



Annual Report 2019 - 2020



As we wrapped up 2019 and headed into 2020, we celebrated our 100th Anniversary of service. This milestone was made possible by the continual innovation of our most valuable resources, our teachers, therapists and support staff. Their expertise, paired with their dedication to the children we serve, often results in extraordinary creativity. In an effort to further invest in the potential of the team, an Innovation Fund was established. It is designed to inspire creative thinking and fund projects that fall outside of our operating budget. Through the generosity of donors, we are almost halfway to our goal of \$100,000.



At the same time, after a year of planning, many of our most valuable donors and friends gathered for a black tie gala at Citizen's Bank Park. On March 7th, 150 guests gathered to celebrate Easterseals while bidding on auction items, dancing, learning more about Easterseals programs and even taking a swing in the batting cages. The event raised over \$80,000 for Easterseals programs and services.



Less than one week later, many of the staff gathered in our centers to deep clean everything before we closed our doors for what was intended to be a two-week shut down as a result of COVID-19. Within seven days of the mandatory shut down, we began providing virtual evaluation services in Chester County. As it quickly became clear our centers would be closed well beyond two weeks, staff creativity and innovation became critical. We found ourselves in unknown territory of not only missing our students and families, but also understanding the need to find a way to provide our educational and therapeutic services. With no road map or established best practices, the team collaborated to chart a path to quickly and effectively meet the needs our families. Within weeks, 190 staff members were trained to provide virtual services. In the best of times, this transition would be challenging. A global health crisis provided extraordinary hurdles.



The team at Easterseals rose to every challenge. Through a grant from Comcast, our Assistive Technology team began distributing the technology necessary for our families to access to virtual services. Music Therapists provided mini-sessions that families could watch on YouTube. Our Speech, Physical and Occupational Therapists shared videos and blog posts of activities that families could do at home. There were messages of encouragement and just how much the team was missing being with our students. All of this was in addition to providing virtual services, with passion and enthusiasm. The Behavior Therapy team created a series to help families cope with the challenges of all of it. And amazing things happened. Parents witnessed some very real and exciting milestones and successes, made possible through this virtual platform.

As uncertainty loomed on future gatherings, and safety at top of mind, the decision to make Walk With Me a virtual event was made. Through carefully coordinated and socially distanced filming, we were able to highlight our ambassadors and their families in wonderful videos. On the day of the event, people walked, ran and shared it all on social media! Our participants and sponsors helped us surpass our goal and raise close to \$90,000.

As the school year came to an end, the work quickly began for summer services and how best to prepare for in-person learning for the coming school year. Meetings are held online and our conference rooms are filled with personal protective equipment. How the school year will work out is uncertain, however the passion, creativity and expertise of staff is constant. With the continued support of our donors, we will continue to provide exceptional services to ensure that all people with disabilities or other special needs and their families have equal opportunities to live, learn, work and play in their communities.



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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.

Independence (\$25,000+)

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Innovation Fund

Easterseals Innovation Fund provides resources to our most valuable asset, Easterseals staff. The 100th Innovation Fund is designed to help inspire creative thinking among our staff and to fund projects that fall outside our operating budget. It will provide a way for Easterseals employees to apply for funding for new therapeutic approaches, unbudgeted learning and training opportunities, innovative strategies for classroom learning and cutting edge equipment through a competitive grant process managed by an Advisory Committee appointed by members of the Easterseals' Board of Directors.

Independence (\$25,000 +)

Cummins & Susan Catherwood

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

Janet Rubien & Ed Thomas

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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.

Ms. Charlotte Bowman
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Planned Giving & Bequests

Estate of Harriet I. Thompson

Estate of Walter S. Place

500+ Donors

Easterseals would like to recognize individuals, corporations and foundations for their gifts of over \$500 in the past fiscal year

Aetna Foundation
Aflac
Marcy Amarnek
Anonymous
Peter Bentivenga
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Uppercut Gym
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Wawa Foundation
Widener Memorial Foundation
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Program Statistics 19/20

ENROLLMENT BY PROGRAM

CONTRACTED SERVICES.....572

EARLY INTERVENTION

Early Intervention (Ages 0 - 3 yrs).....805
 Early Intervention (Ages 3 - 5 yrs).....490
 E.I. Independent Evaluation Services.....5,019
 Friendship Academy.....199
 Pre-K Counts.....22

SPECIAL EDUCATION

Approved Private School.....131
 Summer Services.....120
 Extended School Year (ESY) Services.....345

SUPPORTING PROGRAMS

Assistive Technology.....48
 SIBSHOPS.....8

GRAND TOTAL*.....7,759

**Some individuals are participants in multiple programs*

CLIENT DEMOGRAPHICS

AGE

0-2.....5,819
 3-5.....841
 6-12.....491
 13-17.....180
 18-24.....34
 25-44.....6
 45-64.....2
TOTAL.....7,373

GENDER

Male.....4,674
 Female.....2,699
TOTAL.....7,373

ETHNICITY

Asian.....294
 African American.....1,055
 Caucasian.....3,664
 Latino.....1,992
 Native American.....3
 Other.....365
TOTAL.....7,373



Financials

Audited Financial Statement for the Fiscal Year Ended 6/30/20

INCOME

Public Support.....	558,288	2.97%
Service Revenues.....	18,113,265	96.47%
Other Income.....	105,473	.56%
TOTAL INCOME.....	18,777,026	100.00%

EXPENSES

Program Services.....	16,518,253	86.58%
Fund Raising.....	267,488	1.40%
Management & General.....	2,228,055	11.68%
Easterseals-National Dues.....	64,737	0.34%
TOTAL EXPENSES.....	19,078,533	100.00%

Change in Net Assets Due to Operations.....(301,507)

Pension Related Changes.....	(1,302,407)
Changes Due to bequest income and Investment activity.....	9,634

Change in Net Assets

Net Assets at Beginning of Year.....	2,147,212
Net Assets at End of Year.....	552,932



7,373 Individuals Served

11669 Hours of Physical Therapy

15050 Hours of Occupational Therapy

11669 Hours of Speech and Language Therapy

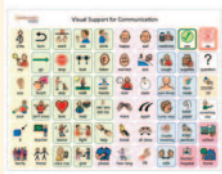
15 Buses Served **111** Students Over **900** Miles Daily



47 Group Music Therapy Sessions a Week



23 Virtual Group Music Therapy Sessions a Week During Virtual Learning



96 Augmentative Communication & Assistive Technology Devices Distributed



100% of Easterseals Full and Part Time Staff Retained Full Salary & Benefits During COVID-19 Related Shutdown

100 YEARS OF SERVICE



\$38,000 Raised to for the Innovation Fund to Support Our Most Valuable Asset, Easterseals Staff

\$81,959 in Friendship Academy Scholarships Distributed to **35** Families Through EITC Donations



296% Increase in Individual Giving for Walk With Me