

The New England Center for Children®

FY 2019 ANNUAL REPORT







WELCOME

Dear friend,

I'm pleased to share with you our annual report for fiscal year 2019. This year was successful by many measures and we thank YOU for helping us achieve success. NECC had our fourth consecutive year of more than \$1.5 million in fundraising. We also renovated our gymnasium to improve space and use, hosted 17 international ABA graduate students, graduated 95 teachers from our on-site master's degree programs, and were invited to present 113 research studies across 16 different venues.

We enjoyed tremendous growth in our Public School Services programs. We now provide services and oversight in 70 school districts throughout the Commonwealth as well as in Vermont and New Hampshire. This means that 758 students remained in their local public school and received expert quality services, either through our Consulting or Partner Program Classrooms.

At the same time, we provided professional development training to 633 special education teachers and BCBAs through our ABAplus® online learning platform and other training programs, maximizing resources and disseminating our knowledge to educators near and far.

The organization is in the final year of its current five-year strategic plan, and so we have embarked on developing our vision for the future. Strategic planning means first *listening*. We reached out to parents, donors, corporate partners, and board members. By listening to you, we recognize what we are doing right and where we might adjust.

As we prepare for the future, one thing remains unwaveringly clear: We will never deviate from our commitment to providing the highest quality programs and services to children with autism and their families.

Sincerely,

Vincent Strully, Jr. Founder, President and CEO





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OUR MISSION

To transform the lives of children with autism through education, research, and technology.

OUR VISION

To be the global leader in the provision of effective, evidence-based educational services for the millions of underserved children with autism and their families.







"I especially like the family services department and their attention and dedication to helping my son become more successful outside of the school environment."



A Brief History of The New England Center for Children

The New England Center for Children has been transforming the lives of children with autism worldwide for more than 40 years.

1975

Vinnie Strully, Dudley Orr, and John Pangburn found the Efficacy Research Institute (ERI) in Taunton and hires Kathy Foster. The school starts with 6 students.

1978

Dr. Paul Touchette establishes the research program.

1986

The New England Center for Autism (NECA) school opens in Southborough.

1992

NECA enters into first alliance to provide master's degrees.

1997

First private program established in the Middle East.

1999

First Partner Classroom established in the Ashburnham Public School.

2007

NECC opens school in Abu Dhabi.

2008

Michael S. Dukakis Aquatic Center opens.

2016

John and Diane Kim Autism Institute opens.

1980

ERI takes over Spear Education Center in Framingham and becomes ERIF.

1984

First fundraising event held at Boston Pops.

1985

First professional research article published in *Journal of Applied Behavior Analysis*.

1993

Dr. Gina Green appointed as NECA's Director of Research.

1994

Eunice Kennedy Shriver Center lab opens at NECA.

1995

NECA becomes The New England Center for Children.

2000

NECC receives National Award for Model Professional Development from U.S. Dept of Education.

2003

First lesson published in Autism Curriculum Encyclopedia® (ACE®).

2005

NECC receives SABA Award for Enduring Programmatic Contributions in Behavior Analysis.

2017

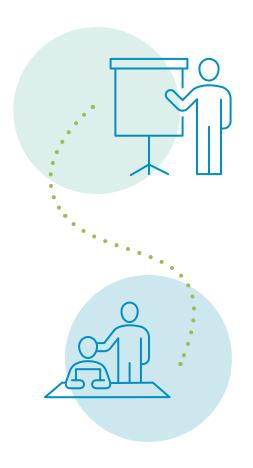
NECC receives SABA award for International Dissemination of Behavior Analysis.

2019

NECC graduates its 1,500th master's level staff from its on-site graduate training partnerships.

WHAT WE DO

At The New England Center for Children® (NECC®) we provide caring, compassionate, effective ABA programs and services. Children with autism have a broad range of ability levels. We consider each child's unique learning style before developing a realistic plan to foster individual achievement, self-esteem, and personal independence.

