



**Easter Seals of Southeastern Pennsylvania
Annual Report
2014 - 2015**



Goals, they give us purpose, something to reach for. They are what guide us in everything we do at Easter Seals. For the children we serve, a team of teachers, therapists and family come together to determine goals for the year ahead. These goals can range from learning to operate a switch toy to walking independently. Each child is unique and so are their goals. For each goal, there is a thoughtful plan that will be implemented by a team of experts to help meet that goal. When a goal is reached, we celebrate. Then, we create new goals to continue to open up the potential of every child.

As an organization, we set strategic goals that guide what we do. The strategic plan helps provide a road map that allows us to grow and effectively meet the needs of the community we serve in a fiscally responsible way. This year, we had some pretty big goals! After a three-year campaign, and with the support of some very generous donors, we successfully met our capitol campaign goal for our new building in Bucks County. We also set out to equip that building with a new playground, in one day. On August 22nd, with the help of over a hundred volunteers, we did just that!

The strength of our programs also plays an important role in our strategic plan. As a result, we began implementing Positive Behavior Supports (PBS) in our centers. The model we are following creates a framework that supports social emotional competence in infants and young children. This has resulted in a measurable difference in the approach of staff to students as it allows for more intentionality in teaching and a greater team approach. Our goal is to have this model fully implemented in all of our centers.

We are pleased that we finished the year with a surplus. It is through the dedication and support of our donors and volunteers and the continued hard work of our staff that we were able to achieve that. As we look to the year ahead we are pleased to use our past success as stepping stones to reach new goals.



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Many thanks to our special friends listed below who, through their generosity, have given individual gifts of \$1,000 or more to Easter Seals over the past fiscal year. Thank you for your generous and continued commitment to Easter Seals services and mission.

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

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

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Building Independent Lives - The Campaign for Bucks County

Special thanks to the donors whose support is making our new building in Bucks County Possible

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H.F. & Marguerite Lenfest
 Harry F. Brooks & Janet Meredith Rapp
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Empowerment \$25,000 - \$99,999

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Building Independent Lives - The Campaign for Bucks County - continued

- | | | |
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| Barbara Perin | Marla Silverman | Chet Zaremba |
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Program Statistics 14/15

ENROLLMENT BY PROGRAM

CONTRACTED SERVICES	844
EARLY INTERVENTION	
Early Intervention (Ages 0 - 2 yrs)	864
Early Intervention and Inclusive Preschool (Ages 3 - 5 yrs)	880
E.I. Independent Evaluation Services	4,572
SPECIAL EDUCATION	
Approved Private School	145
Summer Services	424
MEDICAL REHABILITATION	
Outpatient Therapy	2
SUPPORTING PROGRAMS	
Assistive Technology	79
Sibshops	17
GRAND TOTAL *	7,827

**Some individuals are participants in multiple programs*

CLIENT DEMOGRAPHICS

AGE	
0-2	5,455
3-5	1,168
6-12	393
13-17	174
18-24	31
25+	9
TOTAL	7,230

GENDER

Male	4,577
Female	2,653
TOTAL	7,230

ETHNICITY

Asian	263
African American	1,206
Caucasian	4,057
Latino	1,496
Native American	6
Other	202
TOTAL	7,230

CLIENTS BY PRIMARY DISABILITY

Infections & Inflammatory Diseases	2
Neoplasms (cancers)	2
Endocrine, Nutritional & Metabolic Disease & Immunity Disorders	2
Mental Disorders	4,842
Neurological Disorders: Diseases of the Nervous System & Sense Organs	249
Disease of the Respiratory System	5
Disease of the Circulatory System	3
Disease of the Digestive System	1
Disease of the Musculoskeletal & Connective Tissue	452
Congenital Abnormalities	167
Conditions of the Perinatal Condition	326
Speech-Language & Voice Dysfunction	17
Disease of the Injury to Bone/Joint	8
Other Disabilities	54
Nondisabled	1,074
Unknown	26
TOTAL	7,230

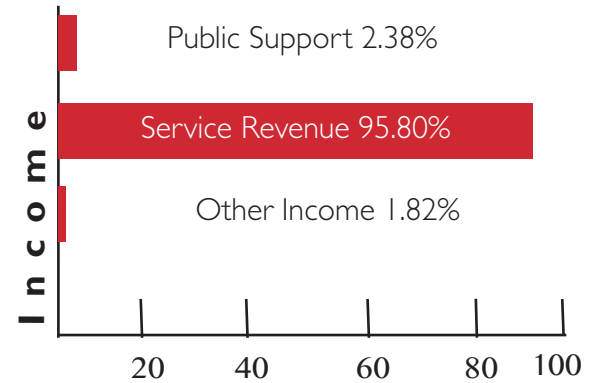


Financials

Audited Financial Statement for the Fiscal Year Ended 6/30/15

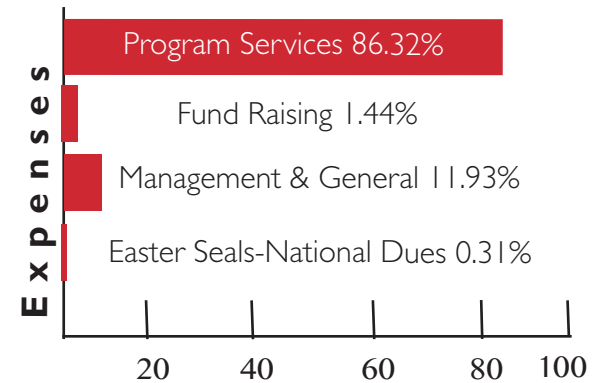
INCOME

Public Support.....	417,660	2.38%
Service Revenues.....	16,821,341	95.80%
Other Income.....	320,722	1.82%
TOTAL INCOME.....	17,559,723	100.00%



EXPENSES

Program Services.....	14,738,940	86.32%
Fund Raising.....	246,592	1.44%
Management & General.....	2,037,616	11.93%
Easter Seals-National Dues.....	51,971	0.31%
TOTAL EXPENSES.....	17,075,119	100.00%



Change in Net Assets Due to Operations.....484,604

Capital Campaign Contributions.....	312,180
Pension Related Changes.....	69,040
Changes Due to Investment Activity.....	(79,385)

Change in Net Assets

Net Assets at Beginning of Year.....	3,615,071
Net Assets at End of Year.....	4,401,510