



easterseals  
Southern California





## OUR PURPOSE

To change the way the world defines and views disability by making profound, positive differences in people's lives every day.

## BOARD OF DIRECTORS

### Officers

Molly Ingraham, *Chair*  
Andre Filip, *First Vice Chair*  
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## Note from the CEO and Board Chair

Dear Friends,

Easterseals Southern California provides important, life-changing services that promote independence, self-determination and inclusion in all aspects of community life.

In 2016 we impacted the lives of thousands of individuals and families throughout Southern California; some of whom have shared their exceptional stories of growth in this report. This year we also rebranded our organization to reintroduce the work we do to a new generation and to highlight the complex challenges facing the disability community.

We could not have achieved all that we have accomplished this year without your generous support. Easterseals continues to join together diverse communities, businesses, organizations and individuals to address the barriers people with disabilities still face and to make a profound and a positive difference in people's lives every day.

With appreciation,



*Mark Whitley*

Mark Whitley  
President and CEO



*Molly Ingraham*

Molly Ingraham  
Board Chair

# What We Did



## AUTISM THERAPY SERVICES

ABA, Speech, Occupational  
and Physical Therapies

Number of participants: 6,500



**Launched social skills groups** in Rancho Cucamonga and Valencia to support participants to build interaction and communication skills. A simultaneous parent-training component began too.



Nineteen Easterseals Southern California (ESSC) staff members **earned their master's degree in psychology, with a focus on Applied Behavioral Analysis (ABA)**, from the University of Nevada, Reno (UNR) as part of a unique program created specifically for ESSC.



As part of professional development, a **Mentorship Program connecting Clinical Supervisors with mentors in leadership** roles throughout the organization celebrated a successful inaugural year.



## Why We Did It

**Ava** went from a child who was dependent on her family for each and every daily task to being an independent eight year old. She is now able to meet some of her basic needs such as serving herself snacks, self-care, and helping with chores around the house as well as making friends after completing three years of Applied Behavior Analysis (ABA) provided by Easterseals Autism Therapy Services. Through ongoing speech therapy she's improved her communication skills too.

"(Reaching this point) wasn't easy. As a parent you know what is going on but don't always have the right words to explain," Ava's mom Andrea said. "Easterseals helped a lot by doing observations at school, learning where behaviors were coming from and then coming up with a plan."

Ava's Behavior Interventionist supported her in community and social settings to help her make friends and play, as well as to master tasks and address behavior issues.

In 2016 Ava mainstreamed into a class with peers her age. She completes classroom assignments, waits to take her turn and follows instructions.

"Easterseals is good to work with," her mom Andrea said. "Anytime I had a question or concern Easterseals was always good about finding the answer."

# What We Did



## ADULT DAY SERVICES

Work, Daily Living and Social Skills

Number of participants: 1,619



### Person Centered Culture Change

effort launched to ensure services are driven by a participant's individual choice, preference and support requirements while providing staff with the tools needed for increased effectiveness in their support roles.



### Proactive efforts to educate participants and other stakeholders

to advocate for themselves to influence policy makers on core funding and resource issues that impact their lives.



### Successfully provided a variety of service models

that meet the needs of people across an age span ranging from high school to seniors including behavioral support, college support, therapeutic and senior services.



## Why We Did It

Confident, active and engaged is how **Rosa** describes herself today – a huge difference from how she was five years ago when she first began participating with our Adult Day Service. “I was in a program where we were in a building all day. I asked my mom to find me something that let me get out into the community,” Rosa said.

As a result, Rosa came to Easterseals and worked with the day service team to set goals for herself. “Rosa blossomed when she came to Easterseals. She was very shy,” Director Cynthia Fernandez said. “She let us know that she wanted to be able to speak up for herself. She set a self-advocacy goal and we’ve supported her to become a leader in our participant led Advocacy Group.”

In addition to advocating for herself and others on topics ranging from accessible transportation to community safety, Rosa also wanted to vote. She registered for the first time and voted in 2016 and educated her peers to do so as well. Through the Adult Day Service Rosa volunteers regularly at a food bank and with other organizations to explore different vocational interests. She also has a lively social life that includes close friendships she’s made with some of her fellow participants.

# What We Did



## CHILD DEVELOPMENT SERVICES

Early education services, day care, home-based and family support services

Number of participants: 1,551



Partnered with First 5 and the San Diego County Office of Education in the Quality Preschool Initiative. Through this Initiative three of Easterseals Head Start Centers in N. San Diego County received educational materials and stipends.



