

Easter Seals Blake Foundation



ANNUAL REPORT

2012





LETTER FROM THE PRESIDENT

2012 was a year of consequential impacts at Easter Seals Blake Foundation. Thanks to plenty of recruiting and vetting we have arguably our strongest, most diverse Board of Directors in our organization's history. How this group of community-minded, dedicated philanthropists will impact ESBF over the long haul remains unknown but we have already upped the ante: helping raise more monies and polishing the quality and production of our trio of annual fundraisers. The Board has taken to heart a mandate of getting to know clients and staff on a personal level, visiting an ESBF therapeutic or employment program and sharing the experience at the monthly Board meetings, listening in rapt attention as a direct care worker reports that guiding his behaviorally and developmentally challenged client is, in his words, "hanging out with a friend all day". We also hope we have impacted the public consciousness about those with disabilities, incorporating the participation of our clients into everything we do. But the most impactful lesson that I've taken away this year is that small gestures of true concern, interest and compassion have a huge impact on those given extra challenges in life.

A handwritten signature in black ink that reads "Betsy Bruce". The signature is fluid and cursive, with a long horizontal line extending to the right.

Betsy Bruce
Board President



LETTER FROM THE CEO

This past year, 2012, witnessed the actualization of a dream which started long ago when our Administrative offices needed to move from our Second street preschool building to allow for program growth. The dream was to have as many administrative and programmatic staff and services as possible at one location. This finally happened in October of this year when many of us moved into our new “Easter Seals Blake Foundation Campus” at 7750 East Broadway. This building now houses all our business operations and administrative staff, Child and Family Services’ AzEIP (Arizona Early Intervention Program), and the entire Community Living Services Division. The new site is a giant step forward for our vision of improving connections, communications and efficiency between all the departments and services of the agency.

We love the idea of a site which will showcase at a least a portion of each of the three primary areas of service we provide to the community...bringing program staff, clients and families, administrative staff, our Board and visitors all together, enhancing everyone’s awareness of the vast array of services of the agency. A consolidated site will ensure that all our staff and Board really feel that they are part of one very large and very impressive enterprise.

We plan one major improvement to this new site: the conversion of our electrical power to solar power. Starting in early 2013, a major portion of our parking lot will be covered with structures supporting an array of solar panels. This project will have no upfront costs to the Foundation and it is anticipated that after eleven years the cost of electricity at this campus will be virtually nothing. This new Easter Seals Blake Foundation Campus will serve the agency, its staff and clients for many years in a highly cost effective fashion.

Thanks to the tireless and innovative efforts of our Department Directors somehow our agency has continued to grow and improve, maintaining an average rate of growth of about 4% annually, even in our current economic environment. And thanks to the endless energy and determination of our Board of Trustees our fundraising events have continued to grow.

I am so grateful to have the opportunity to lead this dynamic organization on our continued journey to improve the lives of children, adults and families in Southern Arizona.

A handwritten signature in blue ink, appearing to read "Ema Kammeyer". The signature is fluid and cursive.

Ema Kammeyer
Chief Executive Officer

CLS – COMMUNITY LIVING SERVICES

Wyatt House



At Wyatt House, CLS provides residential services and rehabilitative care for adults with cognitive and physical disabilities. The Wyatt House hosted ESBF's annual Kick Off in anticipation of our Walk With Me event. The Kick Off was attended by Board members, Executive staff, Walk Ambassadors and Walk team leaders and sponsors. Wyatt House provided the perfect place for guests to enjoy lunch courtesy of California Pizza Kitchen, socialize and attend a presentation by Easter Seals staff, Walk Co-Chairs and our Walk Ambassadors Ed, Tiffany and Alice.

Summer Social

On July 21st, our Community Living Services Division hosted its first Summer Social. The event was held at Patagonia Lake thanks to the generous donation from the Arizona State Park system. They donated the picnic areas and free park passes for all who attended. Our residents were able to fish, swim, play games on the beach and enjoy a good old-fashioned summer cookout. Special thanks to Linda Fiore and Tanque Verde Swap Meet for their donation of hamburgers and hotdogs!



