



The New England Center for Children®

FY 2020 ANNUAL REPORT



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WELCOME

Dear friends,

I am pleased to share with you our annual report for fiscal year 2020 (July 1, 2019-June 30, 2020). This past year has had many ups and downs, but I am incredibly proud of the way our community adapted to the challenging conditions around us. It is because of YOU that we were able to weather the storm and continue to serve our students. While much of the focus has been on the pandemic, we must also acknowledge the year's successes.

Continuing a long tradition of industry-leading research dissemination, we had our 300th article published and surpassed 2,500 total research presentations around the world. We entered into a partnership in Lebanon and opened a Clinic in Dubai. On the fundraising side, for the first time in NECC's history, the Annual Fund surpassed \$2 million.

Perhaps our greatest success, though, was in how our school faced the COVID-19 pandemic. Although we had our share of difficulties, including spending more than \$3 million on response measures, our community continually persevered. Our families endured incredible hardships, as residential families could not visit students for over three months and day school families had to adapt to remote learning. Through it all they exemplified courage, resolve, and patience.

I am proud to say that our residential program never closed, the day school reopened in July and residential students returned to classes at NECC in August.

Even with these successes, we still need your support. The road ahead will have obstacles, but we are confident that we can overcome these. Thanks to you, we will continue to create a world where autism is not a barrier to happiness, growth, and independence.

Sincerely,

L. Vincent Strully, Jr. Founder and CEO

OUR MISSION

To create a global network of educators, researchers, and programs so that those living with autism may live fuller lives.

OUR VISION

A world where autism is not a barrier to happiness, growth, and independence.



FISCAL YEAR 2020 IN REVIEW

AUGUST 2019

7 : The Infant Sibling Research Project, led by NECC Senior Program Director Rebecca MacDonald, PhD, BCBA-D, LABA, is featured on CBS-WBZ.

16 : Team NECC runs the 2019 Falmouth Road Race, raising \$22,081.

27 : Mike and Lori McKenna, parents of a NECC student, host "The Mike" Golf Invitational, which raised \$71,235.

NOVEMBER 2019

15: The Children of Promise Gala achieves unprecedented fundraising results, raising over \$1 million.

DECEMBER 2019

13 : NECC holds Legislators' Day. State Representatives visit NECC to learn about the unique needs of private special education schools.

16 : The NECC-Clinic in Dubai Healthcare City, UAE opens, further expanding NECC's global presence in the gulf.

MARCH 2020

16 : NECC closes the Southborough facility. The day program moves to remote learning and residential students are quarantined in their residences.

APRIL 2020

4: NECC is featured in a Boston Globe article about the difficulties facing students and families separated due to the COVID-19 pandemic.

11 : NECC provides hotel rooms for staff to self-isolate when not on shift to avoid contracting the virus.

JUNE 2020

4: NECC Board of Directors conduct first-ever virtual Board meeting using zoom videoconference software.

13: After nearly three months, families of residential students are invited to visit their children at their residence outside.

JULY 2020

7: The day program reopens.

13 : Massachusetts Governor Charlie Baker, Lt. Gov. Karyn Polito, and Secretary of Health and Human Services Marylou Sudders hold their daily COVID-19 press briefing in NECC's gymnasium.

SEPTEMBER, 2019

5: Lt. Gov. Karyn Polito tours NECC, meeting students and staff.

19: NECC announces a partnership with One Two Three Autism School in Beirut, Lebanon.

OCTOBER 2019

4: 163 NECC employees attend, and 36 NECC staff present at the 40th Annual BABAT Conference.

30 : The Parents Organization provide a Staff Appreciation Brunch for NECC employees.

FEBRUARY 2020

13 : Representatives from 33 businesses and foundations gather at NECC for a Community Partner's Breakfast.

MARCH 2020

10 : The Commonwealth of Massachusetts declares a State of Emergency in response to the early stages of the COVID-19 pandemic.

13 : The 2019 Boston Marathon was postponed due to the coronavirus. Team NECC runners continued to train, completed their virtual races in September 2020, and raised more than \$45,000.

MAY 2020

9: The NECC 5K Walk/Run for Autism is held virtually with participants all over the world raising over \$140,000.

25 : Founder and CEO, Vinnie Strully is named to the Worcester Business Journal's "Power 50", a list comprised of powerful and influential individuals in Central Massachusetts.

AUGUST 2020

12 : Residential students return to school.

