Annual Report
2017 - 2018
Easterseals is working to change the way the world defines and views disabilities. It was nearly 100 years ago, that our organization was founded after Edgar Allen realized that children with disabilities were often hidden from public view. Today, we are not only providing disability services, we are also strong advocates for ensuring people with disabilities have equal opportunities to live, learn, work and play in their communities.

As the needs of the families we serve change and become more complex, so do our services. Emerging assistive technologies helps people access their world in myriad ways, which range from simple switch toys to powerful eye gaze technology. Through our new Maker Spaces, made possible through a grant from the Comcast Foundation, staff is able to create custom designed items such as key guards for speech-generating devices, three dimensional instructional materials and communication symbols, switches, and adapted handles for toys and self-help aids. This increased access to assistive technology is already changing lives.

Another example of meeting the changing needs of the children we serve is the implementation of Positive Behavior Intervention Supports (PBIS). The children we serve come to us with a variety of abilities, disabilities, and experiences; some of which can lead to persistent challenging behavior. In 2014, Easterseals researched the most effective way to support both the children and staff in managing those behaviors. A grant from Pew Charitable Trusts enabled Easterseals to welcome the first behavior specialist to our team. Through a collaborative effort of the staff and families, Easterseals became the first specialized preschool to meet the criteria of fully implementing the first tier of PBIS as defined by the Pennsylvania Positive Behavior Support Network in our Brooks Center. As of 2018, we now have a Behavior Support Department and all of our centers are working to implement PBIS with fidelity. Our success has also led us to become a leader in the state for implementation in a preschool specialized setting. Most importantly, this program is having visible impact in every center.

Easterseals is committed to providing roots to the community we serve. As that community changes, so do our services. It is through the enduring support and trust of our families, staff, donors and volunteers that we continue to grow as the trusted resource for disability services. We look forward to this milestone anniversary and working to ensure another 100 years of service.
Board of Directors

Officers

Don Maxfield, President
Roy Yaffe, Esq. Immediate Past President
Cummins Catherwood, Jr., Secretary

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William “Bill” Barnes
Brian Casey
Ron Clarke
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Valerie Powers Smith, Esq.
Dennis Roberts
John Paul Simpkins, Esq.

Honorary Director

William D. Nicholas

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Ivy Lewis, Director of Finance/CFO
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Adrienne Young, Bucks County Division Director
Donna Keiths, Chester & Delaware Counties Division Director
Betsi Strasser, Montgomery County Division Director
Fran Hagarty, Philadelphia Division Director
## Donors:

### Presidents’ Council

In recognition of our donors who, through their generosity, have given individual gifts of $1,000 or more to Easterseals over the past fiscal year. We thank you for your generous and continued commitment to Easterseals services and mission.

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<thead>
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<th>Empowerment ($10,000-$24,999)</th>
<th>Opportunity ($5,000 -$9,999)</th>
<th>Dignity (2,500 - $4,999)</th>
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<tr>
<td>James Caplan</td>
<td>Carl &amp; Margaret Burke</td>
<td>D. Christopher &amp; Kimberly Benfer</td>
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<td>Paul M. &amp; Cheryl Ross</td>
<td>Cummins &amp; Susan Catherwood</td>
<td>Ron Clarke</td>
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<td>Tucker Gresh</td>
<td>Sandi Foxx Jones</td>
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### Ability ($1,000 - $2,499)

| Harry F. Brooks                | Francis J. & Anna Hagarty      | Christopher Neville       |
| Dr. Kimberley Brown Flint & Laurie Flint | Troy Hamilton | Mark Nimchuk |
| William C. Buck                | John & Bernadette Heenan       | Melanie & Jason O’Brien   |
| Brian & Lee Ann Casey          | Robert & Jeaninne Hesser       | Valerie Powers Smith      |
| Joseph & Joan Coyle            | Robert E. Keith, Jr. & Margot Keith | Mara & David Reynolds |
| Kim & Doug Dalgliesh           | Donna L. Keiths                | Emily Riley & Ted Simon   |
| Anonymous                      | Richard & Louise Ledwith       | Dennis & Paula Roberts    |
| Stanley F. Elias Jr.           | Linda Lerlo                    | Seymore Rubin             |
| Gladys Fenichel                | Ivy C. Lewis                   | Tiffany & Matthew Schell  |
| Sandra L. Ferraro              | Vincent & Donna Long           | Anne Schumann             |
| Michael Golden                 | Don & Kasha Maxfield           | Joe Sheehan               |
| Dr. Richard & Mindy Goldstein  | Linda & Patrick McDevitt       | John Paul & Nathalie Simpkins |
| Elizabeth Graham               | Justin A. Menard               | Joann & Joseph Townsend   |
| Vincent J. Green Jr.           | John C. Miller & Amy L. Caples | Carl Webster & Michele Ciofalo |
|                                | Douglas & Glenda Moyer         | Roy & Hope Yaffe          |

### Planned Giving & Bequests

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<th>Estate of Virginia Farquhar</th>
<th>Estate of John Lyon</th>
<th>Estate of Lena H. Yardley</th>
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<td>Anonymous</td>
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Easterseals would like to recognize individuals, corporations and foundations for their gifts of over $500 in the past fiscal year

