



# RCPA Registry





## 75 Years of Service

Chimes is a **social enterprise (501c3) that empowers Persons with Disabilities (PwD) to achieve their fullest potential.**

Over our **75 year history**, we've grown from humble beginnings in a **church basement** to become a vibrant family of organizations that together help the people we serve to choose their individualized path and define success for themselves. Today, **we employ over 3,500 people and offer more than 26,000 people across the mid-Atlantic region** a vast array of services educational, employment, vocational, residential, habilitative and behavioral health through a network of **national and international affiliates**

Headquartered in Baltimore Maryland we serve individuals in Maryland, Pennsylvania, Delaware, Virginia, New Jersey, North Carolina and Washington DC.

Chimes also has a charitable Foundation and operates a Delaware formed for profit corporation.



## VISION

Envision a world where people of differing abilities choose their own path to an enriched and empowered life.

## MISSION

The mission of Chimes is to foster a compassionate and inclusive community where individuals of differing abilities and behavioral health needs are supported and thrive. Chimes enables futures by providing holistic support, advocacy, and innovative solutions that enhance independence, well-being, and a sense of belonging.

## VALUES

CARING • EMPOWERED  
COLLABORATIVE • QUALITY • FUN



# Our History

We've grown over 75 years but our commitment to the people we serve remains the same.

**1947**  
Frances Bacon establishes Maryland's first school for children with intellectual disabilities in Baltimore's Church of the Redeemer. The school is named the "Chimes" for the sound of hope rung out by the church bells.

**1951**  
The School of the Chimes moves to a house in Mount Washington purchased by the families of the more than 70 students now enrolled in classes there.

**1960s**  
The Chimes Activity Center opens for post school-age adults, followed by the Chimes work training center.

**1970s**  
Curtis Hall opens as the first community-based residential facility for people with IDD in Maryland. The School of the Chimes becomes The Chimes, Inc., reflecting the expanded scope of its programs and activities.

**2000s**  
Holcomb Behavioral Health Systems joins The Chimes Family of Services. Chimes and Intervals dedicate a new \$4 million day habilitation facility.

**2012**  
The 8,000-squarefoot state-of-the-art Irv and Phyllis Levin Employment Center opens in Millsboro, Delaware.

**1980s**  
Chimes opens numerous apartments and group homes in the community. The number of Chimes residents nears 100 people. The Milford Mill Center opens to expand Chimes' vocational and clinical services.

**2019**  
Chimes serves more than 24,000 people with disabilities throughout the mid-Atlantic region.

**1990s**  
Chimes Israel, Chimes DC, and Chimes Metro Delaware open, providing a mix of residential, day, and supported employment services.

**2020**  
COVID-19-CARES Act Funded expansion of Delaware Day Program. Provider Relief funding secures residential and telehealth services.

**2023**  
Steve DaRe becomes Chimes President and CEO and embarks on a campaign of strategic growth.

## Services and Programs

### Behavioral Health

Holcomb Behavioral Health Systems provides a comprehensive range of services and supports for people with mental health, substance abuse, intellectual and developmental disabilities, and co-occurring disorders.

### Residential

Chimes offers an array of supported living options and staffing alternatives to enable individuals with IDD to live in homes and communities of their choice. Traditional residential options include agency operated single family homes and apartments for people who choose to live with roommates and may require 24 hour support.

### Day Programs

Chimes offers day support and volunteer options throughout the mid-Atlantic. Our day supports are provided in both facility and in the community and emphasize enrichment activities, skill acquisition and full community participation.

