

2024 annual report

CELEBRATING INNOVATION



MayInstitute
SHAPING FUTURES. CHANGING LIVES.

OUR MESSAGE

Dear Friends,

Innovation has been woven into the fabric of May since we opened our first school for profoundly autistic children in 1955. Thinking outside the box led to the creation of that school and made an immediate and significant difference for the 17 families whose children had no options. It raised the bar, challenged the community to do better, and subsequently changed the life of thousands of children, adolescents, and adults.

As May grew, we harnessed our creative ability to innovate, especially when tackling significant challenges in the world of disabilities. We continue to ask questions so we can evolve and move forward:

- What tools and technology can we provide individuals with disabilities to live as independently as possible with dignity and respect?
- What are the most effective interventions for the very youngest children diagnosed with autism and how do we change their life trajectory?
- How can we have the greatest impact on individuals who spent the majority of their lives in institutions?
- How can the science of behavior analysis and other evidence-based approaches be used to teach children with brain injuries?
- How do we continue to meet the needs of profoundly autistic individuals and support their families?

We continually strive to answer these and other questions through the application of clinical standards of excellence, an exceptional workforce, rigorous research, and new technology, to transform ideas into innovative solutions.

We do this to improve lives, to ensure we know what happiness means for each person in our care, and to enhance quality of life, independence, and growth. These are the reasons we innovate. As we do, we are tremendously grateful to you for your ongoing support.

Most sincerely,



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



Richard Wichmann
Chairperson, Board of Directors



To learn more about the impact of your investment, view our online annual report at mayinstitute.org/annualreport2024.



LIVES IMPACTED

1,764

individuals and families
received intensive,
community-based services
in 2024



49,544

students benefited from
national public school services
in 2024



1.2M+

people have accessed
information about evidence-
based treatment from the
National Autism Center over the
last decade



Innovation looks like

THINKING
OUT OF
THE
BOX

INNOVATION AT MAY

Innovation takes place across May programs, every day. We asked employees to tell us what innovation looks like to them, through their eyes, and why it matters.

We invite you to hear a few of the many responses we received. These are the voices of the people who bring innovation to life.



HOW YOU HELPED

\$620,000

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



\$325,000

raised at the annual gala to support May programs and services



GREATER INDEPENDENCE THROUGH INNOVATION

Jose was born with severe swelling of his brain, along with heart and lung issues. His mother was told his chance of long-term survival was low. As he grew, he couldn't speak and had very limited communication abilities. At 24, he had never communicated beyond vocalizations or pointing.

We met Jose and assessed him for a communication device, and programmed it in Spanish. Jose's mom shares more about him and his story.



DR. MARK HAUSER, PRESIDENT'S AWARD RECIPIENT

Dr. Hauser is an exceptional psychiatrist who has made significant contributions in the field of psychiatry, particularly around the care and treatment of individuals with intellectual and developmental disabilities.

We were proud to honor him at our annual gala for his innovative work over the decades at May Institute. View our tribute to Dr. Hauser.



MAY HIGHLIGHTS



Thousands worldwide benefited from our *Pathways for Parents* autism webinars.



Attendees from our day and residential programs enjoyed an Oscar-themed dance party.



Twenty-one employees graduated from May's Journey to an aMAYzing Manager program.

OUR CIRCLE OF FRIENDS

Thank you for making a difference in the lives of the children, adolescents, and adults in our care. We're grateful you're part of our community.

May Institute recognizes the individuals, corporations, foundations, and community partners whose generosity ensures that autistic individuals and others with 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 2024 (July 1, 2023 — June 30, 2024).

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.

