





## As always, it was a busy year – our favorite kind!

The 2016/2017 fiscal year was filled with important milestones and accomplishments for Easterseals, and also for the thousands of individuals we had the privilege to serve in one way or another through our many programs.

You may notice a change in our look as we have transitioned to a new brand. Our name has been modified to a new, single name, “Easterseals.” This change retains the legacy and reputation of our name, while transitioning away from the association with a seal for an envelope. The new brand represents an organization that is ever evolving, staying up-to-date with the needs of the community and adjusting its programs accordingly in order to remain a vital resource for individuals living with disabilities and other special needs, and their families.

This year was also a big year for several of our programs. Make the First Five Count expanded its footprint in the Lehigh Valley. This free service provided hundreds of families with access to our child development specialists who screen children for unidentified developmental delays or disabilities.

Our M\*Power program was enhanced with the addition of an enrichment fund made possible by grant from the Donald B. & Dorothy L. Stabler Foundation. The fund has enabled many of the young adults who receive community support services to pursue a special interest or passion that they would otherwise not be able to experience. We also started offering outpatient therapy group programs at our center in Reading to help young kids reach new milestones in their development.

Year after year, Easterseals remains committed to being a vital resource for people with disabilities, families and caregivers. We are an organization driven to achieve with a single focus on making a major, positive, life-changing difference in the lives of people with disabilities and their families. Thanks to the support we receive from our donors, volunteers, and most importantly, the families who trust us – we continue to meet our mission in fulfilling and important ways.

Thank you for your support,

Nancy Knoebel  
*President and CEO*

Dolores Bertoti  
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**2016-2017 SERVICES DISTRIBUTED BY AREA**

PROGRAMS & SERVICES	BERKS	LEHIGH VALLEY	OTHER	TOTAL
Early Childhood Services	403	513	0	916
Make the First Five Count	13	208	23	244
Outpatient Therapy Services	210	0	0	210
Community Medical Clinics	395	0	0	395
Camping and Recreation	119	67	71	257
Community Support Services	30	736	0	766
<b>TOTAL</b>	<b>1,170</b>	<b>1,524</b>	<b>94</b>	<b>2,788</b>



LIVE



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WORK



PLAY



## Programs & Services



**EARLY INTERVENTION:** For children birth to age 3 with developmental delays. Services are provided to families – at no cost – by a physical therapist, occupational therapist, speech language pathologist and/or special education teacher. The services are given wherever the child spends his or her day – at home, at child care, at a relative's house – and provide families with the knowledge and resources they need to make an ongoing difference in their child's life. Children that receive Early Intervention need fewer supports (and often none) by the time they enter school.



**MAKE THE FIRST FIVE COUNT:** A free developmental screening for children birth through age 5 helps to identify developmental delays. We partner with child-serving organizations to provide onsite assessments and professional training, and parents can access the questionnaire on our website. Results are reviewed by our child development specialist who contacts the family with the results. If concerns are detected, families are referred to the appropriate local resources for next steps. Parents can screen their child as often as they want to monitor their child's developmental progress.



**OUTPATIENT THERAPY:** Outpatient physical, occupational and speech therapy for children and young adults is offered at our center in Reading. We work on the goals that matter to the individuals we serve from the very practical, like learning to transfer from a wheelchair to the car, to goals that reflect the essence of what it means to be a kid – like learning to ride a bike or developing the social skills to make new friends. We also help families borrow, find and buy specialized equipment.



**SPECIALTY CLINICS:** Specialists from Berks County and the Philadelphia area come to our center in Reading to provide free care to children. Clinics include orthopedics, neurology, and feeding. In addition, two different orthotic specialists make and fit custom orthotic braces for children of all ages.



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## Programs & Services



**EASTERSEALS CAMP GROWING GREEN:** A residential summer camp for children and adults with disabilities and special needs held at the Pocono Environmental Education Center. Campers participate in environmentally-focused activities as well as typical camp activities. The program is designed to help campers develop independent living and vocational skills.