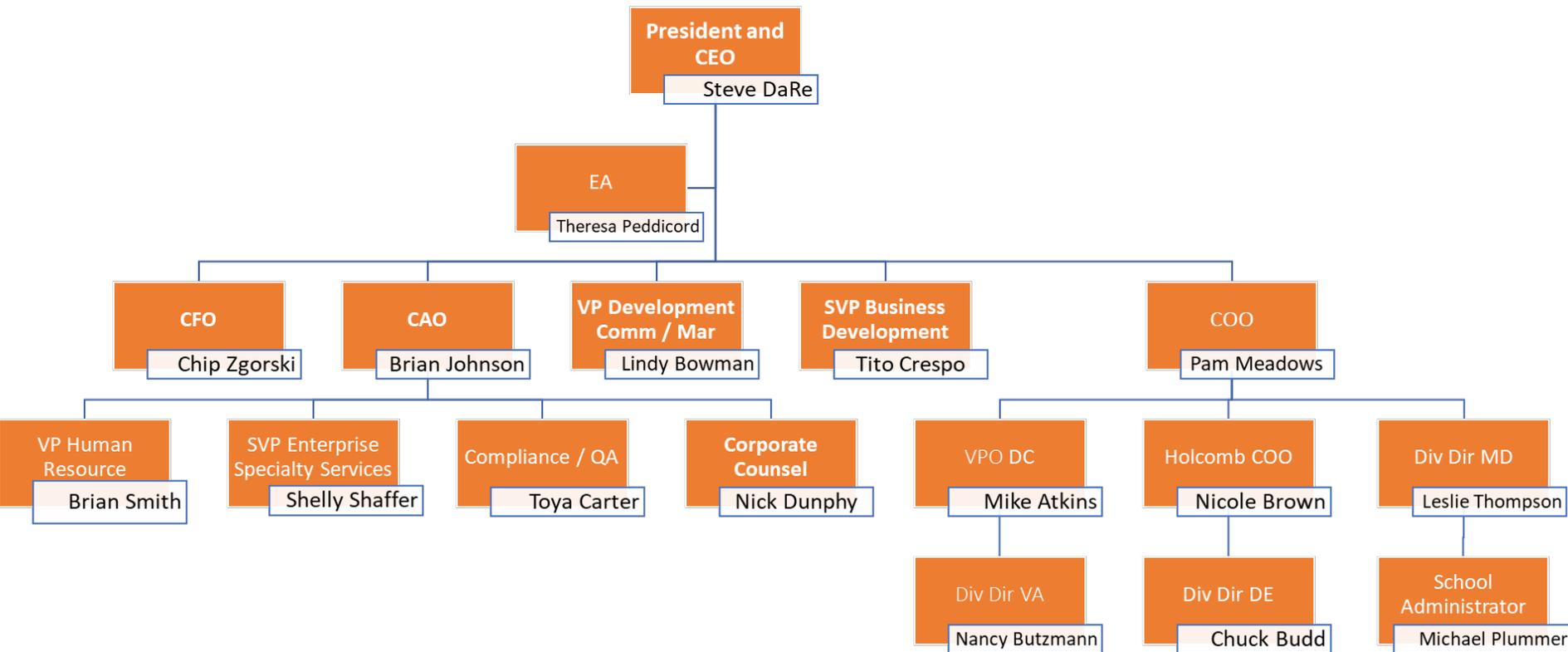
### Vocational Programs

Vocational program participants have access to work and careerbased assessments, training, and job placement opportunities geared to individual aptitudes and interests. Individuals engage in paid contract work within the facility or supported employment in the community with on-going staff support.

### Employment Services

Chimes provides training and employment for people with severe disabilities through the Ability One Maryland Works programs. Through multiple federal and state contracts, we employ over 1,400 people at sites in Maryland, Delaware, Pennsylvania, Virginia, North Carolina and the District of Columbia.

# Organizational Structure





**Individuals Served**  
26,000+



**Community & Residential  
Homes**  
113



**Crisis Contacts Handled**  
46,000+



**Total Team Members**  
3,500+

# Chimes Financial Overview

\$'s in thousands

|  | <u>FY 2020</u>   | <u>FY 2021</u>   | <u>FY 2022</u>   | <u>FY 2023</u>   | <u>FY 2024</u>   |
|--|------------------|------------------|------------------|------------------|------------------|
| <b>REVENUE</b>                         | <b>\$217,593</b> | <b>\$216,836</b> | <b>\$224,197</b> | <b>\$246,951</b> | <b>\$272,334</b> |
| <b>EXPENSES</b>                        |                  |                  |                  |                  |                  |
| Salary and Related Expenses            | 141,806          | 134,333          | 140,721          | 165,992          | 178,667          |
| Consulting and Administrative Expenses | 25,179           | 26,384           | 27,419           | 30,266           | 36,510           |
| Building and Rent Expenses             | 43,220           | 41,338           | 48,179           | 44,225           | 50,215           |
| Interest Expense                       | 1,622            | (133)            | (533)            | 102              | 527              |
| <b>Total Expenses</b>                  | <b>211,827</b>   | <b>201,922</b>   | <b>215,785</b>   | <b>240,585</b>   | <b>265,919</b>   |
| <b>Net Income</b>                      | <b>\$5,766</b>   | <b>\$14,914</b>  | <b>\$8,412</b>   | <b>\$6,366</b>   | <b>\$6,415</b>   |



