



2017 | ANNUAL
REPORT

Letter from the CEO and Board Chair

Dear Friends,

In 2017 Easterseals Southern California (ESSC) focused on our organization's purpose to change the way the world defines and views disability by making profound positive differences in people's lives every day.

Our services achieved many milestones in their support of the more than 10,000 people who rely on ESSC each day. Autism Therapy Services celebrated its fifth anniversary, having grown from a completely new service line to providing over 6,000 families and individuals with vital behavior, speech, occupational and physical therapy services. Adult Day Services began implementing a person-centered approach, revitalizing this service for both associates and participants. Our Bob Hope Veterans Support Program assisted its 500th veteran to gain employment and WorkFirst continues its outstanding efforts to support people with disabilities to find meaningful work. Living Options opened two new residential homes to support individuals moving out of institutions to community-based living. Our Child Development Services remain among the best offered and received exceptional federal quality reviews.

We launched the Easterseals Disability Film Challenge in partnership with actor/comedian and ESSC board member Nic Novicki. The Challenge addresses the underrepresentation of people with disabilities in film and television by giving filmmakers—with and without disabilities—the platform to collaborate, tell unique stories that showcase disability in its many forms and support Easterseals' goal to change the way disability is viewed. The Challenge has connected Easterseals with new partners including SAG-AFTRA, CBS Entertainment Diversity, Deadline, Variety, United Talent Agency, Universal Pictures and Dell.

ESSC's achievements extend to our fundraising efforts. We had significant growth in our Presidents' Council, our premier donor giving program. The *Strides for DisAbility* run/walk saw a 33% increase in revenue and we launched our first-ever Comedy Night fundraising event.



Easterseals board and staff at the *Easterseals Disability Film Challenge* awards event. From left: CEO Mark Whitley, board members Mark Bertrand, Mary Platt, Chief Development Officer Nancy Weintraub, board members Jodi Huston and Andre Filip.



Backstage at "A Night of Comedy" fundraising event at Irvine Improv Comedy Club are (from left): Steve Lee, Johnny Cardinale, Easterseals Board member Nic Novicki, D.J. Demers, Brian Swinehart and Cristela Alonzo.

There is still much work to be done, but we are proud of all we have accomplished, and look forward to working together with our generous supporters, community partners and staff to make positive, lasting impact in people's everyday lives.

All of these achievements furthered our purpose in many ways and positioned the organization to achieve more great things in the years to come. There is still much work to be done, but we are proud of all we have accomplished, and look forward to working together with our generous supporters, community partners and staff to make a positive, lasting impact in people's everyday lives. As we prepare for Easterseals' 100th anniversary next year, the future is bright!

With appreciation,



Mark Whitley

Mark Whitley
President and CEO



Molly Pyott

Molly Pyott
Board Chair



Strides for Disability, formerly called *Walk With Me*, celebrated its 17th year.



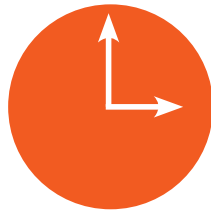
CVS Health presents a check at Petco Park in celebration of Easterseals Bob Hope Veterans Support Program's (BHVP) 500th employed veteran. From left: BHVP founding donor Linda Hope; Chair/CEO, Joe Balla, Director of the Harbaugh Foundation; John Funk, Director, BHVP; CEO Mark Whitley; Easterseals So Cal board member Doug Palmieri, CVS Pharmacy Regional Operations Manager; and client Tony Piazza, the 500th veteran to gain employment.

What We Did

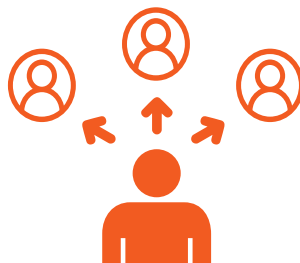
AUTISM THERAPY SERVICES

ABA, Speech, Occupational and
Physical Therapies

Number of participants | 6,342 



Provided nearly **1.5 million hours** combined of therapy services to participants.



Expanded social skills groups for teens and young adults.



Autism Therapy Services celebrated its **5th Anniversary**
and its growth to **1,200+ staff**.



Why We Did It

Adam loves soccer, theater and is a good student. Now age nine, he has come a long way from when he was first diagnosed on the autism spectrum when we was three, say his parents Johann and Ana. “We had a son who was non-verbal, aggressive, not social, no eye contact, and this is just to name some of the behaviors that we were dealing with,” says Ana. Adam received Applied Behavior Analysis (ABA) and other support services from Easterseals. The family’s commitment to therapy services have helped Adam progress.

