

# **Easter Seals, Inc. and Easter Seals Foundation**

Consolidated Financial Report  
December 31, 2019

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RSM US LLP

## Independent Auditor's Report

To the Board of Directors  
Easterseals

### Report on the Financial Statements

We have audited the accompanying consolidated financial statements of Easter Seals, Inc. and Easter Seals Foundation (collectively, Easterseals) which comprise the consolidated statements of financial position as of December 31, 2019 and 2018, and the related consolidated statements of activities and changes in net assets, functional expenses and cash flows for the years then ended, and the related notes to the consolidated financial statements (collectively, the financial statements).

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit includes performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a reasonable basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Easterseals as of December 31, 2019 and 2018, and the changes in their net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*RSM US LLP*

Chicago, Illinois  
May 29, 2020

**Easter Seals, Inc. and Easter Seals Foundation**

**Consolidated Statements of Financial Position  
December 31, 2019 and 2018**

	2019	2018
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 577,300	\$ 576,300
Investments	8,308,300	7,901,300
Accounts receivable from affiliates, less allowance for doubtful accounts of 2019 \$228,800; 2018 \$289,500	333,600	210,800
Government grants and contract receivable	3,184,800	2,966,200
Pledges receivable, net	5,000	220,000
Other accounts receivable, less allowance for doubtful accounts of 2019 \$0; 2018 \$2,500	745,300	644,000
Prepaid expenses	766,000	932,000
<b>Total current assets</b>	<b>13,920,300</b>	<b>13,450,600</b>
Long-term assets:		
Fixed assets, net	1,772,200	2,015,000
Investments for charitable gift annuities	1,487,300	1,501,600
Pledges receivable, net	-	6,500
Other accounts receivable	64,300	162,500
Beneficial interest in trusts	2,144,700	1,907,000
Other assets	200,000	200,000
<b>Total long-term assets</b>	<b>5,668,500</b>	<b>5,792,600</b>
<b>Total assets</b>	<b>\$ 19,588,800</b>	<b>\$ 19,243,200</b>
<b>Liabilities and Net Assets (Deficit)</b>		
Current liabilities:		
Accounts payable and accrued liabilities	\$ 4,675,400	\$ 4,781,800
Accounts payable to affiliates	4,000	4,000
Capital lease obligation	8,500	8,500
Line of credit	1,846,300	3,933,400
<b>Total current liabilities</b>	<b>6,534,200</b>	<b>8,727,700</b>
Long-term liabilities:		
Capital lease obligation	14,200	22,100
Accounts payable to affiliates	402,000	353,600
Charitable gift annuities	742,600	851,100
Deferred rent and other	3,010,500	3,327,200
Pension liability	10,274,300	11,022,300
<b>Total long-term liabilities</b>	<b>14,443,600</b>	<b>15,576,300</b>
<b>Total liabilities</b>	<b>20,977,800</b>	<b>24,304,000</b>
Net assets (deficit):		
Without donor restrictions:		
Available for operations	10,751,900	7,474,300
Net actuarial pension loss	(14,818,900)	(16,180,900)
	(4,067,000)	(8,706,600)
With donor restrictions		
	2,678,000	3,645,800
<b>Total net assets (deficit)</b>	<b>(1,389,000)</b>	<b>(5,060,800)</b>
<b>Total liabilities and net assets (deficit)</b>	<b>\$ 19,588,800</b>	<b>\$ 19,243,200</b>

See notes to consolidated financial statements.

**Easter Seals, Inc. and Easter Seals Foundation**

**Consolidated Statement of Activities and Changes in Net Assets  
Year Ended December 31, 2019**

	Without donor restrictions	With donor restrictions	Total
<b>Operating:</b>			
Public support:			
Contributions	\$ 27,110,500	\$ 546,900	\$ 27,657,400
Change in value of split-interest agreements	(82,300)	81,800	(500)
Government grants	25,009,100	-	25,009,100
In-kind contributions	5,442,800	-	5,442,800
<b>Total public support</b>	<b>57,480,100</b>	<b>628,700</b>	<b>58,108,800</b>
Revenues:			
Membership fees from affiliates	3,702,300	-	3,702,300
Sales and services to affiliates	566,600	-	566,600
Investment returns	675,000	160,800	835,800
Miscellaneous revenue	700,900	64,300	765,200
Net assets released from restrictions	1,821,600	(1,821,600)	-
<b>Total revenues</b>	<b>7,466,400</b>	<b>(1,596,500)</b>	<b>5,869,900</b>
<b>Total public support and revenues</b>	<b>64,946,500</b>	<b>(967,800)</b>	<b>63,978,700</b>
<b>Expenses:</b>			
Program services:			
Services for affiliates:			
Program development	22,368,100	-	22,368,100
Professional education and training	3,414,000	-	3,414,000
Fundraising advisory	4,040,100	-	4,040,100
Management advisory	1,870,400	-	1,870,400
<b>Total services for affiliates</b>	<b>31,692,600</b>	<b>-</b>	<b>31,692,600</b>
Public health education	9,208,700	-	9,208,700
Advocacy for persons with disabilities and research	2,708,800	-	2,708,800
<b>Total program services</b>	<b>43,610,100</b>	<b>-</b>	<b>43,610,100</b>
Supporting services:			
Fundraising	13,261,000	-	13,261,000
Management and general	3,142,600	-	3,142,600
<b>Total supporting services</b>	<b>16,403,600</b>	<b>-</b>	<b>16,403,600</b>
<b>Total operating expenses</b>	<b>60,013,700</b>	<b>-</b>	<b>60,013,700</b>
<b>Public support and revenues less operating expenses</b>	<b>4,932,800</b>	<b>(967,800)</b>	<b>3,965,000</b>
<b>Nonoperating:</b>			
Net periodic pension benefit cost	(1,655,200)	-	(1,655,200)
Pension liability adjustments other than net periodic benefit cost	1,362,000	-	1,362,000
<b>Total nonoperating</b>	<b>(293,200)</b>	<b>-</b>	<b>(293,200)</b>
<b>Change in net assets</b>	<b>4,639,600</b>	<b>(967,800)</b>	<b>3,671,800</b>
Net assets (deficit), beginning of year	(8,706,600)	3,645,800	(5,060,800)
Net assets (deficit), end of year	\$ (4,067,000)	\$ 2,678,000	\$ (1,389,000)

See notes to consolidated financial statements.