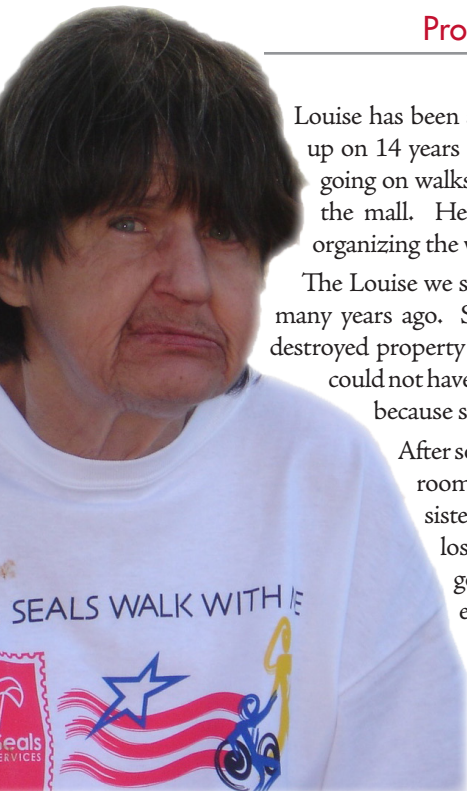
Profile of CLS Resident - Louise

As told by House Manager Candace Ryalls

Louise has been a family member with the Blake Foundation coming up on 14 years this January. She loves working at her day program, going on walks in Reid Park, around her neighborhood and around the mall. Her favorite past time is organizing her dominoes or organizing the various things in the home that are out of place.

The Louise we see and love now is not the Louise that came to Blake many years ago. She was very aggressive, exhibited violent outbursts, destroyed property and would often strike out at the staff. At first, she could not have a roommate and at functions she was often segregated because she would lash out at staff and others around her.

After some time, she had a roommate move in. Louise and her roommate grew very close and were like sisters. Like most sisters, they did many things together. Unfortunately, we lost her roommate this past November. Louise would go into her room daily for weeks looking around the empty room. Our hearts broke because we could tell she was missing her. Now, Louise has two new roommates and she looks out for them. She is caring, loving, and affectionate, often pulling staff in for kisses on the cheek! Miss Louise is a pure joy, and we feel truly blessed having her in our lives.



CFS - CHILDREN & FAMILY SERVICES

2012 was another year of incredible growth for the Children and Family Services division - new programs were built and several successful services were expanded.



Nurse Family Partnership

In Pima County, our Nurse-Family Partnership program has doubled in size thanks to support from First Things First and the AZ Dept of Health Services, as well as our partnership with Casa de los Niños. In this program, trained registered nurses provide in-home education and medical support for at-risk, pregnant mothers. This program has been shown to be one of the most effective in the country and has been linked to an array of positive outcomes for maternal and child health, as well as improved language development and academic achievement for children.

First Things First

With support from First Things First, we began providing the evidence-based Parents as Teachers program throughout Pima and Cochise counties and tripled our existing services in Yuma. These home-based programs will help hundreds of parents to best support their child's development during the crucial early years.

Yuma Expansion

In Yuma we have already outgrown our original office and have opened a second! In 2012, two new programs, Parent Aide and In-Home Family Preservation and Reunification, began supporting Yuma children and families involved with CPS. In both Yuma and Pinal counties, our New Visions for Families behavioral health services have continued to grow and now provide therapeutic services for children birth to eight years of age, and their families, with support from Cenpatico Behavioral Health.

Incredible Years & Focus on Fathering

Through our partnership with United Way, and with funding from First Things First, CFS was also able to expand our Incredible Years and Focus on Fathering parenting education groups. These weekly groups, led by behavioral health professionals, support parents of children birth to age five in areas such as child development, literacy, and healthy relationships. These groups are provided throughout Pima County and are tailored toward a variety of different populations.



SAGE EMPLOYMENT & COMMUNITY SERVICES

Project Search



Easter Seals Blake Foundation SAGE Division and the Sonoran University Center for Excellence in Developmental Disabilities have partnered with the University of Arizona Medical Center in providing an innovative employment training program. This program is for young adults with developmental disabilities who have barriers to employment and are interested in working in the medical field. For the past three years, the program has been housed at the University of Arizona Medical Center: South Campus where a number of Project Search graduates have been hired. One young man has found his niche working in transport and is a great example of how this program can enable interns to move into the world of employment in the health care field. In July the program was expanded to the University Campus. Each intern participates in four ten-week internship rotations throughout the hospital in a variety of departments. This enables the participants to gain and hone valuable workplace skills, which help them to become employment ready at the hospital or at businesses in the community.

Campo Urbano & Campo del Oeste

Our Campo Urbano program provides employment for adults with disabilities. This year, Campo Urbano has welcomed several new employees, horses and clients. One intern collaboratively redesigned our circle garden, working with job coaches and ranch hands to create a true meditation garden. Our therapy programs are great successes and have been reported as making remarkable differences in the lives of the youth we serve. We are expanding our program to include youth group therapy, writing and newsletter clubs, and an on-going outdoor mentoring program, DREEM (Developing Resiliency through Environmental Experiences and Mentoring). We are implementing facility improvements by creating an eco-friendly wheelchair accessible desert path. The path will include tree shaded outdoor classrooms, access to the greenhouse and garden beds, and improvements to horse areas. These improvements will expand programs to all members we serve, including new horticulture therapy opportunities, and equine therapy services for veterans. Our summer camp, Campo del Oeste, wrapped up its fourth consecutive summer session in July. We have served over 100 low-income and at-risk youth annually, developing friendships, resiliency, and respect for oneself, others and the environment.



