tube to make sure he would get enough liquid and remain hydrated. He can swallow pureed food, but cannot drink from a cup. The tube was used for medications and liquids. It had to be flushed, could be pulled out, leaked and was itchy. He made many trips to the doctor to deal with the effects.



Mitchell with his family at his sister's wedding

Too often, people like Mit are overlooked, and everyone assumes that no change or progress is possible. Enter Lindsay Bly, M.S., CCC-SLP, Lead Speech Language Pathologist at Melmark. She believes that "the individuals we serve deserve our best creative thinking." Lindsay examined the data and saw the possibility of removing the feeding tube. Lindsay and a team of professionals created a plan, and staff began to give him small amounts of liquid from a spoon throughout the day.

The process was moving along and Mit was scheduled to have the tube removed in March of 2020, but COVID delayed that until April of 2021. The healing process was long and difficult, including a skin graft that has completely healed the area. Mit's mom, Judy says "We are so thankful for the proactive staff! This would not have happened anywhere else but Melmark." She continues "Lindsay is the hero of the story!" This Melmark team improved his quality of life immeasurably.

Benefactors (\$5,000 – \$9,999)

Corporations, Foundations and Organizations

4G Clinical
Assured Guaranty Corp.
Ayco Charitable Foundation
BDO
CB Richard Ellis
Chubb
Crane Fund for Widows and Children
Danforth Advisors, LLC
DCU for Kids
DJ Cross Chimney Sweeps
Foundation To Be Named Later
Fred C. Church Insurance
Fujirebio Diagnostics, Inc.
The Garfield Group
Grane Rx
Harte Group
KPMG LLP
Massachusetts Department of Elementary & Secondary Education
Merck Foundation
Morgan, Lewis & Bockius LLP
New England Biolabs, Inc.
Quartesian
Red Sox Foundation
Rockefeller Capital Management
Roger & Kathy Marino Foundation
The Rorer Foundation
RSM
The Scholler Foundation
TD Bank
Travelers Insurance
Videon Chrysler Dodge Jeep RAM
VJA Associates
Waste Management
West Pharmaceutical Services, Inc.
The Winifred & William O'Reilly Foundation
Zynerba Pharmaceuticals

Individuals

Anonymous
Nicholas and Gail Biancucci
Stephen V. Boccardo
Stephen and Kimberly Bruhns
Lawrence and Luise Cancro
James Clark

Geoff and Bernadette Figgis
Michael and Melissa Freni
Helen E. Golding and Michael Schwartz
Jeffrey H. Harvey
Robert and Astrid Hasbrouck
Michael Kearney
Harold and Teresa Short
Robert and Suzanne Stetson
Greg and Peggy Strakosch

Stewards (\$2,500 – \$4,999)

Corporations, Foundations and Organizations

3GHC Architects, LLC
AvalonBay Communities, Inc.
BioClinica, Inc.
BPJ Mechanical, LLC
BWK Construction
Burns and Levinson
CFO Leadership Council
The Charles E. & Florida C.A. Foisy Foundation
CNA Stores
The Demoulas Foundation
Enterprise Bank
Exelon PAC PAC Match
Full Harvest Moonz, Inc.
Greater Philadelphia Cultural Alliance
Institution For Savings
Office Basics, Inc.
Preload, LLC
Raymond James Charitable
Royer Tree Service, Inc.
Sam Brown, Inc.
Sanctuary Medicinals, Inc
TMC Concrete Coatings & Finishes
United Way of Greater Philadelphia and Southern New Jersey
Vantage Builders

Individuals

Jonathan Aguiar
James Alex and Michaela Ristuccia
Mary Barry and Thomas Nephew
Dani Block and Curt Helland
Diane M. Bonanni, D.M.D.
Edwin and Laurie Brennan
Andrew Briggs
Edward W. Callan, Jr.