**Easter Seals, Inc. and Easter Seals Foundation**

**Consolidated Statement of Activities and Changes in Net Assets  
Year Ended December 31, 2018**

	Without donor restrictions	With donor restrictions	Total
<b>Operating:</b>			
Public support:			
Contributions	\$ 29,525,400	\$ 1,591,600	\$ 31,117,000
Change in value of split-interest agreements	(312,000)	9,400	(302,600)
Government grants	26,106,800	-	26,106,800
In-kind contributions	4,572,200	-	4,572,200
<b>Total public support</b>	<b>59,892,400</b>	<b>1,601,000</b>	<b>61,493,400</b>
Revenues:			
Membership fees from affiliates	3,574,600	-	3,574,600
Sales and services to affiliates	312,400	-	312,400
Investment returns	11,300	(148,700)	(137,400)
Miscellaneous revenue	546,700	-	546,700
Net assets released from restrictions	2,252,200	(2,252,200)	-
<b>Total revenues</b>	<b>6,697,200</b>	<b>(2,400,900)</b>	<b>4,296,300</b>
<b>Total public support and revenues</b>	<b>66,589,600</b>	<b>(799,900)</b>	<b>65,789,700</b>
<b>Expenses:</b>			
Program services:			
Services for affiliates:			
Program development	22,864,400	-	22,864,400
Professional education and training	4,229,700	-	4,229,700
Fundraising advisory	4,338,900	-	4,338,900
Management advisory	2,325,000	-	2,325,000
<b>Total services for affiliates</b>	<b>33,758,000</b>	<b>-</b>	<b>33,758,000</b>
Public health education	11,060,400	-	11,060,400
Advocacy for persons with disabilities and research	2,335,200	-	2,335,200
<b>Total program services</b>	<b>47,153,600</b>	<b>-</b>	<b>47,153,600</b>
Supporting services:			
Fundraising	14,477,200	-	14,477,200
Management and general	2,595,300	-	2,595,300
<b>Total supporting services</b>	<b>17,072,500</b>	<b>-</b>	<b>17,072,500</b>
<b>Total operating expenses</b>	<b>64,226,100</b>	<b>-</b>	<b>64,226,100</b>
<b>Public support and revenues less operating expenses</b>	<b>2,363,500</b>	<b>(799,900)</b>	<b>1,563,600</b>
<b>Nonoperating:</b>			
Net periodic pension benefit cost	(1,398,700)	-	(1,398,700)
Pension liability adjustments other than net periodic benefit cost	249,100	-	249,100
<b>Total nonoperating</b>	<b>(1,149,600)</b>	<b>-</b>	<b>(1,149,600)</b>
<b>Change in net assets</b>	<b>1,213,900</b>	<b>(799,900)</b>	<b>414,000</b>
Net assets (deficit), beginning of year	(9,920,500)	4,445,700	(5,474,800)
Net assets (deficit), end of year	\$ (8,706,600)	\$ 3,645,800	\$ (5,060,800)

See notes to consolidated financial statements.

**Easter Seals, Inc. and Easter Seals Foundation**

**Consolidated Statement of Functional Expenses  
Year Ended December 31, 2019**

	Program Services											
	Affiliates					Headquarters						
	Program Development	Professional Education and Training	Fundraising Advisory	Management Advisory	Total Services for Affiliates	Public Health Education	Advocacy for Persons with Disabilities and Research	Total Headquarters' Programs	Total Program Services	Fundraising	Management and General	Total Expenses
Salaries and related expenses	\$ 832,600	\$ 674,000	\$ 569,100	\$ 614,400	\$ 2,690,100	\$ 19,500	\$ 33,100	\$ 52,600	\$ 2,742,700	\$ 911,900	\$ 1,409,700	\$ 5,064,300
Mail production and services	-	-	100	-	100	6,531,500	-	6,531,500	6,531,600	10,552,200	-	17,083,800
Grants and awards	20,092,400	6,400	2,578,700	-	22,677,500	-	-	-	22,677,500	133,700	200	22,811,400
Professional fees	887,000	2,390,200	647,300	893,400	4,817,900	3,300	18,400	21,700	4,839,600	1,048,400	641,900	6,529,900
Printing and media	21,600	4,800	34,900	21,300	82,600	2,641,200	2,641,100	5,282,300	5,364,900	129,200	5,000	5,499,100
Travel	62,300	83,500	7,200	65,900	218,900	1,200	300	1,500	220,400	16,800	42,300	279,500
Conferences and meetings	58,400	46,300	9,100	68,100	181,900	9,000	500	9,500	191,400	26,700	296,700	514,800
Occupancy	301,200	156,300	141,800	160,100	759,400	2,200	9,400	11,600	771,000	218,100	388,000	1,377,100
Telephone and communications	25,700	25,700	8,000	16,600	76,000	400	1,300	1,700	77,700	13,200	30,400	121,300
Office supplies	29,600	11,600	1,500	3,900	46,600	100	1,200	1,300	47,900	3,600	16,100	67,600
Postage and shipping	2,400	1,000	700	2,300	6,400	-	-	-	6,400	3,600	2,000	12,000
Miscellaneous	14,000	4,900	29,300	6,800	55,000	100	200	300	55,300	184,100	117,200	356,600
Repair and maintenance	3,200	3,400	1,400	1,700	9,700	-	200	200	9,900	2,200	4,200	16,300
Depreciation and amortization	37,700	5,900	11,000	15,900	70,500	200	3,100	3,300	73,800	17,300	188,900	280,000
<b>Total expenses</b>	<b>\$22,368,100</b>	<b>\$3,414,000</b>	<b>\$4,040,100</b>	<b>\$ 1,870,400</b>	<b>\$31,692,600</b>	<b>\$ 9,208,700</b>	<b>\$ 2,708,800</b>	<b>\$11,917,500</b>	<b>\$43,610,100</b>	<b>\$13,261,000</b>	<b>\$ 3,142,600</b>	<b>\$60,013,700</b>

See notes to consolidated financial statements.



**Easter Seals, Inc. and Easter Seals Foundation**

**Consolidated Statement of Functional Expenses  
Year Ended December 31, 2018**

	Program Services											
	Affiliates					Headquarters						
	Program Development	Professional Education and Training	Fundraising Advisory	Management Advisory	Total Services for Affiliates	Public Health Education	Advocacy for Persons with Disabilities and Research	Total Headquarters' Programs	Total Program Services	Fundraising	Management and General	Total Expenses
Salaries and related expenses	\$ 1,156,300	\$ 744,500	\$ 612,300	\$ 794,800	\$ 3,307,900	\$ 29,100	\$ 36,300	\$ 65,400	\$ 3,373,300	\$ 901,600	\$ 1,328,900	\$ 5,603,800
Mail production and services	-	-	1,200	-	1,200	8,706,700	-	8,706,700	8,707,900	12,005,600	-	20,713,500
Grants and awards	20,288,500	-	2,731,400	2,300	23,022,200	-	-	-	23,022,200	119,200	200	23,141,600
Professional fees	867,400	3,100,200	736,500	1,156,300	5,860,400	41,300	16,600	57,900	5,918,300	967,900	446,800	7,333,000
Printing and media	11,300	20,100	51,700	12,500	95,600	2,270,700	2,261,700	4,532,400	4,628,000	7,600	4,800	4,640,400
Travel	82,700	66,600	7,900	83,900	241,100	1,700	600	2,300	243,400	15,000	25,200	283,600
Conferences and meetings	81,100	32,200	13,000	89,100	215,400	2,000	100	2,100	217,500	30,500	55,200	303,200
Occupancy	260,500	207,700	134,500	133,700	736,400	3,800	13,100	16,900	753,300	200,400	337,200	1,290,900
Telephone and communications	29,800	31,000	9,800	17,600	88,200	200	1,500	1,700	89,900	15,300	29,500	134,700
Office supplies	33,600	5,200	2,100	6,600	47,500	100	2,900	3,000	50,500	3,000	20,900	74,400
Postage and shipping	2,500	900	400	2,800	6,600	-	-	-	6,600	3,200	2,600	12,400
Miscellaneous	15,200	6,400	21,200	7,700	50,500	4,200	400	4,600	55,100	183,800	159,000	397,900
Repair and maintenance	6,000	8,500	1,600	1,600	17,700	-	700	700	18,400	2,400	6,400	27,200
Depreciation and amortization	29,500	6,400	15,300	16,100	67,300	600	1,300	1,900	69,200	21,700	178,600	269,500
<b>Total expenses</b>	<b>\$22,864,400</b>	<b>\$4,229,700</b>	<b>\$4,338,900</b>	<b>\$ 2,325,000</b>	<b>\$33,758,000</b>	<b>\$11,060,400</b>	<b>\$ 2,335,200</b>	<b>\$13,395,600</b>	<b>\$47,153,600</b>	<b>\$14,477,200</b>	<b>\$ 2,595,300</b>	<b>\$64,226,100</b>

See notes to consolidated financial statements.

