



**2018  
2019**  
ANNUAL REPORT

[www.easterseals.com/esep](http://www.easterseals.com/esep)





## This was a milestone year, celebrating our 100th anniversary as a national organization.

*Like other anniversaries, this was an opportunity for reflection. Reflection about what life was like in 1919, when Easterseals was founded in Ohio in response to founder Edgar Allen learning that people with disabilities often lived separate lives from others in the community. Since then, we have evolved in tremendous ways to where we are now – a national network of 70 affiliates, as well as an international presence in Canada and Australia.*

*Here in Eastern Pennsylvania, we reflected on our beginnings with local affiliates in Hazelton, Reading, Allentown, Stroudsburg and elsewhere founded by local service clubs, including one of the most prominent in the story of Easterseals, Rotary International. We traced our history of early local orthopedic clinics, our leadership role in the polio epidemic, and through to today, where this year we screened over 1,000 children for developmental delays and disabilities including social-emotional challenges. Where we established an innovative autism diagnostic clinic in partnership with Children's Hospital of Philadelphia utilizing telehealth technology. We helped kids attend camp and parents support their children's development through effective interventions.*

*This year also saw the implementation of supported employment. We are thrilled to have a team in place to deliver results to adults with disabilities seeking meaningful employment in the community. Working throughout Berks, Schuylkill and Carbon Counties, as well as the Lehigh Valley, we are poised to enter the Lackawanna/Luzerne communities in our 2019/20 fiscal year. Unemployment rates of individuals with disabilities are twice the national average, as are poverty rates. This program aims to impact that discrepancy.*

*We want to thank all of you who made it possible for Easterseals Eastern Pennsylvania to serve our mission in such important ways – last year, over the past 100 years, and into the future.*

*With appreciation,*

**Nancy Knoebel**  
President and CEO

**Dolores Bertoti**  
Board Chair

2018-2019 **BOARD ROSTER**

**CHAIR:** Dolores Bertoti, **Alvernia University**  
**TREASURER:** Tony Deutsch, **Concannon Miller**  
**VICE CHAIR:** William Blumer, **Leisawitz Heller**  
**SECRETARY:** Nancy Knoebel, **Easterseals Eastern PA**

*Asare Christian, Good Shepherd Rehabilitation Hospital*

*Peter Cleff, PPL Electric Utilities (retired)*

*Joan Lewis, Alvernia University*

*Jennifer McDonough, PPL Services Corporation*

*Claire Seda, Penske Logistics, LLC*

*Elaine Stanko, Customers Bank*

*Julia Urich, FireRock Productions*

**STAFF**

*Nancy Knoebel, President & CEO*

*Deborah Hill, Chief Financial Officer*

*Jill Glose, Vice President of Clinical Services*

*Corey Nelson, Vice President of Community Programs*

*Sue Schamberger, Director of Grants & Public Relations*

*Ann Marie Surovy, CFRE, Director of Advancement*

2018-2019 **SERVICES DISTRIBUTED BY AREA**

PROGRAMS & SERVICES	BERKS	LEHIGH VALLEY & POCONOS	OTHER	TOTAL
Early Intervention	453	586	3	1,042
Make the First Five Count	138	540	20	698
Outpatient Therapy Services	270	0	3	273
Specialty Medical Clinics	414	1	9	424
Camping/Recreation/Respite	176	258	16	450
Community Support Services	14	22	0	36
Employment Services	47	90	9	146
Fiscal Administration Services	0	540	0	540
<b>TOTAL</b>	<b>1,512</b>	<b>2,037</b>	<b>60</b>	<b>3,609</b>





### FEATURED PROGRAM

## Outpatient Therapy Services

At our center in Berks County, Easterseals professional therapists help children and teens with a variety of physical and developmental needs acquire new skills and improve their overall level of functioning. Occupational therapists assist individuals with developing and improving the skills needed for daily living. Physical therapists help identify ways to improve patients' movement and gross motor skills, including how to incorporate wheelchairs or walkers into everyday activity. Speech language pathologists assess and treat speech, language, social and cognitive communication, and swallowing difficulties. We offer Interactive Metronome, an innovative therapy that can be used with patients across the therapy spectrum such as those with ADHD, Autism, and Sensory Processing Disorder; as well as several therapeutic groups for children to help them build new skills in a small group setting.





