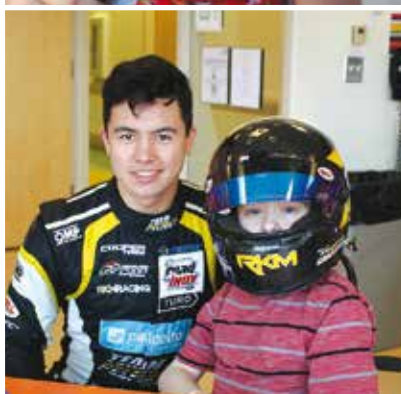




Transforming Lives

2017 Annual Report



Our Vision, Mission and Values



VISION

The vision of Children's Specialized Hospital and Foundation is a world where all children can reach their full potential.

MISSION

The mission of Children's Specialized Hospital Foundation is to inspire and secure philanthropic support for the hospital's mission to be the preeminent provider of specialized healthcare for infants, children and young adults.

All donations go directly to helping Children's Specialized Hospital pioneer new specialized pediatric care and serve more children in need.

VALUES

Our trustees, employees and volunteers will embody our values in every interaction with patients, their families, each other and all other stakeholders.

Compassion: We provide a loving, caring family-centered environment for the children, their families and each other. We advocate for children and their families.

Integrity: We are committed to organizational and financial accountability, transparency, respect for all and ethical practices.

Excellence: We will be the best at our work and provide the highest quality family-centered care to our children, constantly striving to improve.

Innovation: We go above and beyond the norm and will be creative in providing care and solving problems.

Teamwork and Collaboration: We seek to collaborate and partner in all that we do. We are a team where every person is needed to provide the quality care for which we are known. We work together and communicate effectively.

Fun: We will provide a positive and friendly environment.

*“Helping one person might not change
the whole world, but it could change
the whole world for one person.”*

- Unknown

DEAR FRIENDS,

Today more than ever, it is essential that we capitalize on the skills and knowledge of our clinical experts and innovators to transform the lives of our children, help them to meet challenges and seize the limitless opportunities of our world. We know that as we grow and evolve significantly through discovery and research, the impact is real and the results are life-changing.

In these pages, we bring you the stories that reflect our continued efforts to usher in new practices and technologies to address the continually rising demand of children facing special health care challenges, from chronic illness and complex physical disabilities like brain and spinal cord injuries, to developmental and behavioral issues like autism and mental health. Children like Christopher Lueras whose life was turned upside down when he developed Amplified Musculoskeletal Pain Syndrome. With the help of Dr. Bentley and the Chronic Pain Management Program, Christopher was able to get his life back and get back to doing the activities he loves.

2017 was a pivotal year for Children’s Specialized Hospital Foundation, a year of transformation and innovation. We successfully completed the first phase of our Transforming Lives Campaign raising over \$30 million in three years to support access to care, technology, research and diverse program initiatives. Through this campaign we expanded the reach of our Special Needs Primary Care, increasing the number of children treated. We funded new technologies including online scheduling and our new Patient Family Portal which gives families the ability to refill medications online. And, we extended our partnership with the Kessler Foundation for another three years, enabling our teams to continue important research investigating ways to improve mobility, cognition and educational outcomes in children with various challenges.

Thanks to continuous support of donors like you, through hours of volunteer service and leadership, as well as financial contributions, you have directly impacted Children’s Specialized Hospital, allowing us to expand our services, complete renovations and purchase new equipment, all helping us reach our shared goal of transforming the lives of the children we serve.

On behalf of our Board of Trustees, we thank you for the progress achieved in 2017. It is the unbridled passion of our supporters, leadership and staff that propels us on our mission to create a brighter future for all children to reach their full potential.

We hope you enjoy this report and feel inspired to share these stories of our collective achievements with your circle of family, friends and colleagues.