Purple Italic [Chatham Society and Sustainers Circle Member]

* [Deceased]

GUARDIANS CIRCLE

\$25,000 – \$49,999

Aetna
Eastern Bank Charitable Foundation
Nancy M. and Michael M. Sargent

ADVOCATES CIRCLE

\$15,000 – \$24,999

Amplified Insurance Partners
| A Telamon Company
Cummings Foundation, Inc.
**In memory of Anthony Gargiulo*
The Gold Family

PROVIDERS CIRCLE

\$10,000 – \$14,999

Beth Israel Deaconess - Milton
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H. L. Holdings LLC
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Cathy and William Kennedy
Max Cares Foundation
Amy S. and Michael D. Ravitz
Joan Solotar

CIRCLE OF INDEPENDENCE

\$5,000 – \$9,999

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Jane and Joseph Parrish
Gerry and Roger Racine
Vanaja Ravi and Kaushik Narayan
Janet Casey and Neal Todrys
Xerox - XBS Northeast/Image Technology Specialist
Kathleen T. and Stephen S. Young

CIRCLE OF DIGNITY

\$3,000 – \$4,999

Anonymous
Anonymous
Leanne Augusta
Julie P. and Christopher B. Barker
Charles E. Brandstater

Brian Charon
Carol L. and John S. DeBlois
Lee Ann and Peter Fatalo
The Fund for Autistic Children
Joan Goldberg and Thomas Malone
Lochinvar
Massachusetts Charitable Mechanic Association
Ikechukwu Okonkwo
Dr. Paul and Janet Pawlowski
David Piesco-Putnam
Eileen G. Pollack and Margo Plotzke
Dr. Robert Putnam and Ms. Nancy Piesco
N Tyson and Tim Smith-Ray
Robert and Trina Sturm
Gideon Sughrue
Greg M. Susco
Linh N. and Michael W. Taylor

CIRCLE OF RESPECT

\$2,000 – \$2,999

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Harry Bedigan
Debra and Brian Blair
Blue Cross Blue Shield of Massachusetts
CBIZ & MHM
Childscapes
CM General Services
Colliers International
Crum & Forster
F. W. Webb Company
Peter S. Farrell
Fluid Industrial Associates, Inc.

Ellen M. and Craig B. Hollis
J M Service Company
Jackson Lewis P.C.
Max Hospitality
Morley Associates, Inc.
Motorlease Corporation
NEI General Contracting
Judy Pagliuca
Rheem Water Heating
William Rieders and Donna Ritchie
Lauren C. Solotar and David Gansler
Diane E. and John P. Sullivan
Richard M. and Lisa Wichmann
Q. Sophie Yang

CIRCLE OF HOPE

\$1,000 – \$1,999

Abington Bank
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Anonymous
Anonymous
Aurora Communications, LLC
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Chubb & Son
Juanita Class
Dr. Liz Keating-Cohen and Dr. Martin Cohen
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Susan Devlin
Electro - Methods, Inc
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Dana T. and Melody Graves
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Mark and Andrea Hauser
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 Hotel Commonwealth
 Chau M. Huynh and Philip Nguyen
 Idr Construction, Inc
John M. Iredale
 Shannon James
 Stephen B. and Lisa L. F. James
 Pamela J. Libby
Michael M. May, Ph.D.
 Melrose Cooperative Bank Foundation
 Rosemary Missick
 Mitsubishi Electric Heating and Air Conditioning
 Montilio's Baking Company
 Mitchell Mooney
 Mount Holly Properties LLC
 Murphy & Riley, P.C.
 Murtha Cullina, LLP - Attorneys at Law
Nancy Nager
Pamela M. and Robert J. Nation
 Mary Ellen Neylon and Charles T. O'Neill
 On-Site Psychiatric Svcs.
Becky O'Toole
 Perfect Strangers
 Premier Office Furniture
Karen and Dr. Don Ricciato
Matthew and Cynthia Riley
 Risk Strategies Company
 S. G. Torrice Co
 Andy Shulman
 Maureen and Thomas K. Sullivan
 Dawn and James Tallaksen
Michael Tobin
 Troupe Waste & Recycling
Dr. Ann D. Kailath and Professor George C. Vergheze
 WEI
Linda and Stephen Wigren
 WORK Inc.