“He is able to speak directly with almost everyone, play with kids his own age, ask for a break when he needs it or negotiate for more time instead of breaking down. He can express his thoughts clearly and can make his own snacks like most children his own age,” Ana says.

Adam’s parents say Easterseals helped them build their own skills to help Adam succeed.

“Our journey with Adam on the Spectrum is far from over, but we are thankful for Easterseals for starting him on a strong foundation to grown on.”

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What We Did

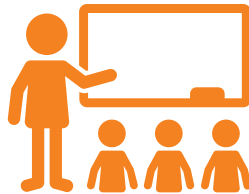
CHILD DEVELOPMENT SERVICES

Pre-school, day care, home-based
and family support services

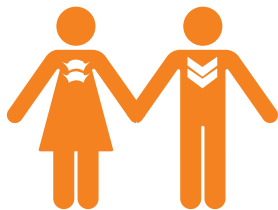
Number of participants | 1,732 



Child Development Centers **joined the statewide initiative**
to improve quality in child development programs.



Federal analysts completed their monitoring of classroom interactions
of Head Start services in North San Diego County **for effectiveness**
and were very pleased with the results.



Respite services for military families
expanded to those stationed at Edwards Air Force Base.



Why We Did It

When **Francisco** was a baby his mother Josefina noticed that he had physical and verbal developmental delays. He did not crawl or talk. He began receiving services at an Easterseals infant center and now attends one of the organization's Child Development Centers (CDC). Francisco, age three, has made tremendous strides. He has gone from not using his legs to crawling. He is learning to speak, feed himself and has made many friends with his classmates. Josefina is no longer concerned about her son being isolated and not having friends. "I want him to socialize. He is so happy to come to the CDC. I thank Easterseals and all the teachers. I am happy because my child is happy."

"I want him to socialize. He is so happy to come to the CDC. I thank Easterseals and all the teachers. I am happy because my child is happy."

What We Did

ADULT DAY SERVICES

Work, Daily Living
and Social Skills

Number of participants | 1,695 



Person-centered services, which facilitates participants making their own individual activity and other choices, expands to more service locations.



Concluded a first year of **success with behavioral consultant services** provided **“in house”** by Autism Therapy Services.



Started peer social skills groups and a new initiative to **increase adult day services** in under served communities.



Why We Did It

In his entire life **George** had never been to the beach. When Adult Day Services started piloting person-centered services, where staff works to facilitate participants making their own choices about daily activities, George made his wishes known. “George communicates ‘yes’ by looking up and ‘no’ by looking down,” Life Skills Coach Maria Juarez said. “He saw a picture of the beach and made it clear he wanted to go.” Staff had been told he could not go out into community due to the size of his wheelchair not fitting on public transportation and concerns about his health. The staff figured out ways to address these challenges and arranged for George to go to the beach—for the first time. As George looked at the ocean Maria noticed he was crying. “I asked him if he was sad. He (indicated) ‘no.’ I asked him if he was happy. He (indicated) ‘yes.’ His tears were joyful. I got emotional too,” Maria said.

“I asked him if he was sad. He (indicated) ‘no.’ I asked him if he was happy. He (indicated) ‘yes.’ His tears were joyful. I got emotional too.”

What We Did

WORKFIRST AND BOB HOPE VETERANS SUPPORT PROGRAM

One-on-one employment services to support people to get and keep meaningful work

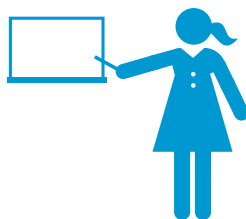
Number of participants | 480 



Supported individuals to secure **276 jobs**.



More than 50% of referrals to Bob Hope Veterans Support Program come from people who **have received services**.



Received grants to support 15 individuals moving from institutions to find employment and to bring Customized Employment training to service providers in California.



Why We Did It

Liz wanted a job that allowed her to use her talents as a writer and her passion for sports and for film. Although she has a B.S. in TV/Film and a minor in Journalism, she struggled to find work. After being referred to WorkFirst, Liz was connected with a Vocational Specialist who helped her discover jobs that would be a good fit for her skills and interests. “What I like about Easterseals is that my vocational specialist took the time to get to know me. That’s all I really ask,” Liz said. As a result Liz works part-time as a sports writer covering San Diego area sports for East County Magazine. A huge fan of classic Hollywood films, Liz also works as an associate at a Regal Theater. “I love all the people I work with” Liz said.