SEPTEMBER 2020

8: NECC extends its contract with Abu Dhabi's Department of Education and Knowledge to continue management of the Mohammed bin Rashid Center for Special Education (MRC).

WHAT WE DO

At The New England Center for Children[®] (NECC[®]), we provide compassionate, effective ABA programs and services to children with autism from 14 months to 22 years. We consider each child's unique learning style before developing a realistic plan to foster individual achievement, self-esteem, and personal independence.



TEACHER TRAINING

We provide staff with initial training, ongoing professional development, and graduate program opportunities to equip them with the skills to advance their careers in autism education at NECC and beyond.

STUDENT EDUCATION

Our team of highly trained educators deliver a comprehensive range of services through home-based, day, and residential programs; partner classrooms in public school systems and consulting services.

RESEARCH AND TECHNOLOGY

The John and Diane Kim Autism Institute is home to our research center, where we study how children with autism best learn. 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 student 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.

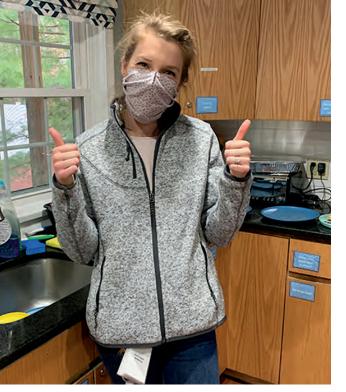
OUTREACH

Through media and government relations, as well as a range of special events, we increase support, raise awareness, and grow our network of advocates.











WEATHERING THE STORM: COVID-19 AT NECC

The COVID-19 pandemic has had a huge impact on 2020. This health crisis made us think critically, react swiftly, and approach all aspects of our work with flexibility and determination. When the state closed all

schools to minimize spread of the virus, we re-allocated resources to ensure our residential program continued to serve our most vulnerable population.

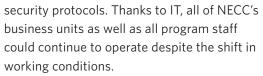
NECC invested over \$3 million in the fight against COVID-19, including hazard pay and temporary housing for staff, the purchase of personal protective equipment, sanitization supplies and equipment, and rapid testing for students and staff. The Commonwealth of Massachusetts provided great relief and the generosity of our families, friends, corporate partners, and Board of Directors made all the difference.

In addition to the financial costs, the burden on families was immense. Residential students were restricted to virtual visits for over three months. Parents of day school students had to help with remote learning. The toll COVID-19 has taken on families cannot be overstated, and likewise, NECC's gratitude for their patience, belief, and understanding is immeasurable.

HOW WE ADAPTED

IT

The move to a virtual workplace meant new technology, additional devices, and updating



MAINTENANCE

From increased cleanings to renovating classrooms into de facto medical stations. their tireless efforts kept students and staff safe.

FOOD SERVICES

With the temporary closing of the school facility, Food Services had to prepare three

meals/day and deliver them to the students and staff in 16 residential group homes.



RESIDENTIAL

Confined to their houses without family visits, our residential students transitioned to continuing their programs at home with the care and support of NECC teachers.

OCCUPATIONAL THERAPY, PHYSICAL THERAPY, AND ADAPTED PHYSICAL EDUCATION (OT, PT, APE)

Staff used technology to continue students' programs remotely. They uploaded workout routines and guided activities and provided live Zoom classes.

MUSIC AND ART

Using pre-recorded videos, live Zoom classes, and remote resources, music and art teachers provided students with fun, engaging activities to do at home.



DAY SCHOOL

Much like public schools, NECC shifted to remote learning programs last



spring. Over the summer, students returned in person under enhanced safety and health protocols, including mask wearing, social distancing and frequent hand washing.

CONSULTING

While consulting and partner programs were put on hold during the

pandemic, NECC's team of consultants worked with students and parents to provide remote learning resources.

ACE[®]

The ACE[®] ABA Software System provided educators updated lessons about health and safety measures,



including wearing PPE and hand washing.





