

easterseals

DC MD VA



**FISCAL YEAR 2019
ANNUAL REPORT**



BOARD OF DIRECTORS AND LEADERSHIP TEAM 2018-2019

OFFICERS

Robin Portman, *Chair of the Board*
 M. Douglas Todd, *Vice Chair*
 Robert D. Kipps, *Finance Chair & Treasurer*
 Joseph A. Martore, *Secretary*
 Dr. Marta Wilson, *Immediate Past Chairman*

BOARD OF DIRECTORS

Gino Antonelli
 Ann Campbell
 Cheryl Campbell
 Amy Caro
 Kim Clark Pakstys
 Hilary Fordwich
 Cecilia A. Hodges
 J. David Hoppe
 Scott Meza
 Staci Redmon
 Joseph F. Sifer
 Julie H. Smith
 Julie Statland
 Rick Stein
 Mindy Suissa Cohen

LEADERSHIP TEAM

Jonathan Horowitch, *President and CEO*
 Phil Panzarella, *Chief Growth Officer*
 Michael Hourwitz, *Chief Administrative Officer*
 Larry Bram, *Senior Vice President of Innovation & Program Development*
 David Muir, *Senior Vice President of Veteran Staffing Network*
 Tracy Neal-Walden, PhD, *Senior Vice President and Director, Steven A. Cohen Military Family Clinic at Easterseals*
 Carol Watson, *Senior Vice President of Programs*
 Darnell Burtin, *Vice President of Development*
 Kathy Torrence, *Vice President of Human Resources*
 Mariam Aslam, *Controller*

EMERITUS

Arthur H. Adler
 Vincent M. Ancona
 James C. Fontana
 Kim Hayes
 Richard Klimoski
 MG John Macdonald (Ret.)
 Eugene J. Manning
 MG Carl H. McNair, Jr. (Ret.)
 Stephen B. Miller
 J. Miles Reidy
 Juliette Rizzo
 David A. Ross
 Craig A. Ruppert
 Kleber Santos
 Vic Seested
 Richard A. Swirnow
 Dr. Marta Wilson
 Candi Wolff
 W. Glenn Yarborough, Jr.
 Peter K. Yeskel

HONORARY

The Honorable Elizabeth Dole
 Elyn Dunford
 Robert Irvine
 Bobbie Kilberg
 Charles Mann
 Deborah Mullen
 Craig Newmark
 Gary Sinise
 Judy Woodruff

DEAR FRIENDS OF EASTERSEALS DC MD VA,

We are honored to present you with the Annual Report for our 2018-2019 fiscal year, which shows how your support enables Easterseals to create a stronger community. Without you, we could not help our friends and neighbors – children, adults and seniors, veterans and military personnel, caregivers and their families – reach their full potential. Thank you!

This was a momentous year as we celebrated the 100th Anniversary of Easterseals. We not only commemorated all that we accomplished over the last century, but even more importantly expanded our reach to embrace all abilities and limitless possibilities for our next 100 years of service to your community.

This means we want to engage and empower ALL people with diverse backgrounds, perspectives and needs, and provide them and their families with the resources to lead full and meaningful lives because when everyone feels included and valued, it positively impacts us all.

In the following pages you will read the powerful stories of Portland, Kenny and Lewis, three individuals who are reaching their potential and living meaningful lives with the help of Easterseals' children, adult and military and veteran programs. Your support has helped them overcome challenges with early childhood development, isolation and homelessness where now they feel empowered, included and part of a wonderful community.

We are also proud of the continued work of our dedicated staff members, volunteers and partners, who helped us serve more than 3,800 people just this year as they celebrated another school year, another birthday, another anniversary, or another major life change. Their dedication to Easterseals and compassion for their fellow neighbors have been invaluable to all the people we serve.

On behalf of our Board of Directors, staff and the individuals and families who benefit from our life-changing programs, we thank YOU for your support. Please enjoy this opportunity to see how your partnership with Easterseals is changing lives every day by helping people live, learn, work and play in our community. Together, let's continue to create hopeful and inclusive communities where we all people have the opportunity to thrive.

