As we reflect on 2022, we celebrate connection and community at May. This was, after all, the year we came back together.

The May community has never been more connected. We invite you to join us as we look back over the accomplishments of this year, achieved with your support.

May Institute gratefully acknowledges the individuals, corporations, foundations, and community partners whose generosity ensures that individuals with autism and other special needs will live the fullest lives possible.

To learn more about the impact of your investment, view our online annual report at mayinstitute.org/annualreport2022.
Dear Friends,

May Institute has always been a community, since its early days in the 1950s. The group of parents who first joined together were determined to find a way to help their children lead meaningful and happy lives, and they experienced fellowship through the community they created.

That fellowship has continued to this day, and so has the power of shared interests and goals.

Through the challenges of the past few years, we have pulled together and have been there for each other — sometimes in person, sometimes remotely, sometimes through kind words or deeds, and often in spite of hardship, fear, or uncertainty. The May community has never been more unified or connected, in spite of the myriad challenges that resulted from COVID.

On these pages, we celebrate our individuals and families, employees, corporate partners, and donors who touched our lives this year and made our organization stronger and more vibrant and resilient. We thank you for being a member of our community.

We are moved time and again by the power of the work that takes place across our schools, residences, and centers every day at May Institute. Thank you for your support of that work.

With sincere gratitude and best wishes,

Lauren Cyd Solotar, Ph.D., ABPP
President and Chief Executive Officer

Neal Todrys
Chairperson, Board of Directors
THE SUPPORT OF A COMMUNITY

Ellen Hollis has been a May mom for nearly 30 years. At our 2022 Hope & Possibility event, she spoke eloquently about the power of community in her daughter’s life and that of her family. We’re honored to share her story.

LIVES IMPACTED

2,060
individuals and families received intensive, community-based services in 2022

51,998
students benefited from national public school services in 2022

1M+
people have accessed information about evidence-based treatment from the National Autism Center over the last decade
HOW YOU HELPED

$678,813 raised through gifts from individuals, corporations, foundations, and community partners

$40,000+ worth of gifts-in-kind were donated to benefit May programs and services

$75,000 major donor gift supported the building of an exceptional playground for the new school campus

A VIBRANT COMMUNITY AND A NEW HOME

The opening of the new May Center School for Brain Injury and Neurobehavioral Disorders in Norwood, Mass., was one of the highlights of the past year. It also was the culmination of years of preparation and planning to design a campus perfectly suited to meet the needs of this vibrant community.
May Institute recognizes the individuals, corporations, foundations, and community partners whose generosity ensures that individuals with autism and other special needs will live the fullest lives possible.

This listing reflects all cash gifts, pledge payments, and in-kind donations of $100 and above, recorded during fiscal year 2022 (July 1, 2021 - June 30, 2022).

We have made every effort to ensure these lists are accurate and complete. Should you find an error or omission, please accept our apologies and notify the Office of Philanthropy at 781-437-1287 or giving@mayinstitute.org.

Italic [Chatham Society Member]: The Chatham Society recognizes individuals making gifts in the last three consecutive fiscal years.

Purple [Sustainers Circle Member]: The Sustainers Circle recognizes donors who make recurring or monthly gifts.

* [Deceased]

### Benefactors Circle
- **$50,000+**
  - Brown & Brown of Massachusetts
  - Jacqueline D. Bates and Stephen H. Peck
  - Amy S. and Michael D. Ravitz

### Guardians Circle
- **$25,000 - $49,999**
  - Blue Cross Blue Shield of Massachusetts
  - Cummings Foundation, Inc.
  - Nancy M. and Michael M. Sargent

### Advocates Circle
- **$15,000 - $24,999**
  - Amplified Insurance Partners | A Telamon Company
  - The Gold Family
  - H. L. Holdings LLC
  - Janet Casey and Neal Todrys

### Providers Circle
- **$10,000 - $14,999**
  - Apothecare
  - Century Bank and Trust Company
  - Eastern Bank Charitable Foundation
  - Maryellen and Richard Eisen
  - Massachusetts Department of Elementary & Secondary Education
  - Philadelphia Insurance Companies
  - Joan Solatar
  - Kathleen T. Young and Stephen S. Young

