



www.easterseals.com/esep





I hope you will enjoy looking through our annual report for fiscal year 2017-2018.

Wonderful things continue to happen at Easterseals Eastern Pennsylvania and we are positioned to continue to meet the needs of individuals who live with disabilities, and their families, well into the future. Thanks to the generosity of donors and the trust of the families and individuals we support, we helped over 3,000 individuals achieve their goals and engage meaningfully in their communities.

Our Make the First Five Count program screened 270 children under the age of 5 in the Lehigh Valley and Berks County for disabilities and developmental delays. Of that number, 155 children were identified as having a delay that warranted follow up, and Easterseals facilitated the process of connecting families with community resources that they need, such as Early Intervention.

We have invested heavily in early identification of children under age 5 for developmental delays because the earlier children can be identified and connected to services like Early Intervention, the better. The brain develops at its greatest rate during the first five years of life and Easterseals is committed to helping families maximize this crucial time in their child's development.

As committed as we are to infants and toddlers, we are equally invested in making sure that young adults graduating from high school find pathways to work. This was our entry year as a vocational services provider, and we are very excited about what we have been able to do. We are offering individual work-based learning experiences, group classroom-based preparation courses, job coaching and more. Our pilot summer LEAP program provided work experience with a paycheck to 8 young adults who worked at the Wildlands Conservancy and Opportunity House. The students loved their jobs and earning a paycheck, and all plan to look for work when they graduate from high school.

Thank you again for your role in making sure that we have the support and resources we need to impact our community in these and other critical areas. I hope we can continue to count on you as an essential partner in our success.

With appreciation,

Nancy Knoebel
President and CEO

Dolores Bertoti
Board Chair

2017-2018 **BOARD ROSTER**

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2017-2018 **SERVICES DISTRIBUTED BY AREA**

PROGRAMS & SERVICES	BERKS	LEHIGH VALLEY	OTHER	TOTAL
Early Intervention	403	467	0	870
Make the First Five Count	77	170	23	270
Outpatient Therapy Services	315	0	0	315
Specialty Medical Clinics	368	3	7	378
Camping/Recreation/Respite	144	296	3	443
Community Support Services	10	21	0	31
Employment Services	29	8	6	43
Fiscal Administration Services	2	726	4	732
TOTAL	1,348	1,691	43	3,082





WHAT FAMILIES HAVE TO SAY:

"My son has never had such a positive experience in any camp, school, or play group as he did at Camp Lily. He learned so much about patience and compassion. He gained so much confidence and the willingness to keep trying new things. I can't say enough positive things about what this camp has done for my family."

FEATURED PROGRAM
Summer Camps

Our camps provide incredible opportunities for growth and development within an atmosphere of caring, dedication, integration and acceptance. We offer two day camps, Camp Lily Berks and Camp Lily Lehigh Valley, and an overnight camp, Easterseals Camp Growing Green.

Offered in a series of one-week sessions, Camp Lily is a busy place every day with a full schedule of arts and crafts activities, outdoor sports, swimming, music, games, science exploration and field trips. Easterseals Camp Growing Green is an ACA accredited overnight camp held on the beautiful campus of the Pocono Environmental Education Center in the Pocono Mountains. Campers gain environmental awareness and learn organic gardening while also enjoying traditional camp activities like hiking, canoeing, sports and arts & crafts. An optional career experience track is available for campers who want to explore career opportunities.



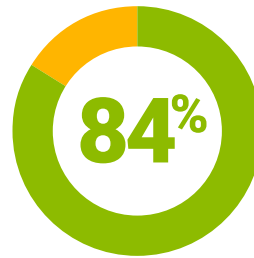


WHAT FAMILIES HAVE TO SAY:

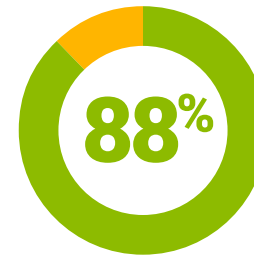
"We are very grateful that our daughter had the opportunity to attend Camp Growing Green ... when she is with typically developing peers she works very hard to try to fit in. At Camp Growing Green, she can just relax and be accepted for who she is. When she returned from camp this summer she was so happy she was nearly giddy."

