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 capital 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.
Board of Directors

Officers
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Cummins Catherwood, Jr., Secretary

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Donna Keiths, Chester & Delaware Counties Division Director
Betsi Strasser, Montgomery County Division Director
Fran Hagarty, Philadelphia Division Director
### Presidents’ Council

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.

<table>
<thead>
<tr>
<th>Opportunity ($5,000 - $9,999)</th>
<th>Dignity ($2,500 - $4,999)</th>
<th>Robert &amp; Jeannine Hesser</th>
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<tbody>
<tr>
<td>Carl &amp; Margaret Burke</td>
<td>James Caplan</td>
<td>Seth Merrin</td>
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<td>Cummins &amp; Susan Catherwood</td>
<td>Harris Fishman</td>
<td>John C. Miller &amp; Amy L. Caples</td>
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<tr>
<td>Henry &amp; Ruth Hallowell, Jr.</td>
<td>Tucker Gresh</td>
<td>Douglas &amp; Christina Szperka</td>
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<tr>
<th>Ability ($1,000 - $2,499)</th>
<th>Elizabeth Graham</th>
<th>Emily Riley &amp; Ted Simon</th>
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<tr>
<td>Christopher &amp; Kimberly Benfer</td>
<td>Kenneth &amp; Jennifer Lawrence</td>
<td>Janet Rubien &amp; Edward Thomas</td>
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<td>Brian &amp; Lee Ann Casey</td>
<td>Richard &amp; Louise Ledwith</td>
<td>Seymour &amp; Helen Rubin</td>
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<td>Kim &amp; Doug Dalgliesh</td>
<td>Ivy C. Lewis</td>
<td>Stephen Shatz</td>
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<tr>
<td>Wendy Davis</td>
<td>Linda &amp; Patrick McDevitt</td>
<td>Joseph Sheehan</td>
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<td>Erik Elias, Jr.</td>
<td>John S. Middleton</td>
<td>John Paul &amp; Nathalie Simpkins</td>
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<td>Gladys S. Fenichel</td>
<td>Alice Jean Munn</td>
<td>Edward S. Smith</td>
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<tr>
<td>Sandra L. Ferraro</td>
<td>Melanie &amp; Jason O'Brien</td>
<td>Grant &amp; Molly Van Der Beken</td>
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<tr>
<td>Michael Golden</td>
<td>Kathy Opperman</td>
<td>Carl Webster &amp; Michele Ciofalo</td>
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<td>Mindy &amp; Richard Goldstein</td>
<td>John &amp; Laura Jean Podgajny</td>
<td>Peter &amp; Christine A. Yaffe</td>
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<td></td>
<td>Valerie Powers Smith</td>
<td>Roy &amp; Hope Yaffe</td>
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### Legacy Society

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.

<table>
<thead>
<tr>
<th>Mr. &amp; Mrs. Barton W. Bowman</th>
<th>Mrs. Martina Howard</th>
<th>Alfred W. Watkins</th>
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<tbody>
<tr>
<td>James Byrd</td>
<td>John P. O’Toole</td>
<td>Carl Webster &amp; Michele Ciofalo</td>
</tr>
<tr>
<td>Erik W. and Karen Louise Fay</td>
<td>Ted W. and Patti Paroly</td>
<td>Edward W. and Virginia E. Wolfe</td>
</tr>
<tr>
<td>Mr. &amp; Mrs. W. Perry Gresh</td>
<td>Hattie A. Samuel</td>
<td></td>
</tr>
<tr>
<td>James &amp; Elizabeth Heiden</td>
<td>John C. Thierman</td>
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### Planned Giving & Bequest Gifts

<table>
<thead>
<tr>
<th>Estate of Sebastiana C. Balait</th>
<th>Betty Jane Clement Irrevocable Trust</th>
<th>Estate of Irma N. Satterthwaite</th>
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<tbody>
<tr>
<td>The Anthony F. &amp; S. Marie Ciofalo Memorial Fund</td>
<td>Estate of Estelle F. Konieczny</td>
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</table>
500+ Donors

