Dear Friends,

This Annual Report represents much more than statistics and numbers on a page. This report represents thousands of lives forever transformed thanks to you. Whether it’s a child meeting her best friend at Pine Tree Camp or an adult finding his voice with customized assistive technology, you have changed lives.

There is no doubt that the past few months have been challenging. The COVID-19 pandemic has had a tremendous impact on our clients and our organization. Because of you, we have been able to nimbly respond and move quickly to adapt our services to continue to impact Maine people with disabilities during this time. Discovering abilities together. Today and every day, thanks to you.

Noel J. Sullivan
President & CEO, Pine Tree Society
2020 Budget

Pine Tree Society’s 2020 budget reflects a steadfast commitment to Maine children and adults with disabilities and their families. Full audited 2019 financials are available on our website, pinetreesociety.org/about-us/annual-report/.

Our 2020 budget combined with our 2019 financials demonstrate that we’re executing our mission in a transparent, accountable and efficient way. That commitment earned us a perfect score from Charity Navigator in recognition of our fiscal excellence.

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<th>Operating Revenues</th>
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<tr>
<td>Program Services</td>
<td>7,440,960</td>
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<td>Public Support</td>
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<td>Special Events</td>
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<td>Other</td>
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<td><strong>Total Operating Revenue:</strong></td>
<td>8,969,060</td>
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<tr>
<td>Investment Draw/ Surplus Carryover</td>
<td>664,090</td>
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<tr>
<td><strong>Total</strong></td>
<td>9,633,150</td>
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<table>
<thead>
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<th>Operating Expenses</th>
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<td>Program Services</td>
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<td>Fund Raising</td>
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<td>Management and General</td>
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Thriving. Confident. Role model.

That’s how her parents describe their five-year-old daughter Sadie. That wasn’t always the case.

“She had a tough time building empathy and relationships,” her mother, Heather, recalled. “She wasn’t able to express herself. She’s completely different now. Through the Early Learning Center, she’s learned the skills she needed.”

Sadie is now attending pre-kindergarten.

“Through the Early Learning Center, she’s learned to become a nurturer,” said her father, Mark. “Her pre-kindergarten teacher says she checks on all the other kids to be sure they are doing okay. She’s a role model to them for what they’re learning to do.”

The next step is kindergarten and Heather knows she’s ready.

“With the Early Learning Center, we feel like we have a group of experts who help us to understand why she struggles,” she said. “We know there are other people looking out for her and helping us so we can get her everything she needs and help her overcome her obstacles. It is nice to have people so dedicated to her positive outcomes.”

Pine Tree Camp helped Cooper become independent.

Cooper has attended Pine Tree Camp every summer since he was seven, starting with Camp Pine Cone, the camp’s day program.

“He feels free to express himself at Pine Tree Camp and he just loves every part of it,” said his mom Stacie. “It’s hard to explain how much it means to him. He talks about it all year long.”

When he started high school, his parents could tell he was ready to experience more new things on his own.

“When he first hit high school, it was a definite time when he became more and more independent,” Stacie recalled. “I know Pine Tree Camp is a huge part of why that happened for him.”

Cooper’s experiences at Pine Tree Camp have also helped Stacie step back and give him more independence at home.

“I’m really working on letting go of feeling worried if he’ll be okay without me,” said Stacie. “I know it’s what he needs.”
“When Brycen was a baby, he couldn’t communicate at all,” recalled his mother Lucie. Over time, she discovered Brycen had a conductive hearing loss. “So often, people think a child’s behavior means they’re not listening, and it’s not that at all. The child hears you but is not processing what you’re saying.”

Working with Pine Tree Society’s speech-language therapy team, Brycen and his family have all developed practical skills to help overcome communication obstacles.

“We work through and practice different situations,” said Shannon McFarland, his Speech-Language Pathologist. “We find a balance between his interests and what he’s doing at home and in his community and put together goals that help him in the bigger world.”

“Pine Tree Society’s speech and language therapy services have had a huge impact on our whole family,” Lucie continued. “It’s helped us to be able to understand a lot of the things he experiences and I’ve learned how I have to break things down for him and speak slowly and clearly. Presenting him with a choice can take a few tries and when I repeat the choices, I change how I say it, and that helps him comprehend.”

“It’s wonderful to have that kind of collaboration with families,” said Shannon. “You come to me with a problem and let’s see how it has relevance to language then we can figure it out and make a plan to help you communicate in a more productive way.”

“The happiest place on earth is not Disney World, it’s Pine Tree Camp.”

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**The Pine Tree Impact...**

- 25,785 hours of American Sign Language interpreting
- 1,402 hours of individualized Home and Community Support to children
- 53 children attended our Early Learning Center
- 5173 hours of speech language services
- 279 Case Management Clients
- 55,212 hours focused on social connections, building life skills and immersion in the community for adults
- 990 hearing evaluations