Thank you,



Philip Salerno, III

Philip Salerno, III
President and
Chief Development Officer



John T. Crisan

John Crisan, Esq.
Board Chair

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Transforming lives: our impact



\$9.3 million

Raised by Children's Specialized Hospital Foundation.



1st pediatric hospital in NJ to have a full-time therapy dog, Burton

Burton, a 24-month-old golden retriever, is now a full-time employee of Children's Specialized Hospital in New Brunswick.



Over 34,000 patients served

In 2017, Children's Specialized Hospital saw a record 11% increase in the number of patients treated. Additionally, we welcomed 13 new doctors and advance practice nurses to the team to support this growth, which also allowed us, in just two years, to help decrease the wait time by 40 days.



Celebrated our 10th anniversary

2017 marked the 10th anniversary of the opening of the PSE&G Children's Specialized Hospital in New Brunswick.





21,800
volunteer
hours served

From cuddling infants, providing before or after school support for children in residence, to assisting with recreational programming, this year 663 individual volunteers dedicated their time, talent and effort to caring for patients and families.



3 **Holiday**
radiothons
to raise
awareness and funds

The 2017 holiday season saw three successful Radiothons on behalf of Children's Specialized Hospital. 95.5 WPLJ-FM, 94.7 NASH-FM and 92.7 WOBM collectively raised over \$120,000 to support our kids with special health care needs.



1,564
unique community
engagement volunteers

Corporate, educational groups and local community volunteers help provide patient and family care by creating welcome and weekend bags, hosting meals and Family Fun Nights, creating cards for patients in our Long Term Care Center or decorating shadow boxes in our Hallway of Transformation.



Groundbreaking
telepsychiatry
services offered

Using telecommunication technology, telepsychiatry enables clinicians to provide psychiatric assessment and care remotely. Thanks to a grant by The Provident Bank, the innovative telepsychiatry initiative is helping families and clinicians revolutionize the way children receive essential medical services.

Transforming lives through discovery...

On the second day of 6th grade, New Mexico resident, Christopher Lueras was not feeling like himself. His family disregarded it thinking he was a typical middle schooler trying to get a day off from school, until he collapsed with shooting pains in his right side while filling his water bottle.

Rushed to the hospital and treated for gastrointestinal issues, Christopher's doctors assured the Lueras family he had severe constipation that would pass with medication and sent him home. But when he returned to the emergency room two days later, they had no idea what was ahead of them.

Christopher spent six weeks in the hospital undergoing test after test. Thirteen diagnoses later, they were no closer to uncovering what was going on inside of him, which now took control over his body and prohibited him from moving his right leg. His skin became so sensitive that he could not bear clothes, covers or being hugged by his own mother. The breeze that came through when the doctors opened his hospital door would send him into excruciating pain.

What could cause a happy, healthy, athletic young kid this much pain? Amplified Musculoskeletal Pain Syndrome (AMPS), a chronic pain condition in which the abnormal pain reflex constricts the blood vessels. This restricts blood flow and oxygen from the muscles, bones and skin resulting in an acid build-up that causes a child amplified pain. "Chronic pain syndromes are often misdiagnosed because though the child has pain and dysfunction, most of the medical tests come back normal," said Dr. Katherine Bentley, Director of the Chronic Pain Management Program at Children's Specialized.

Forced to miss school and extracurricular activities due to the pain of AMPS, Christopher spiraled into a depression. It became so bad that he created a fort out of cardboard boxes where he chose to live for two weeks straight just so that his family would not have to see him in pain. They tried acupuncture, medical hypnosis, physical therapy, water therapy, salt baths and more but nothing seemed to help. Over 275 unproductive therapy sessions later, Diane brought Christopher over 1,980 miles across the country to Children's Specialized Hospital in New Brunswick, New Jersey.

"I was honestly amazed. We accomplished more in the first few days at Children's Specialized than we had been able to in the 275 appointments back home," said Diane.