Desma served over 14 years in the U.S. Navy as a Logistics Specialist managing areas such as supply, finance, accounting and budgeting while achieving the rank of Chief Petty Officer and leading a team of 65 sailors. After retiring from the Navy, Desma had no confidence in finding work as a civilian. Easterseals Bob Hope Veterans Support Program provided one-on-one support from an Employment Specialist who helped Desma get software certifications, and supported her to build her confidence, a new resume and interview skills. Desma now works as a civilian in asset management for the U.S. Navy. “Thank you for helping me in not just finding a job, but checking on me when I didn’t think the job hunt would get better. I would direct any veteran to Easterseals.”

“What I like about Easterseals is that my vocational specialist took the time to get to know me.”

— Liz

What We Did

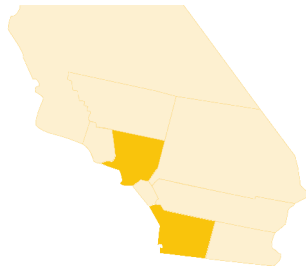
LIVING OPTIONS

Support services that assist people
to live at home, not institutions

Number of participants | 162 



Supported 8 individuals to move from an institutions into **2 new Easterseals residential homes** with fundraising providing 100% of start-up funding.



Secured regional center **grants totaling \$1.2 million** to open
5 new residential homes



Expanded Supported Living Services

in the South Bay/Long Beach area.



Why We Did It

Alycia, Janna and Dori are sisters who have lived almost all of their lives in institutions and not necessarily together. Today all the sisters enjoy community-based living in an Easterseals residential home, one of the services provided by our Living Options. Residential homes are in local communities with each person having their own room and being able to make their own choices. For several years Alycia has lived in a residential home designed for individuals moving from many years of living in developmental centers. Her sisters Janna and Dori were still residing in a nursing home type setting. “When I saw the wonderful home and quality of care Alycia received from Easterseals staff, I really wanted my other daughters to move into an Easterseals home,” their mom Iris said. In 2017 Iris’ wish was fulfilled. Janna and Dori moved into an Easterseals home, not too far away from their sister. Their home is the first specifically established for individuals requiring specialized medical care after living many years in a nursing home type setting.

Today the sisters can visit each other regularly and their mom is able to spend time with all three of her daughters together.

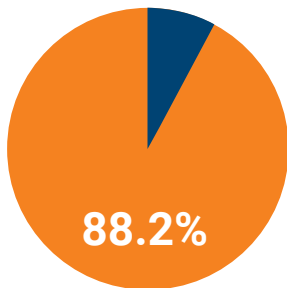
“When I saw the wonderful home and quality of care Alycia received from Easterseals staff, I really wanted my other daughters to move into an Easterseals home.”

What We Did

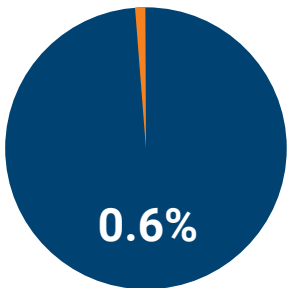
COMBINED STATEMENT OF SUPPORT, REVENUE AND EXPENSE

FYE 8/31/17 (Unaudited)

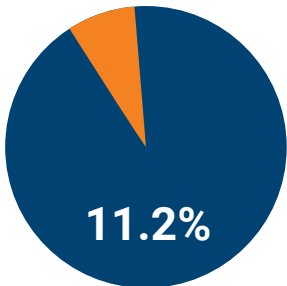
HOW FUNDS ARE SPENT:



Program Services



Fundraising



Management and General
Operating Expenses

SUPPORT AND REVENUE

Support contributions and Special Events*	\$2,563,580
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REVENUE

Fees for Services and Program Grants	220,537,663
Unrealized Gain on Investments and Other Income	2,099,168

TOTAL SUPPORT AND REVENUE	\$225,200,411
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Program Services

Adult Services	33,307,608
Children's Services	144,923,741

TOTAL PROGRAM SERVICES	\$178,231,349
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Support Services

Management and General	22,563,976
Fundraising	1,213,558

TOTAL SUPPORT SERVICES	\$23,777,534
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TOTAL EXPENSES	\$202,008,883
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CHANGE IN NET ASSETS	\$23,191,528
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*Additional fundraising revenue raised but not recognized	\$974,233
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Presidents' Council and Major Gift Donors

Thank You.

