“Your life and mine shall be valued not by what we take, but by what we give”

- Edgar F. Allen, 1922
  Founder of Easter Seals

EASTER SEALS BLAKE FOUNDATION

2011 Annual Report
Dear Friends,

I’d like to tell you about a trio of ESBF clients I met this year in order to exemplify how diverse our programs are and those who benefit from them.

Noah is two, sporting a chipped tooth and a fringe of eyelashes a supermodel would envy. As a participant in an ESBF early childhood intervention Head Start program, his developmental delays will soon be a thing of the past. Noah is painting an abstract masterpiece cloaked in a rubbery lab coat. Later that day, Bank of America volunteers brought two miniature horses to meet the students. Noah immediately connects to “Scooter”, running his little fingers through the horse’s wooly brown hide.

Peter is 28, born and raised in Philadelphia, and labored in assembly line work until a relative in Tucson offered a change of venue. Learning disabilities stifled any hope that Peter would find a satisfying job until he heard about ESBF’s Campo Urbano. He negotiated the multi-transfer bus ride to the ranch on Ironwood Hills Drive and discovered there wasn’t a job there he didn’t like. On the weekends when bus routes were limited, Peter would ride his bike three hours, round trip. Now he lives on the ranch and life could not be more satisfying.

Eric is 25. A car crash three years ago literally brought his ‘normal’ life crashing to a halt. Traumatic Brain Injury confines him to a motorized wheelchair but each day he makes progress toward maximum rehabilitation. He lives in an immaculate ESBF residential group home tucked in a quiet eastside neighborhood. His private room features posters of his favorite heavy metal bands and lots of photos of his adoring family. Life is regimented with rehabilitative exercises both physical and mental throughout the day. Eric and his housemates are treated with dignity and love. Hope and laughter live there too.

Your generosity and support ensures each of these individuals and others like them can receive services. Thank you for your on-going support.

Betsy Bruce
Board President
Dear Friends,

This past year has seen extraordinary activity in all areas of Easter Seals Blake Foundation (ESBF). We have experienced one of the most significant economic declines in our lifetime, yet ESBF has prevailed.

Child and Family Services (CFS) experienced an important milestone this year, expanding reach to provide programs to Yuma County. CFS also celebrated an expansion of Children’s Achievement Center in Tucson to include infants, growing capacity to now serve 84 infants and toddlers.

SAGE Employment & Community Services partnered with Casa de los Niños to begin providing behavioral health services to children and young adults.

Community Living Services (CLS) opened a new home in Sierra Vista bringing the total up to 50% of the homes CLS operates that are owned by Blake Holding Corporation. Ownership of these properties allows our clients to live in better homes at much lower cost to them.

Our Board of Trustees and Development staff organized a hugely successful second annual Walk With Me event on May 7 at Reid Park. Safford got into the act this year as well, and held their first Walk With Me on Saturday, June 4 at the Graham County Fairgrounds. Along with the Spring Golf Classic Tournament and Cooking with the Stars dinner events, our Board has had a very busy year and we are very grateful for their hard work and support.

Our Human Resources department implemented automated time and attendance systems, radically improving our agency’s efficiency.

We have been presented with many challenges over the course of the past year and it has been extremely gratifying to see the creativity and determination of our staff and management in meeting and exceeding these challenges. Turning adversity into opportunity, we continue to work hard to meet the needs of the individuals and families we serve, and we thank you for your continued support of our efforts.

Ema Kammeyer
Chief Executive Officer
Children & Family Services finished the expansion of our early education and child care center, Children’s Achievement Center. We are now able to provide our high quality, nationally-accredited program for 16 additional children (including infants for the first time). This expansion was funded by First Things First and undertaken in partnership with the City of Tucson and United Way.

CFS opened its first office in Yuma and began providing two new programs for children with special needs throughout the county. The Parents as Teachers program helps parents support the optimal development of their young children with developmental/medical challenges and the Early Care and Education Inclusion Plus program trains educators to better serve children with special health/developmental needs in early education settings. Each is funded by First Things First.

CFS is now offering mental health services for infants, toddlers, and their parents in Cochise, Gila, Pinal, and Yuma counties. These services increase the capacity of professionals, working in rural areas, to better address the social-emotional needs of young children they serve. This program is funded by Cenpatico Behavioral Health.

CFS has implemented a Nurse Home Visitation program in Pinal County for medically-fragile children who are transitioning from the hospital to home. Nurses provide in-home developmental and physical health screenings, early childhood developmental information, and help families access community resources. This program is funded by First Things First.
Community Living Services has renegotiated contracts for many of its homes in Pima, Santa Cruz, and Cochise counties, due to changes in the ALTCS providers in those areas.

CLS continues to receive funding from the Denton Family Foundation to help cover the cost of food in the group homes. The regular sources of these funds from the State has been cut repeatedly in the past few years and CLS relies more and more on our supporters to ensure healthy meals for our clients.

**Martin Home:** CLS’ newly opened home in Sierra Vista. This home serves four Bridgeway Health Systems gentlemen (formerly Pima Heath/Evercare) and affords these men the opportunity to lead a life outside of more restrictive care facilities. They now have a “home”.

**Kelso Home:** CLS’ oldest resident, Charles Abbott, lovingly called Mr. Abbott by his staff, has taken up photography as a hobby. He never misses an opportunity to capture the exciting things he sees in life on film. He has aspirations of becoming a full-time photographer. He has a good eye and has taken some very good shots!