**CAMP LILY:** Two day camps, one in Reading and one in Allentown, provide fun-filled summer days to kids and young adults with disabilities. Campers swim, play sports, go on field trips, spend time with friends, learn new things and have fun.



**HANG TIME AND HANGIN' OUT:** Offered in Reading and the Lehigh Valley, these evening recreation programs allow teens and young adults to meet up weekly from fall through spring to spend time with friends, stay connected and have fun participating in a variety of activities.



**SATURDAY RESPITE:** We offer respite programs in Reading and Allentown fall through spring. These 6-hour days offer participants a day with friends, filled with fun activities, and provides their families with time to recharge or take care of other obligations.



**LEAP:** Teens and young adults prepare for a rewarding and successful future in this community exploration program. Participants explore career options through volunteering, visits to employers, resume development, interviewing skills and developing a peer network. Recreational activities in the community provide opportunities for fun, learning and friendship.



**M\*POWER:** This program offers individual and small-group community-based experiences for teens and adults, including volunteering, recreation and social activities, and community access. The goal of the program is to empower teens and adults to live an independent and rewarding life in their community.



**FAMILY DRIVEN FAMILY SUPPORT SERVICES:** Serving Northampton and Lehigh Counties, we process vouchers for families who receive funding through this program, and provide the support they need to understand and navigate the system.



**LANta BUS:** We coordinate and process the billing and payment reimbursements between LANta, county agencies and the State for services provided to individuals with disabilities. By streamlining the process, we ensure that public transportation is easily available for people with disabilities.



## Financial Data *2017 FISCAL YEAR AND PRIOR YEAR*

FISCAL YEAR ENDING 6/30/2017		FISCAL YEAR ENDING 6/30/2016	
<b>Total revenue</b>	<b>3,468,464</b>	<b>Total revenue</b>	<b>3,097,174</b>
Program	2,402,898	Program	2,258,875
Fundraising, Grants & Awards	539,963	Fundraising, Grants & Awards	454,054
United Way	353,416	United Way	369,046
Trust, Investment & Other Income	172,187	Trust, Investment & Other Income	15,199
<b>Total Operating Expenses</b>	<b>3,222,572</b>	<b>Total Operating Expenses</b>	<b>3,027,265</b>
Program	2,644,271	Program	2,521,380
M&G	320,827	M&G	287,149
Fundraising	208,297	Fundraising	181,510
Dues	49,177	Dues	37,226
<b>Change in Net Assets</b>	<b>245,892</b>	<b>Change in Net Assets</b>	<b>69,909</b>

## Make the First Five Count Expands its Reach

With grant funding from the Harry C. Trexler Trust, The Century Fund, Lehigh Valley Community Foundation and Leona Gruber Trust, our Make the First Five Count program significantly expanded its reach in the Lehigh Valley this year. We provided hundreds of families with free access to our child development specialists who screen children for unidentified developmental delays or disabilities. The first five years of life are critical for brain development, so it is essential that needs are met as soon as possible during this period to ensure that children at risk of developmental delays, disabilities or autism receive the right support they need to be school-ready and build a foundation for a lifetime of learning.



In addition to providing free screenings, our child development specialists provide every parent with a detailed explanation of the results. If a child is identified as having a possible developmental delay or disability, we process a referral with County Early Intervention or Intermediate Units; offer a clear explanation of their options; and provide activities that they can do with their child to reinforce skills development. This holistic approach is of great value to the families in helping them understand what is happening with their child, what to expect from county agencies, how to navigate the system and how to advocate for their child. Imparting this knowledge empowers parents to address their child's needs, allays fears and removes confusion.

With the support of our funders and donors, we can continue to ensure that all young children have access to the powerful benefits of early identification and intervention to best position them for success in school and life.