A.C. Moore Arts & Crafts Inc.
Aetna Foundation
American Home Shield
Anonymous
Arch Reinsurance Company
ASL Transportation
Gary Bechtold
Berger’s Auto Dealerships
Boeing Employees Community Fund of Philadelphia
Jacqueline B. Briel
Capitol Strategies Group, LLC
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CENTURY 21 Norris Valley Forge
Center County Intermediate Unit Staff
Child Development Foundation
Citizens Charitable Foundation
Citrin Cooperman & Company, LLP
Clemens Markets Family Foundation
Comcast NBCUniversal
Community Health Charities
CVS Health
William Davis
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Dynamic Therapy Services
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Genuardi Family Foundation
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Independence Blue Cross
Iron Hill Brewery & Restaurant, Media
ITDATA
JKG Florida Business Corp
Johnson & Johnson Matching Gifts Program
Kohl’s Cares for Kids
Kreischer Miller
Lincoln Investment Group Holdings, Inc.
Long & Foster Real Estate, Inc.
William Lublin
Martinelli Financial Services
MassMutual
R. Michael McAleer
Jacqueline McClure
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Merck Partnership for Giving Campaign
Merrill Corporation
Dava Murray
Murray Comic N.Y.B. Inc.
Norman Raab Foundation
Theresa Pavone
Joy & Christina Z. Pearson
Pfizer Foundation Matching Gifts Program
Philadelphia Insurance Companies
Pro Computer Service, LLC
Michael & Jennifer Rissi
Royal Arcanum Society
SAP Community Cares Team
Margaret S. Seitzinger
Siemens Caring Hands Foundation
Starbucks Coffee Company
Sterling Benefits, LLC
Betsi Strasser
Laura H. Taber
TD Charitable Foundation
The Alvin & Alice Hellmich Fund
The Graham Company
The North Penn Rotary Club
Charitable Foundation Inc.
Frederick Thorpe
UNUM
Teresa Van Loey
Weber Insurance Corporation
West Capital Management
Susan Wiacek
Widener Memorial Foundation
Robert M. Yothers
Zarwin, Baum, DeVito, Kaplan, Schaer & Toddy PC
Building Independent Lives - The Campaign for Bucks County

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

**Dignity $100,000 +**
- H.F. & Marguerite Lenfest
- Harry F. Brooks & Janet Meredith Rapp
- Michael & Linda Brooks
- Stephen & Candace Brooks
- Cummins & Susan Catherwood, Jr.

**Empowerment $25,000 - $99,999**
- Anonymous
- Long & Foster
- The Clemens Family Corporation
- Tucker Gresh
- Janet M. Rapp

**Opportunity $5,000 - $24,999**
- Arcadia Foundation
- Catherwood Foundation
- Anthony Ciofalo, Jr.
- Ronald Clarke
- Rich Enders
- Foundations Community Partnership
- Richard & Mindy Goldstein
- Gould Yaffe and Golden
- Lorraine J. Knapp
- John Miller & Amy Caples
- Pfundt Foundation
- Richard Stram
- TD Charitable Foundation
- Univest
- Carl Webster & Michele Ciofalo

**Sponsor $1,000 - $4,999**
- Vivian Acree
- Adrienne Aiken-Young
- AM Mechanical
- The Beneficial Foundation
- Grant & Molly Van Der Beken
- Dr. John & Mary Volpe
- Winpak Portion Packaging, Inc

**Ability $25-$999**
- Bucks County Business Connections
- Capital Solutions, Inc.
- Carolyn Addicks
- Luz Adorno Torres
- Barbara Allen
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- Anonymous (5)
- Robert E. Anderson
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- Barbara Averill
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- Rachel Back
- Paula Ballinger
- Joan Barr
- Hal & Terri Barrow
- Roger Bast
- Beasin
- Andi Becker
- Glenn Beierlein
- Janet Bennett
- Bilicich Family
- Daniel Black
Building Independent Lives - The Campaign for Bucks County - continued

