

EASTER SEALS ANNUAL REPORT 2011-2012



easterseals.com



Easter Seals Mission

Our mission is to provide exceptional services to ensure that all people with disabilities or special needs and their families have equal opportunities to live, learn, work and play in their communities.



“We have but one life to live. We get nothing out of that life except by putting something into it. To relieve suffering, to help the unfortunate, to do kind acts and deeds is, after all, the one sure way to secure happiness or to achieve real success. Your life and mine shall be valued not by what we take ... but by what we give.”

Edgar F. Allen, 1922
Founder, Easter Seals



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Letter from the Chairman and Chief Executive Officer



Stephen F. Rossman
Chairman



James E. Williams, Jr.
President and
Chief Executive Officer

For nearly 100 years, Easter Seals has provided help, hope and answers for individuals with disabilities and special needs and their families whose needs cannot be overlooked. We are inspired by the life-changing outcomes of our advocacy, our services and the economic impact our programs offer to individuals, families and communities.

Easter Seals is first and foremost about the people we serve, their families and their communities. We believe in powerful principles – ability, independence and accomplishment – and about achieving in the face of barriers. Our commitment to these principles and our passionate belief in the abilities of all people drive us to accept nothing less than continued growth, innovation and success.

From the beginning, Easter Seals has focused on the needs of children with disabilities. Today, Easter Seals *Make the First Five Count*[®] initiative is making people aware of why it is critical to identify, fund and provide early care for our youngest children. When young children with disabilities or at risk for autism and developmental delays are identified and receive the early intervention services that give them the chance to succeed, they thrive.

When adults with disabilities have the opportunity for meaningful work and equal pay, they become self-sufficient, contributors to our society. When older adults and their caregivers can rely on community-based programs, not on institutional care, they live their lives with dignity.

Easter Seals adds to this a focus on our military service members, veterans, their families and families of the fallen. With the newly dedicated Dixon Center at Easter Seals, we are passionate about assuring access to the services and supports many may need to re-engage in their communities. It is a leadership role that Easter Seals has proudly taken.

As people experience and understand the impact of our work, we are seeing a significant growth in philanthropy – to support our current services and to explore and develop new service areas. One example is our work to advance brain health and new brain science to address neurological conditions such as Alzheimer's and traumatic brain injuries.

We thank our volunteer leaders, donors and corporate partners, who invest in what we do. Their gifts of time, talent and resources make a significant difference in people's lives and assure Easter Seals will play a critical role as we look to a future that holds still unimagined possibilities for everyone.

Yours truly,

Stephen F. Rossman
Chairman

James E. Williams, Jr.
President and Chief Executive Officer



EASTER SEALS

Who We Are

Easter Seals offers help, hope and answers to children and adults with disabilities and their families in the United States and Australia, and through our global partners in Puerto Rico, Canada and Mexico. We are the leading non-profit provider of services for individuals with autism, developmental disabilities, physical and mental disabilities, and other special needs. Easter Seals also provides critical community-based supports and services to military service members, veterans, their families and families of the fallen.

Through therapy, training, education and support services, Easter Seals creates life-changing solutions so that people with disabilities can live, learn, work and play in their communities.

Easter Seals relies on family and friends, our advocates and philanthropists to provide meaningful services and supports. We are passionate about making the world a better place for people living with disabilities and special needs.

Volunteer leaders are at the center of who we are and what we do. Thousands strong, Easter Seals volunteers lend their expertise and give generously of their time, talent and resources to assure Easter Seals organizations meet the needs of their communities. These are volunteer leaders who care deeply about improving the lives of people with disabilities and their families. They know Easter Seals offers top quality services, and



conducts business in an efficient, effective and ethical manner.

Our staff of nearly 24,000 share a dedication to providing exceptional services and support to individuals and their families, who come to

Easter Seals with questions and hopes to achieve their immediate goals and their dreams.

As advocates for public policy that gives people with disabilities the chance to live, learn, work and play

Above left: Michael Merzenich, Ph.D., founder of the Brain Plasticity Institute, speaks to Easter Seals about the possibilities a brain science partnership offers for people living with autism, Alzheimer's, TBI, depression, ADD and many other neurological disabilities; *above right:* The Honorable Elizabeth McGrath, Deputy Chief Management Officer (DCMO), Department of Defense, presents Jim Williams with the DCMO coin after his July 17 speech to the DoD on "Innovation and Transformation." (DoD photo by Darrell Hudson, HQDA, AMVID).



in their communities, Easter Seals Office of Public Affairs staff, Easter Seals affiliate leaders and client families correspond and meet with federal, state and local government leaders. Our focus has been on protecting key federal and state programs that provide for the needs of children and adults with disabilities and offer critical services to families, when they need them.

Easter Seals celebrates the generosity of friends who are investing in our future and know the impact of their personal philanthropy. Thousands of individual and major donors have made personal commitments to create a better life for children and adults with disabilities. We also are reaching out to friends who have been a part of Easter Seals over the years, encouraging planned gifts to assure their legacies and Easter Seals' future.

Easter Seals' family of corporate partners, their employees and customers contributed nearly \$20 million to augment Easter Seals work in their communities. We thank our corporate partners for their example of corporate social responsibility. Safeway Inc., Food Lion LLC, Century 21 Real



Easter Seals 2013 Youth and Adult Representatives, speak to the impact of Easter Seals' early identification and intervention services for children, and services and support of military families.

Estate LLC, CVS Caremark, Amway, and Friendly's Restaurants lead a group of national corporate partners. We also thank CVS Caremark, Century 21®, Amway and MassMutual Financial Group for sponsoring Easter Seals *Walk With Me*®. This fun family event engaged nearly 23,000 enthusiastic participants and donors last year at 60 events, raising \$3.7 million for Easter Seals services in the United States. Ability First Australia affiliates continue to develop their *Walk With Me* programs, with 20 scheduled this year.

Easter Seals also benefits from millions of donors, old friends and new, who contribute to requests by telephone, mail and through online giving opportunities. These gifts reflect our donors' trust in Easter Seals. Easter Seals staff also are donors. Last year, staff across the United States contributed more than \$1 million to Easter Seals *Caring & Sharing* program, which supports clients' and families' needs. All told, Easter Seals staff have contributed more than \$13 million over 17 years.

The profiles on these pages are an introduction to

Easter Seals leaders and innovators: Kenan Sklenar, Patsy Samuel and Shelley Oksness. share. In their respective roles, each helps Easter Seals deliver help, hope and answers. The stories of Auburn Smith and Richard Mariello,

Top left: Easter Seals Representatives Ben Trockman, Shannon Eaton and Palmer Harston say thank you to Top Corporate Sponsor Safeway at Easter Seals 2012 Celebration of Giving; above center: Singer/songwriter/philanthropist Avril Lavigne joins participants at Easter Seals Southern California's Camp Oakes for some fun; above right: Easter Seals *Walk With Me* celebrated its tenth anniversary in 2011, and \$30 million raised at nearly 500 events.



EASTER SEALS SERVICES

Focus on Young Children

Early childhood offers a unique window of opportunity for any child with a disability, developmental delay or autism. It's a time when dramatic gains can be made, increasing the likelihood of future success and independence — in school and into adulthood.