# Chimes Financial Overview

Unaudited Consolidated Balance Sheet  
For the Period Ended June 30, 2024

\$'s thousands

|   | <u>Total</u>                 |
|---|------------------------------|
| <b>ASSETS:</b>                              |                              |
| CURRENT ASSETS                              |                              |
| Cash and Investments                        | 69,371                       |
| Other Current Assets                        | 27,160                       |
| <b>Total Current Assets</b>                 | <b>96,531</b>                |
| NON-CURRENT ASSETS                          |                              |
| <b>Total Non-Current Assets</b>             | <b><u>41,380</u></b>         |
| <b>TOTAL ASSETS</b>                         | <b><u><u>137,911</u></u></b> |
| <b>LIABILITIES AND FUND BALANCE:</b>        |                              |
| CURRENT LIABILITIES                         |                              |
| Accounts Payable                            | 7,160                        |
| Other Current Laibilities                   | 31,360                       |
| <b>Total Current Liabilities</b>            | <b>38,520</b>                |
| <b>Total Non-Current Liabilities</b>        | <b>18,353</b>                |
| FUND BALANCE:                               |                              |
| <b>Total Fund Balance</b>                   | <b><u>81,038</u></b>         |
| <b>TOTAL LIABILITIES &amp; FUND BALANCE</b> | <b><u><u>137,911</u></u></b> |

## Four Reasons to Partner with Chimes

**1**

**In Service Delivery, Size Matters**

**3**

**Decades of Successful Merger Experience**

**2**

**Diversified Multi -State Service Lines Offer Access and Expertise**

**4**

**Extensive Experience Navigating Federal and State Contracts**

## Four Reasons to Partner with Chimes

1

### In Service Delivery, Size Matters

Chimes serves more than 26,000 children, adolescents, and adults in six states, the District of Columbia, and Israel. **Size, stability, and reputation** allow reinvestment in technology, access to larger lines of credit of affiliations, service contracts, purchasing, work comp/benefits and other risk agreements on favorable terms.

Chimes has built a platform shared service organization that is scalable to support the complexity of multiple business lines and if required support additional programs.

## Four Reasons to Partner with Chimes

2

### Diversified Multi -State Service Lines Offer Access and Expertise

Through its three primary business lines—**mental health, substance use disorders, and IDD services**—and multi-state offerings, Chimes provides a wide range of programming including day habilitation, residential, educational, vocational, employment, and behavioral health services. The expertise to address differing regulatory and client expectations that come from differing state or federal requirements.

## Four Reasons to Partner with Chimes

3

### Decades of Successful Merger Experience

Beyond its significant organic growth, **Chimes leadership team has a combined 90 years of M&A expertise** including experience in rapid multi year development, exit strategic plans, and combined sell and buy transactions resulting in over \$1 Billion in shareholder value. Integrating culture and creating a combined entity designed for success on both sides of the transaction is our primary goal.

## Four Reasons to Partner with Chimes

4

### **Extensive Experience Navigating Federal and State Contracts**

Chimes has expertise in governmental relationships, managing federal, state, and local commercial contracts to provide custodial, janitorial, landscaping, logistics and other support services for our customers.

# Chimes Partnerships and Historical Affiliations

## Historical Affiliations:

*Chimes Holcomb* Pennsylvania Behavioral Health / SUD

*Chimes Metrol* Failing Delaware provider state recommended  
*Intervals*– Maryland complex day program

*Chimes Israel*/Financial Support of programs, now independent due  
to Federal Contracting requirements. Continued fund raising  
support.

## Partnerships:

*Lighthouse* Federal and State call center.

*United Way* Delaware partnership with 4H and Food Bank

*MSA*– Federal contract clearance resources

# Chimes Merger, Acquisition and Affiliation (MAA) Philosophy

We look at MAA as a **wiwin** arrangement between partner organizations. Important Considerations are:

- **Mission Alignment** – ensure the combination aligns mission, vision and values to best support the people we serve and their communities
- **Financial Stability** – through due diligence determine the path to ensure joint financial success
- **Cultural Fit** – evaluate the cultural compatibility to foster a cohesive and collaborative working environment
- **Stakeholder Impact** – Prioritize the needs and benefits for clients, employees and the broader community.

We consider flexible legal structures under a sole corporate member umbrella.

# Chimes MAA Focus Areas

## Geography:

Initial focus on Maryland, Pennsylvania, Delaware, Virginia, New Jersey, North Carolina and Washington DC. Secondary focus on the boarder states of Ohio, West Virginia, New York and South Carolina. We would evaluate opportunities in any state east of the Mississippi.

## Lines of Business:

- *Behavioral Health / SUD* with emphasis in expanding to other PA counties and organizations certified as ICWC/CCBHC. DE, MD and VA are secondary expansion areas.
- *Ability One / Source America NPA's*
- *IDD Residential*
- *Autism / BCBA Providers*