LEADERSHIP

L. 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
Jessica Sassi, PhD, BCBA-D, LABA	Executive Director
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-CPDirector of Human Resources
Heather Morrison, MS, BCBA, LABADirector of Administration
Meghan Reidy, MSDirector of Recruiting
Darcie Stawinski, MSA, CPA Director of Finance Jason Bourret, PhD, BCBA-D, LABA Clinical Director

BOARD of DIRECTORS



L. 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

Director

Alan Lobovits, MD



RoseAnn Lovely Director



Ben Niedermeyer Director



Rabbi Jonah Pesner Director



Stuart M. Rose, CPA Director



Daniel Saul Director

GLOBAL EXPANSION

NECC further strengthened its position as the foremost provider of applied behavior analysis (ABA) services to children with autism in the Gulf Region. In December of 2019, the NECC-Clinic in Dubai Healthcare City (DHCC), UAE officially opened. The Clinic provides session-based ABA, and Speech and Language services to clients across all nationalities in both English and Arabic.

Training and educating local staff in foreign countries ensures program sustainability and local growth of ABA programs. In addition to session-based services, the NECC-Clinic provides a licensed BCBA, parent training, and the ACE® ABA Software System. The NECC-Clinic also offers free workshops to the public on topics such as helping children with autism build patience and tolerance in stressful situations.



WHERE WE ARE



NECC and Abu Dhabi Programs 837 Students

Public School Services and Consulting

- **644** Students in 54 school districts
- 7 States: MA, NH, VT, ME, CT, NY, FL
- 8 Countries (currently receiving services): Bahrain, India, Lebanon, Oman, Qatar, Saudi Arabia, UAE, UK



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

212 Students

ACE[®] ABA Software System

7,555 Students served by ACE[®]
15,000+ Students since its inception
34 States
16 Countries

Research

- **14** Research articles published in FY20
- **300** Total research articles to date
- **93** Research presentations
- **2,553** Total research presentations to date

Training

- 38 Interns
- **75** Teachers graduated from graduate degree programs in FY20
- **326** Staff enrolled in graduate degree programs
- 931 Professional development training to outside staff







"We are so thankful for the dedicated NECC staff that is working so hard during these difficult times to keep all the students safe, happy and engaged in learning."

— NECC Parent

66

Public School • Services and Consulting

Partner Classrooms

ACE® ABA® • Software

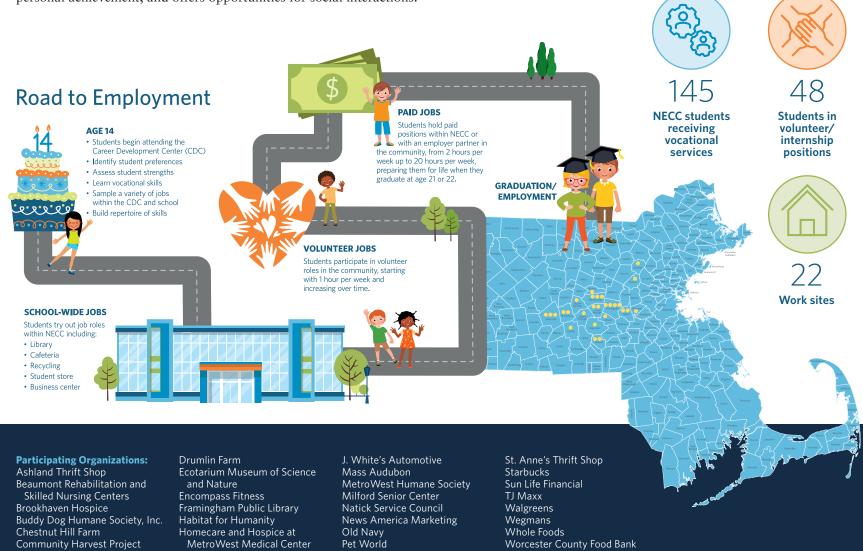
Research •

GLOBALOutreach

EDUCATING BEYOND THE CLASSROOM

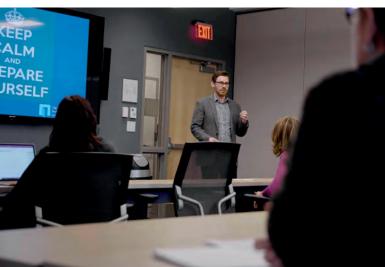
In addition to academics and life skills, NECC prepares students for life beyond school. Vocational education provides skills but is also the key to health and wellbeing. Working builds confidence, pride, and personal achievement, and offers opportunities for social interactions.