Provided more than 500 families with direct support or referral to multiple services including parent education, job training, mental health assistance, emergency housing/food/clothing, and home assistance with utilities/repairs.



Early Head Start and Head Start programs in San Bernardino and N. San Diego Counties received exceptional ratings after government agency reviews indicating the high-quality services provided to children and families.





## Why We Did It

Pre-schoolers and siblings **Jayden and Mila** had specific issues. Jayden had problems with compromised motor skills, rarely spoke, and kept to himself. Mila faced challenges being separated from her mother, bonding with the teachers, and interacting with other children.

“I discovered Easterseals Southern California after searching online for programs geared toward children with potential learning challenges,” their mom Qiana said. “I wanted to make sure to catch any developmental delays. After interviewing some staff members and meeting the director, I thought the Easterseals Child Development Center (CDC) in my area would be a good choice.

Within a short amount of time, Qiana noticed significant improvements thanks to the CDC teachers. Jayden became stronger, walking steadily thanks to all the activities he did each day at the CDC. Mila has blossomed as well—talking more, interacting with other children and expressing her opinions.

“The Early Head Start Services Jayden and Mila have been receiving has given them social, emotional and education skills to prepare them for kindergarten and beyond,” said Elizabeth Mulligan, CDC Area Director.

# What We Did

## WORKFIRST AND BOB HOPE VETERANS SUPPORT PROGRAM

One-on-one employment services to support people to get and keep meaningful work

Number of participants: 400



Finding employment and continuing his education were always priorities for **Thomas**. He was already working as a greeter at Legoland when he was referred to Easterseals WorkFirst. Thomas decided he wanted to advance to a different position with Legoland to get the opportunity to earn a higher hourly wage. As a team, his WorkFirst vocational specialist and the HR team at Legoland developed a strategy to give Thomas the support needed to move up into a role where he worked the cash register.



Working alongside his Easterseals job coach, Thomas began assuming cashiering duties for several hours at a time, handling both cash and credit card transactions. Initially, Thomas was a bit nervous about making change, but his job coach set up educational sessions for Thomas where he would practice the roles and duties of a cashier. “The job coach gave me more confidence when it came to counting change,” Thomas said.

“I am glad that I was connected with WorkFirst. I wasn’t even considering it and they helped me to get a better job. I would tell anyone to ‘just do it’ when it comes to WorkFirst.”

Thomas is currently taking coursework to complete his EMT certification to become a dispatcher or an EMT.



### Secured 258 jobs

for people with disabilities and veterans; assisted 48 veterans to continue higher education or other support services.



### Expanded Bob Hope Veterans Support Program

to Orange County; served 75 veterans.



Earned the Commission on Accreditation of Rehabilitation Facilities (CARF) accreditation for **recognition of exceptional services** for the ninth consecutive year.

Before getting connected to the Bob Hope Veterans Support Program **Tim** was struggling in the civilian world. A United States Army Staff Sergeant veteran who served for nearly nine years, Tim found himself living in his car less than 6 months after getting out of the Army.

“It was nerve-racking not having a plan getting out of the military. I was trying to succeed as a civilian and completely failing because I didn’t even know the process and how to get things done. Right out of the military you need guidance, you need something like the Bob Hope Veterans Support Program to help you along the way,” said Tim.



After his housing situation was stabilized, Tim’s Bob Hope Support Program employment specialist helped him get work as a sales professional. Tim then was able to focus on getting the education and training needed to reach his goal of becoming a paramedic.

# What We Did



## LIVING OPTIONS

Support services that assist people to live at home, not institutions

Number of participants: 150



### Expanded Residential Services

with the purchase of two new Easterseals homes in Pasadena to support people with complex needs who are moving out of institutional settings.



**Coordinated Life Services expanded** to serve South Los Angeles and increased services in the San Gabriel Valley including parts of LA, Glendale and Pasadena.



### Upgraded multiple existing Easterseals Residential homes

to further increase accessibility.



## Why We Did It

**Gary** was living with his mom when she passed away in 2015. His sister Susan was unsure of how she could help him live independently in the home he inherited following their mother's death. A regional center referral to Easterseals was the key to the support they needed.

