



LIVE | LEARN | WORK | PLAY



Easter Seals Serving DC | MD | VA
FISCAL YEAR 2016 ANNUAL REPORT





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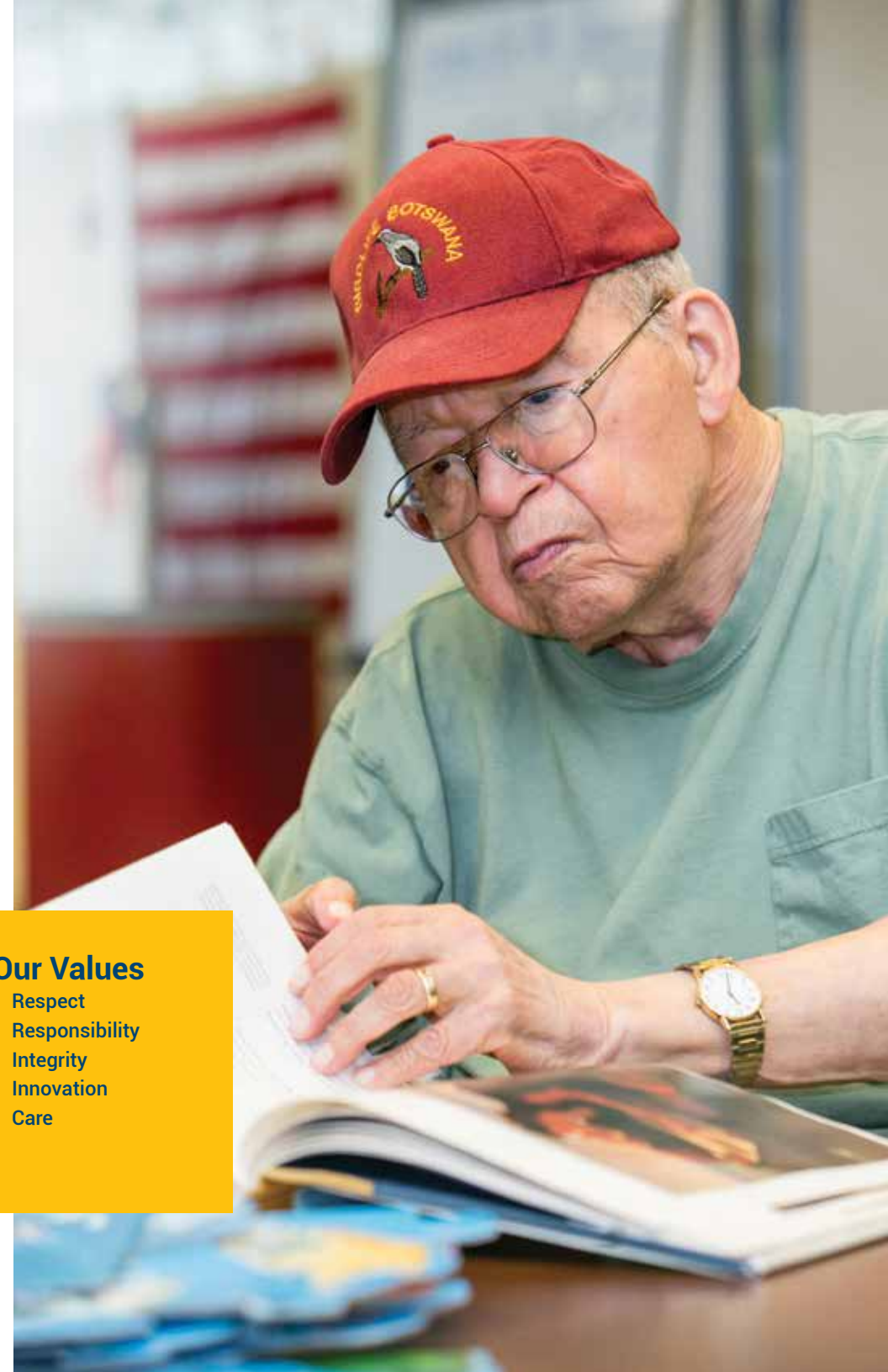
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Our Mission

We provide exceptional services to ensure that all people with disabilities or special needs, including veterans and military families, have equal opportunities to live, learn, work and play in their communities.

Our Vision

Easter Seals is the region's leading provider of intensive inter-generational human services that address the holistic and evolving needs of individuals and families to maximize their independence, inclusion and contributions to society.