Working leads to greater independence and an improved quality of life. In FY20, NECC had:







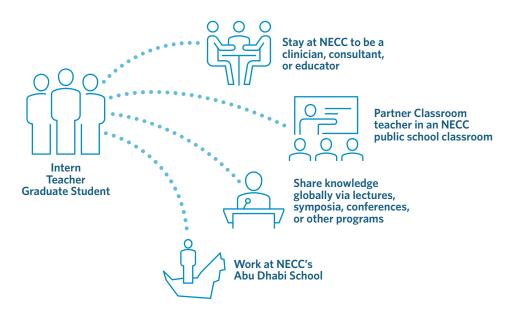


INVESTING IN AUTISM EDUCATORS

The professional landscape has evolved dramatically in recent years. NECC's recruitment strategy seeks to attract competent, compassionate caregivers and provide them with training, professional development, and a graduate education to become world-renowned autism educators.

Opportunities abound for NECC-trained teachers. NECC provides myriad advancement options within the organization, and has trained thousands of professionals who are now providing state-of-the-art services worldwide, through consulting, teaching, or their own programs.

Career paths at NECC



2019 CHILDREN OF PROMISE GALA TEACHERS ARE OUR HEROES *Annual Gala Raises Over \$1 Million*



Even before the 2020 pandemic forced mothers and fathers to take on the impossible role of guiding their child's education, NECC recognized the heroic nature of teachers. The 2019 gala was dedicated to them, and NECC rolled out the red carpet to honor their commitment to bringing out the best in our students.

Sponsors, parents, friends and guests showed their agreement with the sentiment, pledging an incredible \$157,750 in donations to support the direct-care staff at NECC who lovingly and tirelessly support the students with autism entrusted to their care. This gesture accompanied a standing ovation for the thirty teachers seated at the head table in the ballroom, and the funds were used to provide computers, staff appreciation events throughout the winter and spring, as well as a cash bonus for each of the hard-working direct care staff — more than 700 in total.

The excitement in the room was palpable as Gala Co-Chair, Elizabeth Wetherbee Klein announced that for the first time in the school's history the event raised over \$1 million!

HONOREES

Community Autism Champion Erland Construction, Inc.

Outstanding Alumnus Andrew Roberts

Educator of the Year NECC direct-care staff

ANNUAL FUNDRAISING EVENTS

While the COVID-19 pandemic impacted our event schedule on the back half of FY20, the NECC community still came together in unique ways to help raise needed funds for the Center. We are grateful for each and every donor who participated in this year's fundraisers.



TEAM NECC FALMOUTH ROAD RACE

August 2019 Raised \$22,081

Jordan Saks Lori McKenna Jessica Mirisola Caroline Fearnley Lauren Palmateer Matt McKenna Emily McKenna David Blank Robin Drew Beth McGonagle Priscilla Camarda Stephanie Muse Fatou Njie-Jallow Margaret Smith Stephanie Carlin

THE "MIKE" GOLF

August 2019 Raised \$71,235

Supported by NECC parents, Mike and Lori McKenna

5K WALK/RUN FOR AUTISM

May 2020 Raised \$148,801

BOSTON MARATHON

September 2020 Raised \$45,094

Kyla McHaffie Ashley Arsenault Katie Olszowy John Gobron

WE ARE GRATEFUL FOR LEADERSHIP SUPPORT *from Foundations and Corporations*

Support from corporations and foundations help sustain and improve our programs, facilities and research. We are immensely grateful to our long-standing benefactors who share our mission as well as to those who responded this year when the pandemic brought unforeseen challenges.

In early April, Dave Klein of Greenwood Industries in Worcester, called the school to ask what NECC needed most to battle the coronavirus and keep the residential program operating. At a time when personal protective equipment across the state was very hard to procure, Greenwood found the most effective way to help. Using his network in the building industry, he made some calls and on April 28, a delivery truck with thousands of gowns, facemasks, and Tyvek suits were donated by Greenwood and Atlantic Asphalt and Equipment.

Greenwood has been a model of philanthropy for more than six years, supporting NECC through events like the 5K, the Falmouth Road Race, the Children of Promise Gala and golf tournaments.

Corporate and Foundation Supporters \$2,500+

Allen & Maior Associates, Inc. ACT Leasing, Inc. Alexander, Aronson, Finning & Co., C.P.A.'s Alight Solutions Atlantic Equipment Div. of Atlantic Asphalt & Equipment Co. Avidia Bank Beasley Media Group Bernkopf Goodman LLP Blue Cross Blue Shield of MA **Blum Shapiro** Foundation, Inc.

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Security Inc.

Robell Research, Inc.