Easterseals' services are funded through contributions from individuals, foundations, corporations and government partners. Our supporters include members of our premier giving program, Presidents' Council, which recognizes donations of \$1,000 or more. Presidents' Council members are a group of caring individuals who know the importance of serving people with disabilities and special needs.

Over \$100,000

Andre Filip
Edith Garvey Estate
Katherine Moir Estate

\$10,000 - \$99,999

Mark Bertrand
Tania Fletcher
Colette Gerard-Kitnovski
Lorraine Ibsen Living Trust
Douglas Ingram in honor of the Pyott wedding
Evelyn L. Johnson Estate
Nic Novicki
Molly and David Pyott
Artie Southam and Beezie Daly
Samuel and Joyce Wolfson

\$5,000 - \$9,999

Paul and Arlene Berman Living Trust
Noel and Ruth Castellon
Gary and Vicki Frappier
Phillip and Colleen Gomez
The Hilley Family Trust
Beatrice and Julia Huerta Charitable Trust
Myra M. Jenkins Living Trust
Ernie Ludy
Kim and Tom Michel
Newth and Claudia Morris in honor of Tano Morris
Michael and Karen Murtaugh
David and Shulamit Ritblatt



It was personal experience that prompted **Newth** Morris and **Claudia** Villamizar to set up a scholarship fund with Easterseals Southern California to help other families receive autism therapy services from the organization. "Our oldest son, who is five, is on the Autism Spectrum," Newth said. "We know the challenges and costs involved in getting therapy. We wanted to be able to help families to get the services they need." Newth and Claudia are familiar with many nonprofits that support the autism community but found what Easterseals offers to be unique. "The focus on actual services is one of the reasons we choose to support Easterseals," he says. Claudia adds, "Easterseals has programs for older kids and adults. Services don't stop once a person is no longer a child. That is very important." We thank Newth and Claudia for their generous support. ■



Colette Gerard-Kitnovski has a long history with Easterseals. “My son Andre has a developmental disability. When he was a boy he used Easterseals’ recreational services.” While Colette’s son is now 50, her fond memories of Easterseals prompted her to want to help the organization give others what her son received. “I know that Easterseals did great things for my son. I’m delighted to be a donor to this organization to help Easterseals help more people,” Colette said. ■

\$2,500 - \$4,999

Anonymous
 Jeffrey Black
 Flora and Doris Denova Estate
 Capt. John Funk and Mrs. Nancy Funk
 Mercedes L. Gutierrez Estate
 Paul and Lisa Kott
 David and Diane Lasell
 Stan and Mary Longenecker
 Nelson Marques in honor of the Pyott wedding
 Robert and Patrice Martin
 Jodi Huston and Kevin McKenna
 Beverly Mendez
 Paul Mosier
 Alex Phillips
 Mary and Michael Platt
 Richard E. Rogers
 John Saavedra
 Nicholas and Elsie Salvucci
 Robert Warnock
 Mark S. Whitley

\$1,000 - \$2,499

Althea Abaqueta
 Mary Aguilar
 Debbie Ball
 Susan Berglund
 Linda B. Bolton
 Gary D. Brown
 Delores Burrese
 Robert Carnall
 Henry Casillas in honor of Anthony Pagano
 Lin Yan Chan
 Kimberly Cohn
 Candace Cook
 David Cordero
 Maureen Cormier
 Walter and Christina Corney
 Dr. Paula Pompa-Craven and Mr. Cory Craven
 Richard and Nancy Digiorgio
 Michael Dowd
 E. Nystedt Fletcher
 Michael and JoAnne Flory
 Jackie and Jason Ganley
 Hans and Chanel Getty
 Kim Givan
 John Grazal
 Betty Lou Gross
 Rick Gutierrez
 Barry Haberman
 Kristin Haley
 Elizabeth Hernandez
 Catheryn E. Hoehn
 Carlene Holden
 H. R. Horst
 Constance T. Horton
 Kenneth G. Jordan
 Nancy Weintraub and David Kahn
 Dion Kenney
 Theodore C. King
 Kathleen Kolenda
 Chris Kotsopoulos
 Frances Krueger
 Christine T. Moore
 Shigeo J. Nakashima Family Trust
 John J. Nicholson