### Circle of Independence
- **$5,000 - $9,999**
  - Nancy and David Anderson
  - Evelyn and Robert Barker
  - Jane F. Daly
  - Fenno LLC
  - Jacelyn and Thomas Frederick
  - Ellen M. and Craig B. Hollis
  - Edwin Ishoo
  - Norah Wylie and Jonathan D. Katz
  - Cathy and William Kennedy
  - Denise and John E. Murphy
  - Kathleen Zortman

### Circle of Respect
- **$1,955 - $2,999**
  - Arbella Insurance Foundation
  - Debra and Brian Blair
  - Bowdoin Construction Corp
  - Carl F. Riedell & Son, Inc.
  - CBIZ MHM LLC
  - CM General Services
  - Coastal Heritage Bank
  - Colliers International
  - Jason Fensterstock
  - Katerineh and Morgan Friberg
  - Google Foundation

### Circle of Dignity
- **$3,000 - $4,999**
  - Julie P. and Christopher B. Barker
  - Charles E. Brandstater
  - Peter S. Farrell
  - Lee Ann Fatalo
  - Sheila A. and Timothy F. Finnerty
  - Joan Goldberg and Thomas Malone
  - Dr. Paul and Janet Pawlowski
  - David Piesco-Putnam
  - Eileen G. Pollock and Margo Platzke
  - Nancy E. Piesco and Dr. Robert F. Putnam
  - Greg M. Susco
  - The Scheidel Foundation

### Circle of Respect
- **$1,955 - $2,999**
  - Jackson Lewis P.C.
  - La Rosa Selections
  - Marino Martin
  - Pamela M. and Robert J. Nation
  - QBS Inc
  - Lauren C. Salatar and David Gansler
  - Diane and John Sullivan
  - Superior Exteriors
  - Michael Tobin
Thank you to everyone at the May who loved me.

—GRADUATING STUDENT, MAY CENTER SCHOOL

CIRCLE OF HOPE
$1,000 - $1,954
Anonymous
Anonymous
Aurora Communications, LLC
Bay Colony Concrete Forms, Inc
Hugh Beckett
Jayne K. Benmosche
Chubb & Son
Bradley and Joan Clemens
Dr. Elizabeth Keating-Cohen and Dr. Martin Cohen
Laurie Z. and Kenneth P. Colmer
Todd J. Drager
Enterprise Fleet Management
F. W. Webb Company
Barbara A. Falvey
Sandi and Brian Falvey
Fiduciary Trust Company
Jeanene J. Fogli-Cawley and Brian Cawley
Steve Golden
Grants Communications Consulting Group
Dana T. and Melody Graves
Roseann Russell and Robert J. Griffin
Sarah D. Hendrick and Yves V. Cajuste
Judy Pagliuca
Jane and Joseph Parrish
Karen and Dr. Dan Ricciata
William Rieders
Matt and Cynthia Riley
Renette Squires-Pilla and George Pilla
Total Wine & More
Jessica and Damien Tufts
Dr. Ann D. Kailath and Dr. George C. Verghese
Richard M. and Lisa Wichmann
WORK Inc./FM BM, Inc
Q. Sophie Yang
Peggy Richardson and Robert H. Yelen
Jennifer Zarcone
Caryl E. and Paul J. Falvey
George Washington Toma TV & Appliance
Barbara and Chris Giovannani
Judith and Donald Gold
Carolyn Ferris Gambosi
Jerry D. Hand
Anne Hartford and Tom Beggins
Kathleen Hollis
Hotel Paseo
Chau M. Huynh and Van Nguyen
Michael A. Interbartola, Jr.
Dr. Michael Johnstone and Ellen Cohen
Le and Michael Lindsay
Mary Lou Maloney and William Allen
Max Hospitality
Michael M. May, Ph.D.
Joan McGrath and Stephen Couler
Jessica and Mike McGuinness
Daniel and Molly Mcknight
Sandy McQuade
Jill H. and Ronald E. Murphy
Naseem Nangoli
Becky O’Toole
Marites S. and Steven F. Rattle
Pam Raymond
The Ridge Club
Julie Sheehan
Deborah and John Simpson, Jr.
Lisa A. and Thomas J. Stanton
Dr. and Mrs. Michael S. Stecker
System4 Of Boston/NECCS, Inc.
Stephen Torrice
Wenger Paving, Inc.
Stacie and Jeff Wenger
A. Doris Wigren
Jennifer and Sam Zeszut