2021 Donors

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Michael and Francee Quinlan
Eugene and Frances Ratto
Alan P. Royer
Roselyn Scales
Todd Sherman
Stephen Tomasello
Robert and Kathleen Trainor
Jordan Wiener and Fern Vernick

Partners (\$1,000 – \$2,499)

Corporations, Foundations and Organizations

AbbVie
Ace Management, Inc.
AmazonSmile Foundation
Anonymous
The Concord Advisory Group Ltd.
Conway Office Products
Copple Holdings LP
Cummings Franchise Law, P.C.
Facilities Management & Maintenance, Inc.
Fenningham, Dempster & Coval LLP
FJN Charitable Foundation
Fox & Roach/Trident Charities
Good Works Fund

Greg Bonanni Simpson Supplemental Needs Trust
Group 1 Automotive - Ira Lexus of Danvers
J&J Concrete & Paving, LLC
Jewish Federation of Greater Philadelphia
Jim Miller Roofing
JR's Landscaping Company
Lintons Food Service Management
McKesson Foundation
Moore Outdoor Rejuvenation, Inc.
Morana Law Office, LLC
The Nancy M. Copple Trust
Network for Good
Pfizer Foundation
The Phamsquad Foundation
The Plastics Group of America
Predesco Property Investments, LLC
Rockland Trust
Samuel P. Mandell Foundation
The Simkiss Family Foundation
This End Up Furniture Company
Town Fair Tire Foundation, Inc.
The Wawa Foundation, Inc.
Xelerate, LLC
YourCause, LLC

Individuals

Leroy and Beverly Ahrensdorf
Jonathan Andrus
Anonymous (2)
Jon Banner
Robert and Kathryn Barbarisi
Joseph and Maria Barcelos
Frances Berardi
Brian and Lindsey Bernhardt
Patrick Bernier
Christopher and Laura Binner
Andrew J. Block
J D Bowers
Maura Bragg
John Brennenstuhl
Jim Calvarese
Neil Casa
Nancy M. Copple
Ralph and Elizabeth Cox
Lynn and Kwasi Dadzie-Yeboah
John and Jane Daniels
Richard and Cathleen Decker
Paul and Jean DeMasi
Robert DiFazio
Lisa DiPaolo
Gregory L. Diskant and Sandra S. Baron
Jonathan and Mara Dorff
Lindsey and Tom Dunn

Arthur and Ina Falk
Allison and Joseph Fanelli
Brian Farrell
Brian and Michelle Ferraro
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In Memory of William O'Shea

Nicholas A. Rudi

In Memory of Patrycia Pellegrino

Joy and Leonard Sussman

In Memory of Richard A. Pepoli

Bernadette M. Pepoli

In Memory of Richard G. Phillips

Cecil and Mary Bryan

In Memory of Tony Phillips

Connie Anne Phillips Harris and Jeremiah Harris
Stephanie Phillips

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Rodney and Edith Robb

In Memory of James D. Ross

Edwin and Caroline Sides

In Memory of Larry Royer

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Patricia Ratto
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In Memory of Larry Royer and Henry Royer

June Stack Bellissimo
Leo and Frances Stack

In Memory of Wayne "Bubbie" Samuels

Charles and Suzanne Sabolis

In Memory of Danny Shoap

Josephine Gerardi and Rabah Goucem

In Memory of Rick Silva

John and Theodora Zannino

In Memory of Robert Silvetz, Sr.

Lawrence and Luise Cancro

In Memory of Virginia Sirolli

Gerald and Virginia Hudrick
Joyce V. Hudrick

In Memory of Joy Slaughter

Andrew Gartner

In Memory of Joseph St. Germain

George and Patricia Khoury

In Memory of George Tamlyn

William Douton

In Memory of John Taylor

John and Elise Renoni

In Memory of Katie Trainor

Robert and Kathleen Trainor

In Memory of Genevive M. Tuthill

Jeffrey Addis
Fred and Rosalie Alter
Thomas and Susan Ambrosi
Kathleen Beam
Candy Brower and Jim Sugrue
Lawrence and Luise Cancro
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Jeremiah and Melissa Doyle
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Sarah S. McDade
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Stacy Murphy
Newburyport Garden Club
Mary Reinhard
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Roberta Robertson
Michael and Elizabeth Rowan
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Mary Ellen Stevens
Greg and Peggy Strakosch
TCF Law Group PLLC
Herbert Thaler
Jean C. Tuthill
James and Karen Wakefield
Selma June Walsh
Ronald and Sally Zagaja