Janine Nystrom
Brenda Okubo
Douglas and Lisa Palmieri
Myungsook Park
John Payne
Donna Pfeiler
Delores D. Prescott
John Prins
John Proia
Dan and Ann Quinn
Betty and Brian Reckard
Maridith Resendez-Gutierrez
Anita B. Richmond
Peter Robertson in honor of the Pyott wedding
Herbert and Annemarie Rottenbacher
Ed C. Sanborn
Lewis Shiro and Andrew Maldonado
Laurence Small
Jim Smith
Sandra Speakman in memory of Joyce Crume
Milos and Monika Spisakova
Barbara W. Stratton
Richard and Elaine Tatus
James Uchimiya
Dale Weinreich
Tamar D. Wilson
The David and Karen Wolf Family
Charles K. Zear



Corporate and Foundation Support

Over \$100,000

Ahmanson Foundation
Baker's Drive Thru
The Bob Hope Legacy
CVS Pharmacy
E/LA Advertising
The Hoag Foundation
Vons Foundation

\$25,000 - \$99,999

Boeing Capital Corporation
Century 21 Award, Inc.
Century 21 Hilltop
Century 21 My Real Estate
EvansHardy + Young, Inc.
George Hoag Family Foundation
Mike Thompson RV Superstores
OC Veterans Initiative of the Orange County
Community Foundation

\$10,000 - \$24,999

Amway National
Avery Dennison
Bundy Foundation
California United Bank
Century 21 Desert Rock
Constellation Brands
Rancho Santa Fe Foundation
US Bank
Vanguard Charitable
Vanguard University
Wells Fargo Foundation

\$5,000 - \$9,999

Allergan Foundation
Bacardi USA, Inc.
Brown-Forman
CBS Entertainment
Coca-Cola
Debbie Olivier Memorial Fund
delibrainy LLC
Dell, Inc.
dSd Partners
Edwards Lifesciences Foundation
Fraternal Order of Police
Freddie Mac
Golden Grove Trading
Jim Beam Global
Mass Mutual Financial Group
Medical Specialties Managers, Inc.
MillerCoors
Pernod Ricard USA
T-Mobile



\$2,500 - \$4,999

Agave Loco
Albert B. Cutter Memorial Fund
Alta Dena Certified Dairy
Amway Nutrilite
Anheuser-Busch, Inc.
Autism Learning Partners
B&L Gift Distributors
Ballast Point Brewing Company
Banana Boat/Hawaiian Tropic
Behavioral Health Works, Inc.
Cabo International
California Scene Publishing Inc.
Century 21 Peak
Century 21 Wright
Deep Eddy Vodka
Delicato Family Vineyards
Fetzer Vineyard
The Frances Group Corporation
Francis Ford Coppola Winery
Frito-Lay, Inc
Gallo Sales Company
Gallo Wine Company
Global Spirits
Heaven Hill
Heineken USA, Inc.
Kobrand
Mionetto, USA
Omron Foundation
Pabst Brewing Company
Packaging Corporation of America
Producers Dairy
Proximo Spirits, Inc.
Rodney Strong Vineyards
SAG-AFTRA
Santa Barbara Foundation
Ste. Michelle Wine Estates
Toy Wonders, Inc.
UBS Employee & Matching Gift Programs
Ultimate Software



An Easterseals corporate partner since 1979, **Century 21 Real Estate** generously helps support our services in local communities throughout Southern California. Century 21 offices demonstrate their commitment to helping people with disabilities get the services they need through a variety of fundraising events and their support of the organization's *Strides for DisAbility* run/walk.

"When the leaders of Century 21 Real Estate decided to make Easterseals its sole philanthropic partner, we recognized the amazing work Easterseals provides to help thousands of individuals and families with disabilities," says Bob Popp, Vice President Business Development West. "We know that the support we provide can't be solely measured in numbers, it's measured by the positive, profound differences we see in the lives of people every day. By working together, we can make an even greater difference in our communities."

We thank Century 21 for their ongoing partnership and support.



Easterseals and **T-Mobile** originally partnered in 2016 when they were selected as the company to provide cell services for associates across 60+ service sites and offices, saving the organization a significant amount of money. Since then they have become donors, helping to sponsor Easterseals Southern California's *Strides for DisAbility* run/walk.

"When T-Mobile had the great opportunity to work with Easterseals, we jumped at the chance. To be associated with an organization such as Easterseals is an honor and we are proud to call them more than just business partners," said Matt Seitz, Senior Marketing Manager.

We thank T-Mobile for their support.

