



# 2020 2021

ANNUAL REPORT

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





## A year of challenges and successes.

*The COVID pandemic had an enormous impact on Easterseals, as it did on the rest of the world. For us, the story is not so much about the challenges we faced, but the stalwart commitment to growth and innovation reflected in everything we did. We stayed focused on finding ways to meet the needs of individuals living with disabilities in our community, and we used new ways of thinking to overcome barriers and challenges.*

### **A few highlights:**

*The Autism Diagnostic Clinic (ADC) shifted to a full telehealth model and expanded from Berks County into Lehigh and Northampton Counties, tripling the number of children diagnosed. The telehealth model works so well that we will continue using it indefinitely. The new model means the child does not have to come to an unfamiliar environment for the evaluation; transportation barriers are eliminated for families; and we can leverage the expertise of the evaluation team without geographic limitations.*

*Our ABA coaching for parents of children with autism also grew substantially. Delivered virtually, families receive up to 8 weeks of individualized coaching with an ABA specialist to develop skills and knowledge related to applied behavior analysis that will help their child develop behaviors to better support their needs.*

*We were selected by the Association of Maternal and Child Health Programs to present our ABA and ADC programs at their annual conference, and the ADC was selected to be included in their innovation hub. The goal is to share our model nationally, so other communities can replicate what we are doing.*

*Make the First Five Count expanded to include supplemental developmental supports, providing direct help to families with a young child waiting to receive Early Intervention or other related services. Families begin learning strategies to address developmental challenges their child is facing, so that no time is lost. The service is delivered virtually to enhance the convenience and accessibility for families.*

*LEAP, our employment preparation experience for high school students, returned after a brief hiatus. You can learn more about the new program design inside this report.*

*Thank you for your ongoing support for the Easterseals mission. We continue to stay laser-focused on all we can do to impact the community, and your support is one of the reasons we have been so successful.*

*With appreciation,*

**Nancy Knoebel**  
President and CEO

**William Blumer**  
Board Chair

2020-2021 **BOARD ROSTER**

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**Ann Marie Surovy**, *CFRE, Director of Advancement*

2020-2021 **SERVICES DISTRIBUTED BY AREA**

PROGRAMS & SERVICES	BERKS	LEHIGH VALLEY & POCONOS	OTHER	TOTAL
Early Intervention	529	390	11	930
Make the First Five Count	45	163	14	222
Outpatient Therapy Services	88	37	2	127
Specialty Medical Clinics	310	230	10	550
Camping/Recreation	115	74	7	196
Community Support Services	17	19	1	37
Employment Services	23	6	1	30
Fiscal Administration Services	1	402	10	413
<b>TOTAL</b>	<b>1,128</b>	<b>1,321</b>	<b>56</b>	<b>2,505</b>





### FEATURED COLLABORATION

## The Neag Foundation

Thanks to a generous grant from The Neag Foundation, children receiving services at our outpatient center in Reading have a fun new reason to look forward to their therapy. Our new adaptive traverse climbing wall introduces a modern method of therapy that provides an entirely new way to focus on different aspects of physical and occupational therapy. And with its colorful features, therapy time feels more like play time!

Since a traverse wall is climbed horizontally, the fun and challenge of it is making it from one side to the other, rather than to the top. Children are never more than a few feet off the floor as they make their way across the wall. No ropes or harnesses are needed and safety mats are in place for any missteps.

Incorporating the wall into our therapy program helps children with varying disabilities build confidence and a sense of accomplishment as they practice physical coordination, build body awareness, increase muscle strength, and develop gross motor skills, spatial reasoning and critical thinking.

The Neag Foundation helped us realize our dream to integrate this unique, innovative and fully customizable piece of equipment into our therapy program where it is truly changing the lives of the children we serve in new and lasting ways.





### FEATURED PROGRAM

## LEAP (Learn, Earn, Achieve and Practice)

LEAP, our vocational preparedness program for high school students with disabilities ages 16-21, experienced a successful return to in-person instruction in spring 2021. LEAP combines paid work experience with curriculum instruction to provide participants with the skills they need to transition successfully into adulthood. As a parent or caregiver, preparing your child for life after high school can be a source of stress and worry, and even more so when your child has a disability. The skills learned through participation in the LEAP program help further position students for success, independence, and fulfillment as they enter adulthood.

In response to the popularity and interest in the spring session, LEAP was expanded to include a fall session and other areas of our affiliate's service region.

Groups meet for five Saturdays from 9am-3pm for interactive curriculum and coaching in the morning followed by an afternoon of paid workplace experience in the community. Worksite locations are OppShop (Reading), Wildlands Conservancy (Lehigh Valley), Project Paw (Lehigh Valley) and Pocono Environmental Education Center (Pike County).

Participants who complete the program gain a better understanding of workplace expectations, develop leadership abilities and learn the "soft skills" needed to be successful on the job such as communicating with coworkers, displaying professionalism, managing their time and working as a team. Participants learn how to develop a resume and complete a job application, practice interviewing and job search techniques, and learn how to budget and manage finances.

LEAP is offered at no cost to participants thanks to funding received from businesses who support Easterseals through the state's Educational Improvement Tax Credit program.