Every year, we as a nation, fail to identify more than one million children under five who are at risk for autism, developmental delays and disabilities. We're not reaching young children and families with early identification and intervention services when we can make the biggest difference. Too many young children enter school with learning and health issues that put them behind their peers, many never catch up. Young children with special needs and developmental delays can succeed in school alongside their peers if they receive early intervention services — therapies that work to strengthen their

physical, social, emotional and intellectual abilities at a very young age.

As the largest provider of early intervention services, Easter Seals staff, therapists and families know what is possible when children get the support they need during the first few years of life — and



also what happens when they don't. We teach new skills and instill confidence, while offering weary families answers, support and hope. We advocate for access to early diagnosis, therapy and educational services because they are essential.



Easter Seals is creating a new awareness of the importance of

early identification and intervention among young parents and the general public. Easter Seals *Make the First Five Count*[®] is a national movement to assure every child with a disability or a possible developmental delay is identified, and has access to the intervention services that can offer the best opportunities for the future. This has been a priority for Easter Seals since its beginnings — and it's where we can continue to make an enormous impact.



As a leading provider of childcare services for young children and their families, we are dedicated to advancing knowledge, creating networks of support and mobilizing communities to develop solutions for families. Generous funding from the Goizueta Foundation gave Easter Seals the means to develop and train early childhood professionals to provide inclusive childcare in their communities, with new programs in Spanish-speaking communities. Easter Seals professionals also share their expertise with international delegations of early childhood and autism peers, in the United States and at international conferences.



MAKE THE
**FIRST FIVE
COUNT**[®]

A free online tool to assess a young child's development.

Through *Make the First Five Count*[®], Easter Seals has collected more than 100,000 signatures to its online petition, sharing a critical message with members of Congress to protect and grow funding for the Part C early intervention program of the Individuals with Disabilities Education Act (IDEA).

And, new for this year, through generous support from the CVS Caremark Charitable Trust, Easter Seals is offering parents free access to an online screening tool at makethefirstfivecount.org.

The Ages & Stages Questionnaires[®] (ASQ) from Brookes Publishing lets parents easily and effectively monitor their child's development. It's an important tool for parents and caregivers to make sure their child is reaching his or her milestones — and learn what to do or where to go if the screening identifies a concern. To date, nearly 3,000 people have taken the online screening — with more than half identified as having some type of delay or concern and provided guidance for seeking appropriate support/services.

The availability and importance of the online screening also was the focus of the *Make the First Five Count* Spokespersons/Affiliate Marketing Partners efforts this year, working to spread the word via traditional and new media at both the local and national level.

MakeTheFirstFiveCount.org



Auburn Smith

EASTER SEALS 2013 NATIONAL YOUTH REPRESENTATIVE

High school sophomore Auburn Smith is a nationally ranked tennis player and aspiring musician who enjoys riding her adapted bicycle and loves to travel. She doesn't let a disability get in her way.

There was a time when her doctors couldn't imagine Auburn doing even half of what she does today. Born with spina bifida and clubfoot, she was just a day old when she had her first surgery. Her parents were told that she would likely never walk – something no one in the Smith family accepted.

At seven months, Linda and Jim Smith enrolled Auburn at Easter Seals for inclusive childcare and therapy. With both parents working full time, Easter Seals was the one place where Auburn could have her physical therapy during the day at childcare. Linda, a respiratory therapist, says she recognized immediately that they were in the hands of top-notch professionals.

"There was such a calmness about them," she says. "As a new parent of a child with special needs, it was wonderful to have that steady guidance. We knew we had come to the right place."

At 18 months, Auburn had surgery to realign her feet and the Smiths were amazed by the optimism of Easter Seals' early intervention team. "They told us they would have Auburn walking by age two," says Linda, "and they did. I can't describe in words what that was like. After that," she says, "everything else seemed much more attainable."

Auburn transitioned from Easter Seals childcare to her local school when she was three. But as she's grown and faced new mobility challenges, Easter Seals has been there to improve her gait and balance or get her fitted for new leg braces.

"Easter Seals has been a godsend to us."



These days, Auburn is on the honor roll and busy at school. Her teachers say she projects a calm confidence and is wise beyond her years. Her ceramics teacher says she's a rock star and "a one of a kind kid."

Now, when she comes to Easter Seals, it's for fun. Tennis Everyone, a partnership between Easter Seals and the United States Tennis Association (USTA), introduces kids with mobility challenges to tennis. Auburn's coach Nancy Olson is a two-time Paralympic silver medalist in wheelchair tennis. Auburn works with her longtime physical therapist at Easter Seals to strengthen her back and side muscles so she can better maneuver her sports wheelchair on the court. A natural at the game, Auburn says the rewards of tennis go way beyond

winning: “I love the competition and meeting new people and how it keeps me healthy.”

Her dad, Jim Smith, is a trauma nurse who works nights so he can be home during the day for Auburn and her sister, Kellie, 13. Auburn also has an older sister – Ashley, 22. Her companion dog, Alpine,

makes the family complete. At home, Auburn has chores, homework, and other responsibilities, like any teen.

“This is our normal,” Jim says, noting that the family learned to take things in stride. “Easter Seals has been a godsend to us.”

Easter Seals Volusia & Flagler Counties • Florida



Clockwise from top left: Jim, Kellie, Auburn and Linda Smith; Auburn powers her backhand with Coach Olson watching; Auburn and a friend lunching at Spruce Creek High School; Auburn works with her ceramics teacher, Heather Alexander.

Kenan J. Sklenar

President and Chief Executive Officer

2012 MYRTLE M. & TOM B. MEDDERS AWARD FOR EXECUTIVE LEADERSHIP

Easter Seals of Mahoning, Trumbull and Columbiana Counties in Youngstown, Ohio, has grown exponentially in the 17 years Ken Sklenar has been at its helm. Since 2010, the organization grew from serving 5,000 to more than 12,000 children and adults with disabilities or special needs annually, and its budget has increased from \$3.7 million to \$8 million.

The recent growth spurt was the direct result of two bold moves – a merger and an acquisition, both the result of a strategic plan Sklenar started guiding in 2008.

That plan provided a roadmap for success. The changes brought new programs and services: Audiology Services, Home Delivered Meals, School-based Nursing Services, significant increases to the organization's Homemaker and Personal Care services, and more. In 2009, the organization had a deficit of \$11,000. Since then, it has seen positive surpluses: \$67,000 in fiscal year 2010 and \$252,000 in 2011.

"It's been a whirlwind," says Board Chair Mary Ann Carano. "The way Ken handled what, at times, was a very difficult process – I give him so much credit."

Among the many accomplishments Carano credits to Sklenar are Easter Seals' six consecutive three-year CARF accreditations, including being noted for exemplary conformance to CARF standards and for Easter Seals Outcomes Measurement System, which



CARF recognizes for its value and improvements made to programs and services.

Sklenar has focused on developing support for growing Easter Seals services and outreach, increasing

foundation support from \$270,000 to more than \$650,000 per year. He's also focused on building the number of Presidents' Council members from 50 to 85 in 2011 alone, and recruiting and engaging new volunteers. He's added new members to the board of trustees, and serves as the main point of contact for two groups that each raise more than \$100,000 each year to support Easter Seals services.