Sincerely,

Jonathan Horowitch
 President and CEO
 Easterseals DC MD VA

Robin Portman
 Chair of the Board
 Easterseals DC MD VA

Chair
 Atlas Research



Jonathan Horowitch



Robin Portman

OUR MISSION

Easterseals makes profound, positive differences in the daily lives of people of all ages with disabilities, special needs, military backgrounds and their families.

OUR VISION

Easterseals creates a hopeful, inclusive community where all people achieve their potential and live meaningful lives.

HELPING CHILDREN REALIZE THEIR POTENTIAL



For more than 100 years, we have been helping children with disabilities and special needs — as well as their families — thrive! Through a Head Start program that helps children and families in Prince George’s County, MD break out of the cycle of poverty; child development centers that provide early intervention services in inclusive classrooms; and respite programs that help military families who have children with disabilities, we are strengthening our community. As we grow and evolve Easterseals’ children’s programs, our commitment to the families in our community is to champion inclusivity, so that all people can achieve their potential and live meaningful lives.

Children learning in inclusive classrooms so they can make friends while learning about acceptance and empathy.



Portland

A year ago, Portland could not speak, move around much or communicate even her most basic needs. Born with a rare neurodevelopmental disorder called HADDs, Portland enrolled in our Child Development Center where our early intervention teachers and therapists started working with her to help improve her motor, speech and cognitive development.

Today, Portland’s development has exceeded expectations. She no longer needs an augmentative and alternative communication (AAC) device; she uses words. She can also move around on her own to wash her hands or head to the potty at school AND at home.



Early intervention therapist teaching Portland how to communicate with AAC device.

OVER 1,250 CHILDREN OF ALL ABILITIES SERVED



Children with all abilities learning new things and achieving their potential every day.



“Portland’s progress has been amazing. She is talking tons and brings home everything that her therapists teach her whether it’s new words, feelings or movements.

Compared to her peers, Portland is still considered delayed, but she has come up on the milestone chart and has closed the gap when it comes to cognitive development. We are still working on her gross motor skills, but she has gotten very confident in what she can do. And best of all, she loves her classmates and has started to really participate and interact with her friends in class. I’m so grateful to Easterseals for helping Portland thrive.”

T’MIA VINES, PORTLAND’S MOTHER



471 children with disabilities including (not limited to) autism, intellectual delays, chromosome disorders, neurological disorders, and oppositional defiant disorder



749 children receiving in-home and weekend respite care



218 children from low-income families provided with access to early education



4,680 hours of therapy, including physical, occupational, speech-language pathology and applied behavioral analysis for autism



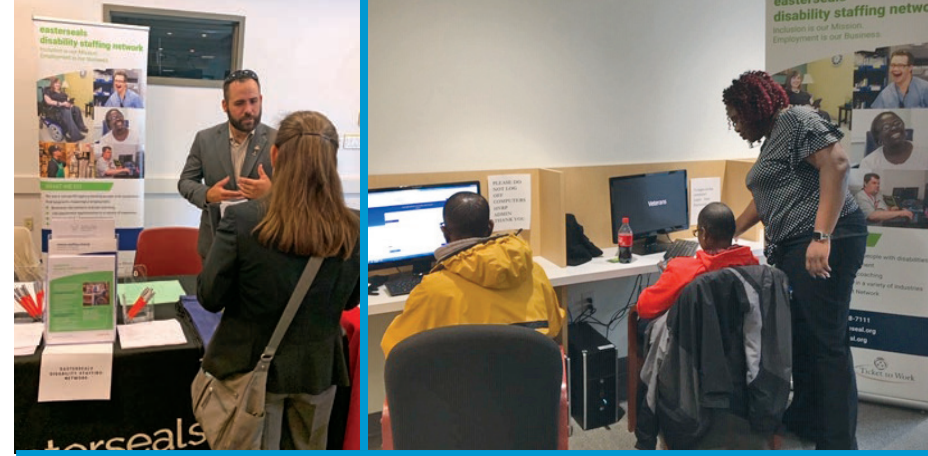
974 children received education assistance through Easterseals scholarships and government subsidies