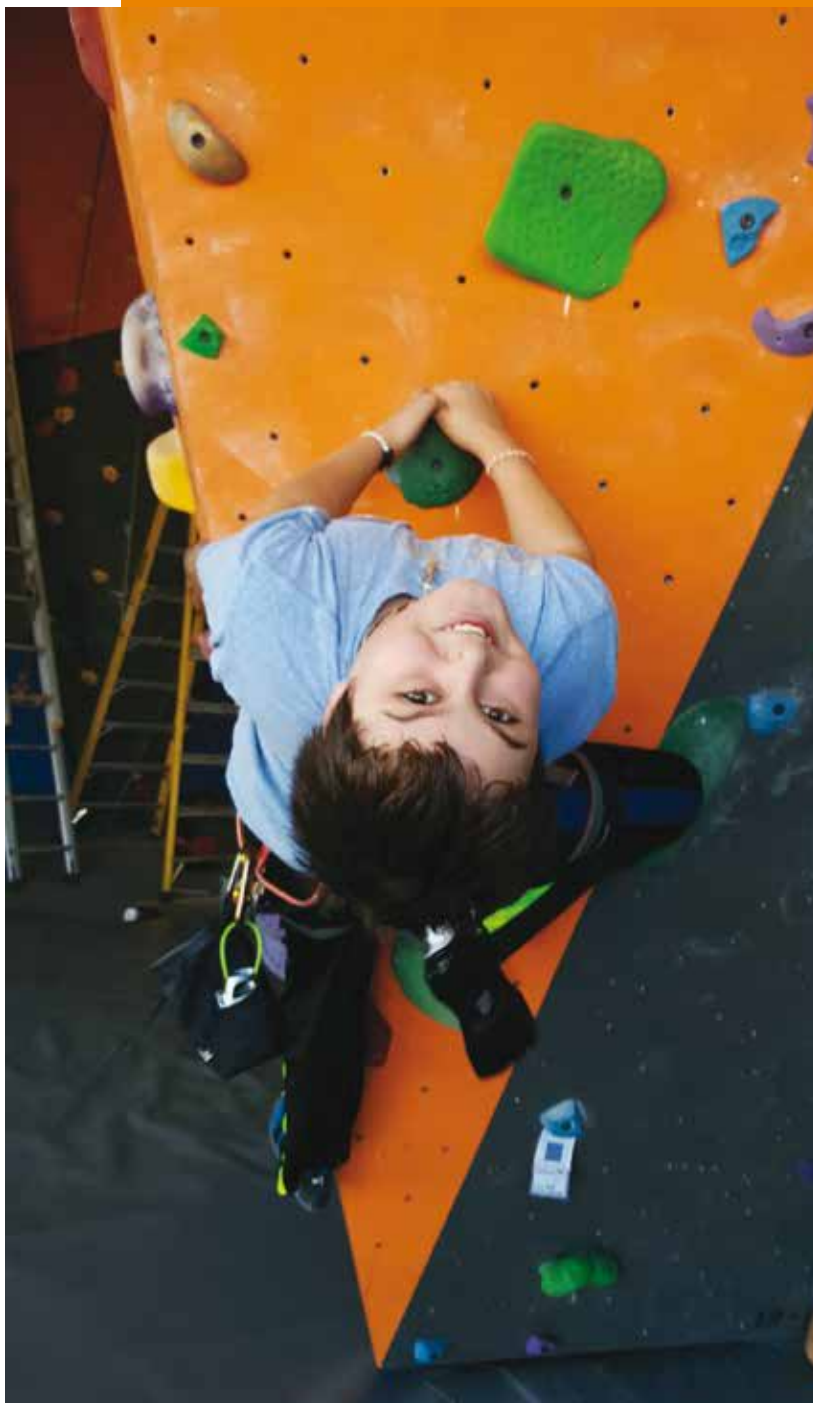
Christopher spent four weeks in the Chronic Pain Management Program at Children's Specialized. As one of the few inpatient pain programs in the country, this multidisciplinary approach for adolescents focuses on improving function and reintegrating the child back into their everyday life. Through occupational, physical, aquatic and psychological therapies, Chris worked eight hours a day, seven days a week to regain his strength. He came into the hospital confined to a wheelchair, and left walking. "Towards the end of his stay, we would get in trouble for running up and down the hall but I didn't care because I got my little brother back," said Christopher's sister Savannah.

