



Celebrating 100 Years of Impact

**Easterseals of Southeastern Pennsylvania
Annual Report
2018-2019**

For 100 years, Easterseals has served as an indispensable resource for individuals with disabilities, veterans, seniors and their families.

Easterseals origins took root in 1907, when Ohio business man, Edgar Allen, lost his son in a streetcar accident. The lack of medical equipment led him to begin a fund-raising campaign to build a hospital in his hometown of Eyliria, Ohio. It was in this hospital that he realized that children with disabilities were hidden from public view. This led to his inspiration to make a difference by establishing the National Society for Crippled Children.

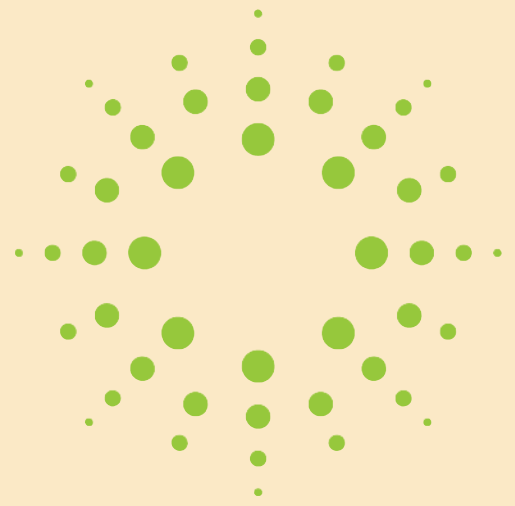
In 1936, his son, Frank B. Allen, organized our local affiliate, which has been continuously providing direct services to children and adults with disabilities throughout Philadelphia, Bucks, Chester and Delaware Counties. Today, we are one of 69 affiliates serving 1.5 million people, of which, over 8,000 are served locally. We are proud of the role we have played in supporting the disability community in both advocacy and service.

Just like our founder, Edgar Allen, we continue to be inspired to make change when faced with the needs of the community we serve. This past year, an Innovation Fund was established to support our most innovative thinkers, our staff. Staff can apply for funding for new therapeutic approaches, unbudgeted learning and training, innovative strategies for classroom learning, and cutting-edge equipment through a competitive grant process. The Innovation Fund is made possible by the generosity of our donors.

This was an exciting year for assistive technology as well! Our Director of Assistive Technology and Augmentative Communication, Joy McGowan, was chosen as a Healthcare Hero by Mainline Today, for her work with augmentative communication and eye-gaze technology. And, on May 3rd, we were thrilled to work with 100 volunteers from Comcast NBC Universal, along with students from Jefferson

University, Science Leadership Academy and Easterseals therapists to modify 65 toys to be used with switches as well as modifying three batter-operated cars for three Easterseals students, allowing them not only increased mobility, but also access to the simple pleasure of childhood play.

With the support of donors and volunteers, we are working to change the way the world views and defines disabilities. Together we can ensure that everyone is 100% empowered, and 100% included.



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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.

Empowerment (\$10,000-\$24,999)

Cummins & Susan Catherwood
Paul M. & Cheryl Ross

Opportunity (\$5,000 -\$9,999)

James Caplan
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Dignity (\$2,500 - \$4,999)

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Tiffany and Matthew Schell
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John Paul and Nathalie Simpkins
Carl Webster & Michele Ciofalo
Roy and Hope Yaffe

Legacy Society

Easterseals Legacy Society recognizes the generosity of a special group of donors who have communicated plans to include Easterseals in their wills or estate plans.

Mrs. Charlotte Bowman
James Byrd
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James and Elizabeth Heiden

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Edward W. and Virginia E. Wolfe

Planned Giving & Bequests

Jeff Algazy
Bessie Edmunds Trust

The Lillian L. Longstreth Trust
Estate of Walter S. Place

Estate of G. Russell Reiss, Jr.