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Rockland Trust

Sun Life

Tiffany & Co. The VIYU Foundation W.B. Mason Co. Inc. Washington Street Donuts, Inc. Weston Family Foundation



THANK YOU ANNUAL LEADERSHIP DONORS Donors of \$250 or more (July 1, 2019–June 30, 2020)

Founder \$25,000+

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

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Supporter \$250-\$999

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Christine Morse Michele and Todd Nichol Utah Nickel Anne Normand Mathew and Margaret O'Brien Shawn and Jacquelyn O'Brien Robert Palmer Mary Ellen Parzych Gary Pascucci and Carol Ouellette Theresa and Larry Passmore Michael and Justina Perriello Brian Pinkham **Rvan Prentis** Mark and Hillary Price Ron and Susan Prihar Sue Dacey and Tina Render Kathleen Resnik Divino Ribeiro Scott and Kristin Richmond Rov and Carol Rioux Justin Rosen Meredith and Alan Rosoff John and Ann Rounseville Natasha Rozenvald Ronald Runstein Sorrel and Noel Ryan Edgardo and Sharon Saavedra Skip and Joanne Saccone Jessica and Slim Sassi Laura Schnaible Paul and Lucia Sedzia David and Linda Shaffer Kait Shea Robert Shoemaker Lee Sibian Kristen Sidman Gustavo and Thaice Silva Robert Silva Peggy Smith Bob Socci



Joe and Katie Staier Darcie and Adam Stawinski Geoff and April Stein Michael Steinkrauss Julie Stine Isaura Tavares John Todesco Tracev Toran Steven Tower Peter Tyson Stefanie Upshaw and Joseph Sweeney Daniel Veitkus Ali and Jesse Vennard Jeffrey Walsh **Kimberly Walter** Laura Wilhelm Howard and Candice Wolk Barney Wynne Beth and Neil Young Andrew Zimmerman and Susan Connors Jeremy Zorn

FINANCIALS

Donors: **2,016** Donations: **\$2,099,199** Restricted Gifts: **\$219,737**

FY 2020 Annual Fund Allocation

(\$25,000), transportation (\$10,000), apple picking/farm/state park trips (\$5,000), team-specific celebrations

0%

Student activities

Field trips/activities: bowling

and outings (\$50,000)

21%

Research and staff training opportunities

Conferences, staff salaries related to research, includes infant research project

11%

Staff support

Parent and friend-sponsored events (staff dinner, appreciation gifts, etc.) (\$60,000), healthy option vending machine (\$15,000), small reinforcers through team budgets (\$25,000)

Vocational Transportation, job coach, supplies

5%

Individual student needs

Specialized furniture for student/ staff safety, student clothing, protective equipment for staff, unique student PPE needs

9%

Off-hour activities

Weekend activities at NECC Southborough, lifeguards for student/family events

25%

Student equipment and materials

Fitness equipment at schools and residence, playground equipment, swimsuits and pool equipment, art and music supplies, minor capital improvements to school and residences, outdoor furniture and equipment to encourage outdoor activities, meetings, and family visits

Specialized IT Specialized apps (\$15,000), IT to facilitate remote work and learning

FY 2020 Consolidated Financial Statement



Tuition: \$106,380,585 (93.37%) (day, residential, adult, home-based, daycare, partner classrooms, international)

Consulting: \$3,567,469 (3.13%)

- **ACE Technology:** \$1,831,169 (1.61%)

Fundraising: \$2,081,732 (1.83%) (grants, events, in-kind donations and contributions)

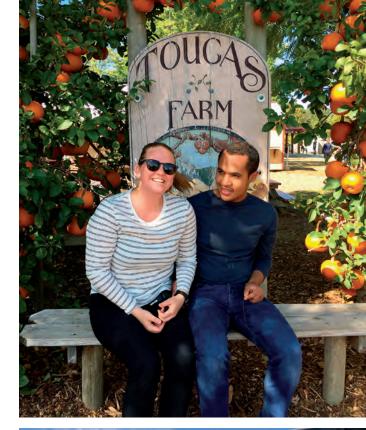
Other: \$69,279 (0.06%)



Program Services: \$102,867,800 (92.74%) (day, residential, adult, home-based, daycare, partner classrooms, international)

Administrative: \$7,204,260 (6.39%)

Marketing, PR and Fundraising: \$935,218 (0.87%)









33 TURNPIKE ROAD | SOUTHBOROUGH, MA 01772 | 508-481-1015 | WWW.NECC.ORG