With a toolkit of skills he learned at Children's Specialized Hospital, Christopher is now able to manage his flare-ups at home and is back to doing the things he loves like rock climbing and hiking. While on a three-day hiking trip with his friends, he began to experience some pain in his legs. "I immediately sat down, took some deep breaths and was back on the trail in a few minutes," remembers Christopher.

"I feel like I've gotten my life back completely. It's really just a miracle," says Christopher.

Thanks to your generous support...

Our evidence-based Chronic Illness and Chronic Pain Management Programs serve adolescents and young adults ages 11-21 years old by teaching strategies to manage pain and encourage functional activity. Our approach includes intense physical and occupational therapies, as well as integrated mental health intervention.



“ I feel like I’ve gotten my
life back completely.
It’s really just a miracle. ”

- Christopher Lueras, age 14
Amplified Musculoskeletal Pain Syndrome (AMPS)



Transforming lives through technology...

From PS4 to poker on your phone, classic board games to playing H-O-R-S-E in your driveway, Extra Life gamers unite across the world to play games in support of their local Children's Miracle Network Hospital. **Since its inception in 2008, Extra Life has raised more than \$40 million nationally for children facing devastating illness and/or injury.**

Children's Specialized Hospital, a local member of the Children's Miracle Network Hospitals, works with the New Jersey Extra Life Guild, a passionate group of gamers who are eager to make an impact for the kids. Brian Remite, President of the New Jersey Guild, works to strengthen the Extra Life community by finding new ways to grow the Extra Life movement, hosting fundraising events throughout the year, and participating in gaming industry events and conferences like New York Comic Con. In 2017, local Extra Life gamers participated in a 24-hour gaming marathon that helped raise a record-breaking \$177,000 in support of Children's Specialized Hospital.

Thanks to their generous gift, we were able to help transform the lives of our patients and clinicians at our Mountainside, New Jersey site through the launch of the Vocera Communication Platform, a voice system that promotes seamless, secure communication in real time.



Game-Changing Communication

The Vocera system revolutionizes the way our clinicians communicate. Day-in and day-out health care providers rely on the ability to communicate with one another in order to deliver the highest quality care to our patients. Vocera enables communication via a special badge that can be clipped to clothing or worn around the neck, leaving hands free. Messages are broadcast to either one person or the entire team by speaking into the microphone and informing the system to whom you want your message to go. The connection is instant and the communication clear—no more looking at phones or listening to the intercom. Clinicians can say a person's name or department and are instantly connected.

The impact of this technology is tremendous. When healthcare communication between members of the team breaks down, inefficiencies can arise that may adversely affect patient outcomes. Vocera unifies staff members who may not work side-by-side, or even in the same building, allowing them to discuss patient medical histories and treatment. Decreasing response time between health care providers leads to enhanced care coordination and patient safety.

In addition to being used at our New Brunswick site, Children's Specialized Hospital implemented Vocera in Mountainside this February. Not only are our clinicians enjoying the technology and its positive impact on our care, but other members of our staff—from our therapists to our environmental employees—are finding it very helpful as well.



Transforming lives through heroic service...

**Daring. Gallant. Steadfast.
Superhuman. Courageous.**

These are just a few words that can be used to describe the charisma and care of the dynamic duo—Fran and Nick Boccella. For more than 18 years, Fran and Nick have served Children's Specialized Hospital and Foundation as major donors and influential volunteers. Whether it has been in the role of trustee, golf outing committee member, or one of our most popular Long Term Care volunteers, the impact of their service and dedication is second to none.

