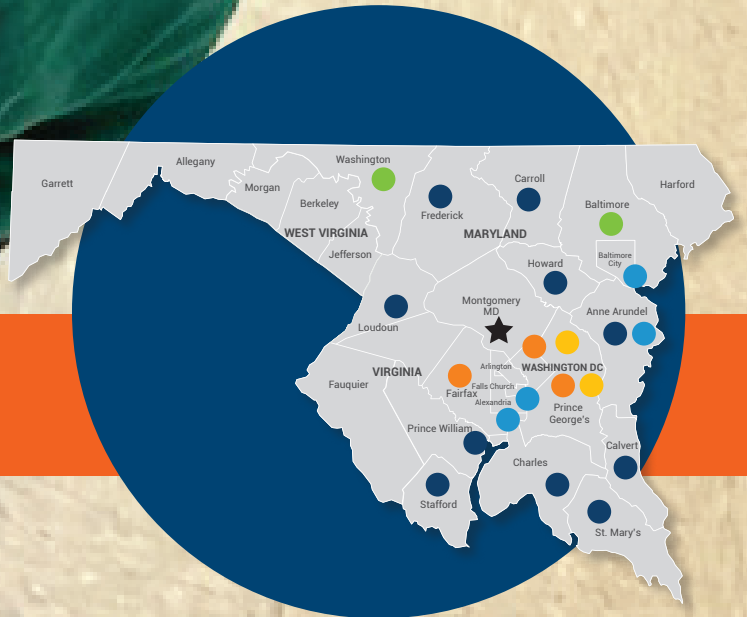


easterseals

DC MD VA

SERVING YOUR LOCAL COMMUNITY

ANNUAL REPORT 2020



OUR MISSION

Easterseals makes profound, positive differences in the daily lives of people of all ages with disabilities, special needs, military backgrounds, and their families.

OUR VISION

Easterseals creates a hopeful, inclusive community where all people achieve their potential and live meaningful lives.



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DEAR FRIENDS OF EASTERSEALS DC MD VA,

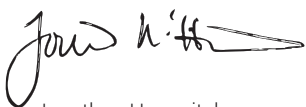
We are delighted to share our Annual Report. It highlights how your support ensured that the most vulnerable members of our community — children and adults with disabilities, veterans and military families, low-income families — continued to feel hopeful, be included, and live meaningful lives. Fiscal 2020 was unique in our 101-year history. Despite a host of new challenges, Easterseals did what we do best — delivered high quality care and innovated to meet unpredictable emerging needs.

As the fiscal year began, our services were in full swing. Every day we helped over 600 children — more than half from low-income families — prepare for school and life in our inclusive Child Development and Head Start programs and via the Quality Improvement Network that enhances quality at home-based childcare. Over 300 adults with disabilities stayed in the community and out of institutions with support from Easterseals Adult Day Services. The quality of care at the Steven A. Cohen Military Family Clinic at Easterseals was recognized when it was selected as the national pilot site to serve active duty service members referred by their branch; our work was so successful it has since been expanded nationally throughout the Cohen Veterans Network. Hundreds of veterans and military family members were moving from unemployment or underemployment to careers with support from Easterseals Veteran Staffing Network, including the Homeless Veteran Reintegration Program.

When the coronavirus started affecting our communities, our amazing team stepped up to the challenge and created new ways to serve. Operating safely required us to make changes that lowered revenue and increased costs, so we made the difficult decision to reduce staff by about 15% in June. Our Adult Day Services and Child Development/Head Start programs transitioned to virtual care. The Steven A. Cohen Military Family Clinic established new protocols so that therapists could safely treat clients via telehealth from the therapists' homes as the demand for therapy services increased dramatically. Similarly, the need for employment coaching increased and Easterseals was there. We even began home deliveries of food, medicines, diapers/wipes, and PPE to at-risk families. As soon as we could do so safely, we reopened our Child Development programs at lower capacity and with new protocols to slow the spread of the virus. Our systems have worked; while we have had a few cases of COVID-19 among center staff and children, there have been no transmissions within the centers.