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Mary E. Blay  
Silas Borisuk  
Nancy Braha  
Claude & Rochelle Braunstein  
Eileen Brostowicz  
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Robert Brown  
Wendy Brown  
Bucks Division Staff  
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Megan Cardwell  
Phil Cary  
Caroline Chen  
Michele Z. Choate  
De Ann P. Clancy  
Bruce Clark  
Harry Clark  
R.K. Colket  
Susan Collins  
Danette R. Crockett  
James Crompton  
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Veronica Daly  
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Stacey Davis  
Jacob & Marilyn Davis  
Dyanne Davis  
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Lauren Dettore  
Margo Diebold  
Cheryl Doan  
Dorothy Drechsel  
Allan R. Dsorney  
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Susanne E. Eddowes  
Susan Edger  
Stanely F. Elias  
Rebecca Erb  
Mark & Melisa Eskin  

Susan S. Fallon  
Ronald & Renee Fields  
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Mark Frank  
Michelle Frank  
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Linda Gledner  
Marla Gelman  
Mitchell & Carol Gerson  
Longina Gibas  
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Gail Gismondi  
Stanford & Beth Gittlen  
Beth & Gary Glassman  
Jenny Glusker  
Mark & Marcy Gohen  
Jonathan & Iris Gold  
Randy Goldstein  
Ron Gordon  
Kristin Grapes  
John Gregory  
Gary Gries  
Cheryl & Steven Gross  
Debra J. Grossman  
Margaret Hagerty  
Kate Hall  
Niall & Cathy Hannagen  
Theodore Harrison  
Hartman Family  
Melissa & Derick Hawthorne  
William E. Hecht  
Mary Ellen Heitmann  
Shirley Henderson  
Hering Financial Services Inc.  
Colette Hering  
Diane Hering  
James B. Hering  
Heather Hetherington Smith  
Dan & Beth Heyman  
Marsha Hick  
Stephen Homick  
Michael & Marguerite Hudock  
Denise & Ed Hudson  
I.J.M. Consultant/Importers, Ltd.  
Image 1 Studios  
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Allison A. Jenkins  
Catherine J. Jenkins  
Daniel Jenkins  
William D. Jenkins  
Catherine Johnston  
Stephen Jonasch  
Meredith S. Jones  
Holly Kaczmarek  
Sarah Kaiser  
Lisa & Richard Kass  
Melody Katz  
Wendy Katz-Goldstein  
Robert & Lynda Kerr  
Alan Kiel  
Mr. & Mrs. Allen King  
Shannon Kiry  
Barry & Judy Klein  
Deirdre Kleske  
Abbee Kligerman  
Maire Klima  
Mikey Kodak  
Daniel R. Kolinsky  
Ricki Lee Korn  
Joyce Krauter  
Gregory Lamonaca  
James & Judith Lanfrey  
Oskar H. Larsson  
Heather Law  
Kelly Lepre  
Joe S. Levy  
Michael Levy  
Rev. Sara Lilja
Building Independent Lives - The Campaign for Bucks County - continued