## Financial Data 2021 FISCAL YEAR AND PRIOR YEAR

FISCAL YEAR ENDING 6/30/2021		FISCAL YEAR ENDING 6/30/2020	
Total revenue	4,207,301	Total revenue	4,058,010
Program	2,463,459	Program	3,018,445
Fundraising, Grants & Awards	511,705	Fundraising, Grants & Awards	590,220
United Way	371,581	United Way	380,872
Trust Income & Investment Income	413,592	Trust Income & Investment Income	44,787
Other	446,964	Other	23,686
Total Operating Expenses	3,498,990	Total Operating Expenses	3,927,497
Program	2,787,223	Program	3,273,842
M&G	405,173	M&G	367,447
Fundraising	262,485	Fundraising	244,327
Dues	44,109	Dues	41,881
Change in Net Assets	708,311	Change in Net Assets	130,513

## Independence Gifts

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

### CORPORATIONS & FOUNDATIONS

*Daniel Cooper Estate*

*United Way of Berks County, Inc.*

### INDIVIDUALS

*Anthony Salvaggio and Family*

## Empowerment Gifts

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

### CORPORATIONS & FOUNDATIONS

*Anonymous*

*Computer Aid, Inc.*

*Florence Flach Trust*

*Phillips 66*

*Harry C. Trexler Trust*

*The Neag Foundation*

*The Stanley-Laman Group, Ltd.*

### INDIVIDUALS

*Anonymous*

## Opportunity Gifts

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

### CORPORATIONS & FOUNDATIONS

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*Brown & Brown of Lehigh Valley*

*City Center Lehigh Valley*

*Concannon, Miller & Co., P.C.*

*County of Berks*

*East Penn Manufacturing Company, Inc.*

*Philadelphia Insurance Companies*

*Quadrant Private Wealth*

*The Charles H. Hoch Foundation*

*The Donald B. & Dorothy L. Stabler Foundation*

*The John & Margaret Post Foundation*

*UGI Utilities, Inc.*

*UHS of Delaware, Inc.*

### INDIVIDUALS

*Anonymous*

*David "Abe" Hunter*

*Jennifer & Pat McDonough\**

*Dr. Frank & Yvonne Schweighardt*

## Dignity Gifts

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

### CORPORATIONS & FOUNDATIONS

*Avalon Insurance Company*

*BakerTilly Virchow Krause, LLP*

*Capital BlueCross*

*Domani Wealth*

*First Priority Bank – Mid Penn Bank*

*Highmark*

*Janney, Montgomery, Scott, Inc.*

*John Yurconic Agency*

*Leisawitz Heller*

*PPL Corporation*

*Sunburst Property Management, Inc.*

*The M&T Charitable Foundation*

*The Wawa Foundation*

*The Will R. Beitel Children's Community Foundation*

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### INDIVIDUALS

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*Steve & Jeanne Follett*

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*William & Carol Geissler*

*Jarrett & Mandy Laubach*

*Brian Lee*

*Johan & Deborah Sundlof*

\* Board Member FY 2020-2021

## Ability Gifts

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

### CORPORATIONS & FOUNDATIONS

Mabel A. Adams Trust  
API Systems  
Frederick H. & Margaret S. Bedford Charitable Foundation  
Blue Sky Benefits  
Boyle Construction, Inc.  
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BSI Corporate Benefits  
CapTrust  
Channel 69 News WFMZ  
Crayola  
CyberThink, Inc.  
Davison & McCarthy, P.C.  
Fraternal Order of Eagles State Auxiliary  
Hannah S. & Samuel A. Cohn Memorial Foundation

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Just Born, Inc.  
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Livingood Trust Fund  
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One Putt Ventures LLC  
People First Federal Credit Union  
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Ridgeview Limited Partners  
RLB Accountants  
Warren S. Scholl Trust  
Schuster Landscaping  
St. Luke's University Health Network  
The Provident Bank  
Univest National Bank & Trust  
Vinart Dealerships



## Ability Gifts

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

### INDIVIDUALS

Brandon Becker  
Noah & Stacey Bergstein  
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Suzanne Searfoss  
Michelle Sterner  
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Mary Ann & Alfred Umble



\* Board Member FY 2020-2021

\*\* Deceased



## Patron Gifts

### \$500 TO \$999

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Capital City Lodge #2  
EnerSys, Inc.  
EthoSource, LLC  
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Kevin & Lisa Garbacik  
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### \$250 TO \$499

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Presidential Cleaners  
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Revolution Mortgage Center Valley  
Stofanak Custom Cabinetry  
Torrey Family Fund  
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\* Board Member FY 2020-2021

## Patron Gifts

### \$100 TO \$249

#### CORPORATIONS & FOUNDATIONS

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 MBI HVAC, Inc.  
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 Quaint Oak Mortgage  
 Rhoads Energy  
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 United Way of Lancaster County  
 Vertex  
 West Side Electric



## Patron Gifts

### \$100 TO \$249

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 Elizabeth Anderson  
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 John Yurish  
 Debra Zvanut

### Special Acknowledgement

We gratefully recognize 212 additional gifts received between \$1-\$99. Too numerous to list individually, we appreciate the warmth and support of all our donors.

\* Board Member FY 2020-2021



## Memorial & Honorarium

Guillermo Acevedo  
 Adrienne "Adrie" Elizabeth Beale  
 Gabriel Becker  
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 Richard Cummins  
 Colin Deckman  
 Eliseo Espallat  
 Sally Fidler  
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 Ronna Serota  
 Francis Wagner

Any gifts received after  
 June 30, 2021 will be listed  
 in the 2022 Annual Report.

## In-Kind Gifts

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 Anne Baum  
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 Sunburst Property Management, Inc.  
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 Valley Country Club  
 Wegmans  
 Working Dog Press

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1501 Lehigh Street, Suite 201  
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Fax: 610 289-4282

#### Berks Division

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Phone: 610 775-1431  
Fax: 610 796-1954

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