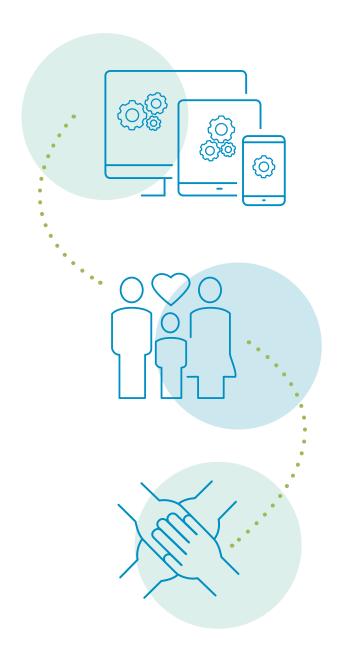


TEACHER TRAINING

NECC is committed to training and teaching the next generation of autism educators. We provide staff with initial training, ongoing professional development, and graduate program opportunities, at minimal to no cost. Some will stay at NECC to grow their career while others will move into the broader community to work in public schools or start their own programs.

STUDENT EDUCATION

Our comprehensive range of services includes home-based, day, and residential programs; partner classrooms in public school systems; consulting services; and autism curriculum software for teachers. Our team of highly trained educators are equipped to deliver effective programs in public schools and agencies.



RESEARCH AND TECHNOLOGY

The John and Diane Kim Autism Institute is home to our research center, where we study effective teaching techniques for children with autism. This data is published in top peer-reviewed journals and is also directed into the ACE® ABA Software System, our autism curriculum used by educators around the world.

FAMILY SUPPORT

We support families through orientation, training, and open communication about progress, challenges, and achievements. We run special programs, activities, and support groups to help parents and siblings spend quality time together in a safe and supported environment.

OUTREACH

Through media and government relations as well as a portfolio of special events, we increase support, raise awareness, and grow our network of compassionate advocates. These activities expand NECC's reach, supporting better education and treatment options for children with autism.





LEADERSHIP

Vincent Strully, Jr., Founder, President and CEO Kayla Abeling, MSEd, BCBA, LABA, Executive Assistant to the CEO Michael S. Downey, MBA, CPA, Executive Vice President and Chief Financial Officer Catherine M. Welch, MSEd, Executive Director - Southborough Jared Bouzan, MEd, Chief Development Officer Nicole Gardenier, MS, BCBA, Executive Director, ACE ABA Software System Amy Geckeler, MS, BCBA, Executive Director of Global Consulting Daniel Gould, PhD, BCBA-D, Executive Director - Abu Dhabi, UAE Cammarie Johnson, PhD, BCBA-D, LABA, Director of Education Services Susan Langer, MS, BCBA, LABA, Chief Program Officer Bethany McCann, Esq., MSEd, Director of Enrollment and Family Support Rachel McGrath, PHR, SHRM-CP, Director of Human Resources - Southborough Heather Morrison, MS, BCBA, LABA, Director of Administration Meghan Reidy, MS, Assistant Director of Administration Jessica Sassi, PhD, BCBA-D, LABA, Clinical Director Darcie Stawinski, MSA, CPA, Director of Finance

BOARD of DIRECTORS

Vincent Strully, Jr., Founder, President and CEO John Y. Kim, Chair of the Board Lisel Macenka, Vice Chair of the Board James C. Burling, Esq., Director Governor Michael S. Dukakis, Director Marco Farsheed, Director Neal J. Faulkner, Director Katherine E. Foster, Director Yie-Hsin Hung, Director Harry M. Hutson, Jr., Director Elizabeth Wetherbee Klein, Director Alan Lobovits, MD, Director RoseAnn Lovely, Director Ben Niedermeyer, Director Rabbi Jonah Pesner, Director Stuart M. Rose, CPA, Director Daniel Saul, Director



66

"NECC's offerings are so broad — there is nothing I've asked about that they won't help with, from self-help care, to academic challenges, to behavior modification, to home skills — the program is very inclusive and teachers are willing to help with all challenges."