"When Easterseals came on board, the staff was essential in teaching Gary how to have a life in and outside the house," said Susan. Gary's Life Skills Coaches helped him with food preparation, how to use public transportation, shopping, and outings for entertainment such as museums, the zoo, and Santa Monica Pier. "Because of Easterseals, Gary was able to live on his own in the house he inherited."

Susan was approached by Easterseals with the idea of Gary living with a roommate, another Living Options participant, Aaron. Aaron had also lost his parents in the last few years and happened to be around the same age as Gary. Due to a rent increase, Aaron was on the verge of eviction. Susan agreed to a couple of meet-ups. Gary and Aaron quickly proved to be a good fit.

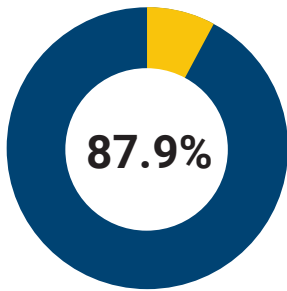
"Easterseals has been a blessing, they have given Gary a life outside the house that helps him get involved in the community."

# What We Did

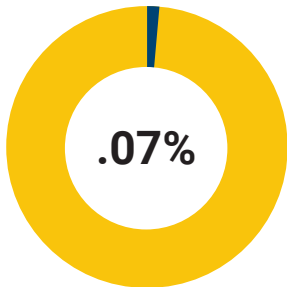
## COMBINED STATEMENT OF SUPPORT, REVENUE AND EXPENSE

September 1, 2015 - August 31, 2016 Audited

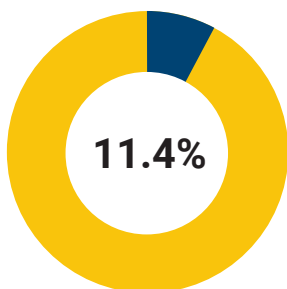
### HOW FUNDS ARE SPENT:



Program Services



Fundraising



Management and General Operating Expenses

### SUPPORT AND REVENUE

Support contributions and Special Events\* **\$ 1,794,311**

### REVENUE

Fees for Services and Program Grants **177,036,276**

Unrealized Gain on Investments and Other Income **905,831**

**TOTAL SUPPORT AND REVENUE \$ 179,736,418**

**\* Additional fundraising revenue raised but not recognized \$990,228**

### EXPENSES

Program Services  
 Adult Services **30,977,256**  
 Children's Services **110,702,426**

**TOTAL PROGRAM SERVICES \$ 141,679,682**

Support Services  
 Management and General **18,346,188**  
 Fundraising **1,126,322**

**TOTAL SUPPORT SERVICES \$ 19,472,510**

**TOTAL EXPENSES \$161,152,192**

**CHANGE IN NET ASSETS \$18,584,226**



An Accredited Charity  
 Endorsed by the Better  
 Business Bureau



Adhere to Wise Giving  
 Standards for Charity  
 Accountability

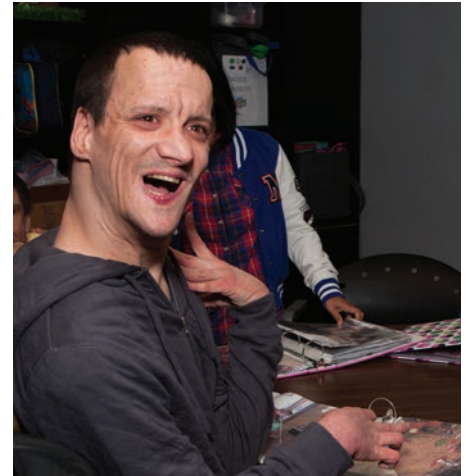
# Presidents' Council and Major Gift Donors

## Thank You For Your Support.

Easter Seals' services are funded through contributions from individuals, foundations, corporations and government partners.

Our supporters include members of our premier giving program, Presidents' Council, which recognizes donations of \$1,000 or more.

As a Presidents' Council member, not only does one receive recognition, but also the opportunity to be a part of a group of caring individuals who know the importance of serving people with disabilities and special needs.