CIRCLE OF INNOVATION
$500 - $999
Accountbli
Illiana and Thomas J. Adams
AmazonSmile Foundation
Anago of Northern California
Anonymous
Anonymous
Lucille I. and Mark Berlin
Bob’s Discount Furniture Charitable Foundation
Terese and Kevin Brennan
Christopher Brown
Michell Cabaniss and Curt Johnson
Owen Callaghan
Childscapes
Rachel and Richard Chimberg
Dr. Ivy Chong and Dan Crane
Christine Chordas and Travis Wanat
Linda and Christopher J. Concheri
Laura DaRosa
Cary Denson
Brian Doherty

CIRCLE OF PROMISE
$250 - $499
Anonymous
Anonymous
Anonymous
Anonymous
Anonymous
Anonymous
Ofelia and Manuel Baeza
Emily Beckman
John M. Buckley
Nicole Bussiere
Cora B. Abel and John A. Buster
Chaminade Resort & Spa
David Clancio
Costanoa
Stephanie and Patrick Dale
Tracy Davis
Enhanced Psychiatric Services LLC
Dennis M. Falvey
Arlene and Michael Flatto
Foxwoods Resort Casino
Mark J. Hauser, MD
Home Depot - Bridgewater
Elisabeth F. Houghton
Robert Hughes
John M. Iredale
Charlotte Johnson
Janet M. Kelly
Krokidas & Bluestein
Let’s Roam
Stephen R. Mahoney
Mau Jim Sunglasses
Janet Mercier
Cristine and Kevin M. More
Melanie Myers
Professional Firefighters of Santa Cruz County - Local 3605
Jayne E. Raphael and Jeffrey J. Simmons
Residence Inn Marriott
Boston Braintree
Jonathan Roland, MA, BCBA
Jean M. and Zoel A. Roy
Kellie Sanders
Kristin Saunders
Seabright Speech Therapy, APC
Jane Shamaly
Martha Sloan Felch
The Sports Museum
Karen M. and James A. Stickney
Tao Group Hospitality
Target - Stoughton
Samuel C. Traywick
Ronald D. Beyers Family
Joseph Wineroth
Christine M. and Brandon D. Woosley
Mark P. and Louise Zamiara

Katie Butland
Cheryl Cadle
Maureen Callahan-Shea
Theresa Campanaro
John and Mary Conedly
Brian S. Cantwell
Abbey Carreau
James Cassetta
JoAnn Cavallaro
Central Rock Gym
Jin Cheng and Jiang Wu
Nicole Chin-Lyn
Eva Z. and Michael R. Chmura
Michele Chmura
Juanita Class
Columbus Hospitality Group
Cecile M. and Arthur R. Costa
Elaine L. and John P. Costello
Jayne M. and Paul J. Currier
Francesca D’Angelo
Patricia A. Daniels
Janine M. Davin Sweeney
Kenneth A. Davis and Diane L. Craft
Courtney and Sean de Lacy
Lynn M. Demers
The Discovery Museum
Patricia Doherty* and Charles Doherty
Driscoll’s, Inc.
Deborah S. and Robert J. Eisenberg
Toby and David Ellis
Suzanne B. and Michael J. Emmi
Jeffrey Factor
Helene M. Feist
Jessica Fultz
Susan J. and John C. Gardner
Michelle and Michael Gaughran
Shawn and Ellen George
Jenna Gilder
Alex and Ashley Glennon
Norma J. and Ernest J. Grassev
Sandra Grinberg
Bruce R. Haimowitz
Susan Hickey
Susan Hodgson
David J. Holland
Susan and Charles F. Hollis
Sharyn and Scott Hopkins
Huntington Theatre Company
Nicki Imlay
Stephanie Iwanciw
Debbie and John Justice
Christine Kiebert-Boss
Daniel Kinne
Patricia Ladew
Laugh Boston
Kelli Leahy
Caroline Lewis
Deborah and Mitch Llewelyn
George and Debbie Long
Tamara and Claus Lugmair
Mary and Dan MacAdam
Erika MacDonald
Chloe Markley
Laura and Daniel Marston
Robert and Lisa Matthews
Judy McAfee
Lisa and John McKenna
New England Patriots Foundation
New Leaf Community Markets
New York Crawling, LLC
Thu-Lan T. Nguyen
Thuy T. T. Nguyen and David Le
Laura J. Noland
North Shore Music Theatre
Nancy S. and Robert G. O’Connor
Janet O’Neill
Eileen G. Ouellette
Laura Papadellis
PiNZ Entertainment Group, LLC
Pizza My Heart, Inc.
Shamim Punnilath
Brandie S. Rankin
Kenneth Richards
Mary Roberts
Roche Bros. Supermarkets
William Rosch
Víctor A. Rouhana
Rovithis Realty, LLC
Angela and Cosmo Sabatino
Karen and Allen Sahs
Amy Saraiva
Kate Savidge
Shannon and Basil Schultz
Peter R. and Cheryl L. Scozzari
Claire Seamans
Lynne, Frank and Michael Wood