Kerry & Karen Litt
Regina Lloyd
Ken Lowenstein
Susan Lowenstein
Amber Luckenbill
Bruce & Sharon Lustig
Jeffrey Lynes
Kathleen O. MacAniff
Resi Maddox
Lawrence & Jane Magne
Mike Maloney
Roberth & Linda Mannherz
Mr. & Mrs. John Mapes
Jill Maria
Michelle Diane Martin
Michael Mason
Lori Matczak
Steven E. Mazlin
Patrick & Linda McCann
Linda & Patrick McDevitt
Eileen McHugh
Tim McManus
Carol L. McNeill
Anthony J. Mendicino
Lindsay Miller
Laurie & Robert Mirsky
Debra & Dwight Molotsky
John & Patricia Muldrew
Norma Munoz
Jennifer Murphy
Kathleen J. Murphy
Charles G. Murray, A.S.A.
Craig Naylor
Jennifer Nguyen
Lynn & Glenn Nolan
Alex Owusu
Margaret Paone
Mary C. Parrotta
Lee Pavorsky
Debbie Peapus
Robin C. Pearson
Barbara Perin
Hon. Scott Petri
Lauren Petrucelli
Bernard & Miriam Pollack
Susan Posner & Andrew Bergenfeld
Patricia Potalivo
Valerie Powers Smith
Premier Mobile LLC.
Estelle & Michael Rabinowitz
Rechler
Carol Radel
Red Robin International
Herbert Reedman
Reilly Productions
Mara & David Reynolds
Thomas Richmond
Jennifer & Mike Rissi
Coleman & Janice Roach
Douglas A. Rosen
Rick & Andrea Rosenblum
Rossi Chevrolet Buick GMC Inc
Vickie Rosskam
Pamela Rowe
Mr. & Mrs. Charles Rowland, Jr.
Joaquin C. Rozario
Janet Rubien & Ed Thomas
Milton & Alice Rubien
Deborah Rubien
Ruby Tuesday
Lindsay Rushton
Sheila Rutigliano
Linda Ryan
Brian Sayre
David Schaffizin
Charles Schneider
Benjamin & Donna Schuyler
Milton & Phyllis Schwartz
Iris & Morton Segal
Eileen Senour
Laura Serina
Mark Shapiro
Tim Sherry
Dan Siegel
Allan Silverberg
Marla Silverman
Christopher Simon
Peter A. Sinaiko
Christine Skinner
Brian Slater
Thomas Smith
Norman Sommer
Nancy Sosnow
Stadium Bar & Grill at 5 Points
Constance Stanger
Sahron D. Stern
Michelle Stram
Matthew Strasburger
Elizabeth Sullivan
Steven Swan
Peter A. Tarasov
Kathleen Tarver
Karen TeBeest
TelecomPioneers
Janice E. Tilley
Margaret J. Tillman
Eric M. Tobias
Luz Adorno Torres
Laura L. Triulzi
Lisa Turner
Mary & Richard Vassallo
Ventura Family
John J. Ventura
Vaclav & Ludovita Vitik
Kathleen Waddington
Deborah Walker
Kathryn Wallace
Carol Weber
Kathleen Weiland
Matthew Weiland
Betsy Werner
William & Denise Wexler
Jeneane Whelan
Margaret White
Lorainne Whitman
Joanne Williams
Bonnie Wolfe
Virginia Wolfe
Yardley Inn Restaurant Bar & Farm
Chet Zaremba
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<tr>
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<tr>
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<td>Inclusive Preschool (Ages 3 - 5 yrs)</td>
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<td>SPECIAL EDUCATION</td>
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<td>Sibshops</td>
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<td>GRAND TOTAL*</td>
<td>7,827</td>
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<tr>
<td>*Some individuals are participants in multiple programs</td>
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<th>CLIENT DEMOGRAPHICS</th>
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<td>4,577</td>
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<tr>
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<thead>
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<tr>
<td>Asian</td>
<td>263</td>
</tr>
<tr>
<td>African American</td>
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<td>Caucasian</td>
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<tr>
<td>Native American</td>
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<tr>
<td>Other</td>
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<tr>
<th>CLIENTS BY PRIMARY DISABILITY</th>
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<tr>
<td>Infections &amp; Inflammatory Diseases</td>
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<td>Neoplasms (cancers)</td>
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<tr>
<td>Endocrine, Nutritional &amp; Metabolic Disease &amp; Immunity Disorders</td>
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<tr>
<td>Mental Disorders</td>
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<td>Neurological Disorders: Diseases of the Nervous System &amp; Sense Organs</td>
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<td>Disease of the Circulatory System</td>
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<td>Disease of the Digestive System</td>
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<tr>
<td>Disease of the Musculoskeletal &amp; Connective Tissue</td>
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<tr>
<td>Congenital Abnormalities</td>
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<tr>
<td>Conditions of the Perinatal Condition</td>
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<tr>
<td>Speech-Language &amp; Voice Dysfunction</td>
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<td>Other Disabilities</td>
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<tr>
<td>Nondisabled</td>
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<td>7,230</td>
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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