In this report, you will learn about creativity and perseverance through the powerful stories of Langston, Linda and William, & Chinedu. These four individuals represent the thousands who thrived this year, despite the pandemic, with Easterseals' support. Community partnership makes these outcomes possible, and your generosity enabled us to continue serving those most in need through one of the hardest years any of us have faced. On behalf of our Board of Directors, our staff, and the individuals and families who benefit from our life-changing programs, thank you for your support!

Sincerely,



Jonathan Horowitz
President and CEO
Easterseals DC MD VA



Robin Portman
Chair of the Board
Easterseals DC MD VA

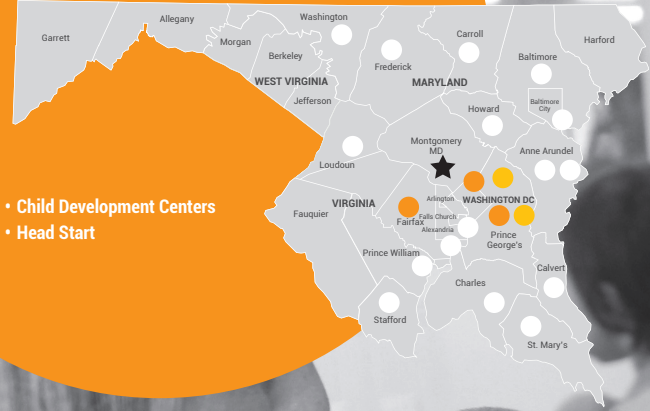
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Jonathan Horowitz



Robin Portman



HELPING CHILDREN THRIVE

OVER 1,268 CHILDREN OF ALL ABILITIES SERVED

Easterseals' programs help children succeed no matter what challenges they face, even a pandemic. By serving ALL children, including those with disabilities, from low-income families, and from military families, alongside typically developing children, we realize our vision of creating a hopeful, inclusive community.

During Fiscal 2020, we adjusted our programming when the pandemic struck in March. While our physical centers closed for several months and it was sometimes impossible to provide respite services in homes, the Easterseals team created new ways to serve including virtual classes and therapy, virtual respite, and even home delivery of diapers and wipes, food, medical supplies, and PPE to our most vulnerable children. Moving to virtual respite also enabled us to add services for the families of frontline workers including first responders. With Easterseals' monthly activity care package, families were able to enjoy stress-free family time and recognize our efforts for serving the community.



430 children with disabilities and delays served.



525 children receiving in-home and weekend respite care



Two puppies pay a visit to children at an Easterseals Child Development Center.

Langston

Langston is 3½ years-old and has Down syndrome. He has thrived by receiving speech-language, physical, and occupational therapies through Easterseals' Early Intervention program as part of his day at Easterseals' Harry & Jeanette Weinberg Child Development Center in Washington, DC. Since therapy is part of the inclusive programming in our child development centers, children like Langston are not separated from their peers during the day; and teachers learn therapeutic practices so they can reinforce them throughout every day. Furthermore, parents themselves are able to work or attend school more effectively knowing that they have high-quality, reliable child care and that therapeutic needs are met on-site, rather than having to miss work or family time to take their child to therapy.



In-person therapy was suspended from March to August 2020. However, Easterseals and Langston's Mom, Marsi, partnered to ensure Langston's progress continued. Twice a week Marsi met with our therapist online and gained skills and confidence to embed critical activities and exercises into Langston's daily routine while staying home. Most importantly, she learned that her love and support, along with some Easterseals' guidance, would keep Langston thriving even through the pandemic.

Marsi says, "I always try to figure out 'how can we turn that into a learning moment?' That alone has helped me gain confidence in myself when I don't have access to your professional help. While we've been at home, I found moments to practice words, fine motor skills, and practice movement, like crawling, and I've been able to teach him the things I remember you have taught me."



3,609 hours of therapy, including physical, occupational, speech-language pathology and applied behavioral analysis for autism



462 children received education assistance through Easterseals scholarships and subsidies



189 monthly activity kits distributed to families during pandemic including frontline workers



Easterseals Partners with Quality Improvement Network

QIN supports and provides comprehensive services to family childcare providers and their families in the District of Columbia. The Early Learning Quality Improvement Network is a neighborhood-based improvement system for early childhood development providers to provide continuous, intensive family support services including educational, health, nutritional, and wellness benefits to the community.