Our Values

- Respect
- Responsibility
- Integrity
- Innovation
- Care

"I am of the opinion that my life belongs to the community, and as long as I live it is my privilege to do for it whatever I can."

— George Bernard Shaw

THANK YOU, JANIS SCHIFF!
Chairman of the Board

September 1, 2013–August 31, 2016

During the past three years, you have gracefully and skillfully steered Easter Seals through a period of great growth. During your tenure, we have reached significant milestones: the implementation of our strategic plan; the opening of two new, state-of-the-art centers; and the introduction of two powerful programs: The Veteran Staffing Network and our Early Learning Supports for Autism Program, to name a few. Through it all you have been a wonderful partner and true champion of Easter Seals. I thank you for all that you have done for me, for the Board, and for the individuals and families we serve.

—Lisa Reeves



Lisa Reeves



Janis Schiff

Dear Friends of Easter Seals Serving DC | MD | VA,

To achieve our vision as a leading non-profit organization that provides life changing services in our community, we partner with you, our friends and neighbors, and we want to recognize and thank you! We are so fortunate to have the support of so many, who help us financially and donate time and countless talents to support our staff and clients. We are delighted to present you with this report, so you can see how you have helped Easter Seals Serving DC|MD|VA ensure that all people with disabilities or special needs, and their families, have equal opportunities to live, learn, work and play in our community.

It is our pleasure and commitment to work together, with you, to lead this wonderful organization, and we are proud of all we have accomplished. At the end of this fiscal year, Janis' three-year term as Chairman of the Board came to an end, but we are pleased to share that she will remain a committed member of our Board of Directors, and, like you, will help us as we keep growing and innovating to make a difference for the individuals and families we serve throughout the region.

In the following pages you will read about some of our amazing volunteers—members of our shared community who spent time with the children and seniors we serve, helped us prepare for upcoming building renovations, donated books to one of our Child Development Centers, and helped us celebrate birthdays in one of our Adult and Senior Care Centers.

You will also read the remarkable story of Bob Simpson, who is one of many veterans on our staff, and serves as Vice President of Military & Veterans Operations. Bob was once homeless, and he has dedicated his life to helping his fellow veterans overcome the obstacles they may face after selflessly serving our country.

Together, we not only change the lives of the individuals and families we serve every day, we make our community stronger by helping children, adults and seniors, veterans and military personnel, caregivers and their families reach their full potential. On behalf of our Board of Directors, staff and clients, we thank you for your support.

Sincerely,

A handwritten signature in cursive script that reads "Lisa Reeves".

Lisa Reeves
President and CEO
Easter Seals Serving DC | MD | VA

A handwritten signature in cursive script that reads "Janis B. Schiff".

Janis Schiff
Chairman of the Board
Easter Seals Serving DC | MD | VA

Partner
Holland & Knight, LLP

VOLUNTEERS MAKE A DIFFERENCE FOR EASTER SEALS AND THE INDIVIDUALS AND FAMILIES WE SERVE

We thank the many volunteers who were generous with their time this year. They helped us improve our buildings and brought joy to our staff and clients. Together, we make our community stronger.



Comcast Cares

Comcast employees spent their annual Comcast Cares day of philanthropy at our Harry and Jeanette Weinberg Inter-Generational Center in Silver Spring, MD. Nearly fifteen volunteers worked hard to clean out our storage rooms and help us prepare for upcoming renovations to expand our Child Development Center and Veteran Staffing Network.



Enterprise Holdings

Employees volunteered at the Morris & Gwendolyn Cafritz Foundation Adult Day Services in The Harry and Jeanette Weinberg Inter-Generational Center in Silver Spring, MD and surprised our clients with a cake and balloons to celebrate all the birthdays of the month.

PROGRAM HIGHLIGHTS



The Carlyle Group

In July, volunteers from The Carlyle Group visited the Easter Seals Child Development Center of Northern Virginia. The volunteers and children enjoyed a fun-filled day of activities including painting and coloring exercises, free-play on the playground, learning time with flashcards, and some dramatic play in the classrooms.



Marriott

Employees volunteered with Easter Seals Inter-Generational program, helping our youngest and oldest participants plant flowers and vegetables.

WAYS TO GET INVOLVED

We welcome individuals and groups to volunteer at our centers. It's a wonderful way to support Easter Seals' programs and services, and help us strengthen the community. To learn more about our volunteer opportunities, contact volunteer@eseal.org

Respite Events

Our monthly respite events take place on Saturday mornings in Silver Spring, MD. Volunteers are trained and paired one-on-one with a child for a few hours of fun, while parents get a much-needed break.