In Memory of Valerie Wiblishauser

Brad and Judy Cronin

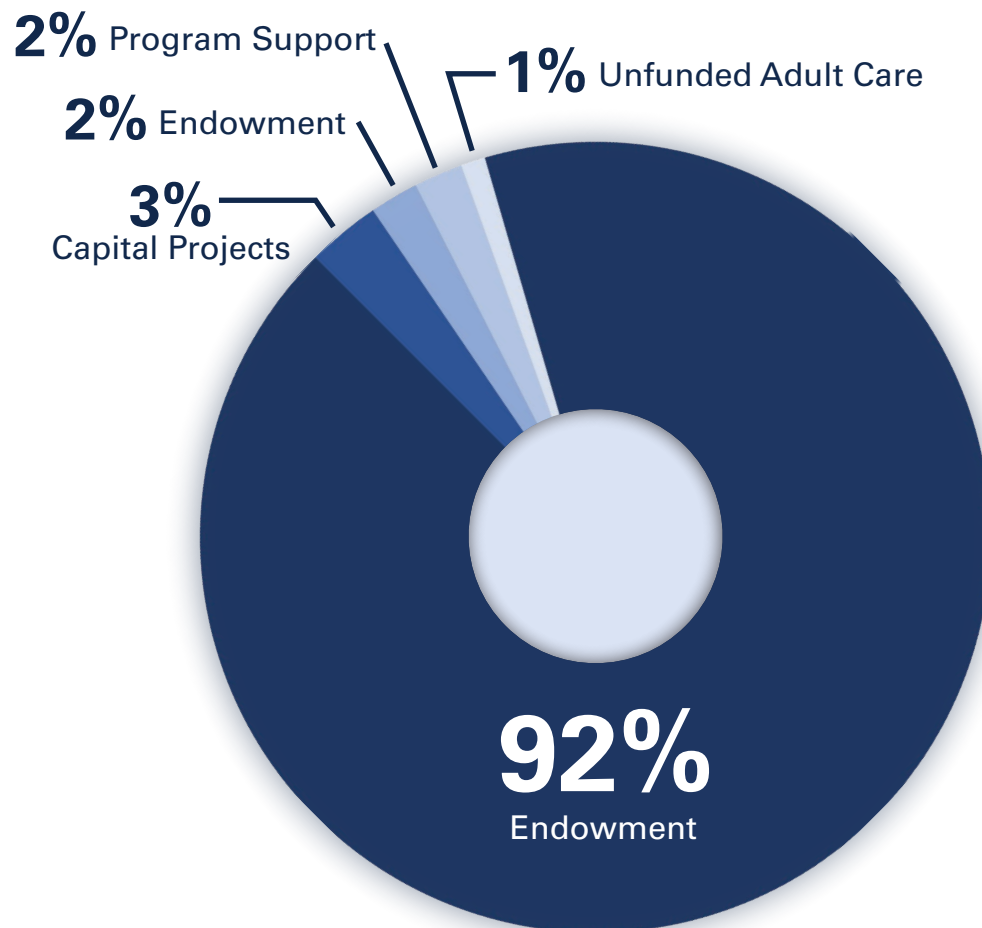
In Memory of Lucille Zannino

John and Theodora Zannino

Your Gifts | Our Mission | Their Impact

\$24.5 Million Total Raised

**Includes pledged support*



Fiscal Year 2021 Philanthropic Support

Your donations in fiscal year 2021 in New England, Pennsylvania, and the Carolinas