HELPING ADULTS LIVE MEANINGFUL LIVES



A meaningful life means something different to everyone. Easterseals' programs for adults with disabilities are life-changing, helping every adult we serve live their best life. For some, we serve as a home away from home where participants with disabilities, as well as other medical conditions, can socialize and receive medical monitoring during the day, while still going home to their loved ones at night. And for adults with disabilities who want to find meaning through work, we are a staffing agency that helps them find meaningful employment opportunities.

Our programs for adults living with disabilities are built on a foundation of respect for people of all abilities. We believe that everybody has the right to choose HOW they want to Live, Learn, Work and Play in their communities.



Easterseals providing employment services to individuals with disabilities.



Kenny

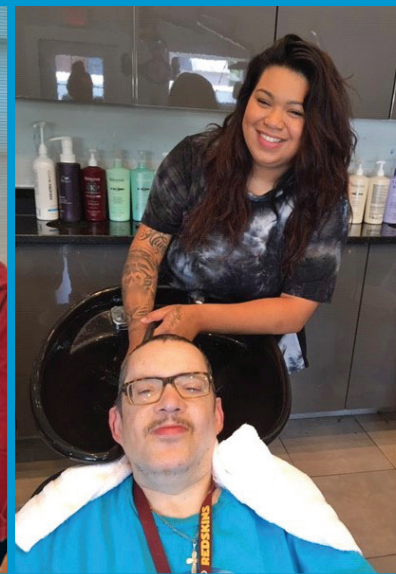
Kenny has many medical issues as a result of Williams syndrome. Even so, he lives life to the fullest through Easterseals' Adult Day Services in Silver Spring, socializing with old friends, participating in fun activities and outings, and meeting new people.

At Easterseals, Kenny engages with a broader community than is possible at the group home where he lives, and he is provided with a healthy diet and medical attention, which are crucial to his wellbeing. With Easterseals' support, Kenny is thriving physically, emotionally and socially.



Kenny was happy to meet new friend Chef Robert Irvine, who is also a member of Easterseals' Honorary Board.

OVER 500 ADULTS AGES 23-100 WITH DISABILITIES AND SPECIAL NEEDS SERVED



Individuals with disabilities enjoying social time and outings with Easterseals Adult Day Services.



"Since Kenny's first day, he's been ecstatic about coming to Easterseals. He often says to me, 'I love this program. I just love it!'



Honestly, before coming to Easterseals, I had no idea how broad a spectrum of services they provided and I was also quite surprised at how wonderfully supportive the staff were and continues to be. It's just not something Kenny or I was used to from the last place he was in. At Easterseals, not only is Kenny happy, but I also feel a sense of comfort that he'll be alright if something should ever happen to me."

THYRA PACKET, KENNY'S MOTHER



254 participants in Adult Day Services (ADS)



240+ ADS field trips (averaging 4 trips a week)



96% of caregivers are happy with ADS staff and service



100% of ADS participants receive scholarships



248 served with disability employment support, including coaching and placement

SERVING THOSE WHO SELFLESSLY SERVE OUR COUNTRY



Easterseals embraces active duty service members, veterans and their families as part of our local community. Our programs and partnerships are designed to help veterans and military families find meaningful solutions to unique challenges that not only show them we care, but honor them for their service to our country. Some of these challenges include mental health, unemployment and even caregiver support when there is a wounded warrior in the family.

Easterseals serves veterans and military families by providing crucial programs to help them manage various challenges they face while serving, or when transitioning to civilian life. These programs include the Veteran Staffing Network, Homeless Veterans Reintegration Programs, The Steven A. Cohen Military Family Clinic at Easterseals and Military Family Respite.



Easterseals helping veterans and military families in our community with resources for behavioral health and wellness, employment and respite services.