## Godiva Chocolatier, Inc. marks 18<sup>th</sup> year of Volunteering

Every spring for the past 18 years, a group of dedicated volunteers from Godiva Chocolatier, Inc. of Wyomissing rolls up their sleeves, grabs their rakes and paint brushes, and sets to work getting Camp Lily-Berks ready for the summer season. From painting murals to building garden beds to installing a back stop on the baseball diamond, there isn't much at Camp Lily that their hands haven't touched. Their efforts contribute to our ability to offer an exceptional camp experience to the children and young adults we serve. Over the eighteen years that Godiva has been volunteering at Camp Lily, the facility has developed into a unique and first-rate campground that provides our campers with a memorable and special place they can call their own. Presenting Camp Lily in a facility that is thoughtfully designed and well cared for is important to us because it is a reflection of our commitment to the children and families we serve. We are so grateful for Godiva's hard work and commitment to making Camp Lily the special place it is.



## In the Spotlight: Computer Aid, Inc.

At Computer Aid, Inc.'s core is a desire to be a positive force in the communities they serve. Computer Aid, Inc.'s employee-led volunteer group "Helping Hands" has been an invaluable partner in providing for Easterseals Eastern Pennsylvania's mission for more than 25 years. Created by Computer Aid's president and CEO, Tony Salvaggio, the Helping Hands group has collectively helped to raise more than \$1 million for Easterseals Eastern PA through its presenting sponsorship of Easterseals Eastern PA's annual Mary Ellen Golf Tournament, monies raised through its annual fundraising drive, and sponsorship of Easterseals Eastern PA in the Highmark Walk for a Healthy Community.

This year's Mary Ellen Golf Tournament raised a record-breaking \$154,000 under event chair Tony Salvaggio's direction and leadership; and in only its second year of participation, the Helping Hands team raised more than \$6,100 as part of the Highmark walk. In addition to the group's generous monetary support, Helping Hands volunteers have provided more than 5,000 documented service hours to Easterseals in a variety of ways.

Computer Aid and its Helping Hands initiative are tremendous examples of the power of corporate/non-profit partnerships and how together a group of colleagues can affect such positive change for individuals with special needs and their families.





## Independence Gifts

\$25,000 - \$500,000

### CORPORATIONS & FOUNDATIONS

*Computer Aid, Inc.*

*Estate of Phyllis Lynn*

*Pocono Environmental  
Education Center*

*United Way of Berks County*

### INDIVIDUALS

*Anthony Salvaggio*

## Empowerment Gifts

\$10,000 - \$24,999

### CORPORATIONS & FOUNDATIONS

*Harry C. Trexler Trust*

*United Way of the  
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*Wells Fargo Foundation*

### INDIVIDUALS

*Terrence McGlinn*

## Opportunity Gifts

\$5,000 - \$9,999

### CORPORATIONS & FOUNDATIONS

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\$2,500 - \$4,999

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 HMK Insurance  
 Janice Klingler – Tastefully Simple  
 Janney, Montgomery, Scott, Inc.  
 Just Born  
 Kelly Chando – Stella & Dot Stylist  
 Le'Spa  
 Lehigh Valley Acura  
 Honda Hyundai  
 Lehigh Valley Restaurant Group  
 Lehigh Valley Zoo  
 Linda Gardner  
 Lowe's - #0279 Reading  
 Michele Silfies, Pampered Chef  
 National Museum of Industrial  
 History  
 Outback Steakhouse –  
 Wyomissing  
 Penn State Lehigh Valley  
 Peter Cleff  
 PPL Corporation  
 QNB  
 Red Stag Pub  
 Redner's Warehouse Markets –  
 Northampton  
 Sacred Heart School  
 Santa Fe Taco Co.  
 Sarott Design  
 Service Electric Cable TV &  
 Communications  
 Suburban Dental Associates  
 Susan Bella Jewelry  
 Tam Masucci – Perfectly Posh  
 The Colony Meadery  
 The Provident Bank  
 Tracey Werley-Boreman/ Mrs. B's  
 TuWay Communications  
 UGI  
 Vanessa Hertzog –  
 Thirty One Gifts  
 Vermeil Wines  
 Wells Fargo  
 Working Dog Press  
 Yergey Brewing

*Any gifts received after June 30, 2017 will be listed in the 2018 Annual Report.*



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