CIRCLE OF INNOVATION
\$500 - \$999

Iliana and Thomas J. Adams
 Agawam Specials, LTD
 Ameriprise Financial
 Anonymous
 Anonymous
 Anonymous
 Anonymous
 Donna and Erik Arvidson
 Bayonet & Black Horse
 Bob's Discount Furniture Charitable Foundation
Julia Burgess
 C&S Wholesale Grocers
 Brian and Cindy Carbone
 Rachel and Liviu Chimberg
 Dana Christensen
 Lisa Cleary
 Cox Engineering
Courtney and Sean De Lacy
 Lidia Deoliveira
Todd J. Drager
 Corinne Frazer
 Barbara and Edward R. Gargiulo
 George Washington Toma TV & Appliance
 Judith and Donald Gold
 Hotel Vermont
Michael A. Interbartolo, Jr.
 Donna M. and John F. Keaney
 Julie and Tom Keeney
Le and Michael Lindsay
 M J Norton Security Inc
 Kjeld Mahoney
Stephen R. Mahoney
Mary Lou Maloney and William Allan
 Rob and Lisa Matthews
 Mirbeau Inn & Spa
 Paula J. Morgan
Jill H. and Ronald E. Murphy
 Csilla and Derek Pickering
 Allie Rader



Neil Radford
Jean M. and Zoel A. Roy
 Samoset Resort on the Ocean
Julie Sheehan
 Nancy Sherman
 Emily K. Goodman-Simeone and Paul Simeone
 Janna L. and Craig Snyder
 Gavin D. Solotar
Kevin L. Sullivan
 System4 Of Boston/NECCS, Inc.
 Ian Teesdale
 The Press Hotel
 Sheridan S. and James S. Thomas
 Deanna Tocco
 Topnotch Resort
 Total Wine & More
 Sujayalakshmi Vikram and Vikram Kannan
 Carolyn Virgilio
 Tyler Wentworth
A. Doris Wigren
 Toni Wolfman
Jennifer and Troy Zarcone

CIRCLE OF PROMISE
\$250 - \$499

A&A Balloon Rides, LLC
 Anonymous
 Anonymous
 Anonymous
Anonymous
 Arbella Insurance Foundation
 Yessica Arias
 Melissa Arouca
Sheila Ashe
 Bayside Resort
 Heather Bombard
 Boston Crawling, LLC
 Braga Photography
John M. Buckley
 Cape Cod Foundation
 James Cassetta
 Citizens Opera House
 Ellen R. Cohen
 Connection
Tracy Davis
 Maggie Duffy
 Elite Envelope & Graphics Inc
 Essex Steam Train & Riverboat

Stephen Gossman
Ryan Grady
Judy Graham-Garcia
Norma J. and Earnest J. Grasse
Greater Boston Stage Company
Amy Grespan
Roseann Russell and Robert J. Griffin
Kathy Guertin
Gustazo Cuban Kitchen & Bar
Doris E. Hardy-Dow
Howard Heilweil
Leslie Hess
Caroline Holland
Catherine and Joseph Holland
David J. Holland
Rebecca Holland
Holly Ridge Golf Club
Home Depot - Avon
Home Depot - Bridgewater
Tina Hoosier
Huntington Theatre Company
Tracy Hutchinson
Improv Asylum
Inn by the Sea - Seaglass Restaurant
InterContinental New York Times Square
Nicholas Jackowski
Andrew Kalinowski
Beatrice Kamau
Esther Kamau
Jedidah Kangethe
Kappy's Fine Wine & Spirits
Jonason Keeton
Gladys E. Kiley
Doris Kim and Stephen Koelbel
Patricia Ladew
Lake Compounce
Michael Lawler
Jeannine LeBlanc
Dr. Lawrence E. Lifson
Laurel A. and Terence E. Link
Rosane G. Lobato and Robert Spada
George and Debbie Long
Kathryn and James Lucas
Jessica Luna and Nilson Ramirez
Alicia Lustre and Efrain Plascencia
The Lyric Stage Company of Boston
Nancy and Ed Malley
Nancy and Dennis Maloney
Katherine McCollum