**Easter Seals, Inc. and Easter Seals Foundation**

**Consolidated Statements of Cash Flows  
Years Ended December 31, 2019 and 2018**

	2019	2018
Cash flows from operating activities:		
Change in net assets	\$ 3,671,800	\$ 414,000
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation and amortization	280,000	269,500
Net unrealized and realized (gains) losses on investments	(445,400)	226,200
Net unrealized (gains) losses on perpetual trusts	(160,800)	148,700
Change in value of split-interest agreements	500	302,600
Loss on write-off of pledges receivable	71,900	-
Change in value of pension liability	293,200	1,149,600
Changes in assets and liabilities:		
Accounts receivable from affiliates	(122,800)	(41,700)
Government grants and contract receivable	(218,600)	(74,900)
Pledges receivable, net	149,600	184,200
Other accounts receivable	(3,100)	(124,800)
Prepaid expenses	166,000	(563,100)
Beneficial interests in trusts	(77,400)	71,900
Accounts payable and accrued liabilities	(106,400)	(126,200)
Accounts payable to affiliates	48,400	(286,500)
Charitable gift annuities	36,100	11,500
Deferred rent and other	(316,700)	208,700
Payments on pension liability	(1,041,200)	(957,600)
<b>Net cash provided by operating activities</b>	<b>2,225,100</b>	<b>812,100</b>
Cash flows from investing activities:		
Purchases of fixed assets	(37,200)	(457,000)
Purchases of investments	(194,200)	(213,700)
Proceeds from maturity or sale of investments	246,900	203,800
<b>Net cash provided by (used in) investing activities</b>	<b>15,500</b>	<b>(466,900)</b>
Cash flows from financing activities:		
Payments on note payable	-	(1,000,000)
Net (repayments) drawdowns on line of credit	(2,087,100)	1,025,800
Payments to annuitants	(144,600)	(144,600)
Payments on capital lease obligations	(7,900)	(9,500)
<b>Net cash used in financing activities</b>	<b>(2,239,600)</b>	<b>(128,300)</b>
<b>Net change in cash and cash equivalents</b>	<b>1,000</b>	<b>216,900</b>
Cash and cash equivalents:		
Beginning of year	576,300	359,400
End of year	\$ 577,300	\$ 576,300
Supplemental disclosure of cash flow information:		
Cash paid during the year for interest	\$ 1,300	\$ 141,100
Supplemental schedule of noncash investing and financing activities:		
Capital lease obligations incurred for use of equipment	\$ -	\$ 31,400

See notes to consolidated financial statements.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies

**Nature of the organization:** Easter Seals, Inc. is the leading nonprofit provider of services for individuals with autism, developmental disabilities, physical and mental disabilities, and other special needs. For over a hundred years, Easter Seals, Inc. has been offering help and hope to children and adults living with disabilities and to their families. Easter Seals, Inc. is supported in part by Easter Seals Foundation (collectively referred to as Easterseals), which raises funds to further Easter Seals, Inc.'s initiatives and programs.

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

Through its headquarters' office and 69 affiliates, Easterseals provides services and support to individuals with disabilities and support to their families across the United States.

Easter Seals, Inc. and its affiliates are each separately incorporated and are tax exempt under the provisions of Section 501(c)(3) of the U.S. Internal Revenue Code, and are therefore exempt from taxation under current income tax laws. Easterseals' consolidated financial statements do not include the accounts of these affiliates because they do not meet the criteria requiring consolidation. Each affiliate is a separately incorporated entity, has its own independent board of directors, conducts service programs independent of those of Easter Seals, Inc., and maintains its own separate accounts. Each of the affiliates pays an annual membership fee to Easter Seals, Inc.; membership agreements between Easter Seals, Inc. and the affiliates describe various obligations, terms, and conditions of Easter Seals, Inc. and its affiliates.

Easterseals conducts a comprehensive national direct-response fundraising and public education campaign (National Campaign) in accordance with Easterseals' charitable goals and objectives outlined in its by-laws. Easterseals does not serve as an agent for its affiliates in conducting the National Campaign, but rather raises funds for Easterseals 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 Easterseals and its affiliates.

The financial statements of Easter Seals, Inc. and Easter Seals Foundation reflected net deficits of \$1,389,000 and \$5,060,800 for the years ended December 31, 2019 and 2018, respectively. The net deficits are largely due to accumulated pension liability adjustments other than net periodic benefit cost. Cost saving programs, implemented in prior years have continued in 2019. As a result, operating expenses were reduced by approximately \$2,400,000 from 2018 to 2019.

#### Summary of Significant Accounting Policies

**Accounting policies:** Easterseals 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.

**Basis of consolidation:** The accompanying consolidated financial statements include the consolidated accounts of Easter Seals, Inc. and Easter Seals Foundation. Easter Seals, Inc. has a controlling financial interest and an economic interest in Easter Seals Foundation and, therefore, presents consolidated financial statements. All significant intercompany accounts and transactions have been eliminated in consolidation.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

**Cash and cash equivalents:** Cash and cash equivalents include highly liquid short-term investments with maturities of 90 days or less from the date of purchase with the exception of cash held for reinvestment, which is included in investments. Easterseals maintains its cash balance in financial institutions, which at times may exceed federally insured limits. Easterseals has not experienced any losses in such accounts and believes it is not exposed to any significant credit risk on cash.

**Investments:** Investments in marketable securities 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.

**Accounts receivable from affiliates:** Affiliate receivables are carried at original invoice amount less an estimate for doubtful receivables (allowance) based on a monthly review of all outstanding amounts. Management determines the allowance for doubtful accounts by identifying troubled accounts and considering historical experience. Affiliate receivables are written off when deemed uncollectible. Recoveries of affiliate receivables previously written off are recorded when received.

As required by the by-laws, any unpaid affiliate receivable balance, which became due and payable within any fiscal year, shall be paid by January 31 of the following fiscal year, unless Easterseals approved an arrangement for payment at a later date. Non-payment of a past due account may result in a reclassification of the affiliate's membership status.

**Fixed assets:** Furniture, fixtures, computer equipment, software, and leasehold improvements are stated at cost. Contributions of long-lived assets are recorded at the estimated fair market value at the date of receipt and are recorded as unrestricted support unless the use of such contributed assets is restricted by a donor-imposed restriction. If donors contribute long-lived assets with stipulations as to how long the asset must be used or with any other restrictions, such contributions are reported as temporarily restricted support. Certain computer equipment is leased under capital leases for three to five years, which requires Easterseals to pay all maintenance costs. Expenditures for maintenance and repairs are expensed as incurred and expenditures for major renovations are capitalized.

Easterseals regularly evaluates whether circumstances have occurred that would indicate the remaining estimated useful life of long-lived assets may warrant revision or that the remaining balance of such assets may not be recoverable. When factors indicate that such assets should be evaluated for possible impairment, Easterseals uses an estimate of the undiscounted cash flows over the remaining life of the assets in measuring whether the assets are recoverable. In the opinion of management, no impairment adjustments were required at December 31, 2019 or 2018.

Depreciation and amortization is computed using the straight-line method over the estimated useful lives of the assets. Leased assets' amortization is included in depreciation expense. The estimated useful lives are:

Leasehold improvements	Life of Lease
Furniture and fixtures	5 - 11 years
Computer equipment and software	3 - 5 years

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

**Other assets:** Easterseals' domain name is considered an intangible asset with an indefinite life. Easterseals reviews the intangible asset for impairment on or about December 31 of each year. Recoverability for this asset is measured by comparing its carrying amount to the fair value. If the intangible is considered impaired, the impairment to be recognized equals the amount by which the carrying value of the asset exceeds its fair market value. Easterseals did not record any impairment charges during 2019 or 2018.