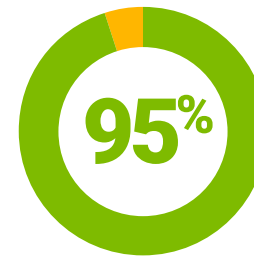
**FEATURED PROGRAM**

Outpatient Therapy Services

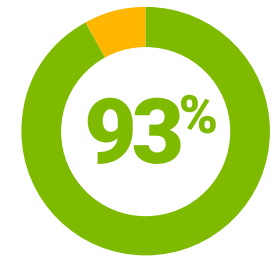
**BY THE NUMBERS:**



**100% of families agree** their Easterseals therapist is courteous, reliable and knowledgeable



**95% of parents agree** their Easterseals therapist provides strategies that help support therapy goals at home



**93% of parents feel** their child's progress on goals is in line with or exceeds expectations

**WHAT FAMILIES HAVE TO SAY:**

*"Easterseals makes a difference in the life of my daughter with professional services and a commitment that goes beyond. It has been the difference and I have seen a great deal of progress, as well as professionalism, love and commitment."*

*"When you have a child that needs therapy to thrive, it's not easy to find it. As a group, Easterseals has the resources to help him find his way. We are in good hands."*

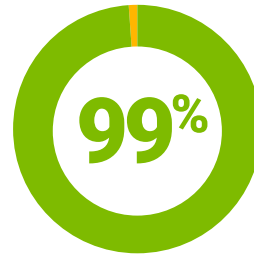
*"It's always nice to be greeted by friendly faces as soon as you walk in. Starting from the reception area to my twin boys' therapists, they understand my children's needs and are focused and determined on making us succeed in our goals. And I appreciate them taking their time to get to know my boys and meeting their individual needs. They truly go above and beyond."*



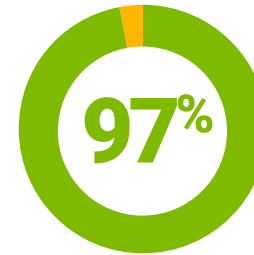
**FEATURED PROGRAM**  
Early Intervention

Early Intervention helps children develop the basic skills generally learned within the first three years of life through a combination of physical, occupational and speech therapies. Therapies are offered wherever the child spends his/her day. Our team of highly trained therapists and developmental specialists work with each family to provide strategies and tools on how to continue the benefits of therapy between sessions. Early Intervention services have a significant impact on a child's ability to learn new skills and overcome developmental challenges, and can greatly increase the likelihood of a child's future success in school and life. Early Intervention is publicly funded, providing services at no cost for all eligible children.

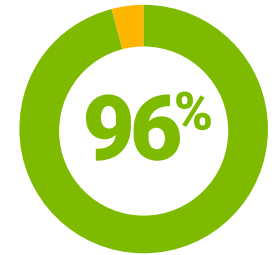
**BY THE NUMBERS:**



**99% of families agree** that their Easterseals therapist provides strategies that help them support their child's development



**97% of families would recommend** Easterseals Early Intervention services to a friend or family member



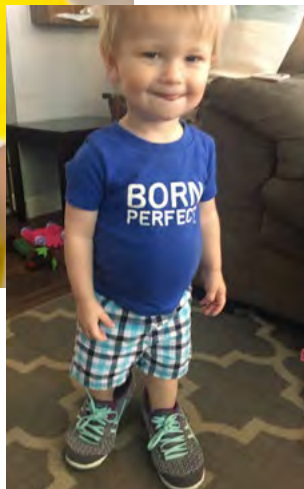
**96% of parents agree** that their child's development is in line with or exceeds their expectations

**WHAT FAMILIES HAVE TO SAY:**

*"Easterseals is a community of caring resources that provide assurance that my son will receive the best care available, which is confirmed by the smile and joy my son and family gives when he can now walk. My family would not know how to begin and receive the necessary care and comfort without this organization."*

*"My son's language and ability to communicate to others greatly improved after receiving speech therapy from Easterseals. Services were always provided with the opportunities for our family to be educated, engaged in our child's treatment and treated with respect."*