OVER 2,000 VETERANS AND MILITARY FAMILIES SERVED



11/4/18
 To the Steven A. Cohen Network:
 I would like to share and show my gratitude to the CVN of Silver Spring. I have been coming here for over two or three months and not sure of how it would all work out. But I am very glad that I have made the call when I did because my outlook on life and myself was pretty grim to say the very least. If I would not have found you, all my next alternative was suicide for sure. But the CVN has given the necessary place to heal and has given me the tools to fight back the demons in my own head and life. I will be forever indebted to and grateful for finding you all. My life will never be the same!

Lewis

Just three years ago, Lewis was a homeless veteran who was dealing with severe depression and PTSD, which was sparked by a long period of unemployment and underemployment since he left the Navy more than 26 years ago. He was even incarcerated for 13 years.

With the help of our Homeless Veterans Reintegration Program (HVRP), Lewis was able to secure funding to complete a course for his CDL license, worked with our job coaches and within nine months he was working as a commercial truck driver.

Since then, Lewis has been working consistently in meaningful careers and living to his potential. Grateful for the opportunities Easterseals gave him, Lewis was inspired to give back by joining our HVRP program as a veteran employment specialist, so he could help other veterans facing similar challenges.

"I am honored to say that Easterseals has truly helped me gain the pride and respect of my family again. This organization gave me that push and that hand-up, which I was never able to get before when I left the military. Today, I'm proud to do the work that I do to help other veterans because I know what they are going through. Sometimes, what these veterans need to get back on their feet is just somebody to speak to and tell them that everything is going to be alright."

LEWIS, HVRP VETERAN EMPLOYMENT SPECIALIST



The Cohen Clinic at Easterseals celebrates its three-year CARF Accreditation that is given to organizations that have demonstrated high standards of service.

Thank you letter from Cohen Clinic client.



1,299 received employment support, including coaching and placement



258 military families received in home respite care



115,100 hours of respite services provided



385 received behavioral health care from The Steven A. Cohen Military Family Clinic at Easterseals



More than 3,780 hours of behavioral health therapy provided



More than 96% of Cohen Clinic clients satisfied with service and timeframe to get appointment

FISCAL YEAR 2019

Below is a summary of Easterseals DC MD VA audited financial statements for the fiscal year ending August 31, 2019.

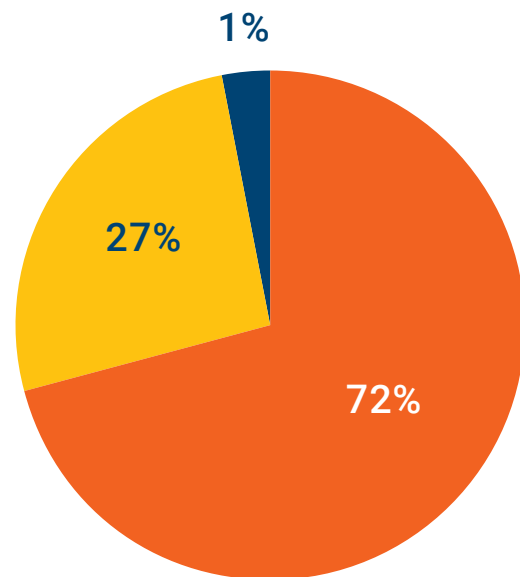
BALANCE SHEET

Cash & Equivalents	5,949,129
Property & Equipment, Net	25,395,852
Other Assets	6,655,762
Total Assets	38,000,743
Long-Term Debt	11,955,686
Net Assets	26,045,057

INCOME STATEMENT ITEMS

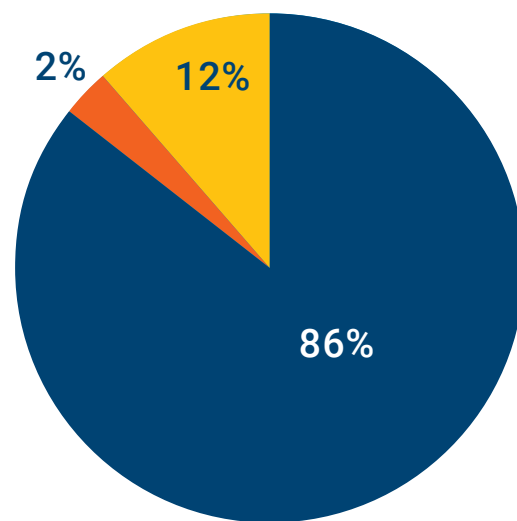
Program Revenues	17,989,696
Scholarships	(709,365)
Net Program Revenue	17,280,331
Public Support	6,585,941
Other Income	111,683
Operating Expenses	23,860,396