Barbara McDonald
Catherine M. and James F. McKay
Jan Mercier
Patricia Moesinger
Elaine and Alan Montgomery
David Montovani
Lori Montovani
Marissa and Dan Mooney
Sue and John Moorhead
Deanna Moran
Maureen L. Mullare
Bob Mullin
Susan L. Neville
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Thu-Lan T. Nguyen
John Nicol
North Elm Butcher Block
North Shore Music Theatre
Tom O'Brien
Ocean Prime Restaurants
Ms. Beth O'Connor and Reverend Anne E. Gardner
Liz O'Dair
Meredith O'Hayre-McCarthy
Jenna Owens
Pacific Edge
Spence Papke
Lana Parent
Julie Parks
Vincent J. Patalano II, MD
Julie Pennellatore
John Petersen
Angela Phillips
PiNZ Entertainment Group, LLC
Anna Preble
Randolph Cafe
Elizabeth Rinkus
Frank Rizzotti and Mallory Sohl
Roche Bros. Supermarkets

Rock Spot Climbing
Salem Witch Museum
Regina Salvucci
Jonathan Sandgarten
Santa Cruz Beach Boardwalk
Santa Cruz Cinema
Matthew Schultz
Peter R. and Cheryl L. Scozzari
Emily Sedgwick
Georgina and Brent Segal
Debra and Gary Sexton
Jonathan Shank
Shaw's Supermarket - Randolph
Richard Simon
Beth and Michael Sketch
Cindy and Martin Sketch
Peter Sketch
Susan J. and Steve P. Skotzke
Aurora G. and Douglas S. Smellie
Mary Lou and Thomas J. Solomon
Springfield Museum
Anand Srinivasa
Lisa A. and Thomas J. Stanton
Yiji Starr
Sarah Stoner
Betty and Tom Story
Daniel J. Sullivan
Tee Taggart and Jack Turner
Take Charge Nutrition
Teddy Bear Pools
Reuel Teesdale
Tekscan, Inc.
Cheryl A. and Scott F. Tempel
The Beth Kitchen & Bar
The Charles Hotel
The Inner Stillness
The Mooring
The Music Circus
Susan Thomas