Child Development Centers

Share your passion for learning by spending an hour reading, doing a STEM project or another activity with the children, or help our staff with special events like Pre-K graduation or a Valentine's Day party.

Adult and Senior Care Centers

Spend an hour leading a discussion on an interesting subject such as art history, world travels or military history; help us collect and share our clients' fascinating life stories; assist our staff with an activity or meal set-up and clean-up.

Veteran Employment and Military Family Support

Present on a topic of expertise such as resume writing and interview preparation, or mentor/coach a veteran or spouse.

LEADERS ARE READERS



As Founder and CEO of Transformation Systems Inc. (TSI), Dr. Marta Wilson has built her career on helping business leaders energize their organizations to work more efficiently and effectively. As an acclaimed author of several business books, she understands the power of reading to make stronger leaders. As an Easter Seals Serving DC | MD | VA Board Member, Marta knows how important it is to promote reading to young children who will be our future leaders.

In February, Marta and the TSI team visited the Easter Seals Child Development Center of Northern Virginia to share the message: Leaders are Readers. Children in two of the preschool classes enjoyed Marta's reading of *This Little President: A Presidential Primer* by Joan Holub. Each student received a coloring book and stickers about the Presidents, and TSI also donated 100 books to the center.

This event is just one of the many ways in which Marta volunteers and advocates for people with disabilities or special needs and their families. Her support of Easter Seals' programs and services helps us strengthen our community.



PROGRAM HIGHLIGHTS

CONGRESSMAN DON BEYER VISITS EASTER SEALS

On August 10th, Easter Seals welcomed Congressman Don Beyer, of Virginia's 8th District, to The Easter Seals Child Development of Northern Virginia. The Congressman toured the center and read a story to one of the toddler classrooms. The child development center serves up to 162 children, ages six weeks to kindergarten, including children with disabilities and special needs and children of Wounded Warriors in the Falls Church area.



Congressman Don Beyer discussed the importance of Easter Seals' critical programs in the community with Easter Seals representatives. Pictured left to right: Candi Wolff, Easter Seals Serving DC|MD|VA Board Member, Executive Vice President, Global Government Affairs of Citigroup Inc.; Congressman Don Beyer (VA 8th); Dynna Cabana, Center Director, Easter Seals Child Development of Northern Virginia; and L'Ornya Bowie, Easter Seals Serving DC|MD|VA Senior Director, Child Development Operations.



Congressman Don Beyer received a painting from the children to thank him for visiting their classrooms.

BEAT FOR A PURPOSE

Rafael Gerald, a graduate of the Easter Seals Harry and Jeanette Weinberg Child Development Center in Washington, DC, is now a professional drummer who is using his talent to support Easter Seals through his national drum show, BEAT For A Purpose.

Rafael was born prematurely and diagnosed with cerebral palsy. As a young child, he overcame many obstacles with the help of Easter Seals, and his story inspires children with disabilities and special needs. In addition to donating a portion of the proceeds from his shows to Easter Seals, he brings his drums to The Harry and Jeanette Weinberg Inter-Generational Center every month to play for the children and adults during an inter-generational activity.



PROGRAM HIGHLIGHTS

BRINGING VETERANS HOME



Bob in 1969 after basic training at Camp Pendleton.



Bob received the Meritorious Service Award from Baylee Crone, Executive Director, National Coalition for Homeless Veterans.

Bob Simpson understands the importance of a home. As a member of the U.S. Marine Corps for 24 years, he spent 1969-1970 in Vietnam as a machine gunner and rifleman (a "grunt" as he was known back in the day). When he returned from his deployment, he recalls that his reintegration took time, a lot of time. At one point, he was homeless. He struggled with post-traumatic stress. "I really came home—mentally and emotionally, as well as physically—in 1985," says Bob.

Bob recognized that processing the stress he and his peers in the military had lived through wasn't going to go away quickly and sometimes took five or even ten years. Yet there weren't programs in place to help veterans years after their deployments. "Too many of our brothers and sisters had the same experience," he says. He knew that assistance for veterans needed to be comprehensive, multi-faceted, and long term.

Bob retired from the military in 1993 and has dedicated himself to homeless veterans ever since. He worked two stints at the Vietnam Veterans of San Diego (now Veterans Village of San Diego), including serving as Executive Vice President and Chief Operating Officer.