Fran and Nick Boccella are not just volunteers and donors, they're family. And it wouldn't be a real family without a trip to the beach! Every year Fran and Nick bring the beach to the Long Term Care Unit in Mountainside, New Jersey, where they create a magical place for the children to experience a few of summer's favorite pastimes. From making sand castles, to decorating t-shirts, feeling seashells, or having the wind blow through their hair, the annual beach party is a celebration that transforms life for our most medically complex children.



Recently recognized as Distinguished Individual honorees at the Foundation's 30th Annual Umbrella Gala for their longstanding commitment to our hospital, Fran and Nick, like any good superheroes, deflected the accolades and requested we take the opportunity to recognize their heroes, the children who live in our Long Term Care Unit, and the staff who work tirelessly and selflessly to care for them.

Thanks to the generous gala contributions in tribute of Fran and Nick's service, Children's Specialized will be able to take infection prevention to the next level. Through the purchase of an important piece of equipment—the Hubscrub—our patients in Long Term Care, many of whom are too medically fragile to be cared for at home or in other community settings, will benefit from clean, sanitized equipment. The Hubscrub ensures that wheelchairs, walkers, car seats and more are meticulously cleaned to the Hospital's high standards in only six minutes using disinfectant and UV lights. This powerful piece of equipment will help safeguard the immune systems of our most vulnerable population.





Transforming lives through volunteerism...

Thanks to trained volunteers like Eddie DeStefanis (pictured above), children and teens with special health care needs can participate in age-appropriate activities through our Activity Connection programs at Children's Specialized Hospital. Programs include recreation, sports and social activities which are led by Children's Specialized's therapists, certified instructors, coaches and volunteers. The programs provide opportunities to make new friends, participate in physical activities and enjoy new experiences.

With your help, our Activity Connection programs saw a 46% increase in registration.

To meet growing demand, the program hired two new staff members to help coordinate activities and now offers adaptive aquatics in three sites, in addition to adding yoga and teen social programs to serve over 525 children and adolescents last year.

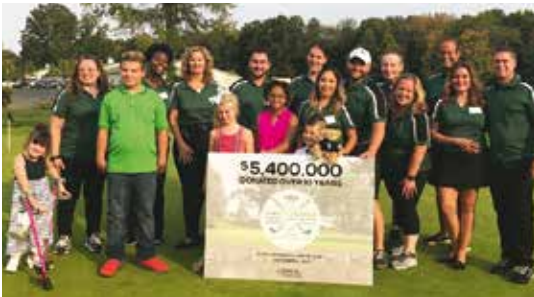
Eddie has donated a total of 1,725 hours of service over 12 years through programs such as adaptive aquatics, martial arts, Friday Night Fever and Teen Night. Dedication such as his has a transformative power on the lives, health and well-being of our children and families.

EVENTS & FUNDRAISING



11th Annual Walk n' Roll raises over \$200K for inpatient care cardiac monitors

Inclement weather did not hold back the over 1,800 patients, families, staff and community members who came out to help raise awareness and funds for children living with special healthcare needs.



Banner Year for L'Oréal's 10th Annual 'Fore the Children' Charity Event

More than 850 L'Oréal USA employees, suppliers and volunteers participated in this year's event raising a record \$775,000. Since 2008, the event has raised more than \$5.4 million in support of access to care and innovative technologies.



Celebrating Over 30 Years...

Children's Miracle Network Hospitals partners, Walmart and Sam's Club celebrated 30 years of support and, to date, over \$3 million raised for Children's Specialized Hospital. With the help of Sen. Kean, Assemb. Bramnick and local Walmart and Sam's Club associates, this year we opened our new waiting area for outpatient physiatry, treating patients with muscle, bone and nerve disorders.

YOU HAVE THE POWER TO TRANSFORM LIVES...