SUPPORTING ADULTS TO LIVE WITH MEANING

OVER 1,743 ADULTS WITH DISABILITIES AND THEIR FAMILIES SERVED

Easterseals DC MD VA adult programs have one overarching focus: helping adults with disabilities live a meaningful life, however they choose to define it. During Fiscal 2020, our support looked vastly different, but the underlying impact remained.

Beginning in March, we had to take everything virtual, from helping our participants maintain their health and happiness to supporting individuals with disabilities find suitable employment to get through challenging times. Even though our centers were closed, maintaining the connection by organizing group online activities and planning vehicle visits for wellness checks and celebrating someone's special day for our participants and caregivers brought so much meaning to their daily lives during the pandemic. Our families shared how important these connections are now.



Onlookers enjoy a parade for Easterseals' Adult Day Services participants in Hagerstown, Maryland, one of the program's many COVID-safe events.

Linda and William

Linda and William are senior siblings with major physical and mental health issues. For many years they moved from one group home to another as their sister tried in vain to find somewhere they would be safe and happy. Instead, they were frequently abused and threatened with separation until their niece Gail stepped in and became their primary caregiver.



Gail needed the right partner to support Linda and William during the day so she could work, while she took care of them at night. Easterseals Adult Day Services in Hagerstown became a wonderful solution — a home-like environment to socialize that also incorporated medical oversight by highly-trained and dedicated professionals. With the collaboration of Gail, her loving family, and Easterseals, Linda and William finally have a safe, stable, and nurturing environment to enjoy their senior years together.

Even during the pandemic, Linda and William have enjoyed Easterseals staff stopping by for socially distanced gatherings, Zoom activities, and receiving fresh produce delivered to their home, which has kept them connected to their Easterseals community. Gail says, **"I honestly don't know what I would have done during the pandemic if I hadn't found Easterseals with all of their connections and resources. They would have been in Baltimore, separated and probably in a shelter during this pandemic. We see Easterseals as a safe haven, and Linda and William absolutely cannot wait for Easterseals Adult Day Services in Hagerstown to reopen."**



457 participants in Adult Day Services



1,123 caregivers supported



139 field trips before the pandemic



102,000 pounds of food delivered to vulnerable households



530 families supported in vulnerable communities with food delivery, family wellness and education programs, and respite relief



145 served with disability employment support, including coaching and placement

- 
- Steven A Cohen Military Family Clinic
 - Veteran Staffing Network
 - Easterseals Disability Staffing Network (EDSN)
 - Homeless Veterans Reintegration Programs (HVRP)
 - Military Family Respite Services
 - Little Warriors Child Development Program



EMBRACING MILITARY FAMILIES IN THE COMMUNITY

OVER 2,736 VETERANS AND MILITARY FAMILIES SERVED

Easterseals respects and honors military service members, veterans, and their families for the sacrifices they have made for all of us. We ensure they are fully included in our community through employment, mental health services, child care, respite, and adult day services. The pandemic hit many military families especially hard as service-related moves were delayed or cancelled, spouse employment dropped, and school closures disproportionately impacted the families of deployed service members.

Easterseals adjusted our services to meet these time-sensitive needs. We delivered food directly to families in need. We continued our employment support services via phone, video, and online training. And we created new protocols to safely serve the increased mental health needs of military families via telehealth from our therapists' homes. We were even selected as the national pilot site to serve active duty military personnel referred by their branch – a program so successful it has since been expanded to the Cohen Veterans Network nationally.



David Muir, Senior Vice President of Easterseals Veteran Staffing Network, engages with participants at job fair for veterans and military families.

Myah



As a military spouse, Myah supported her husband and our country by being the primary caregiver of her family while her husband served in the U.S. Navy. While raising her two children, Myah stayed out of the workforce to focus on her family. When her husband was medically retired from the Navy, it was important for Myah to return to work so she could support her family's needs. Myah had years of experience in medical administration and customer service, however due to the gaps of employment, she found it challenging to get interviews just applying online.

Myah found Easterseals' Veteran Staffing Network (VSN) when she applied for a job that was posted. The VSN team saw potential in her resume and helped her enhance it. Our career coach worked with Myah to help bring out her accomplishments and skills, and guided her on how to effectively highlight these in her resume and during interviews.