In 2005, Bob moved to Maryland to be near his family. He spent seven years with Way Station Inc. in Frederick, Maryland, as the Director of Veterans Services. In 2011, he organized a Stand Down in Baltimore, attended by more than 250 veterans. Stand Downs are one to three-day events held around the country to provide health care, housing solutions, and many other supplies and services to homeless veterans. Bob had been involved with Stand Downs in San Diego from 1992 until 2005 and then spearheaded the Baltimore event, held in the War Memorial Plaza next to City Hall. He says proudly, "There were 78 vets who got sheltered that weekend."

It was in the following year that he met Easter Seals CEO Lisa Reeves who persuaded him to join the organization as Vice President of Military & Veterans Operations. Bob heads up three major employment grants funded by the Department of Labor: the Homeless Veterans Reintegration Program (HVRP); the Homeless Female Veterans and Veterans with Families (HFVWWF); and the Incarcerated Veterans Transition Program (IVTP).

As the supervisor of these programs, Bob knows that his job is helping Easter Seals clients for the long term. "It's more than getting them a paycheck," he explains. "We stay in contact for nine months after they get a job, talking with employers and providing ongoing case management and counseling." Bob says that it's not about the number of veterans getting jobs, it about the number of veterans keeping jobs.

His approach has led to significant success, resulting in jobs for more than 750 veterans. The Department of Labor views the programs as role models, as Easter Seals has reached its goals, contract objectives, and requirements.

Bob believes that the long-term approach is vital to making a difference. "You've got to win the trust of homeless vets," he says. "Our attitude is that we will go to any lengths to help you if you want to help yourself."

In recognition of Bob's achievements with the local veteran community, he was presented with the Meritorious Service Award from the National Coalition for Homeless Veterans (NCHV). The award was presented at NCHV's Annual Conference in Washington, D.C., in June 2016.

ADDRESSING THE COMPLEX NEEDS OF VETERANS

Some veterans need extra support and care when leaving the military. Easter Seals Veteran Staffing Network (VSN) goes above and beyond helping these veterans find not just jobs, but a stable community. The staff of veterans, who have themselves experienced the challenges of transitioning from military to civilian life, provide the guidance, counseling and training necessary to ensure long term success for the veterans they help.

The US Department of Labor has long recognized the VSN's ability to address the complex needs of our nation's veterans, and has partnered with Easter Seals to assist homeless veterans, female veterans, veterans with families, and incarcerated veterans with finding their path to long-term success. The VSN has a well-established network of community partners who collaborate to address the most severe and complex barriers to employment, and provide comprehensive support services to ensure long-term success. These include:

- Housing services
- Parole and probation departments
- Substance abuse treatment
- Sexual trauma therapy
- Education and training programs
- Post Traumatic Stress therapy
- Legal and financial services
- Mental health services
- Transportation services

This powerful ecosystem of support helps veterans and their families find and stay on a path of success.



The Veteran Staffing Network team conducts employment workshops and mock interviews to prepare veterans to secure long-term employment.



PROGRAM HIGHLIGHTS

EARLY LEARNING SUPPORT FOR AUTISM (ELSA)

The occurrence of Autism Spectrum Disorder (ASD) is rapidly rising throughout the United States. According to the Centers for Disease Control, the rate is now 1 in 68 children. Improved awareness and better diagnostic techniques are now allowing children to be diagnosed with ASD as early as 18 months of age.

ELSA is a program unique to Easter Seals, and serves as a model of intensive early intervention nationwide. It is the first fully inclusive, center-based program to serve children with Autism Spectrum Disorder as young as 18 months. By providing a center-based program, we help parents continue to work, which reduces family stress. ELSA will also help close the school preparedness gap between children with ASD and their typically developing peers, resulting in a reduced need for schools to provide special education services.

ACCORDING TO
THE CENTERS FOR
DISEASE CONTROL
AND PREVENTION, 1 IN
68 CHILDREN WILL BE
DIAGNOSED WITH AUTISM



Thiago's Story

Thiago is a three year-old boy who was diagnosed with Autism Spectrum Disorder when he was two years old. He is enrolled in Easter Seals Early Learning Supports for Autism (ELSA) Program and receives applied behavior analysis, as well as speech, occupational, and physical therapies.

Thiago's spoken language is limited, and he is unable to easily communicate with other children. Thiago's family, teachers and therapists were very excited to have him use a speech generating device as a way to increase his communication skills, but insurance only covered about half the cost, and the family was unable to cover the remaining costs.