**Pledges receivable:** Pledges that are expected to be collected in future years are recorded at the present value of the estimated future cash flows. Pledges receivable have been discounted using rates that approximate the risk associated with the ultimate collection of the receivable. The discount is amortized using an effective yield over the expected collection period of the receivable.

**Beneficial interest in trusts:** Easterseals has been designated as the beneficiary of assets held in charitable lead and remainder trusts administered by other trustees. Easterseals recognize contribution revenue with donor restrictions and an asset for the present value of the estimated future benefits to be received when the trust assets are distributed. Adjustments to the receivable to reflect the revaluation of the present value of the estimated future payments to Easterseals are recognized in the consolidated statement of activities as a change in value of split interest agreements.

Easterseals has also been designated as the beneficiary of perpetual irrevocable trusts which are administered by other trustees. Under the terms of the trusts, Easterseals has the irrevocable right to receive all or a portion of the income earned on the trust assets in perpetuity. Easterseals does not control the assets held by the outside trusts. The fair value of the beneficial interest in the trusts is recognized as an asset and as a permanently restricted contribution at the date the trust is established. Adjustments to the beneficial interest to reflect changes in the fair value are reflected in the consolidated statement of activities as net unrealized gains on perpetual trusts. Annual distributions from the trust are reported as investment returns in the consolidated statement of activities.

**Charitable gift annuities:** Annuity agreements are issued in exchange for a payment that constitutes part charitable contribution and part purchase of an annuity, providing for payments to the stated annuitants during their lifetimes. These agreements constitute a general obligation of Easterseals. The gift portion of annuities and investment reserves in excess of liabilities are reported as a contribution in unrestricted net assets. Sufficient assets are maintained to meet the annuity requirements stipulated by the various state laws. Easterseals is required to hold reserves related to the gift annuity program based on the laws in certain states in which Easterseals solicits these gifts.

**Net assets:** Easterseals classifies its net assets, revenue, gains and losses based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of Easterseals are reported as follows:

*Without donor restrictions:* Net assets composing of all resources that are not subject to donor-directed restrictions, such as expendable resources used to support Easterseals' core activities. All expenses are recorded as a reduction of net assets without donor restrictions.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

*With donor restrictions:* Net assets subject to donor-imposed restrictions 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 net assets without donor restrictions and reported as net assets released from restrictions. Included in net assets with donor restrictions are gifts held by Easterseals 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 net assets with donor restrictions. Also included in this category are net assets subject to donor-directed restrictions to be maintained in perpetuity by Easterseals.

**Contributions:** Contributions are recognized when an unconditional promise to give is made (pledge receivable) or when cash is received, if an unconditional promise does not exist. Contributions include bequests, which are recorded at their estimated fair value when Easterseals has received an unconditional promise to give. Easterseals considers a bequest unconditional when the probate court declares the testamentary instrument valid and the proceeds are measurable.

**Government grants:** Easterseals records revenue under government grant agreements based on their respective terms. Government grants are primarily conditional contributions which are recognized when the barriers have been substantially met (generally when qualifying expenses have been incurred and all other grant requirements have been met). Easterseals has received conditional commitments, which generally represent unexpended government grants, amounting to \$13,595,300 which have not been recognized, because Easterseals has not yet met the related barriers. These amounts will be subject to recognition as Easterseals incurs qualifying expenses and performs its duties under the terms of the grant agreements. Easterseals receives a substantial amount of its operating support from the federal government. Any significant reduction in the level of this support could have an effect on Easterseals' programs.

**In-kind contributions:** Easterseals records, as in-kind contributions, contributions of fundraising material, informational material, or advertising, including media time or space for public service announcements or other purposes, that are used for Easterseals' benefit and that encourage the public to contribute to Easterseals or help Easterseals communicate its message or mission. Easterseals will not record a contribution in circumstances in which Easterseals is unable to have an active involvement in determining and managing the message and the use of the materials. In-kind contributions in 2019 and 2018 primarily relate to public service announcements for Easterseals. These contributions are recorded at fair value, which is based on the number of airings and average market media prices obtained from the nation's largest media buying sources. The in-kind contributions are in effect offset by like amounts included in public health education, advocacy for persons with disabilities and research, and fundraising expense in the consolidated statement of activities and changes in net assets, as well as in printing and media expense in the consolidated statement of functional expenses.

**Membership fees from affiliates:** Membership fees are recognized in the month for which the membership applies, and affiliates are invoiced at the beginning of each month. Monthly fees per affiliate include a base fee plus supplementary fees for major markets included in that affiliate's assigned territory. Major markets are defined as the most populous counties in the nation as determined by the U.S. Census Bureau Population Estimates Program. All performance obligations are met during the month for which the membership applies and therefore, at year end, Easterseals does not have any outstanding performance obligations.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

**Sales and services to affiliates:** Sales and services to affiliates are recognized when the related services are provided, at which time the performance obligations are met. Sales and services may include registration fees for events, website management fees, planned giving management, and various fees for Easterseals articles. As of December 31, 2019 and 2018, Easterseals does not have any outstanding performance obligations.

The revenue streams noted above do not include significant financing components as performance obligations are satisfied within a year of invoicing. Also, there are no consideration amounts that are variable.

**Operating expenses:** Operating expenses are presented in the consolidated statement of activities on a functional basis, classified according to the significant program activity related to the purpose for which Easterseals exists or supporting service. The consolidated financial statements report certain categories of expenses that are attributed to more than one program of supporting function. Therefore, expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include salaries and related expenses, which are allocated on the basis of actual time and effort, office supplies, software, insurance, occupancy, depreciation, and telephone, which are allocated by department headcounts.

The significant activities are:

**Program Development:** Funds, leadership, and assistance to provide services for children and adults with autism and other disabilities. Primary services are medical rehabilitation, job training and employment, inclusive child care, adult day services, and camping and recreation. Building from Easterseals' expertise, Easterseals 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.

**Fundraising Advisory:** Training and consultation with Easterseals' 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.

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

**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.

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

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

**Grants and awards:** Grants and awards to affiliates for program development purposes are recognized as expense once a grant or award has been made. Grants and awards, which are payable beyond one year, are reported at the present value of their estimated future cash flows and have been discounted using a rate, which is commensurate with the risks involved with the ultimate payment of these obligations at the time the obligation is incurred. The discount is amortized using an effective yield over the expected life of the awards and grants contracts and is reflected as program service expense.

**Income taxes:** Easter Seals, Inc. and Easter Seals Foundation are exempt from income taxes under Section 501(c)(3) of the Internal Revenue Code and applicable state law, except for taxes pertaining to unrelated business income, if any.

The accounting standard on accounting for uncertainty in income taxes addresses the determination of whether tax benefits claimed or expected to be claimed on a tax return should be recorded in the financial statements. Under this guidance, Easter Seals, Inc. and Easter Seals Foundation may recognize the tax benefit from an uncertain tax position only if it is more-likely-than-not that the tax position will be sustained on examination by taxing authorities, based on the technical merits of the position. Examples of tax positions include the tax-exempt status of Easter Seals, Inc. and Easter Seals Foundation and various positions related to the potential sources of unrelated business taxable income (UBIT). There were no unrecognized tax benefits identified or recorded as liabilities for the reporting periods presented in these consolidated financial statements.

Easter Seals, Inc. and Easter Seals Foundation file Form 990 in the U.S. federal jurisdiction and the State of Illinois.

**Use of estimates:** The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results may differ from those estimates.

**Accounting pronouncements adopted:** In 2019, Easterseals adopted Accounting Standards Update (ASU) 2014-09, *Revenue from Contracts with Customers (Topic 606)*, requiring an entity to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. The updated standard replaced most existing revenue recognition guidance in U.S. GAAP. The adoption of the standard did not have a material impact on the consolidated financial statements.