CIRCLE OF SUPPORTERS
$100-$249
Ruth Aaron and Stuart Schneller
Kimberly L. and Thomas E. Albrecht
Michelet Alexis
Christine Altieri
Anonymous
Anonymous
Anonymous
Anonymous
Anonymous
Anonymous
Anonymous
Anonymous
Jean Badura
Nicole P. Barlow
Christopher R. Bartley
Bayside Resort
Sara Bennington Hapner
Boda Borg Boston
Boston Bruins Foundation
Boston Celtics Shamrock Foundation
Boston Crawling, LLC
Boston Red Sox
Collette Brady
Kevin Brawley
Douglas A. Bryant
Julia Burgess
Kathleen and John P. Burke

Sedlik Shadowbrook
Aisha Sherman
Dr. Alice Shillingsburg and Jared Gentry
Steve Skotzke
Aurora G. and Douglas S. Smellie
Susan N. Smith
N Tyson and Tim Smith-Ray
Neil Solatar
Soquel Vineyards
Anand Srinivasa
The Stop & Shop Supermarket Company
Story Land
Stumpy’s Hatchet House
Robert and Trina Sturm
Ashleigh Sullivan
Target - Braintree, Mass.
Cheryl A. and Scott F. Tempel
Valerie Thomas
Susan B. and James F. Toohey
Trader Joe’s - Santa Cruz, Ca.
Sophean Tran and Laing Seng
Kathy and William Vranos
Marlene and Thomas Wachtell
J. Gordon and Sandra L. Waller
Ruth Waters
Robert Wheeler
Nancy L. and W. Thomas Whiteley
Craig Whitney
Stephen Wigren
Donna M. and Marshall S. Wood
MAY HIGHLIGHTS

An Evening of Hope & Possibility raised nearly $400,000 to directly support programs and services.

Selected #31 in Top 100 Women-Led Businesses in Massachusetts.

Participated in global effort to enhance care for autism.

Federal employees donated $30,000 through the Combined Federal Campaign workplace giving.

Generosity of Board of Directors funded Exceptional Services Awards for employees.

Selected #31 in Top 100 Women-Led Businesses in Massachusetts.

Eight employees received organization’s highest honor.

My husband and I truly believe May Institute professionals are giving our son the best opportunity to live a full and enriched life.

—MAY INSTITUTE PARENT
FINANCIALS

REVENUE BY SERVICE

- 48.1% ADULT RESIDENTIAL AND DAY PROGRAMS
- 43.6% EDUCATIONAL SERVICES
- 7.2% HOME, SCHOOL, AND CENTER-BASED SERVICES
- 1.1% ADMINISTRATION, PHILANTHROPY, AND SPECIAL PROJECTS

PERCENTS BASED ON THE TOTAL REVENUE OF $144,862,845

REVENUE SOURCES

- 45.4% STATE CONTRACT
- 39.8% TUITION
- 10.4% 3rd PARTY INSURANCE
- 2.3% CLIENT FEES
- 2.0% OTHER SOURCES
- 0.1% CONSULTING AND MANAGEMENT FEES