*"Early Intervention is the BEST! The therapists are friendly and very understandable. They give you great advice for your kids. Had Early Intervention for both of my kids, I would recommend it A LOT!"*







## Financial Data 2019 FISCAL YEAR AND PRIOR YEAR

FISCAL YEAR ENDING 6/30/2019		FISCAL YEAR ENDING 6/30/2018	
<b>Total revenue</b>	<b>3,987,790</b>	<b>Total revenue</b>	<b>3,644,786</b>
Program	2,990,396	Program	2,707,254
Fundraising, Grants & Awards	486,188	Fundraising, Grants & Awards	451,980
United Way	377,630	United Way	367,454
Trust Income & Investment Income	132,094	Trust Income & Investment Income	109,628
Other	1,482	Other	8,470
<b>Total Operating Expenses</b>	<b>3,836,571</b>	<b>Total Operating Expenses</b>	<b>3,469,304</b>
Program	3,174,493	Program	2,804,289
M&G	358,175	M&G	375,394
Fundraising	261,850	Fundraising	250,681
Dues	42,053	Dues	38,940
<b>Change in Net Assets</b>	<b>151,219</b>	<b>Change in Net Assets</b>	<b>175,482</b>

## Independence Gifts

\$25,000 TO \$500,000

### CORPORATIONS & FOUNDATIONS

*Cigna Health & Insurance Co.*

*Pocono Environmental  
Education Center*

*The Wyomissing Foundation*

*United Way of Berks County*

## Empowerment Gifts

\$10,000 TO \$24,999

### CORPORATIONS & FOUNDATIONS

*Computer Aid, Inc.*

*Customers Bank*

*Florence Flach Trust*

*Harry C. Trexler Trust*

*Leisawitz Heller*

*Wells Fargo*

### INDIVIDUALS

*Terrence & Barbara McGlenn*

*Anthony Salvaggio*

## Opportunity Gifts

\$5,000 TO \$9,999

### CORPORATIONS & FOUNDATIONS

*Air Products Foundation*

*Autism Society of America/Berks  
County Chapter*

*Avalon Insurance Company*

*Century 21 Pinnacle*

*Concannon, Miller & Co., P.C.*

*East Penn Manufacturing  
Company, Inc.*

*Haffner-Trinkle Foundation*

*Indicon, Inc.*

*Quadrant Private Wealth*

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*The John & Margaret Post  
Foundation*

*UGI Utilities, Inc.*

*Walter L. Schautz Foundation*

### INDIVIDUALS

*Anonymous*

*Dr. Frank and Yvonne Schweighardt*

## Dignity Gifts

\$2,500 TO \$4,999

### CORPORATIONS & FOUNDATIONS

*Baker Tilly Virchow Krause, LLP*

*Bennett Automotive Group*

*Capital BlueCross*

*City Center Lehigh Valley*

*John Yurconic Agency*

*Livingood Trust Fund*

*Perkiomen School*

*PPL Corporation*

*Sunburst Property Management, Inc.*

*The Century Fund*

*The M&T Charitable Foundation*

*The Will R. Beitel Childrens Community  
Foundation*

### INDIVIDUALS

*Robert & Kristen Bennett*

*Dr. Dolores Bertoti \**

*William & Pamela Blumer \**

*Peter & Nancy Cleff \**

*Jennifer & Pat McDonough \**



## Ability

\$1,000 TO \$2,499

### CORPORATIONS & FOUNDATIONS

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 Mabel A. Adams Trust  
 American Bank  
 Andre Reed Foundation  
 B Braun Medical Inc.  
 Frederick H. & Margaret S. Bedford Charitable Foundation  
 BSI Corporate Benefits  
 CapTrust  
 Cornerstone Advisors  
 Crayola  
 Digital Cloud Company LLC  
 Engel Wiener & Bergstein  
 Fraternal Order of Eagles 839  
 Fred J. Jandl Foundation  
 Fulton Bank  
 Herbein & Co.  
 J.G. Automotive Services