In June 2018, the FASB issued ASU 2018-08, *Not-for-Profit Entities (Topic 958): Clarifying the Scope and the Accounting Guidance for Contributions Received and Contributions Made*. This ASU clarifies the guidance for evaluating whether a transaction is reciprocal (i.e., an exchange transaction) or nonreciprocal (i.e., a contribution) and for distinguishing between conditional and unconditional contributions. The ASU also clarifies the guidance used by entities other than non-for-profits to identify and account for contributions made. The ASU has different effective dates for resource recipients and resource providers. In 2019, Easterseals adopted the portion of the ASU applicable to resource recipients, which did not have an impact on the consolidated financial statements. Where Easterseals is a resource provider, the ASU is effective for 2020. Easterseals is currently evaluating the impact of the adoption of this guidance on its consolidated financial statements.



## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 1. Nature of Organization and Summary of Significant Accounting Policies (Continued)

In 2019, Easterseals adopted ASU 2017-07, *Compensation-Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost*. This standard requires Easterseals to report the service cost component of net periodic pension and postretirement cost in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. The remaining components of net benefit costs are required to be presented in the income statement separately from the service component and outside a subtotal of income from operations. The amendment further allows only the service cost component of net periodic pension and postretirement costs to be eligible for capitalization. The adoption of the standard resulted in the reclassification of net periodic benefit costs other than service costs from operating expenses to nonoperating expenses.

**Pending accounting pronouncements:** In February 2016, the FASB issued ASU 2016-02, *Leases (Topic 842)*. The guidance in this ASU supersedes the leasing guidance in Topic 840, *Leases*. Under the new guidance, lessees are required to recognize lease assets and lease liabilities on the statement of financial position for all leases with terms longer than twelve months. Leases will be classified as either finance or operating, with classification affecting the pattern of expense recognition in the consolidated statement of activities. The new standard is effective for Easterseals in 2021, and early adoption is allowed.

In 2018, the FASB issued ASU 2018-13, *Fair Value Measurement (Topic 820): Disclosure Framework – Changes to the Disclosure Requirements for Fair Value Measurement*. This ASU affects any entity that is required, under existing GAAP, to make disclosures about recurring or nonrecurring fair value measurements. The new standard is effective for Easterseals in 2020; early adoption is permitted.

Easterseals is currently evaluating the impact of the adoption of these standards on its consolidated financial statements.

**Reclassifications:** Certain 2018 amounts have been reclassified to conform to the current year presentation. These reclassifications have no effect on net assets or changes in net assets as previously reported.

**Subsequent events:** As a result of the spread of the COVID-19 coronavirus, economic uncertainties have arisen which are likely to negatively impact investment values temporarily. Other financial impacts could occur though such potential impact is unknown at this time.

Easterseals has evaluated subsequent events for potential recognition and/or disclosure through May 29, 2020, the date the consolidated financial statements were available to be issued.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 2. Financial Assets and Liquidity Resources

The table below present's information related to financial assets available for general expenditures within one year at December 31, 2019:

	2019	2018
Financial assets, at year-end:		
Cash and cash equivalents	\$ 577,300	\$ 576,300
Investments	8,308,300	7,901,300
Accounts receivable from affiliates	333,600	210,800
Government grants and contract receivable	3,184,800	2,966,200
Pledges receivable, net	5,000	226,500
Other accounts receivable, net	809,600	806,500
Investments for charitable gift annuities	1,487,300	1,501,600
Beneficial interest in trusts	2,144,700	1,907,000
	<u>16,850,600</u>	<u>16,096,200</u>
Less amounts not available to be used within one year:		
Pledges receivable due after one year, net	-	(6,500)
Other accounts receivable due after one year	(64,300)	(162,500)
Net assets with donor restrictions	(2,678,000)	(3,645,800)
Charitable gift annuities	(1,487,300)	(1,501,600)
Amounts held for loan collateral	(2,712,600)	(4,518,400)
	<u>                    </u>	<u>                    </u>
Financial assets available to meet cash needs for general expenditures within one year	<u>\$ 9,908,400</u>	<u>\$ 6,261,400</u>

Easterseals liquidity management plan is to utilize cash in excess of daily requirements to reduce borrowings under the line of credit agreement. In addition to financial assets available to meet general expenditures over the next twelve months, Easterseals operates with a balanced budget and anticipates collecting sufficient revenue to cover general expenditures not covered by donor-restricted funds.

#### Note 3. Pledges Receivable

Donors' promises to give to Easterseals, net of a discount to present value (3.28 percent) are due to be collected as follows:

	2019	2018
Gross amounts due in:		
One year	\$ 5,000	\$ 220,000
One to five years	-	7,000
Subtotal	<u>5,000</u>	<u>227,000</u>
Less discount to present value	-	500
Total	<u>\$ 5,000</u>	<u>\$ 226,500</u>

In 2019, \$71,900 of pledges were deemed uncollectible and written off.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

#### Note 4. Beneficial Interest in Trusts

Easterseals' beneficial interest in charitable lead trusts is summarized as follows:

	Discount Rate	Annual Distribution	Remaining Years	Fair Value 2019	Fair Value 2018
2010 Charitable Lead trust	2.24%	4,200	0	\$ -	\$ 4,900

Easterseals' beneficial interest in charitable remainder trusts are summarized as follows:

	Discount Rate	Principal Amount	Remaining Years	Fair Value 2019	Fair Value 2018
1998 Charitable remainder trust	2.28%	\$ 232,200	17	\$ 170,500	\$ 141,800
1999 Charitable remainder trust	2.28%	1,000,000	17	682,200	636,400
2009 Charitable remainder trust	2.63%	379,600	13	98,600	91,400
				<u>\$ 951,300</u>	<u>\$ 869,600</u>

Easterseals' beneficial interest in perpetual trusts is summarized as follows:

	Principal Amount	Easter Seals Interest	Fair Value 2019	Fair Value 2018
2011 Perpetual Trust	\$ 807,200	100%	\$ 807,200	\$ 684,700
2011 Perpetual Trust	3,236,100	10%	326,300	289,400
2011 Perpetual Trust	995,700	6.25%	59,900	58,400
			<u>\$ 1,193,400</u>	<u>\$ 1,032,500</u>

Contribution revenue recognized in the consolidated statements of activities related to the above beneficial interest in trusts was \$0 for the years ended December 31, 2019 and 2018.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 5. Fixed Assets

Fixed assets are summarized by major classification, net of accumulated depreciation and amortization, as follows:

	2019	2018
Leasehold improvements	\$ 1,262,000	\$ 1,305,800
Furniture and fixtures	447,400	447,400
Computers, equipment and software	586,100	580,900
Software in progress	492,700	462,200
	<u>2,788,200</u>	<u>2,796,300</u>
Accumulated depreciation and amortization	(1,016,000)	(781,300)
Total fixed assets	<u>\$ 1,772,200</u>	<u>\$ 2,015,000</u>

Software amortization expense for the years ended December 31, 2019 and 2018 was \$64,100 and \$64,200, respectively. Total accumulated software amortization expense for the years ended December 31, 2019 and 2018, was approximately \$175,500 and \$111,400, respectively.

#### Note 6. Fair Value Disclosures

The Fair Value Measurements and Disclosures Topic of the Codification defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date and sets out a fair value hierarchy. The fair value hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). Inputs are broadly defined under the Topic as assumptions market participants would use in pricing an asset or liability. The three levels of the fair value hierarchy under the Topic are described below:

Level 1: Quoted market prices in active markets, such as the New York Stock Exchange, for identical assets or liabilities.

Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs that are not corroborated by market data.