You don't have to be a "person of influence" to be influential. Sometimes a loving, well-intentioned minute from a busy but caring person can translate into a magnificent transformation for someone else. You have the power to make a direct impact—use it!

Define your transformational power in your own way. Sign-up to volunteer as a patient cuddler, or from your chair - write a check, give online, or include us in your estate planning.

Help us reach our vision of a world where ALL children can reach their full potential.



VOLUNTEER

Whether you're searching for a rewarding and special way to spend your time or looking for an opportunity to renew your commitment to children, we need you. Our patients, families and staff rely heavily on volunteer support to ensure the best possible care and experience. For more information on volunteer opportunities, both clinical and non, please contact Vivian Cappolla at volunteers@childrens-specialized.org.



DONATE

Take an active role that will impact thousands of children with special needs. Visit [Childrens-Specialized.org/Giving](https://www.childrens-specialized.org/Giving) to make a donation or remember us in your estate or retirement planning. Your support makes it possible for a child to receive the specialized health care he or she needs, and learn to walk, talk, eat and breathe independently—again, or for the first time. To learn more, contact Elena Herskowitz at eherskowitz@childrens-specialized.org.



BECOME A PARTNER

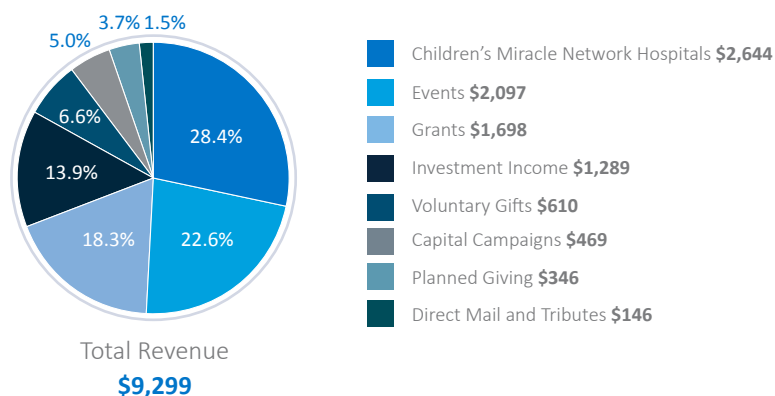
Our community engagement program provides a unique opportunity for your company, school or organization to get involved while giving back to the community. You and your team will see first-hand how your generosity makes a difference in the lives of our children and families. Ready to schedule your organization's volunteer day? Contact Sara Mapes at smapes@childrens-specialized.org.

Financials

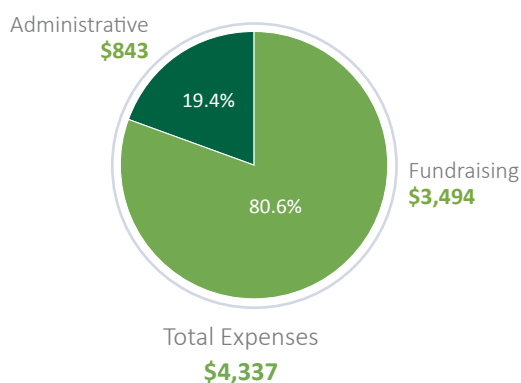
Year Ending December 31, 2017 (in thousands of dollars)

Foundation fundraising expenses incurred include special events though exclude marketing fees. Administrative expenses, not directly related to fundraising, include support staff salaries, benefits and other non-fundraising costs.

Foundation Revenue

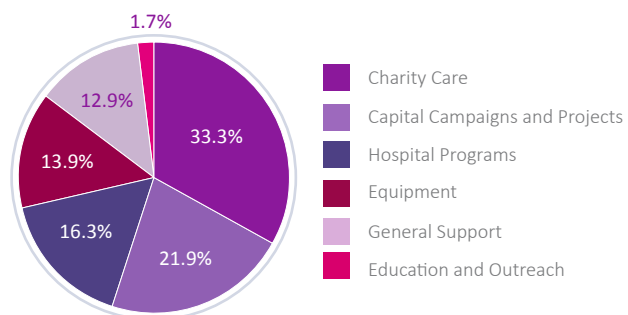


Foundation Expenses



How Gifts Were Designated

(rank highest to lowest)



Children's Specialized Hospital Foundation

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As of September 2017

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Nicholas A. Boccella

John P. Boyle III

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Anita J. Siegel, Esq.