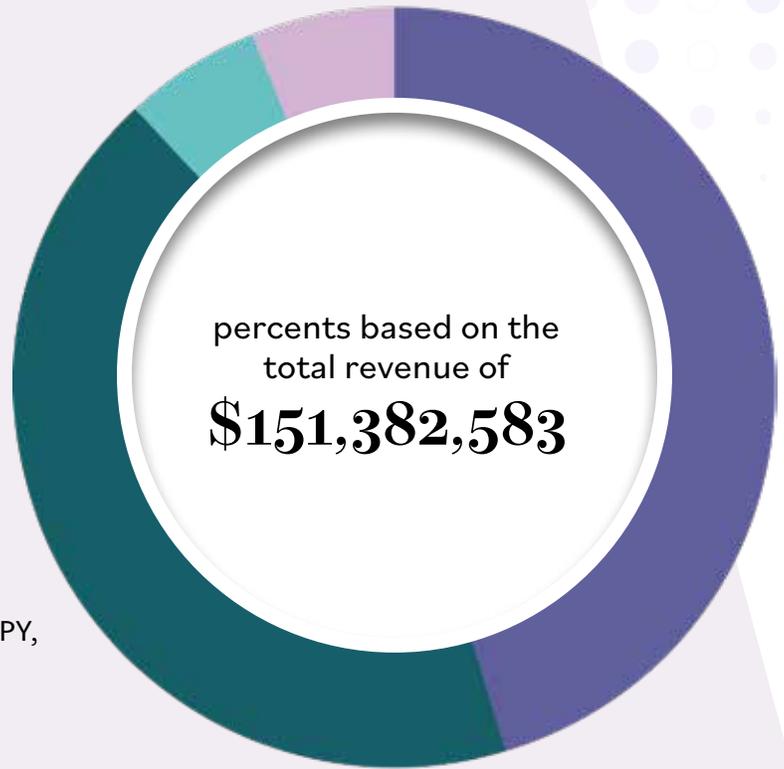
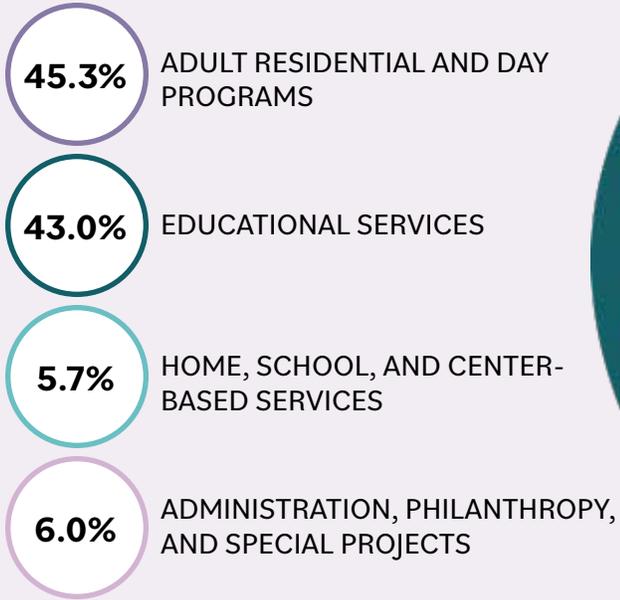
Karen Schwartz and Jay Thornton
Patrick Tommins
Trident Galley & Raw Bar
Joanne and Edward Tusi
Kathy and William Vranos
John Wadlington
Sarah Weddle
Westfield Gas & Electric
Kimberly Wheeler
Nancy L. and W. Thomas Whiteley
Jennifer M. and Craig G. Whitney
Anne Wilcox
Ann Williams
Leigh and Andrew Wilmarth
Carol and Donley Winger
Todd and Michele Wise
Manyun Xie
XTreme Paintball

*We had finally found a place that welcomed our son...
This was one of the best things that ever happened to
our family! May Institute never once turned away from
us. Over the years, we have received so much support
from this great organization and its staff.*

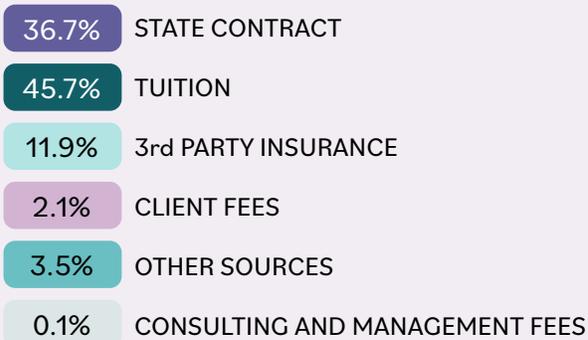
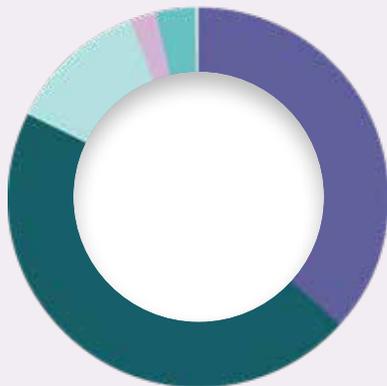
FATHER OF MAY CENTER SCHOOL STUDENT