### **\$10,000 - \$99,999**

Timothy Arguello  
Mark Bertrand  
Tania Fletcher  
Newth Morris In Honor of Tano Morris  
David E. I. Pyott  
Samuel and Joyce Wolfson

### **\$5,000 - \$9,999**

The Adele Carroll Estate  
Noel and Ruth Castellon  
Andre Filip  
Gary and Vicki Frappier  
Collette Gerard-Kitnovski  
Colleen and Phillip Gomez  
Kristin Haley  
The Hilley Family Trust  
Charles Hoffman  
Joel Kushell  
Ernie Ludy  
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### **\$2,500 - \$4,999**

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Patrice Martin  
Beverlyn Mendez  
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Elsie and Nicholas Salvucci  
The Joyce Sandler Estate  
The Earline G. Spinney Estate  
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### **\$1,000 - \$2,499**

Thomas Adams  
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Eleanor Cobb  
Kimberly Cohn  
Stephanie D'Augustine  
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JoAnne and Michael Flory  
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Phyllis A. Fox  
Chanel and Hans Getty  
Mary and Romano Giacomini  
Brian Gilbert  
Carol A. Glasow  
John Grazal  
Rick Gutierrez  
Emily Hannifin  
Dorothy Harkness  
Elisa Hernandez



**The Cerritos Stompers 218**, a team of Easterseals staff, participants and their families have participated in our annual Walk With Me event (now called Strides for Disability) since 2013. "I am passionate about this walk because it benefits the people we support," said Cinthia Geyer, an Adult Day Services Life Skills Coach. "The money goes back to services for clients. It is used for activities and tools such as computers and handheld devices to help participants communicate better with others in the community," she added. Motivating the Cerritos Stompers fundraising effort was the goal to make the community aware of the abilities that each individual possess and that anyone can contribute to the community by volunteering and giving back. This year the Stompers raised more than \$3,400. "I love being a part of the Cerritos Stompers," added Tiffany Pullman, Adult Day Service Program Coordinator. "I am proud to say that the walk gets better every year. Way to go Cerritos Stompers!"

**\$1,000 - \$2,499** - continued:

- Catheryn E. Hoehn
- Carlene Holden
- Constance T. Horton
- Molly Ingraham
- Georgia and James Jarvis
- Dion Kenney
- Theodore C. King
- Kathleen Kolenda
- Diane and David Lasell
- Joan Lee
- John E. Linton
- Amin Lotfizadeh
- Jeanne Martin
- Jodi Huston and Kevin McKenna
- Paul Mosier
- John J. Nicholson
- Brenda Okubo
- Lisa and Douglas Palmieri
- Karah and John Parschauer
- Donna Pfeiler
- Louise Phillips
- Dr. Paula Pompa-Craven and  
Mr. Cory Craven
- John Prins
- John Proia
- Ann and Dan Quinn
- Mark Rafeh
- Maridith Resendez
- Betty and Brian Reckard
- Anita B. Richmond
- Annemarie and Herbert Rottenbacher
- Cathy A. Saliba
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- Karen Shelton
- Lewis Shiro and Andrew Maldonado
- Laurence Small
- Monika and Milos Spisakova
- Barbara W. Stratton
- Nancy Weintraub and David Kahn
- The Karen and David Wolf Family
- Marilyn and Charles Wright
- Charles K. Zear



# Corporate and Foundation Support

## Over \$100,000

Baker's Burgers, Inc.  
The Bob Hope Legacy  
CVS Pharmacy  
Vons Foundation

## \$25,000 - \$99,999

Boeing Capital Corporation  
Century 21 Award  
Century 21 My Real Estate  
Orange County Community Foundation  
San Diego Regional Economic  
Development Foundation  
Swords to Plowshares  
The Community Foundation of  
San Luis Obispo County

## \$10,000 - \$99,999

Allergan Foundation  
Amway National  
Avery Dennison Foundation  
Bundy Foundation  
California United Bank  
Century 21 Desert Rock  
Century 21 Hilltop  
CVS Caremark Foundation  
Lee & Associates  
Rancho Santa Fe Foundation  
UBS Global America  
US Bank Community Affairs

## \$5,000 - \$9,999

Albert J. Speh, Jr. and Claire R. Speh  
Foundation  
American Endowment Foundation  
Amway-Nutriline DreamMakers  
Anheuser Busch  
Bacardi USA  
Beam Suntory  
Brown-Forman  
Carrie Estelle Doheny Foundation  
Centruy 21 Westworld Realty  
Century 21 Wright  
Coca Cola  
Community Health Charities  
Constellation Brands  
Curacao  
Edwards Lifesciences Fund  
Fraternal Order of the Police  
Golden Grove Trading  
Kohl's  
Netsmart  
Pabst Brewing Company  
Pernod Ricard  
Ultimate Software  
Union Bank Foundation