Janney, Montgomery, Scott, Inc.  
 Just Born Inc.  
 Kriegman and Smith  
 Le-Hampton Fraternal Order of Police #35  
 Lincoln Financial  
 Magellan Financial, Inc.  
 MassMutual SpecialCare  
 Michael Brodsky OD & Assoc.  
 One Putt Ventures LLC  
 Operating Engineers #542  
 PNC Bank  
 Sacred Heart School  
 Warren S. Scholl Trust  
 St. Luke's University Health Network  
 The Mail Shark  
 United Way of Greater Philadelphia and Southern New Jersey  
 Univest National Bank & Trust



## Ability

\$1,000 TO \$2,499

### INDIVIDUALS

Anonymous  
 Frederick\*\* & Polly Beste  
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 Shirley "Dolly" Hartline  
 William & Margaret Hecht  
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 Deborah & Alan Hill  
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 Jarrett & Mandy Laubach  
 Pat Levin  
 Andrew & Sarah McIntyre  
 Maureen O'Meara & Robert Heisler  
 Matthew & Adelaide Peters \*  
 Thomas & Priscilla Price  
 Thomas & Destiny Salvaggio  
 David & Janice Smith  
 Michelle Sterner  
 Robert & Virginia Vidoni



\* Board Member FY 2018-2019

\*\* Deceased

## Patron Gifts

### \$500 TO \$999

#### CORPORATIONS & FOUNDATIONS

A.C. Moore #150  
 A.C. Moore #151  
 A.C. Moore #5  
 A.C. Moore #6  
 A.C. Moore #88  
 Berks Fire Water Restorations, Inc.  
 Breidegam Family Foundation  
 Capital City Lodge #12  
 Corporate Environments  
 David Reese Consulting  
 EthoSource, LLC  
 First Commonwealth Federal Credit Union  
 First Energy Service Company  
 Follett Corporation  
 Fraternal Order of Eagles Ladies Auxiliary District 11  
 GFP Investment Services, Inc.  
 Glass & Wesner Collision Repair, Inc.  
 Granite United Way  
 Horwith Trucks, Inc.  
 Mosteller & Associates  
 Ozgood's Neighborhood Grill & Bar  
 Quaint Oak Mortgage  
 R.L. Landscape and Design, Inc.  
 Reading Fightin Phils Baseball Club  
 Sarott Design  
 Scheuermann Excavating, Inc.  
 Hattie S. Speck Trust  
 Henry Stoess, Jr. Trust Foundation  
 United Way of Lancaster County  
 Univest Foundation  
 Wyomissing Area Junior-Senior High School

#### INDIVIDUALS

Gregg Aversa  
 Helen Breidegam  
 Angela Button  
 Michele & David Gates  
 Al & Jeanne Haddad  
 Steven Johnson  
 James Knoebel & Karen Elizabeth Thomas  
 Shelly Lapish  
 Kathryn Leslie & Olaf Starorypinski  
 Sandy Levin  
 Dr. Joan & Greg Lewis\*  
 Eric & Georganne Moyer  
 David & Patricia Murr  
 Corey & Mike Nelson  
 Attorney Frederick Nice  
 Charles & Christine Paris  
 Claire & Orlando Seda\*  
 Phyllis Serota  
 Elaine & Ron Stanko\*  
 Johan & Deborah Sundlof  
 Tim & Ann Marie Surovy  
 Thomas & Elizabeth Swanson  
 Dr. George & Ellen Thomas

## Patron

### \$250 TO \$499

#### CORPORATIONS & FOUNDATIONS

Agentis Kitchen & Bath  
 Berks County Community Foundation  
 College Hill Presbyterian Church  
 Fraternal Order of Eagles Ladies Auxiliary 839  
 Hulse Kepner Associates LLC  
 Industrious Office Company  
 Kathmere Capital Management  
 Kutztown NAPA  
 Lehigh Valley Community Foundation  
 Levin & Company  
 Lions Club of Boyertown  
 Lower Lehigh Lions Club  
 Materion  
 Maxim Healthcare Services  
 PromptCare Respiratory  
 RCN  
 Schuster Landscaping  
 The Equinox Agency, LLC  
 Thrivent Financial  
 Vertex  
 Wegmans Allentown  
 Wilson School District  
 Wyomissing Hills Elementary Center

#### INDIVIDUAL

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 Justin Trojanowski  
 Donna Volkert  
 Dr. Barry Yoss  
 John Yurish  
 Michael & Anita Ziegler