**Includes pledged support for FY21 (July 1, 2020 – June 30, 2021)*

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

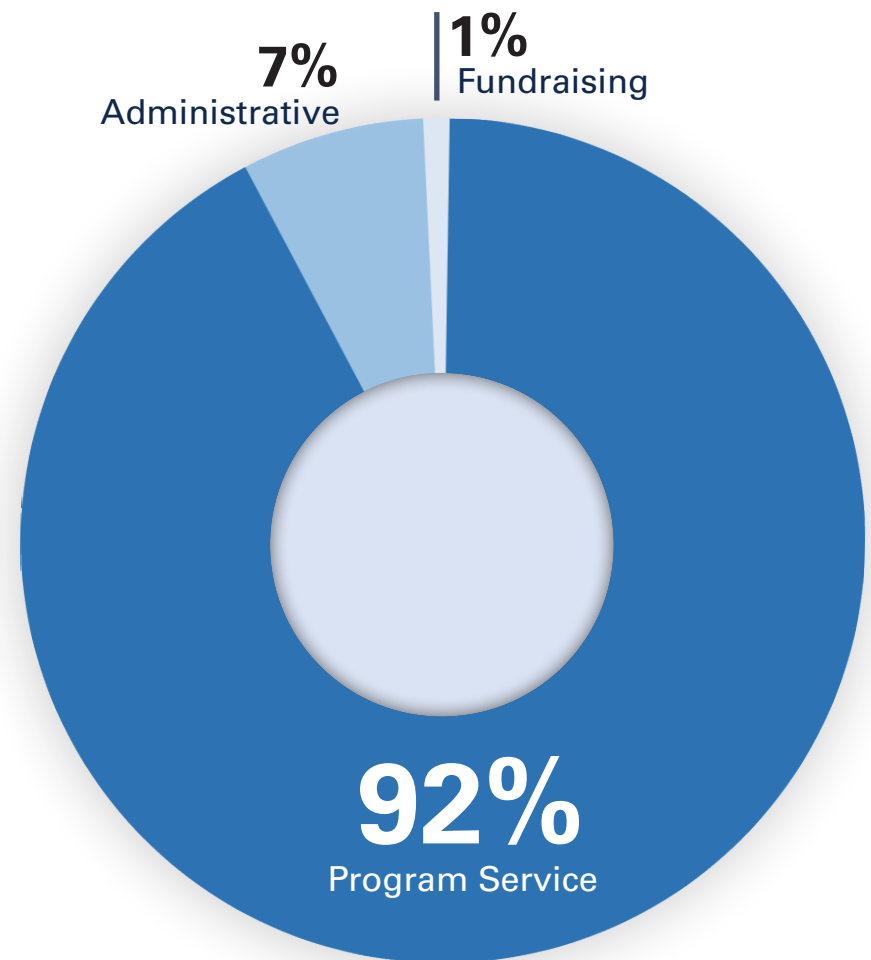
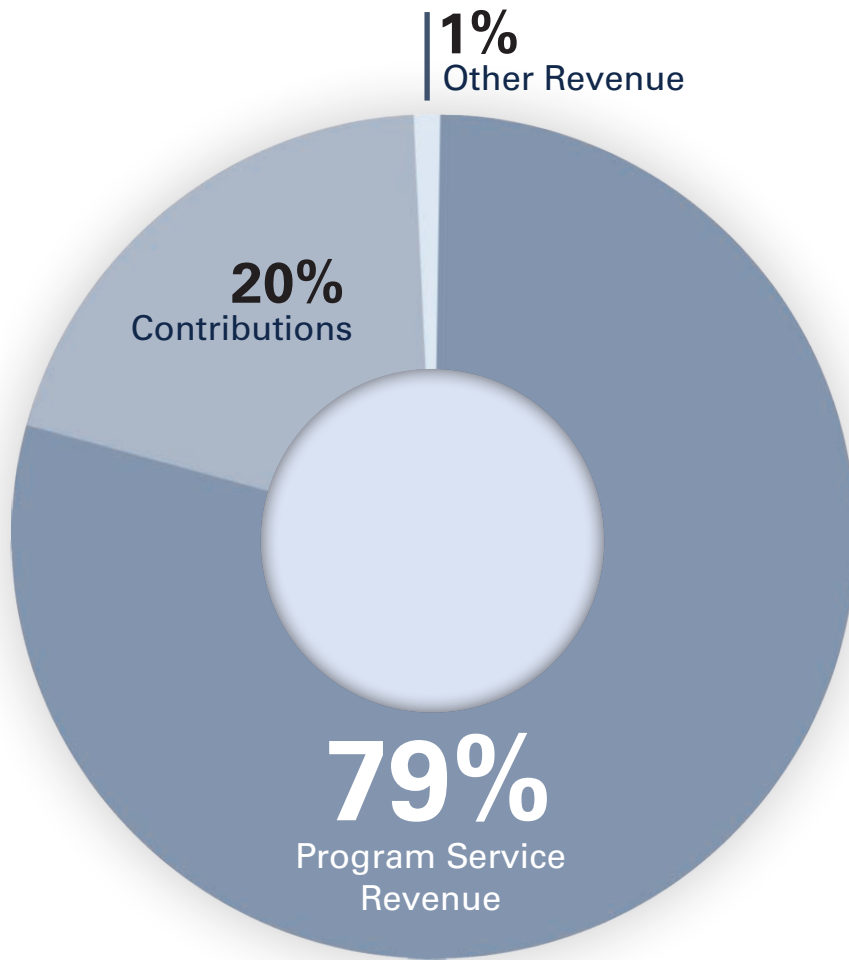
Supporting adult programming in New England and Pennsylvania

