

# 2019 2020

ANNUAL REPORT



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





## This was a year like no other.

*Things were on a good course the first eight months. Then came March 2020 and life at Easterseals Eastern Pennsylvania changed, just as it did throughout the country, and world, in response to COVID. To better share some of the year's highlights, let's differentiate between 'before' and 'since.'*

**Before:** Thanks to the Pennsylvania Department of Health, we were able to start providing free Applied Behavior Analysis (ABA) training to parents of children with autism. This individualized training helps parents learn how they can use ABA with their children, to help develop positive behaviors and mitigate those that cause difficulty. We began preparing to expand our Autism Diagnosis Clinic from Berks County into the Lehigh Valley, in partnership with St. Christopher's Hospital and Drexel University.

**Since:** In mid-March, we shifted to a remote operating model. In less than two weeks, we began rolling out our services virtually - early intervention, ABA parent training, clinics (including autism diagnosis), outpatient therapy and habilitation programs. This required an organization-wide Zoom crash course, the distribution of tablets to our consumers, and a lot of creativity and determination by our staff and contractors to continue to meet the needs of those who count on Easterseals.

We were thrilled to receive a \$22,195 grant from The Neag Foundation to purchase a suite of gait-therapy equipment for our outpatient center in Reading. This equipment will revolutionize the way we provide physical therapy to children with disabilities by improving outcomes and accelerating the rate at which they achieve their therapeutic goals. Read more about this wonderful addition to our outpatient therapy program on page 4.

Easterseals remains committed to supporting individuals with disabilities and their families through all of life's challenges. We know that our success is in large part due to the support we receive from our donors, volunteers, and most importantly, the families who trust us. Thank you for being our partner in fulfilling this commitment.

With appreciation,

**Nancy Knoebel**  
President and CEO

**William Blumer**  
Board Chair

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2019-2020 **SERVICES DISTRIBUTED BY AREA**

PROGRAMS & SERVICES	BERKS	LEHIGH VALLEY & POCONOS	OTHER	TOTAL
Early Intervention	427	605	2	1,034
Make the First Five Count	74	506	10	590
Outpatient Therapy Services	204	7	4	215
Specialty Medical Clinics	368	30	3	401
Camping/Recreation	171	345	18	534
Community Support Services	12	24	0	36
Employment Services	13	47	0	60
Fiscal Administration Services	1	483	2	486
<b>TOTAL</b>	<b>1,270</b>	<b>2,047</b>	<b>39</b>	<b>3,356</b>





### FEATURED COLLABORATION

## The Neag Foundation

Through the generosity of one of our newest community partners, The Neag Foundation, we were able to incorporate the latest mobility technology into our outpatient therapy program in Reading. This suite of gait-therapy equipment is having an immediate – and lasting – impact on the patients who rely on us for their physical therapy needs.

The equipment includes a GaitKeeper treadmill, LiteGait partial weight-bearing system, and GaitSens balance and gait-analysis system. Together, the equipment can help the user spend more time focusing on improving posture, coordination and endurance, helping them achieve their goals in a safe, fall-free environment. The equipment also provides immediate feedback to the user and therapist, and records the data for each therapy session so goals can be tracked and outcomes achieved more quickly. Patients have been responding extremely favorably to the equipment after just a few months of use.

This gift from The Neag Foundation is truly making a difference in the lives of our patients and their families, and helps us continue to provide the innovation for which Easterseals Eastern Pennsylvania is known.

*"The reaction of consumers is amazing. They often don't want to get out of the harness or stop walking on the treadmill because they love the sensation of standing upright and freely walking."*

*Christine Paris, outpatient therapy and clinic services manager.*





### FEATURED PROGRAM

## Autism Diagnostic Clinic

Easterseals Eastern Pennsylvania conducts a free autism diagnostic clinic (ADC) in the Lehigh Valley and Berks County through a unique collaboration with Children's Hospital of Philadelphia, St. Christopher's Hospital for Children and Drexel University. The Berks County clinic has been operating since May 2018. The Lehigh Valley clinic started providing evaluations in July 2020.

Our ADC transitioned to a fully remote telehealth model when the COVID pandemic struck in March 2020. Evaluations are conducted for eight children ages 18 months to three years of age each month using the TELE-ASD-PEDS. This specialized tool allows providers to walk a parent through several basic tasks with their child to observe for the presence of autism symptoms. TELE-ASD-PEDS engages parents thoroughly in the testing process with their child, using objects and materials commonly found at home.

Families receive a same-day diagnosis allowing them to be on the path to receiving additional services and benefits for their child if an autism diagnosis is determined. Approximately 88% of the children tested through the ADC receive an autism diagnosis. Those who do not are re-evaluated in six months.

Our Autism Diagnostic Clinic will be expanding into the northern region of our service area in 2021 and adding an additional day of service each month to allow more families this critical tool in helping their child receive access to the care and support they need.