Easterseals DC MD VA operating funds come from three main funding sources: contributions, revenues from programs and contracts, and investment income and other sources. Total Easterseals operating revenue for fiscal year 2019 was \$23,977,955. Easterseals total expenses were \$23,860,396.



OPERATING REVENUE

- Program Revenue - \$17,280,331
- Public Support - \$6,585,941
- Other Revenues - \$111,683



OPERATING EXPENSES

- Programs - \$20,590,880
- Fundraising - \$536,356
- Management & General - \$2,733,160



WAYS TO GIVE

The generous support of our donors helps Easterseals make profound, positive differences in the daily lives of people of all ages with disabilities, special needs, military backgrounds and their families. Thank you for making our communities stronger!

There are a number of giving opportunities to support Easterseals' critical programs and services across the region. We accept: checks, credit cards, wire transfers, and gifts of stock. We are also pleased to accept matching gifts as well as gifts in honor of, or in memory of, friends and family members.

Pledges for gifts may be paid over a period of time, or a monthly or annual giving plan can be established. To discuss giving options, please contact Darnell Burtin, Vice President of Development, by calling 301-920-9756 or dburtin@eseal.org.



1420 Spring Street
Silver Spring, MD 20910
eseal.org

HEADQUARTERS

**The Harry and Jeanette Weinberg
Inter-Generational Center**
1420 Spring Street
Silver Spring, MD 20910
301-588-8700 | info@eseal.org

CHILD DEVELOPMENT CENTERS

**The Harry and Jeanette Weinberg
Child Development Center**
2800 13th Street, NW
Washington, DC 20009
202-387-4434 | dc@eseal.org

**National Archives and Records Administration
(NARA) Child Development Center**
8601 Adelphi Road
College Park, MD 20740
301-837-3515 | nara@eseal.org

**The Jo Ann and Carl McNair
Community Child Development Center**
300 Hunton Avenue
Falls Church, VA 22046
703-534-5353 | fallschurchcdc@eseal.org

**The Safeway Inc. Child Development Center
in The Harry and Jeanette Weinberg
Inter-Generational Center**
1420 Spring Street
Silver Spring, MD 20910
301-588-8708 | cdc@eseal.org

HEAD START AND EARLY HEAD START

Prince George's County, Maryland
301-505-7086 | headstart@eseal.org

ADULT DAY SERVICES

**The Edward N. and Della L. Thome Adult and Senior Care Center
on The Harry and Jeanette Weinberg Campus**
7138 Windsor Boulevard
Baltimore, MD 21244
410-277-0940 | baltimore@eseal.org

Easterseals Adult Day Services
101 East Baltimore Street
Hagerstown, MD 21740
301-745-3828 | hagerstown@eseal.org

**The Morris & Gwendolyn Cafritz Adult Day Services in
The Harry and Jeanette Weinberg Inter-Generational Center**
1420 Spring Street
Silver Spring, MD 20910
301-920-9765 | ads@eseal.org

VETERAN STAFFING NETWORK

1420 Spring Street
Silver Spring, MD 20910
1-855-VETS111 | veterans@eseal.org

EASTERSEALS DISABILITY STAFFING NETWORK

1420 Spring Street
Silver Spring, MD 20910
1-855-838-7111 | edsnjobs@eseal.org

STEVEN A. COHEN MILITARY FAMILY CLINIC AT EASTERSEALS

1420 Spring Street
Silver Spring, MD 20910
240-847-7500 | info.mfc@eseal.org