Easterseals assesses the levels of the investments at each measurement date, and transfers between levels are recognized on the actual date of the event or change in circumstances that caused the transfer. For the years ended December 31, 2019 and 2018, there were no such transfers.

For the years ended December 31, 2019 and 2018, the application of valuation techniques applied to similar assets and liabilities has been consistent. The following is a description of the valuation methodologies used for instruments measured at fair value on a recurring basis:

#### *Investment Securities*

The fair value of publicly traded mutual funds is based upon market quotations of national security exchanges.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

#### Note 6. Fair Value Disclosures (Continued)

##### *Certificates of Deposit*

Certificates of deposit are recorded at cost and accrued interest which approximates fair value.

##### *Beneficial Interest in Trusts*

Nonperpetual trusts are recorded at their estimated fair value based on the present value of the estimated future cash receipts from the trust. Future cash receipts are based on an income approach using internally developed models. Assumptions are made regarding the expected rate of return on investments in the trust, the discount rate, and the expected mortality of the individual(s) if the termination of the agreement is dependent on life expectancy. An expected rate of return on the investments in the trusts is estimated using historical investment returns. The expected mortality is estimated using the Center for Disease Control life tables. Each of these calculations is based on the fair value of the underlying assets of the trust. As the fair value of these trusts is derived from internal estimates of the present value of Easterseals' interest in the underlying assets, the amounts ultimately received could differ from the amounts reflected in the historical consolidated financial statements.

Perpetual trusts are recorded at fair value based on Easterseals' interest in the fair value of the underlying trust assets.

The following tables present Easterseals' fair value hierarchy for the investments as of December 31, 2019 and 2018:

	2019			
	Total	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Observable Inputs Level 2	Significant Unobservable Inputs Level 3
Money Market Funds	\$ 600,100	\$ 600,100	\$ -	\$ -
Equity Securities:				
U.S. Large Cap Growth - Mutual Funds	458,200	458,200	-	-
U.S. Small & Mid Cap - Mutual Funds	228,800	228,800	-	-
International Mutual Funds	542,300	542,300	-	-
Total Equity Securities	1,229,300	1,229,300	-	-
Fixed Income Securities:				
Government Bonds	2,141,700	2,141,700	-	-
U.S. Corporate Bond Mutual Funds	1,012,800	1,012,800	-	-
Total Fixed Income Securities	3,154,500	3,154,500	-	-
Total Investments at Fair Value	4,983,900	\$ 4,983,900	\$ -	\$ -
Certificates of Deposit	4,811,700			
Total Investments	\$ 9,795,600			
Beneficial Interest in Trusts	\$ 2,144,700	\$ -	\$ -	\$ 2,144,700

**Easter Seals, Inc. and Easter Seals Foundation**

**Notes to Consolidated Financial Statements**

**Note 6. Fair Value Disclosures (Continued)**

	2018			
	Total	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Observable Inputs Level 2	Significant Unobservable Inputs Level 3
Money Market Funds	\$ 389,000	\$ 389,000	\$ -	\$ -
Equity Securities:				
U.S. Large Cap Growth - Mutual Funds	354,800	354,800	-	-
U.S. Small & Mid Cap - Mutual Funds	331,200	331,200	-	-
International Mutual Funds	447,900	447,900	-	-
Total Equity Securities	1,133,900	1,133,900	-	-
Fixed Income Securities:				
Government Bonds	2,488,900	2,488,900	-	-
U.S. Corporate Bond Mutual Funds	949,100	949,100	-	-
Total Fixed Income Securities	3,438,000	3,438,000	-	-
Total Investments at Fair Value	4,960,900	\$ 4,960,900	\$ -	\$ -
Certificates of Deposit	4,442,000			
Total Investments	\$ 9,402,900			
Beneficial Interest in Trusts	\$ 1,907,000	\$ -	\$ -	\$ 1,907,000

Easterseals maintains a portion of its investment portfolio in a separate account as a reserve for its charitable gift annuities. This reserve totaled \$1,487,300 and \$1,501,600 at December 31, 2019 and 2018, respectively.

The changes in Level 3 assets measured at fair value on a recurring basis are summarized as follows:

	2019	2018
	Beneficial Interest in Trusts	Beneficial Interest in Trusts
Balance, beginning of year	\$ 1,907,000	\$ 2,116,600
Annual distributions from charitable lead trust	(41,500)	(4,600)
Charitable lead trust final distribution	(2,900)	-
Charitable remainder trust final distribution	-	(65,700)
Change in value of trusts	282,100	(139,300)
Balance, end of year	\$ 2,144,700	\$ 1,907,000

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 7. Investment Returns and Net Unrealized Gains on Perpetual Trusts

Investment returns recorded in the consolidated statements of activities and changes in net assets are as follows:

	2019	2018
Interest and dividends	\$ 187,200	\$ 184,800
Perpetual trust interest and dividends	42,400	52,700
Realized and unrealized gains	445,400	(226,200)
Perpetual trust unrealized gain	160,800	(148,700)
	<u>\$ 835,800</u>	<u>\$ (137,400)</u>

#### Note 8. Debt

Easterseals has an available \$6,500,000 bank line of credit. Borrowings outstanding under the line are due on demand and are collateralized by certain unrestricted investments. Easterseals had \$1,846,300 and \$3,933,400 outstanding under this line of credit as of December 31, 2019 and 2018, respectively. The interest rate is LIBOR plus 1.5 percent. The weighted average interest rate on the line of credit was 3.4 percent for 2019 and 2018, respectively.

#### Note 9. Affiliates

Easterseals requires each affiliate to submit its annual audited financial statements, its annual return of organization exempt from income tax (Form 990, filed with the Internal Revenue Service), and an Easterseals data template, by certain dates during each year. Easterseals headquarters reviews the audited consolidated financial statements and agrees the information to the template to ensure accuracy. The information is then aggregated and included in Easterseals' non-audited annual report. This unaudited financial information, summarized for the most recent annual reporting periods (2018), is as follows:

	(Unaudited)	
	2018	2017
Total assets	\$ 1,664,265,000	\$ 1,575,878,000
Total liabilities	527,552,000	511,456,000
Total net assets <sup>(1)</sup>	1,136,713,000	1,064,422,000
Total revenues	2,158,500,900	2,054,999,000
Total expenses and other changes in net assets	2,095,990,200	1,985,317,000

(1) Balances reflected above are aggregate totals for affiliates reporting in each year.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 9. Affiliates (Continued)

The nature of Easterseals' relationship with its affiliates, as described in the membership agreements, does not require consolidation under accounting principles generally accepted in the United States of America.

As participants in the Easterseals organization, affiliates paid membership fees of \$3,702,300 and \$3,574,600 for 2019 and 2018, respectively. Accounts receivable balances from affiliates, after allowances for uncollectible accounts, at December 31, 2019 and 2018, were \$333,600 and \$210,800, respectively. These amounts are classified in current assets based on timing of expected payments.

The aggregate amount of contributions and charitable gift annuities for which Easterseals is obligated to its affiliates as of December 31, 2019 and 2018, are \$406,000 and \$357,600, respectively. As of December 31, 2019 and 2018, the contributions and charitable gift annuities are payable as follows:

	2019	2018
Gross amounts due in:		
One year	\$ 4,000	\$ 4,000
One to five years	-	-
Thereafter	402,000	353,600
Total	<u>\$ 406,000</u>	<u>\$ 357,600</u>

#### Note 10. Allocation of Joint Information Costs

For the years ended December 31, 2019 and 2018, Easterseals incurred joint program services costs of \$17,083,200 and \$20,712,300, respectively, for informational materials that included fundraising appeals. For 2019 and 2018, Easterseals allocated \$6,531,500 and \$8,706,700, respectively, to public health education and \$10,551,700 and \$12,005,600, respectively, to fundraising.