## \$2,500 - \$4,999

4th Source  
Albert B. Cutter Memorial Fund  
Alta Dena  
American Business Bank  
American Greetings  
B&L Gift Distributors  
Banana Boat/Hawaiian Tropic  
Breakthru Bev Nevada  
Campari America  
CenturyLink Business  
City National Bank  
DIRECTV Matching Gift Center  
dSd Partners  
Edrington  
Fetzer Vineyard  
First Giving  
Francis Ford Coppola  
Gallo Sales Company  
Gallo Wine Company  
Heineken  
James & Gable Insurance Brokers  
Joann H. Aldus Trust  
Kobrand  
Law Offices of Terry L. Wood  
Medical Specialties Managers, Inc.  
Medtronic  
MillerCoors  
Murtaugh Meyer Nelson & Treglia LLP  
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Palm Bay International  
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Producers Dairy  
Proximo Spirits  
Riverside County Probation Baker 2 Vegas  
Santa Barbara Foundation  
Ste Michele Wine Estates  
Synoptek  
T-Mobile  
Toy Wonders  
Treasury Wine Estates  
UBS Employee and Matching  
Gift Programs



Helping veterans transition the skills they've developed in the military into their new communities and civilian careers is very important to **The Boeing Company** and Easterseals. Support from corporations such as Boeing help make it possible for Easterseals to offer the Bob Hope Veterans Support Program, which provides customized employment support to veterans transitioning from the military to civilian work. (See pages 10-11).



"Boeing is proud of the support and investment we provide to our nation's service members, veterans and their families back here at home. By creating strategic partnerships with leading nonprofit organizations like Easterseals, we are providing pathways to build better lives for them, their families, and their communities," said Mark Bertrand, Vice President of Space & Defense for Boeing Capital Corporation and Easterseals board member.

"The Bob Hope Veterans Support Program creates a service continuum that leverages the strengths of each organization so that transitioning Southern California military service members receive appropriate support across a wide spectrum of interests, goals and needs that ultimately leads to the achievement of meaningful employment," Bertrand said.

"Veterans and their families have served our nation with pride, and we recognize that they have much to contribute even after their service has ended." We thank Boeing for their generous support.

#### **\$1,000 - \$2,499**

Acumen Law, LLP  
Agave Loco  
Alliance West Mortgage, Inc.  
ALPHA Fund & James + Gable  
Insurance Brokers  
American Beverage  
Armanino LLP  
Art L. Foundation  
California Scene Publishing  
Castle Rock  
Century 21 Town and Country  
Century 21 United Brokers  
Deep Eddy Vodka  
Delicato Family Vinyards  
Don Sebastiani and Sons  
Fidelity Charitable Gift Fund  
First American Title Insurance Company  
Hard Copy, A Bierly Company  
Heaven Hill  
Hess Collection  
Infinium  
Jewish Community Foundation  
Lister, Martin & Thompson LLP  
Majestic Realty Foundation  
Montebello Rotary Club  
New American Funding  
Panterra Networks  
PV Maintenance, Inc.  
Remy USA  
Savills Studley, Inc.  
Sazerac  
Sempra Employee Giving Network  
Sidney Frank  
The Frances Group Corporation  
Tiger Electric, Inc.  
Titos Handmade Vodka  
Trincher Family Estates  
TyKu  
United Way, Inc.  
Wells Fargo Community Support Campaign  
William Grant

# Legacy Society

Legacy Society donors are individuals who have planned to support Easterseals beyond their lifetime. Their estate gifts leave a lasting legacy well into the future.

Kimberly Alexis

John Ball

Dorothy Bartshe

Cecile Bershad

Stephen Bothwell

Elba Burbano

Debra Campbell

Bobbi Chifos

Christine and Weddington Couch

Norman and Shirley Davidson

Patricia DeLair

Sharron and Joseph DeMartini

Doris Denova

Flora Denova

Diane Drolet

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Gwen and Donald Eells

Terri Ellis

Debi Faulkner

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Patricia Fore

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Edith Garvey

Barbara and Greg Gianelli

Dori Green

Betty Lou Gross

Mercedes L. Gutierrez

Lola Hagstrom

Ruth Halpenny

Gerald Hansen

Kay and Donald Hanson

Rueben Hanson

Herbert Hendrikson

Ingrid Herkelrath





**Legacy Society - continued:**

Carlene Holden  
Constance Horton  
Hans Inpijn  
May Kasahara  
Theodore C. King  
Mary Knesel  
Patricia Kulha  
Bernadette Lee  
Mary Jane Leeseman  
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Janet Taylor  
Winifred Warten  
Jackie and Alvin Washington  
Col. and Mrs. James Wasil, USA Ret.  
Mark Whitley  
Sih Ming Wong  
Atelia Yarnell  
Keith Zear