Above all the achievements, however, Carano says what stands out about Ken is his genuine care and interest in the people around him, from staff to volunteers and clients.

"Ken is one of the finest, most compassionate people I have ever met," she says. "I'm amazed by how much he does and how invested he is in every aspect of our organization – particularly the kids. He's involved in every aspect of their progress. They just love him. For Ken, this is more than just a job."

Patricia A. Samuel

Assistant Vice President, Affiliate Services

2012 EASTER SEALS ROBERT E. BRADFORD LEADERSHIP AWARD

When Patsy Samuel was honored with the 2012 Robert E. Bradford Leadership Award, her friends and colleagues anticipated her exact response: “Really?!?”

It’s something that Patsy Samuel says often and with wonderful flourish. It’s her “catchword,” typically delivered with a huge smile, an infectious laugh and a slightly sarcastic, dry wit to capture a whole host of situations and meanings – and one her colleagues fondly associate as pure Patsy.

Her colleagues from headquarters and affiliates have compiled a long list of accolades for Patsy – enthusiastic, skillful, strategic, responsive, driver, passionate, warm, thoughtful, analytical, insightful, cheerful, and funny.

Patsy Samuel loves a challenge. One that is ongoing is Easter Seals new contract to provide autism services for Kaiser Permanente in California.

“Patsy did a tremendous job working with the California affiliates to develop the statewide autism project with Kaiser. Her enthusiastic ‘get it done’ approach made her an invaluable member of the statewide team and she was critically important to our success,” says Mark Whitley, CEO in Southern California. “Patsy is hardworking, skillful and focused but, at the same time, she’s funny, quirky and a real pleasure to work with.”

Patsy joined Easter Seals as a regional manager in early 2007. As the former Executive Director and CEO for a community-based health care



organization, Patsy already had Easter Seals in her blood. The organization she led for nearly a decade was once the Aiken County, South Carolina, Society for Crippled Children in the 1950s – an Easter Seals in its former life – before expanding its offerings.

Since then, Patsy’s worked hard to develop, grow, support and inspire Easter Seals programs and affiliate organizations across the country.

Patsy has been a consultant to any number of CARF surveys. She’s worked with affiliates to assess their programs and services – and align these with funding streams that assure they are self sustaining. She’s played a key role with mergers and acquisitions – helping Easter Seals affiliates to expand their services and their reach in communities across the country. And, she’s successfully co-chaired the headquarters’ *Caring & Sharing* Annual Giving Campaign for the last several years.

“Patsy oozes enthusiasm for all things Easter Seals – from the individuals and families we serve to the staff and volunteers,” says Pat Jones, Executive Vice President for Affiliate Services. “She just can’t say no when it comes to bringing our mission alive. She really delivers.”



SPC Richard Mariello

EASTER SEALS 2013 NATIONAL ADULT REPRESENTATIVE

As an Army Reserve Specialist about to be deployed to Afghanistan for a year, Richard Mariello was very concerned about his wife and children staying behind. When he learned about Easter Seals New Hampshire's Veterans Count program and the support it offers families, he signed on immediately.

At an event for Richard's military unit, the couple connected with Easter Seals. Glenn Kazan, an Easter Seals Military Services Care Coordinator, called Richard and Lynn for the first time, "I'm here to help, what can I do?"

"We were nervous," Lynn says. "We aren't your typical family."



The Mariellos have always made room for children who need a loving home. In addition to their teenagers, they have fostered more than 20 children in the last 12 years.

As Richard took time off from work for pre-deployment training, the family saw a significant decrease in income. They had less money for food and their house needed urgent repairs. Kazan stayed in touch and called asking: "What do you need right now?" Richard recalls.

Thanks to Easter Seals' generous donors, Veterans Count was able to provide immediate relief in the form of gift cards for necessities like groceries and gasoline. Kazan also found funding for contractors to do the home repairs.

Once Richard was deployed and began receiving a regular paycheck, the family's financial situation improved. But Kazan was there to support Lynn as she managed the homefront. When their roof collapsed under winter snow in 2010, Kazan helped apply for a grant to have it replaced while Richard was thousands of miles away. He also arranged for

"We're strong swimmers but sometimes we got tired and needed a life raft. Easter Seals was our raft."



Richard to participate in a video call from Afghanistan with his son's teachers, who were unaware that his acting out was connected to Richard's deployment.

"We're here to provide one-on-one support for families. That's what makes this program work," says Kazan. "The Mariellos are an extremely resourceful family. I knew whenever Lynn called for help that she had exhausted all other resources."

When Richard returned, the family faced more transition. A text from Lynn alerted Kazan that Richard was very withdrawn, and she was concerned

about injuries he'd incurred. Kazan had coffee with Richard and opened doors with the local VA. He had an appointment and care the next day, support he needed to move forward.

Post-deployment, the Mariellos are a strong family and deeply appreciate Easter Seals for seeing them through a very challenging year. "We felt like we

were swimming," Richard says. "We're strong swimmers but sometimes we got tired and needed a life raft. Easter Seals was our raft."

Next up, Richard hopes to use the GI Bill to go to college and become a high school history teacher – as he's loved volunteering with his kids' school – while working part time to support his family.

Easter Seals New Hampshire, Veterans Count • Old Orchard Beach, Maine



Clockwise from top left, opposite page: Josie, Jeremiah, Lynn, Richard, Bobbie-Jean and Joshua Mariello; Joshua reads with Richard; Richard guest teaching in a high school debate class; Richard working on an electrical generator, an expertise he developed in Afghanistan.



EASTER SEALS SERVICES

Reaching Out to Military Service Members, Veterans, their Families and Families of the Fallen

Easter Seals is focused on assisting returning military service members and veterans seeking to re-engage in their communities through access to education, employment and health services.

The Center for Military and Veterans Community Services (Dixon Center) at Easter Seals was dedicated in July 2012, and honors the brave men and women who served in Iraq and are returning from Afghanistan. Now numbering more than 2 million, our young service members and veterans face new obstacles as they work to integrate back into employment and community life. With Dixon Center, Easter Seals is working to strengthen support within communities by partnering with other human service organizations, advocating for legislation to improve the way services are provided nationwide, and harnessing the spirit of philanthropy to meet military families' most pressing needs.

Easter Seals has long served military service members and veterans. Following World War II, we expanded our reach to include adults, largely because so many service members were returning home with disabilities. In response to new challenges, we are reaching out with services and support to thousands of military service members, veterans, their families and families of the fallen. This past year, Easter Seals provided training to nearly 7,400 caregivers of



Above: COL David Sutherland, U.S. Army, Ret., joined Easter Seals in July to dedicate the Dixon Center at Easter Seals — to reach out and build the public-private collaboration our veterans and their families need today and in the future.



seriously injured Veterans of our post 9/11 conflicts through a contract with the Caregiver Support Program, Department of Veterans Affairs. We offered respite to families through contracts with the Navy and the Air Force, and we are work-

ing with homeless veterans – helping them to secure employment.

We also provide camping, housing, and other special care that makes transitioning and reintegrating into the community the experience it should be for the men and women who have served our country.