Thanks to a generous technology grant from Comcast, Easter Seals purchased two speech generating devices to use with Thiago and other children who can benefit from assistive technology as part of their speech therapy. Thiago enjoys using the device and has already shown progress in requesting things on his own.

HONORARY BOARD OF DIRECTORS

Easter Seals is pleased to introduce our Honorary Board of Directors, which is comprised of business leaders, dignitaries and celebrities who are renowned for their leadership in making a difference for the children, adults and seniors, veterans and military personnel, caregivers and their families who turn to Easter Seals for help, hope and answers.

"We are thrilled to welcome these outstanding advocates and leaders to Easter Seals and work with them to achieve our mission of ensuring that all people with disabilities or special needs have equal opportunities to live, learn, work and play in their communities" said Lisa Reeves, President and CEO of Easter Seals Serving DC|MD|VA. "As members of our Honorary Board of Directors, their commitment will play a vital role in supporting our continuous growth in helping children, seniors, veterans and their families thrive throughout our region."



Steve Burnham, Safeway
Eastern Division President



The Honorable Elizabeth
Dole, Former United
States Senator (NC) and
Founder, Caring for Military
Families: The Elizabeth Dole
Foundation



Bobbie Kilberg, President
& CEO, Northern Virginia
Technology Council



Charles Mann, Philanthropist,
Motivational Speaker and
Three-Time Super Bowl
Champion



Deborah Mullen, Military
Family Advocate; Spouse,
Adm. Michael Mullen (Ret.),
17th Chairman of the Joint
Chiefs of Staff



Gary Sinise, Actor and
Activist



Judy Woodruff, Co-Ancor
and Managing Editor of the
PBS NewsHour with Gwen
Ifill and Judy Woodruff

M&T BANK BRIGHT STARS NIGHT AT THE CIRCUS

On March 30th, Easter Seals Serving DC | MD | VA hosted its 19th annual M&T Bank Bright Stars Night at the Circus at the Verizon Center in Washington, DC. Thousands of children and adults attended the event, and over \$325,000 was raised to support vital Easter Seals programs.

"Easter Seals empowers individuals and families to reach their fullest potential, regardless of the challenges and obstacles they may face. The generous sponsors of this event are supporting critical Easter Seals services all year round and making our region a great place for all ages and abilities to live, learn, work and play." said Cecilia Hodges, Market President, Central and Southern VA, M&T Bank; Easter Seals Serving DC | MD | VA Board Member; and M&T Bank Bright Stars Night at the Circus Committee Co-Chair.

Cecilia Hodges, Market President, Central and Southern Virginia, M&T Bank poses with the M&T Bank volunteers. M&T Bank not only sponsors the M&T Bank Bright Stars Night at the Circus, but brings a team of volunteers to ensure that every Easter Seals family has a fun-filled evening.



Thank you to our media sponsors:



We thank the committee members whose commitment helped make this event so successful.

BRIGHT STARS COMMITTEE

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Craig Ruppert, *Ruppert Companies*

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Cal Simmons, *Tiger21*

Chad Tyler & Joe Donegan, *Tyler Donegan Real Estate*

W. Glenn Yarborough, *WGY & Associates*

EASTER SEALS MAKES A DIFFERENCE FOR THE NILES FAMILY

"When my daughter says, 'I don't feel well,' it's not like she has a minor cold. It literally means we are on a path to head to the emergency room," said Cheryl Niles. Cheryl's daughter, Madeline, is only 10 years old, but the number of surgeries she has had over the years is higher than her age. Madeline suffers from a progressive, mitochondrial, metabolic disease that makes doing everyday tasks and activities extremely challenging for her.

Cheryl and her husband, Sean, are no strangers to change and challenging situations. Sean has been in the Navy for 19 years and he and his family have had numerous cross-country moves in the past several years. But when Maddie's condition worsened, it became a new and exhausting experience for the Niles family, and they were thankful to have a helping hand.

When Cheryl first learned about the Easter Seals Respite Program through the Exceptional Family Member Program (EFMP) at Marine Corps Base Quantico in Virginia, she really did not think her family needed help. "When I heard about Respite, I really thought we were doing okay," said Cheryl. "I just remember the Coordinator suggesting I look into the program now, because by the time I realized I needed help, it might be too late." This was a defining moment for Cheryl. She contacted Brooke Kaiser, Senior Director of Respite at Easter Seals, and six months later, Madeline was

receiving in-home respite care every week. Cheryl keeps a very full schedule for her family. Between doctor's appointments for Madeline, trips to the hospital, and home-schooling she constantly has her hands full, but in-home respite helps her maintain it all.