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Leslie Logan Taylor

Alex Weil

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Alexander Giaquinto, Ph.D., *Chairman Emeritus Trustee*

Louis Parent, *Emeritus Trustee*

James Rutherford, *Chairman Emeritus*

Honorary Board Members

Frank Vuono

Joseph Lamendola, Ph.D.

Legal Counsel

Thomas C. Phelan, Esq., Phelan, Frantz & Peek, LLC

Children's Specialized Hospital Foundation

2017 SUPPORTERS

Whether you volunteer, make a monetary donation or offer expertise, you make a difference in the lives of the children and families we serve. **Thank You!**

* Donor from Children's Miracle Network Hospitals

VISIONARY

(\$500,000 and up)

Costco Wholesale Corp.*

L'Oréal USA

PSEG Corporation

BENEFACTOR

(\$250,000 - \$499,000)

Kohl's Department Stores, Inc.

PSEG Foundation

Walmart & Sam's Club, Inc.

LEADERSHIP

(\$100,000 - \$249,999)

Estate of Marian Andryszak

BASF Foundation

Extra Life Gaming Marathon*

Greater New York Toyota Dealers

IHOP Restaurants*

Leonard B. Kahn Foundation

Louise Washington Charitable Remainder

UniTrust

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RE/MAX, LLC*

Rite Aid Corp.*

The Marion and Norman Tanzman

Charitable Foundation

Wawa, Inc.*

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(\$50,000 - \$99,999)

Asif Khan & Shacknews*

Mr. and Mrs. Alan J. Blake

Nicholas J. and Anna K. Bouras

Foundation

Credit Union for Kids*

Dairy Queen Corp.*

NASH-FM 94.7 Miracle for the Kids

Radiothon*

Patrizia's of Red Bank*

Estate of Victor Quagliariello

The Willits Foundation

FOUNDER

(\$25,000 - \$49,999)

America's British Reliability Run

Mr. and Mrs. Nicholas A. Boccella

Burns & McDonnell Engineering Co.

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The Connell Finance Company

J. Fletcher Creamer & Son, Inc.

Eii, Inc.

Ferreira Construction Co., Inc.

Furino & Sons, Inc.

Grand Central Station, LLC*

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Dr. Heinz K. Hofmeister

The Hyde and Watson Foundation

Kean University Dance Marathon*

Kirkland Signature*

Matrix NAC

Michael Riesz & Co., Inc.

Northern Elite Gymnastics & Cheer*

Panda Restaurant Group, Inc.*

95.5 PLJ-FM Holiday Party for the

Kids Radiothon

RE/MAX LTD*

RE/MAX Our Town*

RE/MAX at Barnegat Bay*

Speedway*

Stevensthor - Stevens Institute of

Technology Dance Marathon*

Summit Area Public Foundation

Wakefern Food Corporation

CORNERSTONE

(\$10,000 - \$24,999)

92.7 WOBN Making Miracles

Radiothon*

Ace Hardware Corp.*

Albéa Beauty Solutions USA, LLC

Alex and Ani*

The Allergan Foundation

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Angelo Fiorito Trust

Assured / Plz Aeroscience

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CDW Corp.*

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New Jersey

Compass Group Golf Outing*

Crystal Claire Cosmetic, Inc.

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Deloitte Services, LP

Diamond Packaging

E.J. Grassmann Trust

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Credit Union*

Elizabeth Policemen's Benevolent
Association

enCourage Kids Foundation

NY*NJ*CT Chapter

Estate of Adelaide C. Kroeger

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Estate of Mr. Barclay F. Fox

Garden Savings Federal Credit Union*

General Mills*

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Greek Orthodox Ladies Philoptochos
Society, Inc.