Above right: The Safeway Foundation presented \$50,000 to Dixon Center at Easter Seals to support its work with military service members and veterans. Accepting are Kim Mitchell, former Lt. Col., U.S. Navy and Deputy Director, Dixon Center, and COL. David Sutherland, U.S. Army, Retired, and Executive Director of Dixon Center with Safeway Foundation President and Safeway E.V.P. Larree M. Renda and Easter Seals President and Chief Executive Officer; *far right:* Former Marine Cpl. Mervin Roxas (right) with COL David Sutherland, Executive Director, Dixon Center; *above top:* Military children explore the workings of a helicopter at Easter Seals Southeast Wisconsin's Camp Yellow Ribbon.

Helping a War Veteran Get His Life Back on Track

On July 5, 2004, during his second deployment in Iraq, Marine Cpl. Mervin Roxas was manning a machine gun atop a patrol vehicle when an improvised explosive device (IED) exploded.

Three Marines died. Mervin, lost his left arm and shoulder, and his jaw and cheekbone were shattered. He spent 11 months at Walter Reed Army Medical Center in Washington, D.C., before being medically discharged – but his return home brought new challenges.

“I had trouble transitioning back to being a civilian,” he says. “I lost structure in my life, I didn’t know how each day would play out, and my behavior caused misunderstandings with family and friends.”



There was also the challenge of suddenly living with a disability. “Learning to do things with only my right arm and getting stares and comments from strangers – I wasn’t used to it. That was tough.”

Forced to abandon dreams of becoming a police officer, Mervin enrolled in some college courses. One day on campus, he stumbled on a job fair where Easter Seals had a booth. By that evening, he had faxed his resume to Easter Seals and soon after, he was hired as a Life Skills Coach.

Finding a job spurred Mervin to keep moving forward. He has since run a marathon, earned his college degree and gotten married, plus he’s been promoted to an Easter Seals Program Assistant, working with young adults with developmental disabilities.

Mervin credits Easter Seals with helping him successfully reintegrate. “Easter Seals,” he says, “played a big part.”



EASTER SEALS SERVICES

Focus on Creating Opportunities for Meaningful Employment

Finding meaningful employment is especially challenging for many adults with disabilities. In October 2012, the U.S. Department of Labor published its findings on unemployment for workers with disabilities, showing only 21.5 percent of adults with disabilities are currently employed, compared with 69.5 percent of adults without disabilities.

Easter Seals has exceptional expertise, experience and commitment to developing employment skills, and providing training and placement for people with disabilities to work. Across the country, Easter Seals' workforce development programs identify an individual's talents and interests, and teach essential skills to successfully enter the workforce or return to work after an illness or injury. Through community and center-based services, Easter Seals works with employers to find opportunities for adults with disabilities to contribute their talents and, for many, to become economically self-sufficient.

Easter Seals programs also offer young adults with developmental disabilities new opportunities for engaging in their communities as volunteers. Contributing to their neighborhoods, these young adults develop the skills they can use as future employees. Last year, Easter Seals assisted more than 74,000 people with disabilities and other special needs in finding meaningful employment. We continue to be an industry leader, developing innovative ways to help individuals achieve greater economic self-sufficiency and be more active in their communities.



After identifying interests and skills, Easter Seals offers employment options for adults with disabilities.

Shelley Oksness

Senior Vice President of Programs

2012 LOU LOWENKRON PROGRAM INNOVATION AWARD

Providing services in 35 communities across a four-state region: Idaho, Montana, Utah and Wyoming, Easter Seals-Goodwill Northern Rocky Mountain covers a lot of ground.

Just as broad-sweeping is the impact Shelley Oksness, senior vice president, Programs, has had on the organization – which served more than 25,000 people with \$50 million in annual revenues in 2011. Oksness has developed 80 percent of the 58 programs Easter Seals offers, including new Elderly and Acquired Brain Injury Adult Day, Home Care and Personal Care programs.

“Shelley is very creative and entrepreneurial in developing programs and, when she does, they’re quality programs with quality outcomes,” says Michelle Belknap, president and chief executive officer, Easter Seals-Goodwill Northern Rocky Mountain.

Belknap points to just a few of Oksness’s many successes in the area of children’s services. She expanded pediatric therapies into new disciplines and geographic areas, and introduced the P.L.A.Y. Project – providing in-home training and support for parents and families of children living with autism. She forged a partnership with the State of Idaho to provide case management for children. In 2009, she launched early intervention services under contract with the State of Utah. She’s developed autism support groups that serve three communities and enrichment programs for children with disabilities of all ages.



Oksness is relentless about discovering community needs and filling these needs by creating and expanding programs; she is tireless in forging productive partnerships to ensure the programs she develops are

sustainable.

“Shelley always looks at all the different avenues to fund a program, whether through traditional government services, private foundations or private pay,” Belknap adds.

She also is a respected advocate for people with disabilities. In Montana, Oksness served on a task force to implement statewide services for children with autism and their families, and was instrumental in securing legislation requiring health insurers to cover autism services.

A registered nurse, Oksness brings care and compassion to her work. She’s also a mentor to her staff.

“People have the ability to grow a lot,” Belknap says. “She really is a shining example of living our mission, vision and values. Shelley has such passion for our organization. She’s someone we say has a lily stamped on her forehead.”



EASTER SEALS SERVICES

Focus on Adults & Older Adults

The U.S. Centers for Disease Control and Prevention expects that the number of Americans aged 65 and over will double in the next 20 years. In 2030, one in five Americans will be among the 71.5 million over age 65. Many may face increasing difficulty as they approach their everyday living activities and will need caregivers for support.

Easter Seals is teaching communities to transform care, to provide support for caregivers, and to enhance adult day and in-home care services. Easter Seals advocates for legislation, services and supports that provide individuals and their families with good choices. To assure that health and wellness, independence and quality of life are among our top priorities for adults with disabilities and older adults, who face new limitations due to aging. For young adults living with disabilities, Easter Seals adult day and residential housing programs create opportunities to access community-based services and supports near their families.

Easter Seals is uniquely positioned to advocate and offer support for our nation's more than 45 million caregivers with our emphasis on providing community-based services and supports for adults with disabilities and older adults. Easter Seals does this through its network of experts on caregiving and older adult services, and with informational resources for families.



Tackling the critical issue of making transportation available and accessible for people living with disabilities, Easter Seals Project ACTION, funded by the U.S. Department of Transportation, has a 24-year history of working with transportation providers and communities to find solutions. Easter Seals administers the National Center for Senior Transportation, funded by the Federal Transit Administration in partnership with the National Association of Area Agencies on Aging to improve transportation options for older Americans.





Easter Seals continues to invest in its adult and senior programs. This past year, more than 33,000 adults and older adults received services through adult day, in-home, community-based supports, and case management programs at Easter Seals.

Finding employment is a growing issue for older adults. Easter Seals became a grantee of the U.S. Department of Labor's Senior Community Service Employment Program, in 2003. Since 2006, Easter Seals has provided new employment training opportunities for nearly 9,000 adults, aged 55 and over, who have provided 1.6 million hours of community service, and placed more than 3,000 older workers in new, permanent jobs. Believing the contrast between adult day and in-home services and nursing home placement is stark, as a lifestyle choice and a financial reality,

Easter Seals offers respite for families and services and supports for adults with disabilities and older adults through in-home and adult day services.