When Myah was ready, VSN submitted her candidacy along with an explanation of her background and why she would be a great fit for their needs. Myah then took an online assessment, went through multiple rounds of interviews, and was offered the job she needed to accommodate her family's needs.

"As the spouse of a Navy veteran, who is medically retired, we have moved around a lot. We had moved to Maryland just as the pandemic began. I feel lucky to have come across the job posting by VSN on Indeed because the recruiter was very supportive from the first time I spoke with him. VSN was positive and professional and I now have the job that works for me and my family with lots of overtime when needed!"



1,754 received employment support, including coaching and placement



832 veterans and military families received mental health care



10,707 hours of behavioral health therapy provided



398 military caregivers received in-home respite care



50,000+ hours of respite services provided

SUMMARY OF FINANCES - FISCAL YEAR 2020

Below is a summary of Easterseals DC MD VA audited financial statements for the fiscal year ending August 31, 2020.

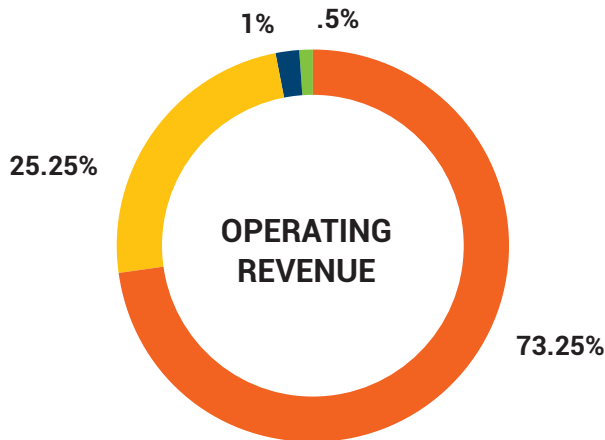
BALANCE SHEET

Cash & Equivalents	8,305,601
Property & Equipment, Net	24,238,642
Other Assets	4,887,912
Total Assets	37,432,155
Debt	<u>(13,589,030)</u>
Net Assets	23,843,125

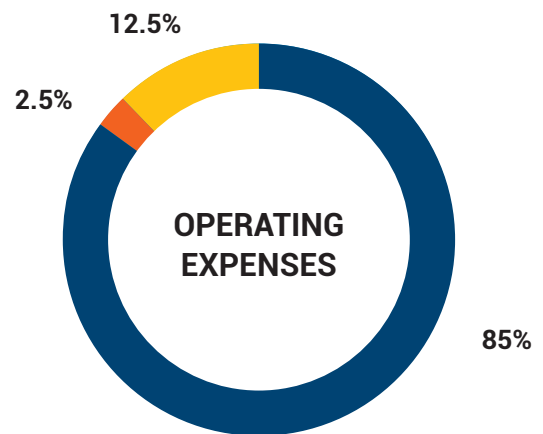
INCOME STATEMENT ITEMS

Program Revenues	15,634,516
Scholarships	<u>(460,390)</u>
Net Program Revenue	15,174,126
Public Support	5,230,446
Other Revenues	207,424
Investment Gain	102,425
Operating Expenses	22,916,353

Easterseals DC MD VA operating funds come from three main funding sources: contributions, revenues from programs and contracts, and investment income and other sources. Total Easterseals operating revenue for fiscal year 2020 was \$20,714,421. Easterseals total expenses were \$22,916,353.



- Program Revenues - \$15,174,126
- Public Support - \$5,230,446
- Other Revenues - \$207,424
- Investment Gain - \$102,425



- Programs - \$19,471,697
- Fundraising - \$557,338
- Management & General - \$2,887,318

FISCAL YEAR 2020 CHAMPIONS

Easterseals DC MD VA is grateful to the generous individuals, foundations and organizations which supported us during our fiscal year that ended August 31, 2020.

The philanthropic support of our donors helps Easterseals make profound and positive differences in the daily lives of people of all ages with disabilities, special needs, military backgrounds, and their families.

There are a number of giving opportunities to support Easterseals' critical programs and services across the region. To discuss giving options, please contact Darnell Burtin, Vice President of Development, by calling 301-920-9756 or emailing dburtin@eseal.org.

LEGACY SOCIETY

The Easterseals Legacy Society recognizes the generosity of donors who have established planned gifts through their estates or by way of beneficiary designation. Investing in Easterseals 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.