#### Note 11. Pension Plan

Easterseals has a defined benefit pension plan covering substantially all of its employees. Benefits are based on years of service and the employee's average compensation. Easterseals' funding policy has been to contribute annually an amount equal to at least the minimum amount required under the applicable employment retirement regulations. The plan was last amended effective April 30, 2012, freezing eligibility, compensation, and benefit accruals.

The following tables set forth the accumulated benefit obligation, projected benefit obligation, and the change in the plan assets of the defined benefit pension plan with measurement dates of December 31, 2019 and 2018. The tables also reflect the funded status of the plan, as well as recognized and unrecognized amounts in the consolidated statements of financial position.



**Easter Seals, Inc. and Easter Seals Foundation**

**Notes to Consolidated Financial Statements**

**Note 11. Pension Plan (Continued)**

	2019	2018
Accumulated benefit obligation	\$ 35,787,900	\$ 32,452,800
Change in projected benefit obligation:		
Projected benefit obligation at beginning of year	\$ 32,452,800	\$ 34,762,100
Interest cost	1,293,300	1,202,800
Actuarial (gain) loss	3,844,700	(1,724,900)
Benefits paid	(1,802,900)	(1,787,200)
Projected benefit obligation at end of year	35,787,900	32,452,800
Change in plan assets:		
Fair value of plan assets at beginning of year	21,430,500	23,931,800
Actual (loss) return on plan assets	4,844,800	(1,671,700)
Employer contributions	1,041,200	957,600
Benefits paid	(1,802,900)	(1,787,200)
Fair value of plan assets at end of year	25,513,600	21,430,500
Reconciliation of funded status:		
Funded status	(10,274,300)	(11,022,300)
Net amount recognized	\$ (10,274,300)	\$ (11,022,300)
Amounts recognized in statement of financial position consist of:		
Noncurrent liabilities	\$ (10,274,300)	\$ (11,022,300)

Included in unrestricted net assets at December 31, 2019 and 2018, are unrecognized actuarial losses of \$14,818,900 and \$16,180,900, respectively, that have not been recognized in the net periodic pension cost.

The estimated net actuarial loss for this defined benefit pension plan that will be amortized from unrestricted net assets into net periodic benefit cost over the next fiscal year is \$1,465,500.

Changes in plan assets and benefit obligations recognized in unrestricted net assets during the reporting period include:

	2019	2018
Current year actuarial loss	\$ (11,700)	\$ 940,400
Amortization of net loss	(1,350,300)	(1,189,500)
	\$ (1,362,000)	\$ (249,100)
Components of net periodic benefit cost:		
Interest cost	\$ 1,293,300	\$ 1,202,800
Expected return on plan assets	(988,400)	(993,600)
Amortization of actuarial loss	1,350,300	1,189,500
Net periodic benefit cost	\$ 1,655,200	\$ 1,398,700

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 11. Pension Plan (Continued)

The weighted-average assumptions used in determining the actuarial present value of the projected benefit obligation were as follows:

	2019	2018
Weighted-average discount rate	3.15%	4.10%
Weighted-average rate of compensation increase	N/A	N/A

The weighted-average assumptions used in determining the net periodic benefit cost were as follows:

	2019	2018
Weighted-average discount rate	4.10%	3.55%
Weighted-average rate of compensation increase	N/A	N/A
Weighted-average expected long-term rate of return on plan assets	6.00%	5.75%

Easterseals determines the long-term expected rate of return on plan assets by examining historical capital market returns, correlations between asset classes, and the plan's normal asset allocation. Current and near-term market factors, such as inflation and interest rates, are then evaluated to arrive at the expected return on plan assets. Peer group or benchmarking data are also reviewed to ensure reasonable and appropriate assumptions.

#### *Plan Assets*

In 2017, Easterseals changed asset managers and separated the assets of the Master Trust into individual investment accounts for each pension plan. The investment accounts for each pension plan are now invested in pooled separate accounts. The following value of plan assets in 2019 and 2018 relate solely to the Easter Seals, Inc. Pension Plan. Following is a description of the valuation methodology used for assets measured at fair value at December 31, 2019 and December 31, 2018.

*Shares of mutual funds:* Valued at the closing price reported on the active market on which individual securities are traded.

*Pooled separate accounts:* Valued at the total of the net asset value (NAV) of shares of pooled separate accounts and cash held by the account at year-end. The Plan's interest in the pooled separate accounts is valued based on the information reported by the investment advisor. The NAV, as provided by the investment manager, is used as a practical expedient to estimating fair value. The NAV is based upon the fair value of the underlying investments comprising the fund less its liabilities.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

#### Note 11. Pension Plan (Continued)

Fair value measurements at December 31, 2019 and 2018 were as follows:

	2019				
	Total	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Valued Using NAV <sup>(a)</sup>
Mutual Funds					
Equity Investments					
U.S. Large Cap	\$ 3,711,900	\$ 3,711,900	\$ -	\$ -	\$ -
U.S. Small & Mid-Cap	3,470,000	3,470,000	-	-	-
International	6,927,600	6,927,600	-	-	-
Total Equity Investments	14,109,500	14,109,500	-	-	-
Pooled Separate Accounts	11,404,100	-	-	-	11,404,100
Total Investments at Fair Value	\$ 25,513,600	\$ 14,109,500	\$ -	\$ -	\$ 11,404,100

  

	2018				
	Total	Quoted Prices in Active Markets for Identical Assets Level 1	Significant Observable Inputs Level 2	Significant Unobservable Inputs Level 3	Valued Using NAV <sup>(a)</sup>
Mutual Funds					
Equity Investments					
U.S. Large Cap	\$ 2,657,500	\$ 2,657,500	\$ -	\$ -	\$ -
U.S. Small & Mid-Cap	2,396,800	2,396,800	-	-	-
International	4,861,800	4,861,800	-	-	-
Total Equity Investments	9,916,100	9,916,100	-	-	-
Pooled Separate Accounts	11,514,400	-	-	-	11,514,400
Total Investments at Fair Value	\$ 21,430,500	\$ 9,916,100	\$ -	\$ -	\$ 11,514,400

(a) Certain investments that are measured at fair value using the net asset value per share (or its equivalent) practical expedient have not been categorized in the fair value hierarchy. The fair value amounts presented in the tables above are intended to permit reconciliation of the fair value hierarchy to plan assets.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 11. Pension Plan (Continued)

The following table summarizes investments measured at fair value based on NAV using the practical expedient as of December 31, 2019 and 2018:

	Fair Value		Unfunded Commitment	Redemption Frequency	Redemption Notice Period
	2019	2018			
Pooled Separate Accounts					
LargeCap S&P 500 Index SA (a)	\$ 1,749,600	\$ 1,039,700	\$ -	daily	1 day
LDI Short Duration SA (b)	518,700	3,040,800	-	daily	1 day
LDI Medium Duration SA (c)	1,683,900	2,618,200	-	daily	1 day
LDI Long Duration SA (d)	7,451,900	4,815,700	-	daily	1 day
	<u>\$ 11,404,100</u>	<u>\$ 11,514,400</u>			

- (a) LargeCap S&P 500 Index Separate Account includes investments in common stock of U.S. companies that have a market capitalization of more than \$16 billion.
- (b) LDI Short Duration Separate Account includes investments in fixed income securities considered to be investment grade quality which mature in less than 3 years. The portfolio also includes investments in U.S. Treasury bonds, bills and notes, and obligations of federal agencies and instrumentalities.
- (c) LDI Medium Duration Separate Account includes investments primarily in fixed income securities with maturities of 3-10 years.
- (d) LDI Long Duration Separate Account includes investments primarily in fixed income securities which mature in greater than 10 years. In addition, it may invest in over the counter derivative instruments such as options and futures.