Influenced the lives of 54 million Americans with disabilities and their families.

Engaged with more than 3 million volunteers, donors and the public through face-to-face opportunities, website and social media exchanges, mail and other correspondence.

Provided direct services for nearly 1.4 million individuals with disabilities and their families in the United States, Puerto Rico, Australia, Canada and Mexico.

In 2011, Easter Seals direct services improved the lives of nearly 1.4 million children and adults with disabilities and special needs and their families. Services address the needs of children and adults born with disabilities, or who acquire a disability through injury, illness, and as a functional limitation experienced through aging.

Easter Seals 2011 Total Public Support and Revenue of \$ 1,468,871,948

263 medical rehabilitation programs offer physical and occupational therapy services, speech therapy and audiology, outpatient medical rehabilitation, social work/case management, nursing, mental health and early intervention. In fiscal 2011, 182,770 children and adults received therapy and medical rehabilitation.

192 child care and children services programs across the United States, provide developmental monitoring, early child development services, inclusive child care, developmental pre-school programs, and school-aged children's services. In fiscal 2011, 52,962 children received services.

167 workforce development programs providing vocational evaluation and assessment, work adjustment/employee development, job placement, employment planning, occupational skills training, senior community service employment programs, school-to-work transitions, and community-based and supportive employment. In fiscal 2011, 77,464 adults received job training and employment services.

160 camping, recreation, and respite programs nationwide include day camps, recreation programs, respite and residential camping for children and adults with disabilities and other special needs. In fiscal 2011, 29,854 children and adults enjoyed these programs.

157 adult and senior service programs across the country with adult day centers, community-based support programs, case management for people with intellectual and developmental disabilities, and in-home care designed to address the growing needs of older adults and their families. In fiscal 2011, 33,133 adults and older adults received care.

104 residential housing programs support individuals with disabilities and other special needs living in their communities. In fiscal 2011, 6,206 children and adults were in residential care.

64 assistive technology programs provide assessments, augmentative communication, hearing aids, orthotics/prosthetics, seating services, and other assistive technology devices for adults and children. In fiscal 2011, 13,259 adults and children benefited from this service.

129 support programs provide organized support groups, equipment loan and assistive technology, financial aid assistance, transportation programs, public health education, professional health education, information and referral services, and other support services. In fiscal 2011, 127,366 people received support services.

Ability First Australia and its seven members provide person-centered services for children and adult with disabilities and older adults. Services include therapy services, assistive technology, camping and recreation, workforce development, residential housing, and support services. In fiscal 2011, 27,280 people received services from Ability First Australia.

Easter Seals Canada offers services for children and adults with disabilities and older adults including: camping and recreation, assistive technology, medical rehabilitation, workforce development, residential housing and support for families.

CONFE is a confederation of 160 associate institutions in Mexico, advocating for an inclusive culture for people living with intellectual disabilities. CONFE provides evaluation, early intervention, employment training and placement, recreation, counseling and support services for individuals and families.

SER, Easter Seals Puerto Rico serves both children and adults in San Juan, Ponce and Aibonita. Services include Assistive Technology, Early Intervention for ages 0 to 3, and Physical, Occupational, Speech and Aquatic Therapies for children and adults.



Medical Rehabilitation Programs

Child Care & Children's Services Programs

Workforce Development Programs

Camping, Recreation & Respite Programs

Adult & Senior Service Programs

Residential Housing Programs

Assistive Technology Programs

Support Services Programs

Disabilities served include: speech, language and hearing disorders; spinal cord injury; stroke; head trauma; amputation; developmental disabilities; learning disabilities; polio; spina bifida; cerebral palsy; muscular dystrophy; and Alzheimer's Disease. Easter Seals also assists families with disability screening and preventative programs.

A directory of Easter Seals services by state can be accessed at easterseals.com

The Story of Easter Seals



1919
Founded by Edgar Allen to help children with disabilities

1934
Conducted first Easter "seal" fund-raising campaign

1944
Broadened mission to help adults

1950
Achieved nationwide reach

1952
Officially incorporated lily into Easter Seals symbol

1967
Adopted the name Easter Seals

1984
Served more than 1 million people annually

1990
Helped pass Americans with Disabilities Act into law

1999
Received top recognition by National Health Council for 20th consecutive year, which continues today

2004
Established new affiliation with Ability First Australia

2005
Edgar F. Allen honored as founding member of The Extra Mile Volunteer Pathway Monument in Washington, D.C.

2006
Easter Seals welcomes global partner, Easter Seals Canada

2010
Easter Seals welcomes global partner, CONFIE in Mexico

2012
Offers top-quality, innovative services in the U.S., Puerto Rico, Australia, Canada, and Mexico



Easter Seals offers help, hope and answers to children and adults with disabilities and their families in the United States and Australia, and through our global partners in Puerto Rico, Canada and Mexico. We are the leading non-profit provider of services for individuals with autism, developmental disabilities, physical and mental disabilities, and other special needs.

Easter Seals also provides critical community-based supports and services to military service members, veterans, their families and families of the fallen. Through therapy, training, education and support services, Easter Seals creates life-changing solutions so that people with disabilities can live, learn, work and play in their communities.



To learn more about Easter Seals, visit easterseals.com

Statement of Domestic Functional Expenses

For 2011 Fiscal Year End

A total of \$1,246,269,758 was allocated as follows:



Note: Easter Seals total functional expenses for affiliates in the United States and Australia and global partners Easter Seals Canada, CONFE in Mexico and SER, Easter Seals Puerto Rico were \$1,418,243,848 for 2011 fiscal year end.

Statement of Activities and Changes in Net Assets

For 2011 Fiscal Year End

	Unrestricted	Temporarily Restricted	Permanently Restricted	2011 Total
Public Support				
Contributions	\$ 76,216,006	\$ 14,745,916	\$ 1,991,002	\$ 92,952,924
Change in Value of Split Interest Agreements	311,586	162,291	640,185	1,114,062
Special Events	25,099,793	277,751	179,188	25,556,732
Less Direct Benefit Costs	(6,450,184)	-	-	(6,450,184)
Bequests	7,050,697	466,748	6,653,141	14,170,586
Government Grants	268,085,741	9,958,617	-	278,044,358
Federated Fundraising Organizations	4,948,476	626,379	-	5,574,855
Donated Goods & Services	55,740,780	-	-	55,740,780
Total Public Support	431,002,895	26,237,702	9,463,516	466,704,113
Revenue				
Grants, Fees, and Contract Services	672,891,193	239,684	-	673,130,877
Sales to the Public	121,143,067	-	-	121,143,067
Investment Income - Net	18,744,627	3,030,434	432,901	22,207,962
Other Revenue	11,937,221	(444,701)	173,783	11,666,303
Total Revenue	824,716,108	2,825,417	606,684	828,148,209
International Public Support and Revenue	174,019,626	-	-	174,019,626
Net Assets Released from Restrictions	23,647,820	(23,480,459)	(167,361)	-
Total Public Support and Revenue	1,453,386,449	5,582,660	9,902,839	1,468,871,948
Expense				
Program Services				
Public Health Education	35,467,687	-	-	35,467,687
Professional Training and Research	14,142,440	-	-	14,142,440
Direct Services	1,045,246,457	-	-	1,045,246,457
Total Program Services	1,094,856,584	-	-	1,094,856,584
Supporting Services				
Fundraising	40,664,531	-	-	40,664,531
Management and General	110,748,643	-	-	110,748,643
Total Supporting Services	151,413,174	-	-	151,413,174
Total Functional Expense	1,246,269,758	-	-	1,246,269,758
International Expense	171,974,090	-	-	171,974,090
Total Expense	1,418,243,848	-	-	1,418,243,848
Other Extraordinary Items & Reclassifications	893,457	4,473,445	(7,375,840)	(2,008,938)
Pension Related Changes Other Than Net Periodic Pension Expense	(4,538,337)	-	-	(4,538,337)
Current Period Translation Adjustment	8,545,915	-	184,271	8,730,186
Change In Net Assets	40,043,636	10,056,105	2,711,270	52,811,011
Net Assets at Beginning of Year, as Adjusted	539,913,286	55,118,254	77,377,833	672,409,373
Net Assets at End of Year	\$ 579,956,922	\$ 65,174,359	\$ 80,089,103	\$ 725,220,384