In addition to receiving in-home respite care, Madeline and her older sister, Lindsey also attend the monthly, weekend respite events. These monthly events, which range from carnivals, to petting zoos, to the M&T Bank Bright Stars Night at the Circus, are designed to give children like Madeline an opportunity to have a fun experience while their parents or caregivers have a little time off. The children are paired one-on-one with a trained volunteer, and really have an enjoyable time. "Easter Seals has changed our lives," said Cheryl. "You can't just have a babysitter when you have a child with so many needs, but because of Easter Seals, I can truly take comfort in knowing that we have someone who is qualified to take care of our daughter."

Madeline has been receiving respite care for two years, and in that time, she has developed an incredible sense of independence. "Now that she is getting older, she doesn't always want Mommy hovering over her," said Cheryl. "Because of our respite aide, she is able to attend a birthday party, or attend a church event with someone who is more of a 'friend' than an actual parent—she really needs her independence."



The Easter Seals Respite Program is making a difference for the Niles family. "It's all about what's going to make them smile," said Cheryl. **"We live for those special moments when they can just live and be a kid, and I am so grateful to Easter Seals for providing that."**

ADVOCACY AWARDS

On April 19th, Easter Seals celebrated Creating a Greater Community and presented Advocacy Awards to Northrop Grumman Corporation, Major General Carl McNair, Jr. (Ret.), General Mark A. Welsh III and Betty Welsh at its annual Advocacy Awards Dinner at the Walter E. Washington Convention Center in Washington, DC. The event generated over \$800,000 to support critical Easter Seals' programs throughout the region.



Academy Award nominee and Ambassador for Aviation, John Travolta, attended with his wife, actress Kelly Preston, and presented awards to Mrs. Betty Welsh and General Mark A. Welsh III.



The Honorable Elizabeth Dole is pictured with Advocacy Award Recipient Major General Carl H. McNair, Jr. (Ret.), Corporate Board of Advisors, CPS Professional Services, LLC.



Northrop Grumman Corporation was one of the Advocacy Award Recipients for the evening. The award was accepted by Dr. Chris Jones, Corporate Vice President and President, Northrop Grumman Technology Services. He is pictured with Rosalynn Carter, Former First Lady of the United States and Board President, Rosalynn Carter Institute for Caregiving; and Amy Caro, 2016 Advocacy Awards Chair and Vice President, Northrop Grumman.

Thank you to our media sponsor:



We thank the committee members whose hard work and dedication helped make the 2016 Advocacy Awards so successful for Easter Seals.

Chair

Amy Caro, *Northrop Grumman*

Honorary Chair

Deborah Mullen Spouse, *Adm. Michael Mullen (Ret.),
17th Chairman of the Joint Chiefs of Staff*

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EASTER SEALS SERVING DC | MD | VA DONOR ROLL CALL

The generous support of our donors helps Easter Seals provide help, hope and answers to people living with disabilities or special needs and their families. Together, we make our community stronger.

WAYS TO GIVE

There are a number of giving opportunities to support Easter Seals' critical programs and services across the region. We accept: checks, credit cards, wire transfers, and gifts of stock. We are also pleased to accept matching gifts as well as gifts in honor of, or in memory of, friends and family members.

Pledges for gifts may be paid over a period of time, or a monthly or annual giving plan can be established. To discuss giving options, please contact Patti Collins, VP of Development and Marketing, by calling 301-920-9713.

The following pages list the generous individuals, foundations and organizations which supported Easter Seals Serving DC | MD | VA during our fiscal year that ended August 31, 2016.

LEGACY SOCIETY

The Easter Seals Legacy Society recognizes the generosity of donors who have established planned gifts through their estates or by way of beneficiary designation. Investing in Easter Seals through legacy giving allows donors to maximize the financial benefits for themselves and their loved ones, while making a lasting impact on the communities we serve. To discuss planned giving, please contact Patti Collins, VP of Development and Marketing, 301-920-9713 or pcollins@eseal.org.

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REFLECTING INTERESTS AND MEETING NEEDS



Robin and Tom Portman

When Robin and Tom Portman first planned to make a significant gift to Easter Seals, they wanted to put their resources toward an area of great need and to make a great impact on the Washington, D.C. community. Easter Seals proposed that they create a scholarship for Little Warriors, the children of wounded warriors. In focusing on the children of veterans, the pledge perfectly reflected the careers and interests of both Robin and Tom.