FEATURED PROGRAM
Summer Camps

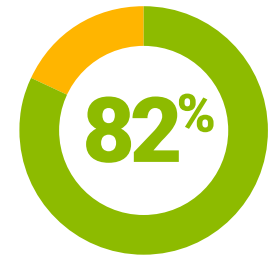
BY THE NUMBERS:



84% of attendees agree that the activities at camp helped them be more independent.



88% of attendees agree that the activities at camp helped them develop better social skills.



82% of attendees agree that they made new friends at camp.

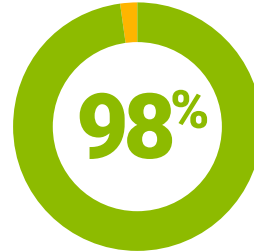




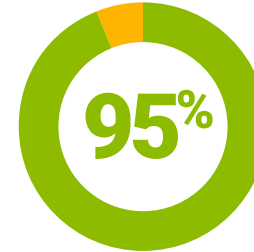
FEATURED PROGRAM
Early Intervention

Our Early Intervention services are designed to promote child development and to minimize the impact of disability while coaching parents and caregivers on how to build on their child's strengths. We offer eligible children ages birth to three a variety of supports, including special instruction, behavioral services, occupational therapy, speech therapy, physical therapy and vision services. Our expert Early Intervention (EI) therapists and developmental specialists deliver services wherever the child spends his or her day. Early Intervention services are provided at no cost to families.

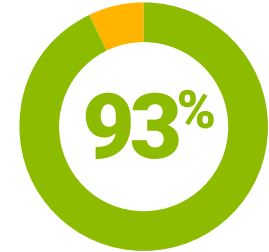
BY THE NUMBERS:



98% of families agree that their Easterseals therapist provides strategies that help them support their child's development



95% of families agree that they feel more able to support their child's development because they participate in their child's therapy sessions.



93% of parents agree that their child's development is in line with or exceeds their expectations.

WHAT FAMILIES HAVE TO SAY:

"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."

"Easterseals made sure my son got the physical therapy he needed in the comfort of his home. [The therapist] also taught me how to stimulate the movement he needed. When he was done with PT he was reaching all of his milestones on time or early."

"[The therapist] takes the time to listen to our concerns and needs and teach us activities and stretches that fit into our typical daily routine. She is responsive, friendly, knowledgeable and resourceful. We very much appreciate her time and attention to the needs of our son."





Financial Data *2018 FISCAL YEAR AND PRIOR YEAR*

FISCAL YEAR ENDING 6/30/2018		FISCAL YEAR ENDING 6/30/2017	
Total revenue	3,644,786	Total revenue	3,468,464
Program	2,707,254	Program	2,402,898
Fundraising, Grants & Awards	451,980	Fundraising, Grants & Awards	539,963
United Way	367,454	United Way	353,416
Trust Income & Investment Income	109,628	Trust Income & Investment Income	172,827
Other	8,470	Other	-640
Total Operating Expenses	3,469,304	Total Operating Expenses	3,222,572
Program	2,804,289	Program	2,644,271
M&G	375,394	M&G	320,827
Fundraising	250,681	Fundraising	208,297
Dues	38,940	Dues	49,177
Change in Net Assets	175,482	Change in Net Assets	245,892

Independence Gifts

\$25,000 TO \$500,000

CORPORATIONS & FOUNDATIONS

Cigna Health & Insurance Co.

*Pocono Environmental
Education Center*

United Way of Berks County

Empowerment Gifts

\$10,000 TO \$24,999

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Computer Aid, Inc.

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Opportunity Gifts

\$5,000 TO \$9,999

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Berks County Chapter*

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City Center Lehigh Valley

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Dignity Gifts

\$2,500 TO \$4,999

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Ability Gifts

\$1,000 TO \$2,499

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A.C. Moore #88
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\$100 TO \$249

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\$100 TO \$249

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Patron Gifts

\$50 TO \$99

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Special Acknowledgement

We gratefully recognize 201 additional gifts received under \$50. Too numerous to list individually, we appreciate the generosity and support of all our donors.



* Board Member FY 2017-2018



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**Any gifts received after
 June 30, 2018 will be listed
 in the 2019 Annual Report.**

In-Kind Gifts

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* Board Member FY 2017-2018



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
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Fax: 610 796-1954

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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.