Statement of Financial Position

For 2011 Fiscal Year End

	Domestic	International	2011 Total
Assets			
Cash	\$ 93,299,467	\$ 23,695,516	\$ 116,994,983
Pledges, Notes & Accounts Receivable-Net	139,737,188	10,195,918	149,933,106
Inventories	8,181,397	2,266,430	10,447,827
Prepaid & Deferred Expenses	11,574,164	1,267,244	12,841,408
Investments, at Market Value	235,903,072	50,495,477	286,398,549
Property			
Land	64,573,627	11,122,799	75,696,426
Buildings, Equipment & Improvements	657,686,442	95,446,402	753,132,844
Accumulated Depreciation	(296,415,532)	(31,457,654)	(327,873,186)
Net Property	425,844,537	75,111,547	500,956,084
Assets Held in Trust	55,636,436	3,737,654	59,374,090
Other Assets	27,273,208	309,075	27,582,283
Total Assets	997,449,469	167,078,861	1,164,528,330
Liabilities			
Notes & Accounts Payable	67,028,168	14,098,146	81,126,314
Accrued Expenses	56,347,958	8,403,988	64,751,946
Long-Term Notes Payable	190,693,907	3,013,365	193,707,272
Pension Liabilities - Net	19,391,994	371,009	19,763,003
Other Liabilities	33,210,282	46,749,129	79,959,411
Total Liabilities	366,672,309	72,635,637	439,307,946
Net Assets			
Unrestricted			
For Current Operations	416,799,146	78,867,061	495,666,207
Designated for Specific Purposes	70,094,216	6,160,412	76,254,628
Translation Adjustment	-	8,036,087	8,036,087
Total Unrestricted	486,893,362	93,063,560	579,956,922
Temporarily Restricted	65,174,359	-	65,174,359
Permanently Restricted	78,709,439	1,379,664	80,089,103
Total Net Assets	630,777,160	94,443,224	725,220,384
Total Liabilities & Net Assets	\$ 997,449,469	\$ 167,078,861	\$ 1,164,528,330

Notes to Financial Statements

For 2011 Fiscal Year End

NATURE OF THE ORGANIZATION

Easter Seals (the Organization) is a not-for-profit organization comprised of its headquarters and 84 intermediary health care agencies (affiliates) providing services to individuals with disabilities throughout the United States, Puerto Rico, Australia, Canada, and Mexico. The mission of the Organization is to continue to be the leading organization in helping children and adults with disabilities to live with equality, dignity, and independence. Headquarters and the affiliates are separately incorporated and exempt from taxation under the provisions of Section 501(c)(3) of the Internal Revenue Code in the United States, Section 50-5 of the Income Tax Assessment Act of 1997 in Australia, as Registered Charities of the Income Tax Act in Canada, and Mexican National Registry of Non-Profit Civil Society Organizations in Mexico.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Principles of Combination

Each affiliate is a separately incorporated entity that has its own independent Board of Directors, maintains its own separate accounts, and retains its own independent audit firm. The combined, unaudited financial statements are compiled from the uniform, audited financial reports of the Organization and its affiliates. All intra-organizational accounts and transactions have been eliminated in the accompanying financial statements.

Basis of Accounting

Combined financial statements, prepared on the accrual basis, incorporate the requirements of the Financial Accounting Standards Board, which requires the Organization to classify its financial position and activities in accordance with donor-imposed restrictions, as follows:

Unrestricted – transactions that are not subject to donor-imposed restrictions or whose donor-imposed restrictions have expired

Temporarily restricted – transactions that are subject to donor-imposed restrictions that can be satisfied by actions of the Organization or by the passage of time

Permanently restricted – transactions subject to donor restrictions requiring that they be maintained permanently by the Organization; generally, these transactions allow the use of part or all of the income earned on related, restricted investments

Investments

Investments in the accompanying combined statement of financial position are stated at fair market value. Realized and unrealized gains and losses are reflected in the combined statement of activities.

Pledges Receivable

The Organization has pledges receivable from individuals and corporate entities. Pledges receivable are recorded in the period when the pledges were made as contributions under public support. Pledges to be collected at a future date are recorded at the present value of cash to be received and classified as increases to temporarily restricted net assets. Pledges are released from temporarily restricted support to unrestricted support when the time or purpose restrictions have been met.

Property

Purchased buildings, equipment, and improvements are stated at cost. Donated property is recorded at the fair market value at date of receipt. Depreciation and amortization is provided primarily on the straight-line method based on the estimated useful life of the asset ranging from 3 to 40 years.

The Organization reports gifts of land, buildings, and equipment as unrestricted support unless explicit donor stipulations specify how the donated assets are to be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations regarding how long long-lived assets must be maintained, the Organization reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Donated Goods and Services

The Organization records in-kind support for various professional services and materials received. Contributed professional services are recognized if the services received create or enhance long-lived assets, or are provided by individuals possessing specialized skills that would otherwise need to be purchased if not provided by donation.

International Operations

The Organization includes international entities from Australia, Canada, and Mexico. Financial results of international entities have been included into the combined financial reports. Revenues and expenses are independently displayed from domestic revenues and expenses on the combined Statement of Activities. The combined Statement of Financial Position displays international results in a column that is separate from domestic results.