Mr. Darrell Harms

Haugland Energy Group, LLC

Investors Bank

IPS

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Joy in Childhood Foundation

MANE USA

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McPhee Electric

Merck Employees Federal Credit Union*

Miracle Art Show*

Montclair Miracles – Montclair Dance
Marathon*

Mr. Eslam Negm*

Highlanderthon – NJIT's Dance
Marathon*

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OceanFirst Foundation

Packaging Corporation of America

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Rutgers University*

Philip J. Gordon Consultants, Inc.

Playball for Miracles*

C. Northrop and A. Marder Pond
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Southern Graphic Systems, Inc.
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 Stonebridge Womens Club*
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 Ms. Leslie Taylor
 The Torch Relay for Children's Miracle
 Network Hospitals*
 The Carian Group Corporation
 The Margaret and Peter Chang
 Foundation
 Union Foundation
 United Networks of America*
 The Lucy and Eleanor S. Upton Charitable
 Foundation
 Walker International Transportation, LLC
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 Blanche M. and George L. Watts
 Community Foundation
 Wipro Technologies

BUILDER (\$5,000 - \$9,999)

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 Aldridge Electric, Inc.
 Altran US Corp.
 American Legion Auxiliary – NJ*
 American Pile and Foundation, LLC
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 Applegate Farm Homemade
 Ice Cream, Inc.
 Asplundh Tree Expert Co.
 Badger Color
 Mr. Anthony Barbera*
 Mr. Vincent Baricaua*
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 Beauty Manufacturing Solutions Corp.
 Black & Veatch
 Bollore Logistics
 Breaker Electric, Inc.
 Bunting Family Fund
 Mrs. Judith E. Burgis
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 CCL Label
 Central Jersey Family Health Consortium
 Church & Dwight Co.
 Co/Efficient
 Cosmax USA
 Cosmax, Inc.
 Cosmetic Essence Innovations
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 CTK Cosmetics
 Dr. and Mrs. John A. DeFord
 DMI Personal Care
 Mr. and Mrs. Joseph J. Dobosh, Jr.
 E.J. Electric Installation Co.
 Elite Studio E*

EMD Performance Materials Corp
 Fanwood Plaza Partners
 FAREVA
 Mr. and Mrs. Terrence M. Farley
 Bruce and Melissa Fischer Family
 Foundation Trust
 Ms. Christiana Foglio
 Gannett Fleming Companies
 GCS-Zeller Plastik
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 Dr. and Mrs. Albert Gosen
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 Hackett Foundation
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 Hawkeye Elecnor, LLC
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 Rigging Co., Inc.
 J.W. Didado Electric
 Kiewit Power Constructors Company
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 Fund, Inc.
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 Jen and Warren Moore
 Mother Ball Golf Tournament
 Movement Mortgage, LLC*
 Multi Packaging Solutions
 Nelson Tree Service, Inc.
 New Jersey Manufacturers Insurance Co.
 Novella Plastics, Inc.
 The Okonite Company
 Oldcastle Precast, Inc.
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 PMA Consultants, LLC
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 The Possillico Foundation, Inc.
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 The QBE Foundation*
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 Ramathon - Ramapo Dance Marathon*
 RE/MAX Generations*
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 Vericon Construction Company
 Viseo Usa
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 Worldwide Holdings & Logistics, LLC
 Zampella Family Foundation

PILLAR (\$1,000 - \$4,999)

24 Seven, Inc.
 A.W. Faber-Castell Cosmetics GmbH
 A1-Label, Inc.
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 Alliance Shippers, Inc.
 Mr. and Mrs. Paul A. Altieri
 Amaray
 Amazon Smile Program
 Amcor
 Amici Club at the Fairways
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