WHERE WE ARE



NECC and Abu Dhabi Programs

806 Students



Public School Services and Consulting

- **758** Students in 70 school districts
 - 6 States: MA, NH, VT, ME, CT, NY
- **10** Countries (currently receiving services): Bahrain, Canada, India, Lebanon, Oman, Qatar, Saudi Arabia, USA, UK, UAE



Mohammed bin Rashid Center for Special Education (MRC-NECC)

212 Students



ACE® ABA Software System

- **8,000** Students served by ACE®
- **13,135** Students since its inception
 - **28** States
 - **13** Countries



Research

- **6** Research articles published
- **286** Total research articles to date
- **113** Research presentations
- **2,441** Total research presentations to date



Training

- **74** Interns
- **95** Graduate degrees earned by NECC teachers
- **377** Staff enrolled in graduate degree programs
- **633** Professionals received training by NECC staff



ACE

FOCUSING ON A CHILD'S FUTURE

Part of a child's educational experience includes preparation for employment by exploring their interests and providing appropriate training. Working is good for health and wellbeing: It builds confidence and self-esteem, gives a sense of pride, identity, and personal achievement; increases opportunities for social interaction; and provides financial rewards.

Working leads to greater independence and an improved quality of life. In FY19, NECC had:





NECC students receiving vocational services

Students in volunteer/ internship positions



Work sites

Students try out job roles within NECC including: Library

SCHOOL-WIDE JOBS

Road to Employment

· Students begin attending the

· Identify student preferences

· Assess student strengths

Learn vocational skills

Sample a variety of jobs

within the CDC and school Build repertoire of skills

Career Development Center (CDC)

AGE 14

- Cafeteria
- · Recycling · Student store
- · Business center

Drumlin Farm **Participating Organizations:** Ashland Thrift Shop **Ecotarium Museum of Science** Beaumont Rehabilitation and and Nature Skilled Nursing Centers **Encompass Fitness** Brookhaven Hospice Framingham Public Library Buddy Dog Humane Society, Inc. Habitat for Humanity Chestnut Hill Farm Homecare and Hospice at

MetroWest Medical Center

J. White's Automotive Mass Audubon MetroWest Humane Society Milford Senior Center Natick Service Council News America Marketing Old Navy Pet World

PAID JOBS

Students hold paid

the community, from 2 hours per

week up to 20 hours per week, preparing them for life when they

graduate at age 21 or 22.

VOLUNTEER JOBS Students participate in volunteer roles in the community, starting with 1 hour per week and increasing over time.

positions within NECC or

with an employer partner in

GRADUATION/

EMPLOYMENT

St. Anne's Thrift Shop Starbucks Sun Life Financial TJ Maxx Walgreens Wegmans Whole Foods Worcester County Food Bank

Community Harvest Project



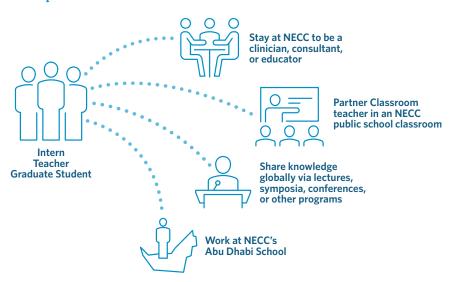




FOCUSING ON OUR EMPLOYEES' FUTURES

NECC has trained thousands of professionals who are now providing state-of-the-art care and services worldwide, whether through consulting, teaching, or their own programs. Many complete a graduate degree in special education or ABA and stay at NECC for their entire career, while others move on to help children with autism around the world.

Career paths at NECC



NECC and MRC-NECC together comprise:



330 master's level staff



19 PhDs



186 bcbas

ANNUAL FUNDRAISING EVENTS

Fundraising events throughout the year provide important financial resources to improve the school and residences, and provide supplies, equipment, and opportunities for our students. We are grateful for the 2,000 individuals who participated in one of NECC's six major fundraisers during the year.