\$1,000 - \$2,499

American Beverage
Armanino Foundation
Banfi
Century 21 Jervis
Century 21 Rose
Don Sebastiani & Sons
Fidelity National Title Group
Fifth Generation
First American Title Insurance Company
Hood River Distillers
Infinium
James + Gable Insurance Brokers
Netsmart
Palm Bay
Remy USA
Sapporo
Sazerac
Sempra Employee Giving Network
Time Warner, Inc.
Treasury Wine Estates
Trinchero Family Estates
UCP/SCF Bel Air House
United Way, Inc.
University of La Verne
Ventura County Community Foundation
Wente Vineyards
William Grant



Legacy Society

Legacy Society donors are individuals who have planned to support Easterseals beyond their lifetime. Their estate gifts leave a lasting legacy well into the future.

Kimberly Alexis	Joanna Jones
Cecile Bershad	Theodore King
Stephen Bothwell	Patricia Kulha
Bobbi Chifos	Ann Laferty Snowhook
Norman Davidson	Bernadette Lee
Patricia De Lair	Loralee Lincoln
Joseph and Sharron DeMartini	Stan and Mary Longenecker
Diane Drolet	Darlene Maes
J.A. Dulich	Robert and Patrice Martin
Karen Dylke	Frank and Barbara Morales
Terri Ellis	Claudio and Ruth Padres
James and Tania Fletcher	Michael and Mary Platt
Michelle Fontes	Ronald and Petra Pombo
Patricia Fore	Elvin Roeske
Gary and Vicki Frappier	Herbert and Annemarie Rottenbacher
Colette Gerard-Kitnovski	Carol Rudd
Betty Lou Gross	Janet Taylor
Donald and Kay Hanson	Winifred Warten
Ingrid Herkelrath	Mark Whitley
Carlene Holden	
Constance Horton	

In-Kind Support

Alta Dena Certified Dairy	Beam Suntory
American Beverage	Behavioral Health Works
Amway	Black Gold Golf Club
Amway-Nutrilite DreamMakers	Bogle Vineyards
Angels Baseball	Bon Suisse
Anheuser Busch	Brown Forman
Aquarium of the Pacific	Century 21
Arbonne International	Coca Cola
Autism Learning Partners	Constellation Brands
Bacardi	CVS Pharmacy
Banana Boat/Hawaiian Tropic	Dasani
barkTHINS	Deadline Hollywood

In-Kind Support

Deep Eddy Vodka
Delicato Family Vineyards
Dell
Don&Sons
dSd Partners
Edrington
ENM Sales & Services
Faraon
Grocery Outlet
Heaven Hill
Heineken
Ice Man
Infinium
Irvine Marriott
Jack Daniels
Jaegermeister
Jameson Irish Whiskey
Journeys Martial Arts Academy
KIND
Korbel
KRAVE
LA Galaxy
Los Angeles Chargers
Lourdes Zerrudo
MassMutual/SpecialCare
Mike Thompson RV Super Stores
MillerCoors

Minute Clinic
Mionetto USA
Nature's Bakery
Nature's Path
Nestle
Nic Novicki
Pabst Brewing Company
Paul Kott
Pepsi/Frito Lay
Pernod Ricard
Presstime Printers
Proximo
Roger Dunn
Rumchata
Sazerac
Soho Yoga
South County Photo Club
Southern Glazer's Wine & Spirits
Tacos & Company
Tito's Handmade Vodka
Toni Stewart and the Sweethearts of Dance
Trinchero Family Estates
US Bank
Walt Disney Company
William Grant
Wyland Foundation
Young's Market



Banana Boat/Hawaiian Tropic are great supporters of Easterseals Southern California's annual *Strides for DisAbility* run/walk as well as the organization's annual golf tournament. Their in-kind donations of products ensure everyone is well protected from the sun. Bob Thurston, California Business Manager, for Edgewell Personal Care Products (owner of Banana Boat, Hawaiian Tropic Sun Care and other brands) says, "It is a privilege for Edgewell Personal Care to help support such a worthy and fulfilling cause. We're so impressed of all the good Easterseals does to ensure that people with disabilities and their families are given equal opportunities to function within their communities." Thank you Banana Boat and Hawaiian Tropic! ■



OUR PURPOSE

Easterseals works to change the way the world defines and views disability by making profound, positive differences in people's lives every day.

BOARD OF DIRECTORS

Officers

Molly Pyott, *Chair*
Andre Filip, *First Vice Chair*
Mark Bertrand, *Second Vice Chair*
Hans Getty, *Secretary*
David Wolf, *Treasurer*

Directors

Jodi Huston
Dr. Barsam Kasravi
Paul Kott
Kim Michel
Mike Murtaugh
Nic Novicki
Tony Pagano
Mary Platt
David Ritblatt
Beatriz Sandoval
Lewis Shiro
Claudia Villamizar
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