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 Elyria, 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.
Board of Directors

Officers

William “Bill” Barnes, President
Eric Matthews, Treasurer
Cummins Catherwood, Jr., Secretary
Roy Yaffe, Esq. Immediate Past President

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Brian Casey
Ron Clarke
Blake Cooper
Kim D. Dalgliesh, Esq.
Timothy Folk
Linda A. McDevit, CPA/PFS, MT
Katie McPeak, MD
John Miller
Wendell Sammons
John Paul Simpkins, Esq.

Honorary Director

William D. Nicholas

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Ivy Lewis, Director of Finance/CFO
Kimberley Brown-Flint, Ed.D., Director of Programs
Rebecca Ross, Director of Human Resources
Liz Graham, Director of Development
Melanie O’Brien, Director of Communications
Adrienne Aiken, 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.

**Empowerment ($10,000-$24,999)**
- Cummins & Susan Catherwood
- Paul M. & Cheryl Ross

**Opportunity ($5,000 -$9,999)**
- James Caplan
- Tucker C. Gresh

**Dignity ($2,500 - $4,999)**
- Ron Clarke
- Sandi Foxx Jones
- Bill Lubins
- Seth Merrin
- Glenda and Douglas Moyer
- Jennifer and Robert Pineda
- Frank L. Seidman

**Ability ($1,000 - $2,499)**
- D. Christopher and Kimberley Benfer
- Harry F. Brooks and Meredith Rapp
- Dr. Kimberley Brown-Flint and Laurie Flint
- Carl and Margaret Burke
- Brian and Lee Ann Casey
- Kimberly D. and Doug Dalgliesh
- Anonymous
- Stanley F. Elias, Jr
- Frank and Jiaxi Ferrara
- Sandra L. Ferraro
- Harris S. Fishman
- Michael L. Golden
- Michael D. Goldstein
- Elizabeth Graham and Steve Meckes
- Vincent J. Green, Jr.
- Francis J. and Anna Hagarty
- Troy Hamilton
- Robert and Jeannine Hesser
- Eileen Johnston
- Jeff Johnston
- Richard W. and Louise Ledwith, Jr.
- Linda Lerlo
- Ivy C. Lewis
- Don and Kasha Maxfield
- Linda and Patrick McDevitt
- Thomas McQueeney
- Justin A. Menard
- John C. Miller and Amy L. Caples
- Melanie and Jason O'Brien
- Bradley and Natalie Okoniewski
- Valerie A. Powers Smith
- Mara & David Reynolds
- Felix A. Rivera
- Dennis J. and Paula Roberts
- Janet Rubien and Edward Thomas
- Seymore Rubin
- Tiffany and Matthew Schell
- Anne Schumann
- 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
- Elaine Byrne
- Erik W. and Karen Louise Fay
- Elizabeth Graham
- Mr. & Mrs. W. Perry Gresh
- James and Elizabeth Heiden
- Anonymous
- Helen C. Kline
- Miss Elizabeth C. Koster
- Ted W. and Patti Paroly
- Ms. Sonia Rodriguez-Perez
- Walter Spencer, Jr.
- Anonymous
- Rita Trythall
- Anonymous
- Alfred W. Watkins
- Carl Webster and Michele Ciofalo
- 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
Aetna Foundation
Alliant Insurance Services, Inc.
American Water – NJ
ASI Holding Company, Inc
Ms. Gwen Asplundh
Bank of American Matching Gifts Program
Bergey’s Inc.
Boeing Employees Community Fund of Philadelphia
Karen Boyd
Caroline J.S. Sanders Trust #2
Century 21 Absolute Realty
Century 21 Advantage Gold
Anne Marie and Matt Chapman
Charles River Laboratories
Citizens Charitable Foundation Matching Gifts Program
City of Philadelphia Department of Public Health
Bob and Nancy Cleveland
Comcast NBCUniversal
CVS Health
Drexel University Westphal College of Media Design
Ethel Sergeant Clark Smith Memorial Fund
John Fitzwater
Foundations Community Partnership
Graham Company
Lindsey Hagarty
Hatfield Quality Meats
Dan and Elizabeth Heyman
Hsu Yi-Wen
Independence Blue Cross
Independence Planning Group, LLC
Iron Hill Brewery & Restaurant ITData
JKG Florida Business Corp
Johnson & Johnson Matching Gifts Program
Kreischer Miller
Scott K. Larsen
Kenneth E. and Jennifer K. Lawrence
Christian R. & Mary F. Lindback Foundation
Vincent F. Long
Long & Foster Real Estate, Inc.
Bill Lublin & Dorota Kowaleswki
Mary Mancias
Mapfre Insurance
MassMutual Greater Philadelphia
Julia and Kevin McCabe
McCauley Tree Service
Brian and Betsy McKenna
Murray Comic N.Y.B. Inc
Open Systems Home Care Staffing
Mr. and Mrs. Michael J. Ossip
Richard B. Owens
Christina and Jay Pearson
Philadelphia Insurance Companies
Poquessing Middle School Student Council
Prosperity Home Mortgage, LLC
Prudential Financial Matching Gifts Program
Jennifer and Michael Rissi
Royal Arcanum Society
Sage Premier Settlements
SAP Community Cares Team
Science Leadership Academy
Susan Scott
Eileen Senour
Stephen I. Shatz
Skylight Financial Group, LLC
Anne M. and Donald Slowicki
Starbucks
TD Charitable Foundation
The Alvin & Alice Hellmich Fund
The Foundation for Delaware County
The North Penn Rotary Club
Charitable Foundation
The Pew Charitable Trusts
The Philadelphia Foundation
The Wawa Foundation
UHS of Delaware, Inc.
UnitedHealth Group Matching Gifts Program
Teresa VanLoey
Sean and Lisa Wajert
Timothy J. Weber
West Pharmaceutical Services
Widener Memorial Foundation
Fern and Robert Yothers
Zarwin, Baum, DeVito, Kaplan, Schaer & Toddy P.C.
## Program Statistics 18/19