530 
New Donors
in 2021

289 
Donors increased
their giving in
2021

Operating Revenue: \$122,715,319

Operating Expenses: \$93,597,559



Ways to Give

There are a number of convenient gift opportunities available to support Melmark's mission. Gifts received may be unrestricted or designated for restricted purposes. Donations can be made by cash or check, or made securely online through Melmark's website.

For more detailed information or to make a charitable gift or donate online visit: www.melmark.org/donate

- Annual Giving
- Corporate, Foundation and Organization Giving
- Donor Advised Fund
- Gifts In Kind
- Gifts of Stock
- Matching Gifts
- Pennsylvania Educational Improvement Tax Credit (EITC)
- Planned Giving
- Special Events
- Tributes and Memorial Gifts

Chief Executive Group Makes a Million Dollar Advertising Gift in Kind to Melmark New England



The McCullough family

When Jack McCullough, proud father of two MNE students, and Founder/President of the CFO Leadership Council transitioned his company to the Stamford, CT-based Chief Executive Group, he had no idea that his new business relationship would also support Melmark. The Chief Executive Group organization has been a premier resource for American business leaders for more than 40 years.

Among its many educational, marketing and communication platforms are the *Chief Executive* and *Corporate Board Member* publications, which reaches tens of thousands of C-Suite professionals and board members each year. Jack's offer included an advertising gift in kind to the charity of Jack's choice, and Jack chose us! With full page advertisements in their publications over the next five years, this amazing donation is valued at \$1M.

This generous opportunity has allowed Melmark to create a public awareness advertising campaign targeted to new audiences: key decision makers, CEOs and board members.

Through a series of ads over the years, these individuals will learn about Melmark and its divisions, including our status as one of the nation's premier human service providers. It will also provide national exposure to our philanthropic needs, fundraising initiatives and special events.

As Melmark expands its mission regionally and nationally, the campaign will be beneficial in cultivating high net worth individuals as prospective donors, and may even serve as cultivation for future board members and volunteers.

Thank you, Jack, for designating Melmark New England your charity of choice. And thank you to the team at Chief Executive Group who support our Mission First work as they help spread the word through their print and online publications.



Chief Executive magazine advertisement honoring Rita M. Gardner for leading Melmark as New England's Top 100 women led businesses in 2021

Senior Leadership



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



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



Shawn P. Quigley, Ph.D, BCBA-D
Chief Operating Officer



Maggie Haag, M.Ed., BCBA, LSW
*Executive Director,
Melmark Pennsylvania*



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



Mercy Mutindwa, M.A., PHR, SHRM-CP
*Director of Talent Management and
Executive Recruitment*



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



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



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



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



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



Mary Morris, MSHR
*Senior Director of Human Resources,
Melmark New England*



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



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



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



Maureen McMahon, M.D.
*Medical Director/Medical Consult and
Review Physician/Infectious Disease and
Vaccines, Merck*
Vice Chairwoman, Melmark Services,
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Group Managing Director CCA Group, LLC
Treasurer, Melmark New England, Inc.,
Member, Melmark Services, Melmark, Inc.



Mary Gene Clavin
Founder, Advancement Incite
Clerk, Melmark New England, Inc.,
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**Jescah Apamo-Gannon,
MS.Ed., LABA, BCBA**
Behavior Analyst
Member, Melmark, Inc.



Clive Mendelow
Retired Real Estate Consultant
Member, Melmark, Inc.,
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Co-Founder, TechTarget Inc.*
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*Retired VP of Business
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H. Robert Marcus
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Member Emeritus, Melmark, Inc.



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Senior Vice President, Boston Red Sox
Chairman, Melmark Services, Melmark, Inc.,
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Secretary, Melmark Services, Melmark, Inc.,
Member, Melmark New England, Inc.



James Alex
Business Entrepreneur
Member, Melmark, Inc.,
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Garrett Kirk
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Lesley Russell, MBChB, MRCP
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Melmark Carolinas

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