## In-Kind Support

Acapulco Ice Cream  
Activision Blizzard  
Alta Dena Certified Dairy  
Amway  
Anaheim Fairfield Inn  
Angels Baseball  
Anheuser Busch  
Aquarium of the Pacific  
Bacardi  
Banana Boat/Hawaiian Tropic  
Beam Suntory  
Black Gold Golf Club  
Bleu Cotton Family Portrait Studio  
Blue Agave Restaurant  
Boeing  
Bogle Vineyards  
Bon Suisse  
Bradford Portrait Studio  
Brown Forman  
Bubba Gump Shrimp Co.  
Budweiser

Cal Scene  
Casamigos  
Century 21  
City National Bank  
CM School Supply  
Coca Cola  
Coffee Bean & Tea Leaf  
ColdCock Whiskey  
Constellation Brands  
Cota de Caza Golf & Racquet Club  
Curacao  
CVS Health  
CVS Pharmacy  
Dasani - Coca Cola  
David Hayman Jewellers  
Deep Eddy Vodka  
Delicato Family Vineyards  
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Home Depot  
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Ice Man  
Infinium  
Jack Daniels  
Jaegermeister  
James Events  
Jameson Irish Whiskey  
Jim Beam  
Journeys Martial Arts Academy  
Korbel  
La Paz  
Lake Shore Learning Center



**Nature's Bakery** has generously supported Easterseals' Strides for Disability Walk for the past two years, giving out free product samples to the participants. Paula Neiman Field Marketing Manager for Nature's Bakery says their support stems from appreciation of Easterseals impact on the lives of individuals and families. "I love supporting organizations with such deep roots in advocacy for members of our communities with disabilities. Easterseals doesn't just provide services, it empowers and inspires. Its impact is reflected in the faces and energy of the people I've met and witnessed at Easterseals events. We're grateful to have an ongoing partnership with an organization so committed to raising the bar of excellence."





**TruMoo** and its parent company, Alta Dena Certified Dairy, are long-term supporters of Easterseals Southern California, having helped sponsor the Easterseals Retail Supplier Partnership Golf Tournament, hosted by CVS, for the past five years. This annual tournament brings CVS vendors together from across the country to support Easterseals programs and services. In addition to supporting the golf tournament, Alta Dena hosts a booth at Easterseals' annual Strides for Disability Walk to give free samples of TruMoo to all of the 1300+ participants. "I support Easterseals because of the hard work and dedication the group puts forward to provide services to people with disability," said Jesus Zambrano, Alta Dena Sales Specialist.



***"I support Easterseals because of the hard work and dedication the group puts forward to provide services to people with disability."***

**In-Kind Support - continued:**

- Las Vegas Marriott
- Leora Breese Massage Therapist
- Manhattan Beach Marriott
- Maui Jim
- MillerCoors
- Nature's Bakery
- Netsmart
- Office Depot
- Pabst Brewing Company
- Pendleton
- Pepsi/Frito Lay
- Pernod Ricard
- PGA Superstore
- Popchips
- Press-Time
- Proximo
- PWC
- Renaissance Long Beach Hotel
- Roger Dunn
- Rumchata
- San Diego/Oceanside Residence Inn
- Sazerac
- Shoreline Village
- South County Photo Club
- Southern Wine
- Maria Spain
- Stefano's Foods
- Steve Quinn/Beagle Bros.
- Subway
- Tacos & Company
- Tito's Handmade Vodka
- T-Mobile
- Trader Joe's
- Trinchero Family Estates
- Ultimate Software
- Union Bank
- US Bank
- Westridge Golf Course
- William Grant
- Wyland Foundation
- Young's Market Company

**taking on  
disability  
together**





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Santa Ana, CA 92705  
714.834.1111

[easterseals.com/southernca](http://easterseals.com/southernca)