\* Board Member FY 2018-2019

\*\* Deceased

## Patron

### \$100 TO \$249

#### CORPORATIONS & FOUNDATIONS

A.B.E. Doors & Windows	Josh Early Candies, Inc.
Alvin H. Butz, Inc.	Klunk & Millan Advertising
AmazonSmile Foundation	Lesavoy Butz & Seitz LLC
Bank of America Matching Gifts Program	Martin D. Cohen Family Foundation
Better Homes & Gardens Real Estate Valley Partners	Micro Tool Company, Inc.
Dyets, Inc.	Paxos Restaurants
First Priority Bank	Stofanak Custom Cabinetry
Gallen Insurance Company	Suburban Seats
Greater Reading Young Professionals	United Way of Chester County, Inc.
Gross McGinley, LLP	Unity Bank
Harry S. Truman Elementary School	Weatherly Area School District
Holy Trinity Episcopal Day School	Weatherly Elementary-Middle School
	Yocco's, Inc.



### Special Acknowledgement

We gratefully recognize 264 additional gifts received between \$1 and \$99. Too numerous to list individually, we appreciate the warmth and support of all our donors.



## Patron

### \$100 TO \$249

#### INDIVIDUAL

Thomas & Diane Abbott	Eileen Hessmiller	Jeffrey & Tammy Prete
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Kevin & Lisa Garbacik	Rolland & Cheryl Paulus	Lynn Zeiner
Coty & Kaila Gehret	Cynthia Phillips & Michael Williams	Debra Zvanut
Jeannie Gerhart	Attorney Jesse Pleet	
Jill Glose	Anastasios Plevrakis	
Peter Gustis	Gail & Thomas Porrazzo	
Steve & Kathryn Heilenman		

\* Board Member FY 2018-2019

\*\* Deceased





## Memorial & Honorarium

Colin Deckman  
 John Doe  
 Ann Esposito  
 Anthony Esposito  
 Barbara Follmer  
 Julia Haffner  
 Mary Harper  
 Ralph Garland Harper  
 Mary Hauser  
 Blaise & Aubree Hoster  
 Jillian "Gigi" Kaschak  
 Caroline Kilariski  
 Emilie Kosakowski  
 Courtney Luckenbill  
 Michael E. Misterkiewicz  
 Jennifer Moats  
 Robert Pantella  
 Norene Salvaggio  
 Karl Scheirer  
 Ronna Serota  
 Emma Takacs  
 Daniel Teichman  
 Edward G. Thomas  
 Mildred Winder  
 Annette Yurish  
 Joseph Zingone

## In-Kind Gifts

American Bank  
 Assante Ristorante Italiano  
 Anne Baum  
 William Blumer  
 Kelly Chando  
 Cigars International  
 Clover Farms  
 Computer Aid, Inc.  
 Crayola  
 Deb Cummins Stellato  
 Brianna Dugan  
 Firsttrust Bank  
 Godiva Chocolatier, Inc.  
 Just Born Inc.  
 K & S Auto Interiors  
 Kurtz Bulk Water  
 Lowe's 0279  
 Beth Mickelson  
 Reading Fightin Phils Baseball Club  
 Santa Fe Taco Co.  
 The Hamilton Kitchen & Bar  
 Michele Silfies - The Pampered Chef  
 The Shelby  
 The Yoga Loft of Bethlehem  
 Vera Tidd  
 TuWay Wireless  
 Vermeil Wines  
 Wegmans  
 Working Dog Press

Any gifts received after  
 June 30, 2019 will be listed  
 in the 2020 Annual Report.





**Allentown (main office)**

1501 Lehigh Street, Suite 201  
Allentown, PA 18103  
Phone: 610 289-0114  
Fax: 610 289-4282

**Berks Division**

90 George St  
Reading, PA 19605  
Phone: 610 775-1431  
Fax: 610 796-1954

Visit our web site at [www.easterseals.com/eseep](http://www.easterseals.com/eseep)  
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Easterseals Eastern Pennsylvania creates life-changing solutions for individuals with disabilities and their families in their community by increasing independence, maximizing opportunities, minimizing barriers and enhancing quality of life.