Tom is a retired attorney and an Air Force veteran who has been an active supporter of veterans' affairs. Robin is an Easter Seals Board member who serves as Chair of the Governance Committee and was Chair of the 2015 Advocacy Awards. She enjoyed leading the Advocacy Awards, noting that "It brings visibility to companies who are walking the walk."

When it came time to decide about their gift, Robin and Tom seized the opportunity to create the scholarship. Robin's mother worked for many years as an educator of people with disabilities. During high school, Robin served as an intern for a few summers at the organization where her mother worked, Goodwill industries of Central Pennsylvania. There she helped individuals learn basic community-living skills and develop vocational-readiness skills.

Early in her career, Robin taught Special Education for four years. After a stint as a Navy intelligence analyst, she started at Booz Allen Hamilton and ended up staying for 22 years! As a leader in the Health business, an initial assignment

was to develop the firm's business for the Department of Veterans Affairs and the DoD's Military Health System. As Robin recalls, "That was where I first got up close and personal with veterans issues and wounded warriors."

Seeing the challenges that wounded warriors faced drew Robin to Easter Seals Serving DC|MD|VA and its important work and unique approach. "What I love about Easter Seals is that they provide a support network for the whole family," says Robin. She appreciates the comprehensive and holistic approach that Easter Seals provides. "From caregiver training to ensuring that children are taken care of and given opportunities, the focus is on the whole family. And I was blown away—the Veteran Staffing Network even supports the veterans' job training and placement!"

Recently retired from Booz Allen, Robin has taken on a new professional challenge as an adjunct professor at Georgetown University's School of Nursing and Health Studies. She will also direct their Strategic Innovations Group, with the ultimate goal of infusing new innovations into the health industry.

While her new role in academia differs from her roles in the corporate world and in the non-profit arena, there is an overlap. As Robin says, "My heart is in all things for people who haven't had the advantages that I have had. Easter Seals offers that 'hand-up' approach!"

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Capital One Awards \$1 Million Grant to Easter Seals Veteran Staffing Network

Easter Seals Veteran Staffing Network (VSN) will receive a \$1 million grant from Capital One, the program's Founding Social Impact Partner. The grant, part of Capital One's dedication to supporting veterans and military families, will be allocated in two \$500,000 increments over the next two years that will enable the VSN to provide comprehensive employment coaching and placement for thousands of veterans and their families and become a self-sustaining program by the end of 2017.

"America's veterans and military spouses have years of experience and training doing precisely the kind of work that companies are doing every day—working with state of the art technologies, solving logistical challenges, juggling multiple priorities, and meeting challenging and changing expectations," said John G. Finneran, Jr., General Counsel, Capital One. "The support and mentorship that Easter Seals provides through the Veteran Staffing Network is helping to fundamentally change the way businesses recruit, hire and retain veterans and military spouses within their organizations."

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Ralph A. Smith
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Harry M. Stern
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Easter Seals Thanks Safeway for Continued Support

On December 15, 2016 the Safeway Foundation presented Easter Seals with a check of \$175,552.03 to support military veterans and their families. In November, Easter Seals partnered with Safeway for a Veteran's Day checkstand campaign at local Safeway stores. Through this campaign, the community provided an outpouring of support for veterans and their families, and Easter Seals is extremely appreciative of the continued partnership and dedication from Safeway in providing vital services to the local community.

The Donor Roll Call includes contributions received from September 1, 2015 – August 31, 2016. Every effort has been made to ensure the accuracy of these listings; however, if an error has been made, please accept our apology and notify us at 301-920-9713.



Myrna M. Zelaya
Paul F. Zerkow
Stacey E. Ziba
Michael L. Zollner

TRIBUTE GIFTS

Easter Seals recognizes donors who make gifts in honor or in memory of others as Tribute Gifts.

Honorary Gifts

In Honor of Kelly Boyd
Johnson O'Hare Co., Inc.

In Honor of Steve Burnham
Johnson O'Hare Co., Inc.

In Honor of Ellen Drury
Lawrence R. Freedman

In Honor of Carl McNair
Thomas R. Devine

In Honor of Robin Portman
Amy LaCivita

In Honor of Janis and Philip Schiff's 35th Wedding Anniversary
Beverlee and Walter Schiff

In Honor of Janis B. Schiff
Neva L. Patty
Beverlee and Walter Schiff

In Honor of Safeway Eastern Division
Johnson O'Hare Co., Inc.