### FAMILIES EVALUATED AND DIAGNOSIS RECEIVED:



**33**

FAMILIES

Berks County

(July 1 2019-June 30, 2020)

**28 RECEIVED AUTISM  
DIAGNOSIS**



**24**

FAMILIES

Lehigh Valley

(July 2020- December 2020)

**22 RECEIVED AUTISM  
DIAGNOSIS**





## Financial Data 2020 FISCAL YEAR AND PRIOR YEAR

FISCAL YEAR ENDING 6/30/2020		FISCAL YEAR ENDING 6/30/2019	
Total revenue	4,058,010	Total revenue	3,987,790
Program	3,018,445	Program	2,990,396
Fundraising, Grants & Awards	590,220	Fundraising, Grants & Awards	486,188
United Way	380,872	United Way	377,630
Trust Income & Investment Income	44,787	Trust Income & Investment Income	132,094
Other	23,686	Other	1,482
Total Operating Expenses	3,927,497	Total Operating Expenses	3,836,571
Program	3,273,842	Program	3,174,493
M&G	367,447	M&G	358,175
Fundraising	244,327	Fundraising	261,850
Dues	41,881	Dues	42,053
Change in Net Assets	130,513	Change in Net Assets	151,219

## Independence Gifts

**\$25,000 TO \$500,000**

### CORPORATIONS & FOUNDATIONS

*Cigna Health & Insurance Co.*  
*Estate of Daniel Cooper*  
*Estate of Richard Haupt*  
*Pocono Environmental  
 Education Center*  
*The Wyomissing Foundation*  
*United Way of Berks County*  
*Wells Fargo Foundation*

## Empowerment Gifts

**\$10,000 TO \$24,999**

### CORPORATIONS & FOUNDATIONS

*Anonymous*  
*Computer Aid, Inc.*  
*Florence Flach Trust*  
*Harry C. Trexler Trust*  
*The John & Margaret Post  
 Foundation*  
*The Neag Foundation*

### INDIVIDUALS

*Anthony Salvaggio and Family*

## Opportunity Gifts

**\$5,000 TO \$9,999**

### CORPORATIONS & FOUNDATIONS

*Avalon Insurance Company*  
*Capital BlueCross*  
*Concannon, Miller & Co., P.C.*  
*East Penn Manufacturing  
 Company, Inc.*  
*Estate of Frances B. Ramsay*  
*Highmark*  
*Quadrant Private Wealth*  
*The Stanley-Laman Group, Ltd.*  
*The Charles H. Hoch Foundation*  
*UGI Utilities, Inc.*

### INDIVIDUALS

*Jennifer & Pat McDonough\**  
*Dr. Frank & Yvonne Schweighardt*  
*David & Janice Smith*

## Dignity Gifts

**\$2,500 TO \$4,999**

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*Air Products Foundation*  
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*The Wawa Foundation*  
*The Will R. Beitel Children's  
 Community Foundation*  
*Walter L. Schautz Foundation*  
*Washington Camp 68 - P. O. S of A.*

### INDIVIDUALS

*William & Pamela Blumer\**  
*Jane Gasdaska*  
*William & Carol Geissler*  
*Michelle Sterner*

\* Board Member FY 2019-2020



## Ability

### \$1,000 TO \$2,499

#### CORPORATIONS & FOUNDATIONS

Mabel A. Adams Trust  
Brown & Brown of Lehigh Valley  
BSI Corporate Benefits  
CapTrust  
Carpenter Technology Corporation  
Crayola  
Elek Plumbing  
EthoSource, LLC  
Fulton Bank  
Hannah S. & Samuel A. Cohn Memorial  
Foundation  
Indicon, Inc.  
J.G. Automotive Services  
Jaindl Farms, LLC  
Janney, Montgomery, Scott, Inc.  
John Yurconic Agency  
JP & B Associates

Just Born, Inc.  
Klover Contracting  
Klunk & Millan Advertising  
Kriegman and Smith  
Leona Gruber Trust  
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The Merrick Group  
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## Ability

### \$1,000 TO \$2,499

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## Patron Gifts

### \$500 TO \$999

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### \$250 TO \$499

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\* Board Member FY 2019-2020

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Lynn Zeiner  
Debra Zvanut



## Special Acknowledgement

We gratefully recognize 257 additional gifts received between \$1 and \$99. Too numerous to list individually, we appreciate the warmth and support of all our donors.



## Memorial & Honorarium

Maddison August  
 Adrie Beale  
 Richard Cummins  
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 Deborah Hill  
 Blaise & Aubree Hoster  
 Jillian "Gigi" Kaschak  
 Jerome Knoebel  
 Mike Kucek  
 Michael Misterkiewicz  
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 Wegmans

Any gifts received after  
 June 30, 2020 will be listed  
 in the 2021 Annual Report.





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Visit our web site at [www.easterseals.com/esep](http://www.easterseals.com/esep)  
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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.*