Statement of Activities and Change in Net Assets

Year Ended December 31, 2011

	Unrestricted	Temporarily Restricted	Permanently Restricted	2011 Total
Operating				
Public Support:				
Contributions	\$ 47,923,700	\$ 2,983,200	\$ 1,014,900	\$ 51,921,800
Special Events	34,800	-	-	34,800
Change in Value of Split Interest Agreements	(57,400)	(5,600)	12,100	(50,900)
Government Grants	27,000,400	-	-	27,000,400
In-Kind Contributions	5,758,600	-	-	5,758,600
Total Public Support	80,660,100	2,977,600	1,027,000	84,664,700
Revenues:				
Membership Fees from Affiliates	3,304,700	-	-	3,304,700
Sales & Services to Affiliates	1,098,800	-	-	1,098,800
Investment (Loss) Return	(523,200)	-	-	(523,200)
Miscellaneous Revenue	3,579,100	-	-	3,579,100
Net Assets Released from Restrictions	1,406,700	(1,406,700)	-	-
Total Revenues	8,866,100	(1,406,700)	-	7,459,400
Total Public Support & Revenues	89,526,200	1,570,900	1,027,000	92,124,100
Expenses:				
Program Services:				
Services for Affiliates:				
Program Development	37,299,700	-	-	37,299,700
Professional Education & Training	4,102,200	-	-	4,102,200
Fundraising Advisory	5,707,600	-	-	5,707,600
Management Advisory	3,584,400	-	-	3,584,400
Total Services for Affiliates	50,693,900	-	-	50,693,900
Public Health Education	18,513,800	-	-	18,513,800
Advocacy for Persons with Disabilities & Research	3,600,700	-	-	3,600,700
Total Program Services	72,808,400	-	-	72,808,400
Supporting Services:				
Fundraising	15,472,600	-	-	15,472,600
Management & General	3,196,900	-	-	3,196,900
Total Supporting Services	18,669,500	-	-	18,669,500
Total Operating Expenses	91,477,900	-	-	91,477,900
Public Support & Revenues in Excess of Operating Expenses	(1,951,700)	1,570,900	1,027,000	646,200
Nonoperating				
Pension Liability Adjustments Other Than Net Periodic Benefit Cost	(4,114,200)	-	-	(4,114,200)
Change In Net Assets	(6,065,900)	1,570,900	1,027,000	(3,468,000)
Net Assets, Beginning of Year	3,101,800	1,926,700	524,900	5,553,400
Net Assets, End of Year	\$ (2,964,100)	\$ 3,497,600	\$ 1,551,900	\$ 2,085,400

See Notes to Financial Statements.

Statement of Financial Position

December 31, 2011

	2011
Assets	
Current Assets:	
Cash & Cash Equivalents	\$ 563,500
Investments	14,778,700
Accounts Receivable from Affiliates, Less Allowance of 2011 \$140,000	367,800
Government Grants Receivable	2,112,600
Pledges Receivable, Net	967,100
Other Accounts Receivable, Less Allowance of 2011 \$13,000	1,506,700
Prepaid Expenses	486,700
Total Current Assets	20,783,100
Long-Term Assets:	
Fixed Assets, Net	914,100
Investments for Charitable Gift Annuities	1,402,000
Pledges Receivable, Net	881,100
Beneficial Interest in Lead Trust	444,000
Beneficial Interest in Remainder Trust	938,800
Perpetual Trusts	1,014,600
Total Long-Term Assets	5,594,600
Total Assets	\$ 26,377,700
Liabilities & Net Assets	
Current Liabilities:	
Accounts Payable & Accrued Liabilities	\$ 6,900,900
Accounts Payable to Affiliates	1,882,100
Capital Lease Obligation	49,100
Line of Credit	2,382,400
Note Payable	575,000
Total Current Liabilities	11,789,500
Long-Term Liabilities:	
Capital Lease Obligation	67,800
Accounts Payable to Affiliates	380,500
Charitable Gift Annuities	756,900
Deferred Rent & Other	666,800
Note Payable	3,154,000
Pension Liability	7,476,800
Total Long-Term Liabilities	12,502,800
Total Liabilities	24,292,300
Net Assets:	
Unrestricted	(2,964,100)
Temporarily Restricted	3,497,600
Permanently Restricted	1,551,900
Total Net Assets	2,085,400
Total Liabilities & Net Assets	\$ 26,377,700

Notes to Financial Statements

December 31, 2011

Easter Seals, Inc. is the headquarters of Easter Seals (the Organization). Easter Seals, Inc. follows accounting standards established by the Financial Accounting Standards Board (the FASB) to ensure consistent reporting of financial position, results of activities, and cash flows. References to Generally Accepted Accounting Principles (GAAP) in these footnotes are to the FASB Accounting Standards Codification, sometimes referred to as the Codification or ASC.

Cash and cash equivalents include highly liquid short-term investments with maturities of 90 days or less from the date of purchase.

Investments are in marketable securities and are recorded at fair value based on quoted market prices. Changes in fair value are recorded as unrealized gains (losses) and are included in investment return. Investments are exposed to various risks such as interest rate, market, and credit risks. It is at least reasonably possible that changes in values of investments will occur in the near term and that such changes could materially affect the amounts reported.

Easter Seals, Inc. has an available \$6,000,000 bank line of credit. Borrowings outstanding under the line are due on demand and are collateralized by certain unrestricted investments. Easter Seals, Inc. had \$2,382,400 outstanding under this line of credit as of December 31, 2011. The interest rate options are the bank's prime rate less 1.25% or LIBOR plus 1.5%. Easter Seals, Inc. had selected the LIBOR rate option. The weighted average interest rate on the line of credit for the reporting period was 1.99%.

Easter Seals, Inc. has a \$4,600,000 long-term note payable from the same commercial bank, which is due in quarterly principal installments of \$143,750 plus interest at 2.87% through January 15, 2017. The note is collateralized by certain unrestricted investments held by Easter Seals Inc. The balance of the term loan was \$3,729,000 at December 31, 2011.

The net assets of Easter Seals, Inc. are reported as unrestricted, temporarily restricted, or permanently restricted. Unrestricted net assets are composed of all resources not included in restricted net assets. Included are expendable resources used to support Easter Seals' core activities. All expenses are recorded as a reduction of unrestricted net assets.

Temporarily restricted net assets carry restrictions that expire upon passage of a prescribed period or upon the occurrence of a stated event as specified by the donor, at which time they are reclassified to unrestricted net assets

and reported as net assets released from restrictions. Included in temporarily restricted net assets are gifts held by Easter Seals, Inc. pending their use in accordance with donor stipulations and unexpended gifts from pledges and living trust agreements where the principal is expendable upon redemption or maturity. Contributions received with donor-imposed restrictions that are met in the same reporting period are reflected as an addition and reduction to temporarily restricted net assets.

Permanently restricted net assets are subject to donor-imposed restrictions that the principal be invested in perpetuity.

Easter Seals, Inc. conducts a comprehensive national direct response fund-raising and public education campaign (National Campaign) in accordance with Easter Seals' charitable goals and objectives outlined in its by-laws. Easter Seals, Inc. does not serve as an agent for its affiliates in conducting the National Campaign, but rather raises funds for the Organization in cooperation with its affiliates. The National Campaign and the funds raised in the National Campaign are managed and distributed in accordance with the policies and procedural guidelines agreed to by Easter Seals, Inc. and its affiliates.

Operating expenses for Easter Seals, Inc. are presented in the statement of activities on a functional basis. Where expenses affect more than one area, they are allocated to the respective areas based on estimates made by management.

The significant activities are:

Program Development: Funds, leadership, and assistance directed to affiliates to provide services for children and adults with autism and other disabilities through their centers. Primary services are medical rehabilitation, job training and employment, inclusive child care, adult day services, and camping and recreation. Building from its expertise, Easter Seals is focusing on four service areas of critical importance: young children, older adults, people living with autism, and military service members and veterans.

Professional Education and Training: Activities to improve the knowledge, skills, and critical judgment of affiliate staff, volunteers, caregivers, and other health and education professionals.

Fund-raising Advisory: Training and consultation with affiliates to strengthen their relationships with donors and make the general public aware of the needs of children and adults with disabilities and their families.