In Honor of Bernita B. Smith
Michael W. Smith

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In Memory of Jean Hannis
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Beryl Tretter

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In Memory of Joan Petrovich
Dianne P. Himler

In Memory of Barbara Yuhás
Nancy Comisso
Stephen B. Miller

Gifts In-Kind

Easter Seals recognizes gifts of goods or services as in-kind gifts.

Booz Allen Hamilton

Mary Lou Bryan

Befu Jacob

Joseph and Gracia Martore

Nancy Milburn

Stephen B. Miller

Barbara Prince

FISCAL YEAR 2016

Below is a summary of Easter Seals Serving DC|MD|VA unaudited financial statements for the fiscal year ending August 31, 2016.

BALANCE SHEET

Cash & Equivalents	\$ 1.2
Property & Equipment, Net	24.9
Total Assets	36.0
Debt	10.6
Net Assets	24.3

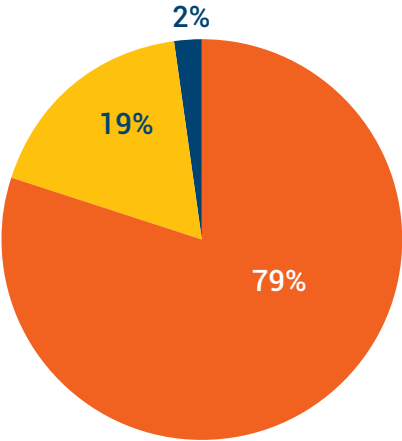
INCOME STATEMENT

Program Revenues	\$12.9
Scholarships	1.5
Net Program Revenue	11.4
Public Support	2.7
Investment Income	0.3
Operating Expenses	15.1

*Dollars in Millions

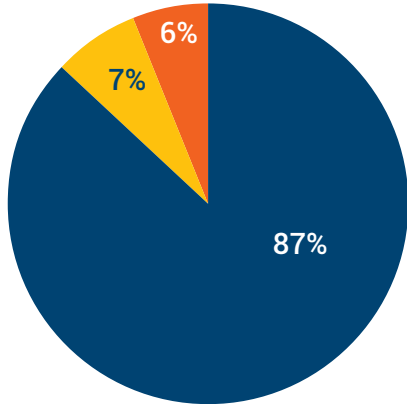


Easter Seals Serving DC | MD | VA operating funds come from three main funding sources: contributions, revenues from programs and contracts, and investment income and other sources. Total Easter Seals operating revenue, including investment income, for fiscal year 2016 was \$14.4 million. Easter Seals total expenses were \$15.1 million.



OPERATING REVENUE

- Program & Contract Revenue - \$11.4 million
- Public Support - \$2.7 million
- Investment Income - \$0.3 million



OPERATING EXPENSES

- Programs - \$13.1 million
- Fundraising - \$0.9 million
- Management & General - \$1.1 million



Serving
DC | MD | VA

1420 Spring Street
Silver Spring, MD 20910
eseal.org

REGIONAL HEADQUARTERS

**The Harry and Jeanette Weinberg
Inter-Generational Center**
1420 Spring Street
Silver Spring, MD 20910
301-588-8700

CHILD DEVELOPMENT CENTERS

**The Harry and Jeanette Weinberg
Child Development Center**
2800 13th Street, NW
Washington, DC 20009
202-387-4434

National Archives and Records Administration

(NARA) Child Development Center
8601 Adelphi Road
College Park, MD 20740
301-837-3515

Easter Seals Child Development Center

of Northern Virginia
300 Hunton Avenue
Falls Church, VA 22046
703-534-5353

The Safeway Inc. Child Development Center

**in The Harry and Jeanette Weinberg
Inter-Generational Center**
1420 Spring Street
Silver Spring, MD 20910
301-588-8708

ADULT DAY CENTERS

**The Edward N. and Della L. Thome Adult and Senior Care Center
on The Harry and Jeanette Weinberg Campus**
7138 Windsor Boulevard
Baltimore, MD 21244
410-277-0940

Easter Seals Adult Day Services

101 East Baltimore Street
Hagerstown, MD 21740
301-745-3828

The Morris & Gwendolyn Cafritz Foundation Adult Day Services

in The Harry and Jeanette Weinberg Inter-Generational Center
1420 Spring Street
Silver Spring, MD 20910
301-920-9765

VETERAN STAFFING NETWORK

1420 Spring Street
Silver Spring, MD 20910
1-855-VETS111