### ENROLLMENT BY PROGRAM

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONTRACTED SERVICES</td>
<td>736</td>
</tr>
<tr>
<td>EARLY INTERVENTION</td>
<td></td>
</tr>
<tr>
<td>Early Intervention (Ages 0 - 3 yrs)</td>
<td>862</td>
</tr>
<tr>
<td>Early Intervention (Ages 3 - 5 yrs)</td>
<td>507</td>
</tr>
<tr>
<td>E.I. Independent Evaluation Services</td>
<td>5,587</td>
</tr>
<tr>
<td>Friendship Academy</td>
<td>209</td>
</tr>
<tr>
<td>Pre-K Counts</td>
<td>15</td>
</tr>
<tr>
<td>SPECIAL EDUCATION</td>
<td></td>
</tr>
<tr>
<td>Approved Private School</td>
<td>141</td>
</tr>
<tr>
<td>Summer Services</td>
<td>129</td>
</tr>
<tr>
<td>Extended School Year (ESY) Services</td>
<td>307</td>
</tr>
<tr>
<td>SUPPORTING PROGRAMS</td>
<td></td>
</tr>
<tr>
<td>Assistive Technology</td>
<td>61</td>
</tr>
<tr>
<td>SIBSHOPS</td>
<td>9</td>
</tr>
<tr>
<td>GRAND TOTAL*</td>
<td>8,563</td>
</tr>
</tbody>
</table>

*Some individuals are participants in multiple programs

### CLIENT DEMOGRAPHICS

#### AGE

<table>
<thead>
<tr>
<th>Age</th>
<th>Count</th>
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<tbody>
<tr>
<td>0-2</td>
<td>6,431</td>
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<tr>
<td>3-5</td>
<td>986</td>
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<tr>
<td>6-12</td>
<td>438</td>
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<tr>
<td>13-17</td>
<td>204</td>
</tr>
<tr>
<td>18-24</td>
<td>66</td>
</tr>
<tr>
<td>25-44</td>
<td>6</td>
</tr>
<tr>
<td>45-64</td>
<td>3</td>
</tr>
<tr>
<td>TOTAL</td>
<td>8,314</td>
</tr>
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#### GENDER

<table>
<thead>
<tr>
<th>Gender</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>5,227</td>
</tr>
<tr>
<td>Female</td>
<td>2,907</td>
</tr>
<tr>
<td>TOTAL</td>
<td>8,314</td>
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</table>

#### ETHNICITY

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Asian</td>
<td>311</td>
</tr>
<tr>
<td>African American</td>
<td>1,080</td>
</tr>
<tr>
<td>Caucasian</td>
<td>4,165</td>
</tr>
<tr>
<td>Latino</td>
<td>2,126</td>
</tr>
<tr>
<td>Native American</td>
<td>3</td>
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</tbody>
</table>

Financials

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

<table>
<thead>
<tr>
<th>INCOME</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Support</td>
<td>579,479</td>
<td>3.02%</td>
</tr>
<tr>
<td>Service Revenues</td>
<td>18,584,836</td>
<td>96.75%</td>
</tr>
<tr>
<td>Other Income</td>
<td>43,837</td>
<td>.23%</td>
</tr>
<tr>
<td><strong>TOTAL INCOME</strong></td>
<td><strong>19,208,152</strong></td>
<td>100.00%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>17,129,630</td>
<td>86.87%</td>
</tr>
<tr>
<td>Fund Raising</td>
<td>228,699</td>
<td>1.16%</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>2,303,521</td>
<td>11.68%</td>
</tr>
<tr>
<td>Easterseals-National Dues</td>
<td>56,662</td>
<td>0.29%</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>19,718,512</strong></td>
<td>100.00%</td>
</tr>
<tr>
<td>Change in Net Assets Due to Operations</td>
<td><em>(510,360)</em></td>
<td></td>
</tr>
<tr>
<td>Pension Related Changes</td>
<td><em>(498,943)</em></td>
<td></td>
</tr>
<tr>
<td>Changes Due to bequest income and Investment activity</td>
<td><em>640,832</em></td>
<td></td>
</tr>
</tbody>
</table>

Change in Net Assets

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

3.02%                                           96.75%     .23%
Easterseals Impact 2018-2019

18 IEP meetings were conducted via interpreter
16 non-English speaking families were provided support throughout the year

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

100 volunteers
+ 500 Volunteer hours
65 adapted toys
3 specialized cars

Comcast Car Build