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Easterseals recognizes donors who make unrestricted or budget-relieving contributions totaling \$1,000 or more annually as members of the Presidents' Council, our premier giving society. Presidents' Council contributions are crucial in helping us achieve our mission and therefore receive special recognition.

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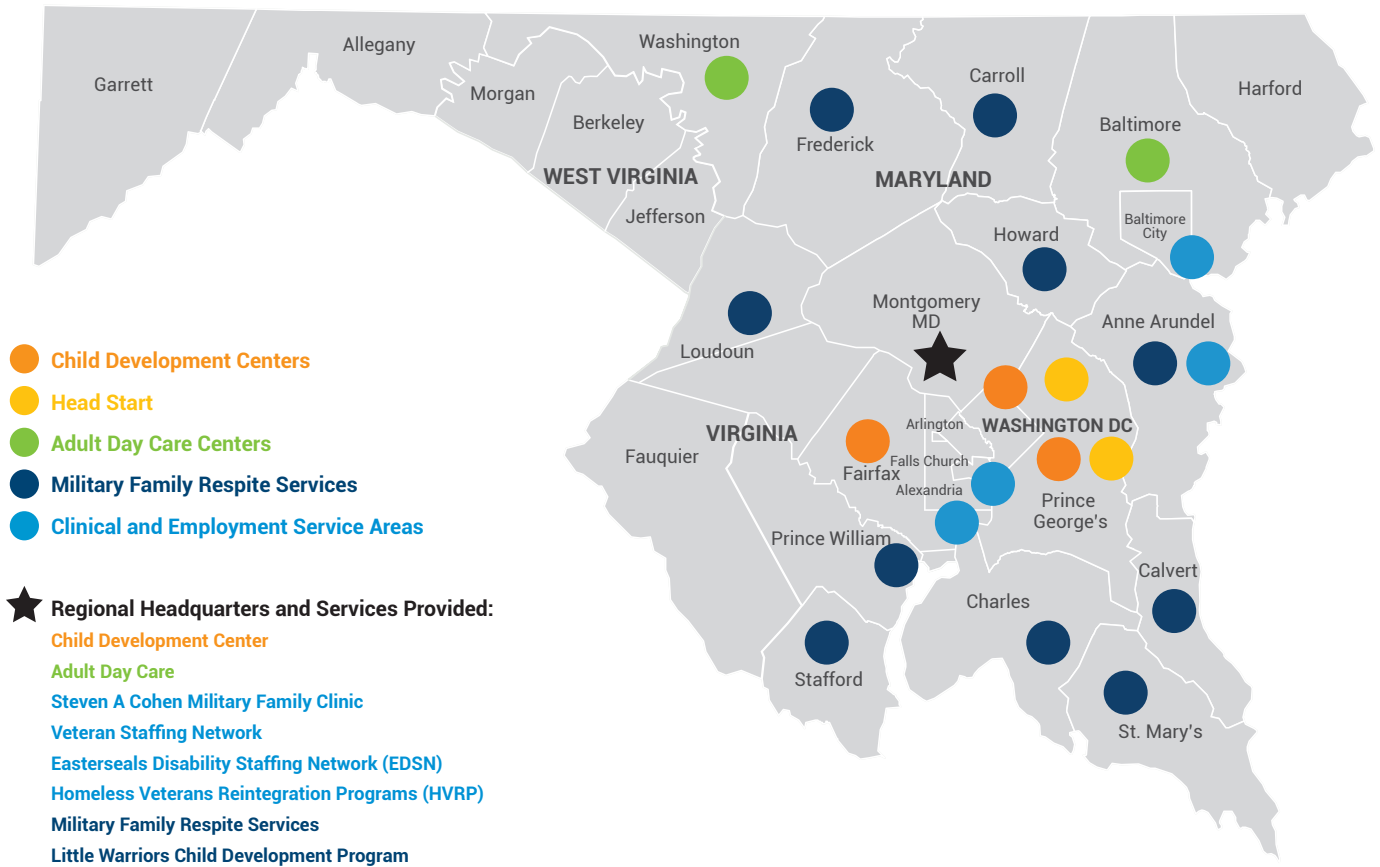
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