TEAM NECC FALMOUTH ROAD RACE

August 2018 Raised \$20,905

Caroline Fearnley Michael Gaughran Jessica Gutfleish Courtney Howe David Klein Lori McKenna Matt McKenna Emily McKenna Lauren Wallis Elizabeth Wright

THE "MIKE" GOLF

August 2018 Raised \$89,830

Supported by Mike and Lori McKenna

CHILDREN OF PROMISE GALA

November 2018 Raised \$779,806

TEAM NECC BOSTON MARATHON

April 2019 Raised \$51,474

Stella Adu-Gyamfi Joseph Byron Hannah Krueger Marna Meltzer McMorris Edward Pearson

5K WALK/RUN FOR AUTISM

May 2019 Raised \$246,437

CARLOS PLACIDO DUNKIN' GOLF CLASSIC FOR AUTISM

June 2019 \$194,820



2018 CHILDREN OF PROMISE GALA

Gala Proceeds Support Health and Wellness: Inspiring healthy bodies and minds







All children need guidance on personal fitness, health, and wellness. At NECC, our gymnasium is full of adapted equipment so that every student, of every ability, has access to exercise opportunities and motor skill development.

At the 2018 Children of Promise Gala, a special appeal was made to support a full renovation of our existing gymnasium space, including new flooring, paint, an A/V system, basketball and volleyball courts, treadmills, stationary bikes, and adaptive tricycles, kettlebells, and much needed storage. Guests responded in a big way — collectively donating \$116,000 for the effort.

\$779,806 total dollars raised at the 2018 Gala, a 6% increase over 2017. *The 2018 Gala took place in FY19. The 2019 Gala will be reflected in the FY20 Annual Report.

HONOREES

Community Autism Champion Allen & Major, Inc.

Outstanding Alumnus William Green

Educator of the YearJacqueline MacDonald, PhD,
BCBA-D, *Regis College*

WE ARE GRATEFUL FOR LEADERSHIP SUPPORT from Foundations and Corporations

Few foundations have made as lasting an impact at NECC as DCU for Kids. For more than a decade, DCU for Kids has supported NECC programs and initiatives, from enhancements for the ACE® to Health Services to Field Day and other student activities. Most recently, they provided resources to update educational technology at the Center.

A generous grant in 2019 enabled the purchase of full-feature communication devices, a dozen simple, single-switch communication devices, and iPads to be used by individual students in classrooms and in vocational training throughout the school. For our vocational students especially, these devices are necessary to organize their work tasks into sequential steps. We use several different apps to break down the jobs into simple instructions that students can work through. At the same time, their communication devices enable them to say things like "How can I help you?" or "Have a nice day!"







Corporate and Foundation Supporters \$5,000+

A.C. Dispensing Equipment, Inc. Andrade Management Batista Worcester Network Beasley Media Group Bernkopf Goodman LLP Blue Cross Blue Shield of MA **Brendon Properties** Brown & Brown of Massachusetts, LLC CarGurus, Inc. Citizens Bank DCU for Kids DEKK Group, LLC Devo Family Charitable Fund Erland Construction, Inc. Ernst & Young Freedom CAD Services, Inc. Gilbane Building Company Greenwood Industries Hamilton, Brook, Smith & Reynolds, P.C. High Quality Landscape Construction, Inc. Investment Properties, LTD. Kearney, Donovan & McGee, P.C. MacKav Shields LLC **NEXT for AUTISM** Prime Auto Group Serpa/Thomas Network Spears Family Fund Sun Life Financial The Laurence W. Levine Foundation, Inc. The VIYU Foundation

Tiffany & Co. W.B. Mason Co. Inc.

THANK YOU TO OUR ANNUAL GIVING DONORS Donors of \$250 or more from July 2018 - June 2019

Founder \$25,000+

Khalid and H.H. Sheikha Kholoud Al Thani Curtis and Diane Arledge Chris and Melissa Beck Betsy Dangel and Gary Mitchell Tom and Ann Edwards Ed and Mimi Fiorentino John and Diane Kim Elizabeth and David Klein Joanne Hidaka and Ben Niedermeyer Carolyn Pruyne Lucia Smigel Robert and Michelle Smigel Bellanca Smigel Rutter Peggy and Glenn Tso

Innovator \$10,000-\$24,999

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Vincent Strully, Jr.