FINANCIALS

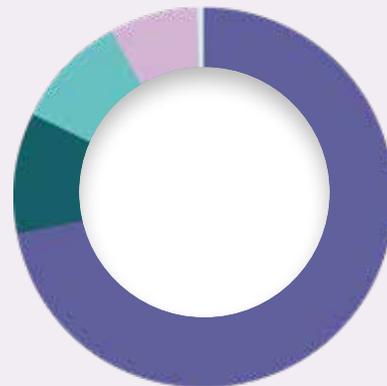
REVENUE BY SERVICE



REVENUE SOURCES



EXPENDITURES



STATEMENT OF FINANCIAL POSITION

June 30, 2024

June 30, 2023

ASSETS

| | | |
|--|-----------------------|-----------------------|
| Cash | \$ 12,993,154 | \$ 14,492,827 |
| Custodial and Escrow | \$ 761,164 | \$ 924,324 |
| Investments | \$ 15,010,892 | \$ 13,048,178 |
| Board Designated Funds | \$ 1,316,583 | \$ 1,159,443 |
| Deposits and Prepaids | \$ 915,215 | \$ 947,444 |
| Net Accounts Receivable | \$ 15,464,755 | \$ 11,628,548 |
| Other | \$ 25,275,140 | \$ 23,714,732 |
| TOTAL CURRENT AND OTHER ASSETS | \$ 71,736,903 | \$ 65,915,496 |
| NET PROPERTY, PLANT AND EQUIPMENT | \$ 38,870,110 | \$ 38,328,869 |
| TOTAL ASSETS | \$ 110,607,013 | \$ 104,244,365 |

LIABILITIES

| | | |
|---|-----------------------|-----------------------|
| CURRENT LIABILITIES | \$ 16,705,491 | \$ 17,014,671 |
| LONG TERM LIABILITIES | \$ 47,001,987 | \$ 45,875,944 |
| OTHER LIABILITIES | \$ 3,642,851 | \$ 3,031,196 |
| NET ASSETS | \$ 43,256,684 | \$ 38,322,554 |
| TOTAL LIABILITIES AND NET ASSETS | \$ 110,607,013 | \$ 104,244,365 |

FINANCIAL SUMMARY

June 30, 2024

June 30, 2023

REVENUE SOURCES

| | | |
|--------------------------------|-----------------------|-----------------------|
| STATE CONTRACT | \$ 57,358,277 | \$ 64,091,862 |
| TUITION | \$ 71,471,513 | \$ 60,002,849 |
| THIRD PARTY INSURANCE | \$ 18,650,998 | \$ 15,618,007 |
| CONSULTING AND MANAGEMENT FEES | \$ 86,875 | \$ 84,339 |
| CLIENT FEES | \$ 3,271,247 | \$ 3,427,868 |
| OTHER SOURCES | \$ 5,477,803 | \$ 5,937,460 |
| TOTAL | \$ 156,316,713 | \$ 149,162,385 |

EXPENDITURES

| | | |
|--------------------------|-----------------------|-----------------------|
| PROGRAM PERSONNEL | \$ 109,285,283 | \$ 107,074,169 |
| PROGRAM FACILITIES | \$ 14,853,774 | \$ 13,691,915 |
| CORPORATE ADMINISTRATION | \$ 15,413,321 | \$ 14,467,038 |
| PHILANTHROPY | \$ 605,547 | \$ 542,517 |
| OTHER PROGRAM EXPENSES | \$ 11,224,658 | \$ 10,716,004 |
| TOTAL | \$ 151,382,583 | \$ 146,491,643 |

The May is an incredible community of educators, researchers, direct care staff, and administrators, all working in unison to understand every student in their school. They support student's growth and continue to raise the expectations for what each student can do.

MAY PARENTS

ABOUT MAY INSTITUTE

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

Founded 70 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 \$151 million, May Institute serves thousands of individuals and their families annually through more than 130 service locations. The organization is led by an exemplary executive leadership team and supported by a highly trained and motivated workforce of nearly 2,000 employees.

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