Notes to Financial Statements, *continued*

Year Ended December 31, 2011

Management Advisory: Managing Easter Seals' brand and membership standards with affiliates; consulting on general management issues including Easter Seals' best practices for service delivery, board development, and doing business as a non-profit; finance and accounting, budgeting, strategic planning and personnel selection.

Advocacy with and for Persons with Disabilities: Activities to assure equal access and opportunities for people with disabilities.

Public Health Education: Creating a public awareness about individuals living with disabilities and the issues they face through multi-media public education campaigns, community advocacy, and by providing up-to-date resources about disabilities, disability awareness, opportunities, universal design, and other relevant topics. The primary focus is on young children, older adults, people living with autism, and military service members and veterans with disabilities.

Research: Awards, grants, and/or activities to support studies or investigations in the physical and social sciences that seek new evidence-based knowledge to benefit children and adults with disabilities, their families, and the personnel that serve them.

Corporate Support

August 31, 2012

National Corporate Sponsors*

A.C. Moore
Amway
AstraZeneca
Bayer HealthCare
Century 21 Real Estate LLC
Comcast
CVS Caremark
Dr. Pepper/7 Up, Inc.
Epsilon Sigma Alpha International
Food Lion, LLC
Fraternal Order of Police
and Auxiliary
Friendly's Restaurants, LLC
GlaxoSmithKline
MassMutual Financial Group
National Snowmobile Foundation
News America Marketing
Niagara Bottling LLC
Pfizer
PhRMA
Safeway Inc.
U.S. Rotary Clubs

National Corporate & Foundation Support

Alpha Chi Omega Foundation
Indianapolis, Ind.
Comcast Foundation
Philadelphia, Pa.
CVS Caremark Charitable Trust
Woonsocket, R.I.
Festival of Children Foundation
Costa Mesa, Calif.
Goizueta Foundation
Atlanta, Ga.
Retirement Research Foundation
Chicago, Ill.
Sodexo, Inc.
Gaithersburg, Md.
Safeway Foundation
Pleasanton, Calif.
The Avril Lavigne Foundation
Santa Monica, Calif.
Wounded Heroes Foundation
Chicago, Ill.

*These are companies and organizations that contribute \$50,000 and more each year.

Affiliate Directory

Includes members as of August 31, 2012

Easter Seals Alabama

5960 E. Shirley Ln.
Montgomery, Ala. 36117

Easter Seals of the Gulf Coast*

2448 Gordon Smith Dr.
Mobile, Ala. 36617

Easter Seals Alaska

670 West Fireweed Ln.
Suite 105
Anchorage, Alaska 99503

Easter Seals Blake Foundation

7750 E. Broadway
Suite A-200
Tucson, Ariz. 85710

Easter Seals Southwest Human Development

2850 North 24th St.
Phoenix, Ariz. 85008

Easter Seals Arkansas

3920 Woodland Heights Rd.
Little Rock, Ark. 72212

Easter Seals Bay Area, California

180 Grand Ave.
Suite 300
Oakland, Calif. 94612

Easter Seals Central California

9010 Soquel Dr.
Aptos, Calif. 95003

Easter Seals Southern California

1570 E. 17th St.
Santa Ana, Calif. 92705

Easter Seals Superior California

3205 Hurley Way
Sacramento, Calif. 95864

Easter Seals Tri-Counties, California

10730 Henderson Rd.
Ventura, Calif. 93004

Easter Seals Colorado

5755 W. Alameda Ave.
Lakewood, Colo. 80226

Easter Seals Capital Region & Eastern Connecticut

100 Deerfield Rd.
Windsor, Conn. 06095

Easter Seals New Haven, Connecticut*

432 Washington Ave.
North Haven, Conn. 06473

Easter Seals Rehabilitation Center of Greater Waterbury

22 Tompkins St.
Waterbury, Conn. 06708

Easter Seals Delaware & Maryland's Eastern Shore

61 Corporate Circle
New Castle, Del. 19720

Easter Seals Florida

2010 Mizell Ave.
Winter Park, Fla. 32792

Easter Seals South Florida

1475 N.W. 14th Ave.
Miami, Fla. 33125

Easter Seals Southwest Florida

350 Braden Ave.
Sarasota, Fla. 34243

Easter Seals Volusia & Flagler Counties, Florida

Ellen Black Center
1219 Dunn Ave.
Daytona Beach, Fla. 32114

Easter Seals East Georgia

1500 Wrightsboro Rd.
Augusta, Ga. 30903

Easter Seals Middle Georgia

604 Kellam Rd.
Dublin, Ga. 31021

Easter Seals North Georgia

1200 Lake Hearn Dr.
Suite 250
Atlanta, Ga. 30319

Easter Seals Southern Georgia

1906 Palmyra Rd.
Albany, Ga. 31701

Easter Seals West Georgia

2515 Double Churches Rd.
Columbus, Ga. 31909

Easter Seals Hawaii

710 Green St.
Honolulu, Hawaii 96813

Easter Seals DuPage and the Fox Valley Region, Illinois

Rosalie Dold Center for Children
830 S. Addison Ave.
Villa Park, Ill. 60181

Easter Seals Joliet Region, Illinois

212 Barney Dr.
Joliet, Ill. 60435

Easter Seals Metropolitan Chicago, Illinois

Therapeutic School & Center for Autism Research
1939 W. 13th St., Suite 300
Chicago, Ill. 60608

Easter Seals Peoria-Bloomington, Illinois

507 E. Armstrong Ave.
Peoria, Ill. 61603

Easter Seals Arc of Northeast Indiana

4919 Coldwater Rd.
Fort Wayne, Ind. 46825

Easter Seals Crossroads, Indiana

4740 Kingsway Dr.
Indianapolis, Ind. 46205

Easter Seals Southwestern Indiana The Rehabilitation Center

3701 Bellemeade Ave.
Evansville, Ind. 47714

Easter Seals Iowa

401 N.E. 66th Ave.
Des Moines, Iowa 50313

Easter Seals Capper Foundation, Kansas

3500 S.W. 10th Ave.
Topeka, Kan. 66604

Easter Seals Kentucky Cardinal Hill

Rehabilitation Hospital
2050 Versailles Rd.
Lexington, Ky. 40504

Easter Seals West Kentucky

801 N. 29th St.
Paducah, Ky. 42001

Easter Seals Louisiana

1010 Common St.
Suite 2000
New Orleans, La. 70112

Easter Seals Greater Washington-Baltimore Region

The Harry & Jeanette Weinberg Inter-Generational Center
1420 Spring St.
Silver Spring, Md. 20910

Easter Seals Massachusetts

Denholm Building
484 Main St.
Worcester, Mass. 01608

Easter Seals Michigan

2387 E. Walton Blvd.
Auburn Hills, Mich 48326

Easter Seals Minnesota*

553 Fairview North
St. Paul, Minn. 55104

Easter Seals Northern Rocky Mountain, Montana*

4400 Central Ave.
Great Falls, Mont. 59405

Easter Seals Nebraska

638 N. 109th Plaza
Omaha, Neb. 68154

Easter Seals Nevada

6200 W. Oakey Blvd.
Las Vegas, Nev. 89146

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