Cathy and Michael Welch

Donald and Melinda Wilson Matthew and Dina Wosk Pete and Melissa Zorn

Benefactor \$5,000-\$9,999

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"NECC has such a positive environment. The staff are all amazing and made me feel so comfortable despite having to make the most difficult decision of my life in placing my son."

David Handin and Stephanie Carlin Chris Higgins and Jill Epstein Kevin and Marnie Hoolahan Charlie Humber Colin and Megan Hynes Brian Salvi and Holly Irvine-Salvi Arnold and Carol Jeffreys Len and Elizabeth Jolles Chuck and Maria Karimbakas David and Sarina Katz Richard Kelly Marv Kellv Kim and Sean Keogh

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"NECC makes me feel like we are in the best program for a child with autism."

Cherryl Pressley Ron and Susan Prihar Steve Prior Charles and Monika Ramondo Michael and Deborah Rich Paul and Marybeth Riley Andrew and Aviva Robinson Edward Rossi lean and Sam Rounseville John and Ann Rounseville Ronald Runstein Brett and Lisa Russ

Supporter \$250-\$999

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Jennifer Warrell

FINANCIALS

FY19 Donors 3,089

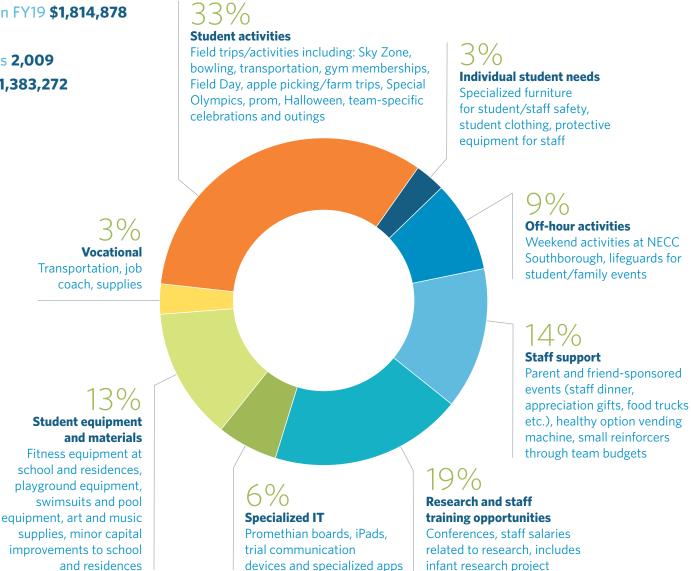
Donations Received in FY19 \$1,814,878

Fundraising events 6

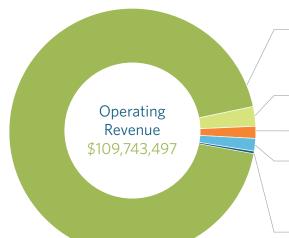
Total Event Attendees 2,009

Total Event Dollars \$1,383,272

FY 2019 Annual Fund Allocation



FY 2019 Consolidated Financial Statement



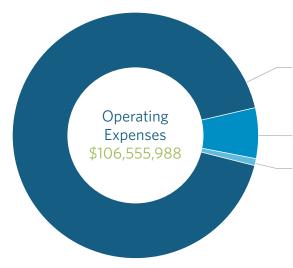
Tuition: \$103,094,241 (93.94%) (day, residential, adult, home-based, daycare, partner classrooms, international)

Consulting: \$2,821,148 (2.57%)

ACE Technology: \$969,616 (0.91%)

Fundraising: \$1,821,132 (1.66%) (grants, events, in-kind donations and contributions)

Other: \$277,522 (0.25%)



Program Services: \$98,493,046 (92.43%) (day, residential, adult, home-based, daycare, partner classrooms, international)

Administrative: \$6,825,950 (6.41%)

Marketing, PR and Fundraising: \$1,236,992 (1.16%)