LAST YEAR, EASTER SEALS BLAKE FOUNDATION REACHED OVER 20,000 PEOPLE IN SOUTHERN ARIZONA

Community Engagement

Community Outreach Activities	2,037
Conference Exhibits	
Health Fair Exhibits	
Open Houses	
Educational Programming Activities	8,666
Parent/Caregiver Seminars	
Teaching Engagements	
Volunteer Activities	201
Affiliate Program Volunteers	
Special Events	
Office Initiatives	
Total Individuals Engaged	10,904

Who Did We Serve?

Client Demographics

Age

0-2	5,279
3-5	2,131
6-17	1,088
18-64	707
65-74	19
75+	7

Gender

Male	5,440
Female	3,791

Heritage/Ethnicity

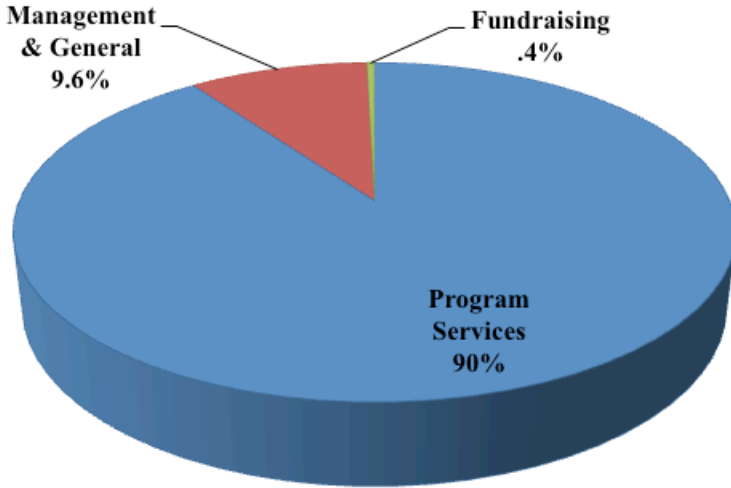
Asian American	112
African American	353
Caucasian	3,460
Hispanic	2,424
Native American	311
Native Hawaiian or other Pacific Islander	15
Multiple Ethnicity	240
Other	102

Total Clients Served	9,231
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*Ethnicity data is not collected for all programs

FINANCIALS

How was your money invested?



Easter Seals Blake Foundation and Subsidiary Consolidated Statement of Activities

Revenue and Support:	For year ended June 30, 2012
Client Services	24,916,848
Tuition and Fees	816,323
In-Kind Contributions	1,129,297
Other Revenue	30,645
Development	921,898
Gain on Disposal of Property & Equipment	43,522
Total Revenue and Support	\$27,858,533
Expenses:	
Program Services	24,975,212
Management and General	2,661,815
Fundraising	112,210
Total Expenses	\$27,749,237
Change in Net Assets	(5,540)
Net Assets, Beginning of Year	6,573,984
Net Assets, End of Year	6,568,444

BALANCE SHEET

Assets

Current Assets:

Cash and Cash Equivalents.....	352,108
Accounts Receivables	3,419,412
Prepaid Expenses and Other Assets.....	86,470
Total Current Assets.....	\$3,857,990

Investments.....	6,891
Property and Equipment Net	12,038,302
Other Assets	144,204
Total Assets.....	\$16,047,387

Liabilities and Net Assets

Current Liabilities:

Accounts Payable.....	1,982,189
Line of Credit	1,125,000
Interest Rate Swap Agreement	303,532
Notes Payable	219,902
Total Current Liabilities	\$3,630,623

Notes Payable, Non-Current Portion.....	5,848,320
Total Liabilities	\$9,478,943

Total Unrestricted Net Assets	6,560,088
Temporarily Restricted Net Assets	8,356
Total Net Assets.....	\$6,568,444

Total Liabilities and Net Assets	\$16,047,387
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*This list represents donors who made a gift of \$150 or above from July 1, 2011 – June 30, 2012.

We appreciate everyone who supported us at all levels

ANNUAL FUNDRAISING EVENTS



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

1. **Learn** Experience our mission with a tour or participate in an event
2. **Invest** Join our cause by making a personal gift
3. **Share** Be an advocate for our cause! Share our story and invite a friend to experience our mission
4. **Sustain** Be a lifelong partner and consider including us in your estate plans

www.blakefoundation.easterseals.com

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MISSION

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

VISION

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



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