500+ Donors

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	Hsu Yi-Wen	Prudential Financial Matching
Aetna Foundation	Independence Blue Cross	Gifts Program
Alliant Insurance Services, Inc.	Independence Planning	Jennifer and Michael Rissi
American Water – NJ	Group, LLC	Royal Arcanum Society
ASI Holding Company, Inc	Iron Hill Brewery & Restaurant	Sage Premier Settlements
Ms. Gwen Asplundh	ITData	SAP Community Cares Team
Bank of American Matching	JKG Florida Business Corp	Science Leadership Academy
Gifts Program	Johnson & Johnson Matching	Susan Scott
Bergey's Inc.	Gifts Program	Eileen Senour
Boeing Employees Community	Kreischer Miller	Stephen I. Shatz
Fund of Philadelphia	Scott K. Larsen	Skylight Financial Group, LLC
Karen Boyd	Kenneth E. and Jennifer K.	Anne M. and Donald Slowicki
Caroline J.S. Sanders Trust #2	Lawrence	Starbucks
Century 21 Absolute Realty	Christian R. & Mary F. Lindback	TD Charitable Foundation
Century 21 Advantage Gold	Foundation	The Alvin & Alice Hellmich Fund
Anne Marie and Matt Chapman	Vincent F. Long	The Foundation for Delaware
Charles River Laboratories	Long & Foster Real Estate, Inc.	County
Citizens Charitable Foundation	Bill Lublin & Dorota Kowaleswki	The North Penn Rotary Club
Matching Gifts Program	Mary Mancias	Charitable Foundation
City of Philadelphia Department	Mapfre Insurance	The Pew Charitable Trusts
of Public Health	MassMutual Greater Philadelphia	The Philadelphia Foundation
Bob and Nancy Cleveland	Julia and Kevin McCabe	The Wawa Foundation
Comcast NBCUniversal	McCauley Tree Service	UHS of Delaware, Inc.
CVS Health	Brian and Betsy McKenna	UnitedHealth Group Matching
Drexel University Westphal	Murray Comic N.Y.B. Inc	Gifts Program
College of Media Design	Open Systems Home Care	Teresa VanLoey
Ethel Sergeant Clark Smith	Staffing	Sean and Lisa Wajert
Memorial Fund	Mr. and Mrs. Michael J. Ossip	Timothy J. Weber
John Fitzwater	Richard B. Owens	West Pharmaceutical Services
Foundations Community	Christina and Jay Pearson	Widener Memorial Foundation
Partnership	Philadelphia Insurance	Fern and Robert Yothers
Graham Company	Companies	Zarwin, Baum, DeVito, Kaplan,
Lindsey Hagarty	Poquessing Middle School	Schaer & Toddy P.C.
Hatfield Quality Meats	Student Council	
Dan and Elizabeth Heyman	Prosperity Home Mortgage, LLC	

Program Statistics 18/19

ENROLLMENT BY PROGRAM

CONTRACTED SERVICES.....736

EARLY INTERVENTION

Early Intervention (Ages 0 - 3 yrs).....862
 Early Intervention (Ages 3 - 5 yrs).....507
 E.I. Independent Evaluation Services.....5,587
 Friendship Academy.....209
 Pre-K Counts.....15

SPECIAL EDUCATION

Approved Private School.....141
 Summer Services.....129
 Extended School Year (ESY) Services.....307

SUPPORTING PROGRAMS

Assistive Technology.....61
 SIBSHOPS.....9

GRAND TOTAL*.....8,563

**Some individuals are participants in multiple programs*

CLIENT DEMOGRAPHICS

AGE

0-2.....6,431
 3-5.....986
 6-12.....438
 13-17.....204
 18-24.....66
 25-44.....6
 45-64.....3
TOTAL.....8,314

GENDER

Male.....5,227
 Female.....2,907
TOTAL.....8,314

ETHNICITY

Asian.....311
 African American.....1,080
 Caucasian.....4,165
 Latino.....2,126
 Native American.....3



Financials

Audited Financial Statement for the Fiscal Year Ended 6/30/19

INCOME

Public Support.....	579,479	3.02%
Service Revenues.....	18,584,836	96.75%
Other Income.....	43,837	.23%
TOTAL INCOME.....	19,208,152	100.00%

EXPENSES

Program Services.....	17,129,630	86.87%
Fund Raising.....	228,699	1.16%
Management & General.....	2,303,521	11.68%
Easterseals-National Dues.....	56,662	0.29%
TOTAL EXPENSES.....	19,718,512	100.00%

Change in Net Assets Due to Operations.....(510,360)

Pension Related Changes.....	(498,943)
Changes Due to bequest income and Investment activity.....	640,832

Change in Net Assets

Net Assets at Beginning of Year.....	2,515,683
Net Assets at End of Year.....	2,147,212



Easterseals Impact 2018 -2019



18 IEP meetings were conducted via interpreter

16 non-English speaking families were provided support throughout the year

ACCREDITATION



4 Stars in the Keystone Stars Program for all Friendship Academy locations

5 service locations are accredited by the National Association for the Education of Young Children (NAEYC)

8,314 children served

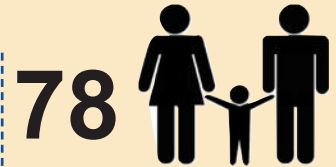
43
preschool
scholarships



Delaware County
Growth

71
additional
students

3
new
classrooms



78

parents attended
Positive Behavior
Intervention Supports
(PBIS) training

"Communication between therapists and family is wonderful and reassuring."- Parent



99.7%

parent satisfaction in
overall evaluation
experience



\$14,000+

in staff giving to support
programs and services

"They made him feel comfortable and at ease, which allowed for a very smooth evaluation and demonstration of his true personality and abilities."- Parent



60

children achieved IEP
goals with the support
of music therapy

Comcast
Car Build

100 volunteers
+ **500** Volunteer hours

65 adapted toys
3 specialized cars