**Wyatt Home:** The Wyatt Home hosted ESBF’s annual donor thank you reception. Donors who attended mingled with Board members and management staff. Guests were able to enjoy refreshments, tour the home, meet the residents and see how their donations directly impact the daily lives of our residents.
SAGE Employment & Community Services

Highlights for the Year

SAGE Employment & Community Services received a subcontract from Casa de los Niños to provide behavioral health services to children and young adults. These services include development of therapeutic interventions, behavior management, life skills development, vocational skills development and an array of other services that will support the child and young adult in home and community-based environments. Group and family counseling is also available.

SAGE was awarded a grant for a roof-mounted photovoltaic system that was installed at its Campo Urbano site. This system will cover 94–99% of the current energy usage at the site. This project is a collaborative effort between Technicians for Sustainability and the Campo Urbano staff, and opportunities will be available for clients working there to learn about solar technology.

SAGE’s Campo Urbano program hosted summer camps for youth ages 7 to 15 referred through the Casa de los Niños behavioral health contract. Participants had the opportunity to experience nature-based exploration as tools for increasing successful outcomes around socialization, independence and community integration. Thirty youth attended the program and it was a great success.
Last year, Easter Seals Blake Foundation reached nearly 20,000 people in Southern Arizona

Community Engagement

Community Outreach Activities · · · · · · · · · · · · · · 765
  Conference Exhibits
  Health Fair Exhibits
  Open Houses

Educational Programming Activities · · · · · · · · · · · · 8,348
  Parent/Caregiver Seminars
  Teaching Engagements

Volunteer Activities · · · · · · · · · · · · · · · · · · · · · · · · · · · 154
  Affiliate Program Volunteers
  Special Events
  Office Initiatives

Total Individuals Engaged 9,267

Who Did We Serve?

Client Demographics

Age
- 0-2 · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 4,656
- 3-5 · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 2,274
- 6-17 · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 1,464
- 18-64 · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 737
- 65-74 · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 22
- 75+ · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 1

Gender
- Male · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 4,097
- Female · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 5,057

Heritage/Ethnicity
- Asian American · · · · · · · · · · · · · · · · · · · · · · · · 60
- African American · · · · · · · · · · · · · · · · · · · · · · 325
- Caucasian · · · · · · · · · · · · · · · · · · · · · · · · · · · 2,835
- Hispanic · · · · · · · · · · · · · · · · · · · · · · · · · · · · 2,288
- Native American · · · · · · · · · · · · · · · · · · · · · · 188
- Multiple Ethnicity · · · · · · · · · · · · · · · · · · · · · · 178
- Other · · · · · · · · · · · · · · · · · · · · · · · · · · · · · · 56

Total Clients Served 9,154
### Revenue and support: For year ended June 30, 2011

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client services</td>
<td>$25,436,828</td>
</tr>
<tr>
<td>Tuition and fees</td>
<td>843,105</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>1,287,133</td>
</tr>
<tr>
<td>Other revenue</td>
<td>(24,865)</td>
</tr>
<tr>
<td>Development</td>
<td>289,521</td>
</tr>
<tr>
<td>Gain on disposal of prop. &amp; equip.</td>
<td>161,828</td>
</tr>
<tr>
<td>Investment income, net</td>
<td>101,247</td>
</tr>
</tbody>
</table>

**Total revenue & support**  
**28,094,797**

### Expenses:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>24,423,185</td>
</tr>
<tr>
<td>Management and general</td>
<td>2,282,548</td>
</tr>
<tr>
<td>Fundraising</td>
<td>216,191</td>
</tr>
</tbody>
</table>

**Total expenses**  
**26,921,924**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>1,206,555</td>
</tr>
<tr>
<td>Net assets, beginning of year</td>
<td>5,367,429</td>
</tr>
</tbody>
</table>

**Net assets, end of year**  
**$6,573,984**

### How was your money invested?

- **Program Services 90.7%**
- **Management & General 8.5%**
- **Fundraising .8%**
**Financials**

**Balance Sheet**

**Assets**

**Current assets:**
- Cash & cash equivalents: $414,825
- Accounts receivables: 3,909,109
- Prepaid expenses and other assets: 72,091

**Total current assets:** 4,396,025

- Investments: 6,891
- Property & equipment net: 9,003,726
- Other assets: 201,242

**Total assets:** 13,607,884

**Liabilities and net Assets**

**Current liabilities:**
- Accounts payable: 1,908,281
- Line of credit: 615,000
- Interest rate swap agreement: 188,696
- Notes payable, 173,334

**Total current liabilities:** 2,885,311

- Notes payable, non current portion: 4,148,589

**Total liabilities:** 7,033,900

- Total unrestricted net assets: 6,573,984
- Temporarily restricted net assets: 0

**Total net assets:** 6,573,984

**Total liabilities and net assets:** $13,607,884
Thank You to OUR DONORS

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*This list represents donors who made a gift of $150 or above from July 1, 2010 – June 30, 2011. We appreciate everyone who supported us at all levels.
Annual Fundraising Events

We all own the future of our mission, and you can help!

[1] **Learn** Experience our mission with a tour or participate in an event.


[3] **Share** Be an advocate for our cause! Share our story and invite a friend to experience our mission.

[4] **Sustain** Be a lifelong partner and consider including us in your estate plans.

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MISSION

The mission of Easter Seals Blake Foundation is to enable each individual served to discover and meet his or her maximum potential for independent productive living and developmental growth.

VISION

We will provide opportunities, supports and services to children and adults with disabilities and their families, with compassion and respect for them as valued members of their communities, involved and participating based on their own choices.

Easter Seals Blake Foundation
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