EXPENDITURES

- 74.0% PROGRAM PERSONNEL
- 9.6% CORPORATE ADMINISTRATION
- 9.2% PROGRAM FACILITIES
- 6.8% OTHER PROGRAM EXPENSES
- 0.4% PHILANTHROPY
## Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>June 30, 2022</th>
<th>June 30, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$ 12,116,458</td>
<td>$ 9,034,588</td>
</tr>
<tr>
<td>Custodial and Escrow</td>
<td>$ 1,061,602</td>
<td>$ 1,255,896</td>
</tr>
<tr>
<td>Investments</td>
<td>$ 11,709,674</td>
<td>$ 13,184,807</td>
</tr>
<tr>
<td>Board Designated Funds</td>
<td>$ 1,060,052</td>
<td>$ 1,203,071</td>
</tr>
<tr>
<td>Deposits and Prepaids</td>
<td>$ 1,320,261</td>
<td>$ 1,311,613</td>
</tr>
<tr>
<td>Net Accounts Receivable</td>
<td>$ 15,323,594</td>
<td>$ 15,854,736</td>
</tr>
<tr>
<td>Other</td>
<td>$ 2,053,969</td>
<td>$ 2,193,855</td>
</tr>
<tr>
<td><strong>Total Current and Other Assets</strong></td>
<td>$ 44,645,610</td>
<td>$ 44,038,566</td>
</tr>
<tr>
<td><strong>Net Property, Plant and Equipment</strong></td>
<td>$ 38,163,121</td>
<td>$ 37,131,831</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$ 82,808,731</td>
<td>$ 81,170,397</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current liabilities</td>
<td>$ 13,675,003</td>
<td>$ 14,729,805</td>
</tr>
<tr>
<td>Long term liabilities</td>
<td>$ 30,714,494</td>
<td>$ 28,855,480</td>
</tr>
<tr>
<td>Other liabilities</td>
<td>$ 2,767,422</td>
<td>$ 4,573,820</td>
</tr>
<tr>
<td>Net assets</td>
<td>$ 35,651,812</td>
<td>$ 33,011,292</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$ 82,808,731</td>
<td>$ 81,170,397</td>
</tr>
</tbody>
</table>

## Financial Summary

<table>
<thead>
<tr>
<th>Revenue Sources</th>
<th>June 30, 2022</th>
<th>June 30, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Contract</td>
<td>$ 65,778,696</td>
<td>$ 55,970,257</td>
</tr>
<tr>
<td>Tuition</td>
<td>$ 57,714,244</td>
<td>$ 59,795,205</td>
</tr>
<tr>
<td>Third party insurance</td>
<td>$ 15,019,993</td>
<td>$ 12,897,499</td>
</tr>
<tr>
<td>Consulting and management fees</td>
<td>$ 168,323</td>
<td>$ 440,957</td>
</tr>
<tr>
<td>Client fees</td>
<td>$ 3,268,228</td>
<td>$ 3,144,486</td>
</tr>
<tr>
<td>Other sources</td>
<td>$ 2,913,361</td>
<td>$ 4,777,568</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$ 144,862,845</td>
<td>$ 137,025,972</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenditures</th>
<th>June 30, 2022</th>
<th>June 30, 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program personnel</td>
<td>$ 105,299,714</td>
<td>$ 96,936,386</td>
</tr>
<tr>
<td>Program facilities</td>
<td>$ 13,104,397</td>
<td>$ 12,760,799</td>
</tr>
<tr>
<td>Corporate administration</td>
<td>$ 13,620,861</td>
<td>$ 12,827,738</td>
</tr>
<tr>
<td>Philanthropy</td>
<td>$ 502,033</td>
<td>$ 317,385</td>
</tr>
<tr>
<td>Other program expenses</td>
<td>$ 9,695,320</td>
<td>$ 10,026,360</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$ 142,222,325</td>
<td>$ 132,868,668</td>
</tr>
</tbody>
</table>
It is because of the dedicated staff that I am able to sleep at night knowing my sister is well-loved and taken care of every day. They sacrifice so much to make sure Rosie is living her best life. I am forever in their debt.

—MAY FAMILY MEMBER

ABOUT MAY INSTITUTE

May Institute is a national leader in the field of applied behavior analysis, proudly serving individuals with autism spectrum disorder and other developmental disabilities, brain injury and neurobehavioral disorders, and other special needs.

Founded more than 65 years ago, May Institute is a nonprofit organization that provides educational and rehabilitative services across the lifespan. The organization is one of the largest and most well-respected providers of autism services in Massachusetts and in the United States.

With corporate headquarters in Randolph, Mass., and an annual operating budget of $144 million, May Institute serves thousands of individuals and their families annually through more than 140 service locations. The organization is led by an exemplary executive leadership team and supported by a highly trained and motivated workforce of more than 2,000 employees.