A.C. Moore Arts & Crafts Inc.  Hatfield Quality Meats  SAP Community Cares Team
Aetna Foundation  Dan & Beth Heyman  Science Leadership Academy
Glen & Amy Albertson  Margaret Hyder  Gary Scott
Marcy Amarnek  Independence Blue Cross  Stephen Shatz
Anonymous  Iron Hill Brewery & Restaurant, Media  Pam Stevens
Ms. Gewn Asplundh  JKG Florida Business Corp  Shrie M. Smith
Bergey’s Inc.  Johnson & Johnson Matching Gifts  Starbucks Coffee Company
Boeing Employees Community Fund of Philadelphia  KeyBank  TD Charitable Foundation
Dr. & Mrs. Thales Bowen, Jr.  Kingston Terrace, Inc.  The Catherwood Family Fund of Langhorne, LLC
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Catherine Carruthers  MassMutual Greater Philadelphia  The Alvin & Alice Hellmich Fund
CBRE Clarion Securities  Max Matteson  UWGPSJ
CENTURY 21 Advantage Gold  Chris McBryan  UPS Foundation, Inc.
Century 21 Broker Council of Eastern P.A.  Michael McDonald  Verti Insurance
Child Development Foundation  Brian J. McKenna  Wawa Foundation Inc.
Comcast NBCUniversal  Murray Comic N.Y.B. Inc.  West Pharmaceuticals
Jerry & Sharon Corbett  Neopost USA  Widener Memorial Foundation
Covenant Bank  North Penn Rotary Club Charitable Foundation, Inc.  Robert M. & Fern Z. Yothers
CVS Health  Open Systems Home Care Staffing  Zarwin, Baum, DeVito, Kaplan, Schaer & Toddy PC.
Deacon Industries  Kathy & Rick Opperman
Ralph DiGuiseppe, Ill  Jay & Christina Pearson
Education Works  Philadelphia Insurance Companies
Stanley Elias Sr.  Carolyn A. Piccone
Ethel Sergeant Clark Smith  Poquessing Middle School Student Council
Memorial Fund  Prosperity Home Mortgage LLC
Frank Ferrara  reSawn Timber Co.
Fiber-Line Inc.  Royal Arcanum Society
Genuardi Family Foundation  SAP Community Cares Team
Science Leadership Academy
Gary Scott
Stephen Shatz
Pam Stevens
Shrie M. Smith
Starbucks Coffee Company
TD Charitable Foundation
The Catherwood Family Fund of Langhorne, LLC
The Food Trust
The Graham Company
The Alvin & Alice Hellmich Fund
UWGPSJ
UPS Foundation, Inc.
Verti Insurance
Wawa Foundation Inc.
West Pharmaceuticals
Widener Memorial Foundation
Robert M. & Fern Z. Yothers
Zarwin, Baum, DeVito, Kaplan, Schaer & Toddy PC.
**Program Statistics 17/18**

### ENROLLMENT BY PROGRAM

**CONTRACTED SERVICES**
521

**EARLY INTERVENTION**
- Early Intervention (Ages 0 - 2 yrs): 883
- Early Intervention (Ages 3 - 5 yrs): 547
- E.I. Independent Evaluation Services: 5,118
- Friendship Academy: 186
- Early Headstart: 6

**SPECIAL EDUCATION**
- Approved Private School: 143
- Summer Services: 416

**MEDICAL REHABILITATION**
- Outpatient Therapy: 2

**SUPPORTING PROGRAMS**
- Assistive Technology: 78
- Transportation: 212

**GRAND TOTAL**
8,112

*Some individuals are participants in multiple programs

### CLIENT DEMOGRAPHICS

#### AGE
- 0-2: 6,026
- 3-5: 1,080
- 6-12: 455
- 13-17: 161
- 18-24: 29
- 25-44: 5
- 45-64: 5
**TOTAL: 7,761**

#### GENDER
- Male: 4,943
- Female: 2,818
**TOTAL: 7,761**

#### ETHNICITY
- Asian: 298
- African American: 1,100
- Caucasian: 4,061
- Latino: 1,882
- Native American: 4
- Other: 416
**TOTAL: 7,761**
Financials

Audited Financial Statement for the Fiscal Year Ended 6/30/18

INCOME

Public
Support..........................................................468,468  2.58%
Service Revenues..............................................17,603,654  97.12%
Other Income...................................................54,536  .30%
TOTAL INCOME..............................................18,126,658  100.00%

EXPENSES

Program Services..............................................16,126,029  86.68%
Fund Raising.......................................................249,003  1.34%
Management & General.....................................2,174,188  11.69%
Easterseals-National Dues.................................55,629  0.29%
TOTAL EXPENSES...........................................18,604,849  100.00%

Change in Net Assets Due to Operations..........(478,191)

Pension Related Changes.................................(15,823)
Changes Due to Investment Activity....................76,708

Change in Net Assets

Net Assets at Beginning of Year.........................2,932,989
Net Assets at End of Year.................................2,515,683