



## Easter Seals Southern Georgia, Inc.

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March 4, 2015

To Our Supporters and Stakeholders:

This year was the final year in our organization's three year strategic plan. In spite of all the challenges in the economy, our organization thrived and met the vast majority of the goals established years earlier. Having a strong commitment to a plan was indeed a key factor in our success.

Easter Seals Southern Georgia is in a decidedly different place at the close of the 2014 fiscal year that ended August 31<sup>st</sup>. Serving 2467 individuals in some 60 Georgia counties and 27 persons with disabilities in North Florida, our organization experienced profound growth.

Our successes came not just in numbers but in adopting successful business practices, striving for excellence in our services, strengthening our presence in the community and with our continued advocacy efforts with policy makers both here in Georgia and at the national level. Our business practice enhancements included the establishment of a capital reserve account accompanied by a generous monthly contribution that will provide the needed funds for anticipated major items such as HVAC and roof. Vans were replaced for our homes and programs and technology was utilized as never before. An on-line training system and a donor database system were implemented and have resulted in time savings as well as increased accountability. Once again this year, Easter Seals received an unqualified opinion on its financial audit and did not receive a management letter.

Our programs continued to expand and additional funding was obtained for our Champions for Children program. A pilot supported employment program funded by the Dept. of Behavioral Health and Developmental Disabilities was begun and was overwhelming successful in placing young adults with disabilities into real jobs. Our vocational services with the Florida Department of Education/Vocational Rehabilitation began in earnest as Easter Seals staff utilized customized employment strategies in making successful placements. "Megan's House" celebrated 10 years of sustainability and launched the first Easter Seals capital campaign since 1970. Over \$180,000 was raised in the first 6 months in support of the new construction. A new home was purchased and modified in anticipation of planned hospital transitions as our partnership with the Department of Behavioral Health and Developmental Disabilities continues to grow. And most importantly, Easter Seals received the maximum 3-year national accreditation by CARF. Over 28 organizational strengths were listed in the executive summary!

Easter Seals worked with our community partners and local boards of directors to enhance public awareness. A community engagement coordinator was hired and an on-line media management

system was implemented. We now have a viable presence on Facebook and other social media as well as an updated website. We worked with the Georgia Municipal Association in transforming the 2013 Mayor's Motorcade from the traditional hospital based program to one that embraced local community placements. Easter Seals was able to bring together both elected officials and DD program managers across the state to help promote the needs of some of our state's most vulnerable citizens.

Finally, Easter Seals Southern Georgia joined with the other 4 Easter Seal affiliates across the state to host our Annual Day at the Capitol. Legislators learned about programs and heard our support for autism, the Family Care Act and budget issues impacting the families we collectively serve.

Thank you for being a part of these accomplishments. Whether you made a financial gift or a valued gift of time, your engagement made an impact!

Sincerely,

*Beth English*

Beth English  
Executive Director

**EASTER SEALS SOUTHERN GEORGIA, INC.**  
**FINANCIAL SUMMARY**  
**September 1, 2013 - August 31, 2014**

<b>ASSETS</b>	<b>LIABILITIES &amp; NET ASSETS</b>
Cash	\$ 370,620
Restricted Cash	\$ 496,913
Endowment Account	\$ 42,905
Megan's House Building Fund	\$ 151,741
Accounts Receivable	\$ 742,269
Other Assets	\$ 184,516
Property & Equipment	\$ 1,126,622
<b>TOTAL ASSETS</b>	<b>\$ 3,115,586</b>
	Current Liabilities \$ 981,377
	Long Term Debt \$ 283,305
	Temporarily Restricted Net Assets \$ 170,566
	Unrestricted Net Assets(Designated) \$ 253,981
	Unrestricted Net Assets(Undesignated) \$ 1,384,257
	Permanently Restricted Assets \$ 42,100
	<b>TOTAL LIABILITIES</b>
	<b>&amp; NET ASSETS \$ 3,115,586</b>

	<u>ACTUAL</u>
<u>INCOME</u>	
Donations - Cash	\$ 66,085
Donations - Non Cash	\$ 2,214
Donations - Building Fund	\$ 57,847
Special Events	\$ 53,026
United Way Allocation	\$ 24,482
Government Grants/Fees	\$ 2,842,047
Program Service Fees	\$ 6,039,478
Other Income	\$ 219,772
<b>TOTAL INCOME</b>	<b>\$ 9,304,951</b>

<u>EXPENSES</u>	
Direct Services	\$ 8,081,260
Fund Raising	\$ 20,560
Management & General	\$ 706,159
National Membership Fees	\$ 35,653
<b>TOTAL EXPENSES</b>	<b>\$ 8,843,632</b>

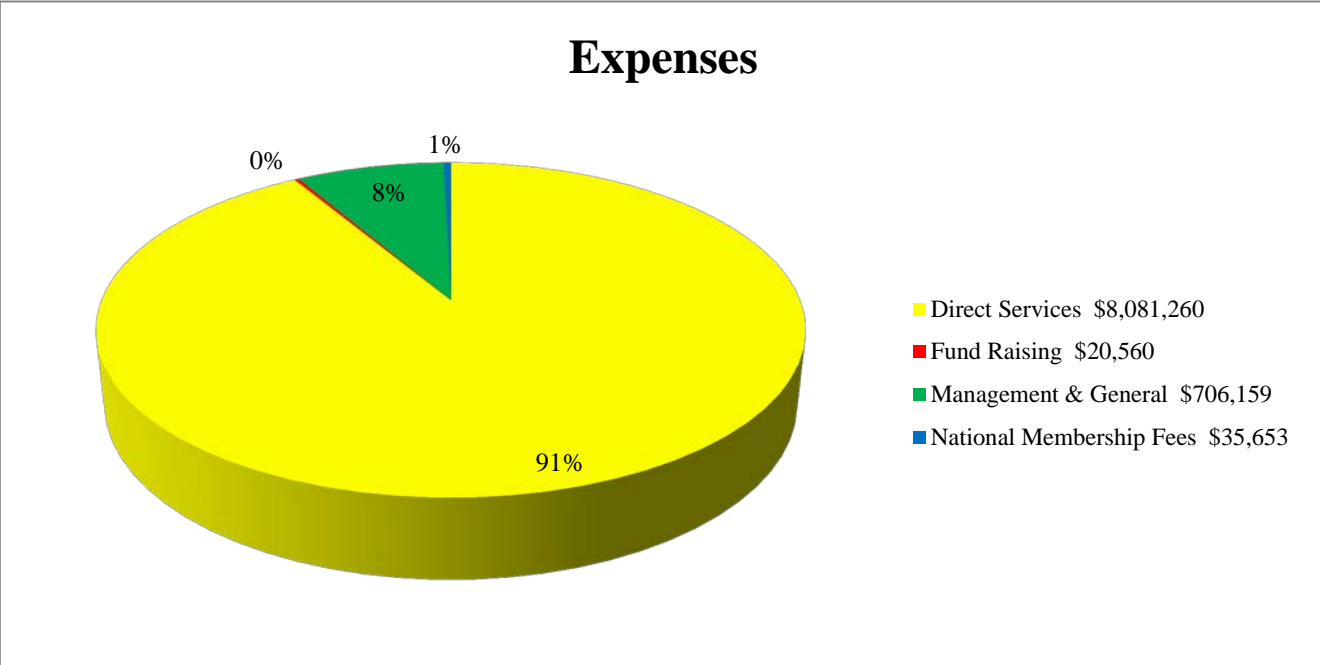
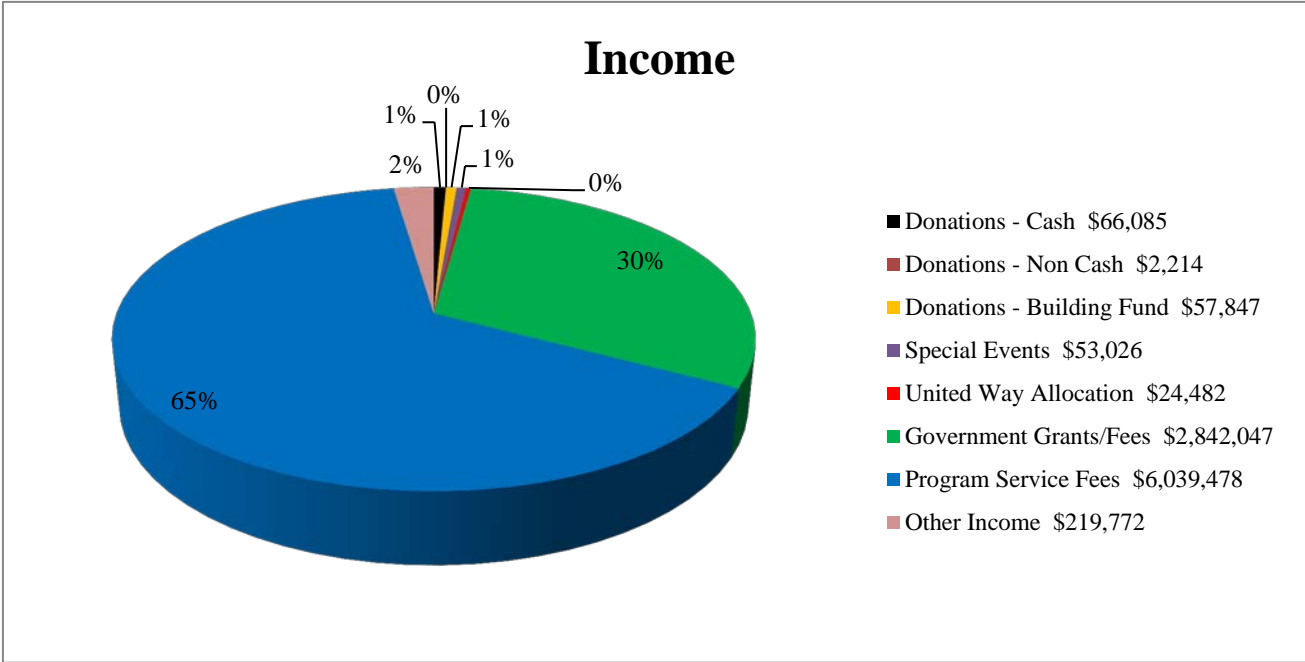
<b>TOTAL INCOME</b>	
<b>OVER EXPENSES</b>	<b>\$ 461,319</b>

NOTE: Does not include financial information of affiliated HUD housing Corporations.

# EASTER SEALS SOUTHERN GEORGIA, INC.

## FINANCIAL SUMMARY

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