Easterseals employs a total return investment approach whereby a mix of equities and fixed income investment funds are used to maximize the long-term return of plan assets for a prudent level of risk. Risk tolerance is established through careful consideration of plan liabilities, plan funded status and corporate financial condition. The investment portfolio contains a diversified blend of equity and fixed income funds.

#### Contributions

Easterseals made contributions to the pension plan of \$1,041,200 and \$957,600 during the years ended December 31, 2019 and 2018, respectively. Easterseals plans on contributing \$1,139,300 to the plan in 2020.

#### Estimated Future Benefit Payments

Estimated future benefit payments are as follows:

Year ending December 31:

2020	\$ 1,880,000
2021	1,920,000
2022	1,940,000
2023	1,970,000
2024	2,010,000
2025-2029	10,020,000

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 12. Net Assets With Donor Restrictions

Net assets at December 31, 2019 and 2018, have been restricted by donors as follows:

	2019	2018
Program restrictions:		
Advocacy	\$ 59,200	\$ 67,400
Geographic location	22,700	215,300
Education	23,800	43,700
Services for young children	110,700	100,600
Services for veterans	-	516,000
Endowment funds	20,000	20,000
Beneficial interest in trusts	1,875,600	1,669,200
Time restriction	566,000	1,013,600
Totals	<u>\$ 2,678,000</u>	<u>\$ 3,645,800</u>

Net assets were released from donor restrictions when expenses were incurred to satisfy the restricted purposes specified by donors or time restrictions met for the years ended December 31, 2019 and 2018, as follows:

	2019	2018
Program restrictions:		
Advocacy	\$ 8,200	\$ 14,600
Geographic location	291,500	340,400
Education	45,000	131,200
Services for young children	235,500	268,300
Services for veterans	516,000	511,400
Time restriction	725,400	986,300
Totals	<u>\$ 1,821,600</u>	<u>\$ 2,252,200</u>

Beneficial interest in trusts consists of beneficial interest in perpetual trusts and a charitable remainder trust receivable. Easterseals does not consider its beneficial interest in perpetual trusts to be part of its endowment since it has no control over the assets included in the perpetual trusts. Easterseals' endowment consists of the donation to be held in perpetuity of \$20,000. The income generated from the fund is not donor restricted.

#### Note 13. Leases

Easterseals signed a 12-year lease agreement for new office space in November 2015. As an incentive for the new office space, the lessor paid \$1,165,900 for the lease termination penalty on Easterseals' old office space on behalf of Easterseals. The lease also provides Easterseals with a \$1,470,500 tenant improvement allowance. Lease incentives are recorded as deferred rent and other on the consolidated statements of financial position and amortized against rental expense over the life of the lease.

Base rent is recognized on a straight-line basis and rental expense for operating leases in Chicago amounted to \$485,200 for the years ended December 31, 2019 and 2018, respectively.

## Easter Seals, Inc. and Easter Seals Foundation

### Notes to Consolidated Financial Statements

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#### Note 13. Leases (Continued)

Easterseals has an operating lease for office space in Washington, D.C. which provides for annual base rent plus a pro rata share of real estate taxes and other operating expense as defined in the lease. An amendment to this lease started May 2016 which provided 11 months of rent abatement. Rent expense is recognized on a straight-line basis over the life of the lease and was \$587,000 for the years ended December 31, 2019 and 2018, respectively. This lease term is through June 2028. Beginning in May 2018, Easterseals began subleasing the office space. The sublease runs through June 2028 and provides for annual base rent plus the subtenants pro rate share of real estate taxes and other operating expenses. Rent income is recognized on straight-line bases over the life of the lease and was \$450,400 for the year ended December 31, 2019. Total minimum rentals remaining to be received over the life of the noncancellable sublease is expected to be \$4,021,100.

Easterseals had an operating lease for office space in Washington, D.C. which provides for annual base rent plus a pro rata share of real estate taxes and other operating expense as defined in the lease. An amendment to this lease started May 2018 which provided 1 month of rent abatement. Rent expense is recognized on a straight-line basis over the life of the lease and was \$92,400 and \$80,600 for the years ended December 31, 2019 and 2018, respectively. This lease term ended November 2019.

Easterseals entered into an operating lease for office space in Maryland in October 2019 which provides for annual base rent as defined in the lease. Rent expense is recognized on a straight-line basis over the life of the lease and was \$3,400 for the year ended December 31, 2019. This lease term will end December 31, 2020.

Certain equipment is leased under agreements expiring in various years through 2022 and are recorded herein as capital leases.

Future minimum lease payments are as follows:

	Capital Leases	Operating Leases
Year ending December 31:		
2020	\$ 8,500	\$ 1,299,700
2021	8,500	1,297,700
2022	7,000	1,326,700
2023	-	1,357,600
2024	-	1,386,700
2025-2028	-	5,496,100
Total minimum lease payments	24,000	\$ 12,164,500
Less amounts representing interest	1,300	
Present value of net minimum lease payments	\$ 22,700	

#### Note 14. Contingencies

Easterseals is occasionally party to lawsuits and claims arising out of the conduct of its business. Easterseals' management is of the opinion that the outcome of these matters will not have a material effect on the consolidated financial statements.



RSM US LLP

**Independent Auditor's Report  
on the Supplementary Information**

To the Board of Directors  
Easterseals

We have audited the financial statements of Easter Seals, Inc. and Easter Seals Foundation (collectively, Easterseals) as of and for the years ended December 31, 2019 and 2018, and have issued our report thereon, which contains an unmodified opinion on those financial statements. See page 1-2. Our audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The consolidating information is presented for purposes of additional analysis rather than to present the financial position and results of operations of the individual entities and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The consolidating information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*RSM US LLP*

Chicago, Illinois  
May 29, 2020

## Easter Seals, Inc. and Easter Seals Foundation

### Consolidating Statement of Financial Position December 31, 2019

	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated
<b>Assets</b>				
Current assets:				
Cash and cash equivalents	\$ 577,300	\$ -	\$ -	\$ 577,300
Investments	8,308,300	-	-	8,308,300
Accounts receivable from affiliates, net	333,600	-	-	333,600
Government grants and contract receivable	3,184,800	-	-	3,184,800
Pledges receivable, net	5,000	-	-	5,000
Other accounts receivable, net	745,300	-	-	745,300
Prepaid expenses	766,000	-	-	766,000
<b>Total current assets</b>	<b>13,920,300</b>	<b>-</b>	<b>-</b>	<b>13,920,300</b>
Long-term assets:				
Fixed assets, net	1,772,200	-	-	1,772,200
Investments for charitable gift annuities	1,487,300	-	-	1,487,300
Other accounts receivable	64,300	-	-	64,300
Beneficial interest in trusts	2,144,700	-	-	2,144,700
Other assets	200,000	-	-	200,000
<b>Total long-term assets</b>	<b>5,668,500</b>	<b>-</b>	<b>-</b>	<b>5,668,500</b>
<b>Total assets</b>	<b>\$ 19,588,800</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 19,588,800</b>
<b>Liabilities and Net Assets (Deficit)</b>				
Current liabilities:				
Accounts payable and accrued liabilities	\$ 4,675,400	\$ -	\$ -	\$ 4,675,400
Accounts payable to affiliates	4,000	-	-	4,000
Capital lease obligation	8,500	-	-	8,500
Line of credit	1,846,300	-	-	1,846,300
<b>Total current liabilities</b>	<b>6,534,200</b>	<b>-</b>	<b>-</b>	<b>6,534,200</b>
Long-term liabilities:				
Capital lease obligation	14,200	-	-	14,200
Accounts payable to affiliates	402,000	-	-	402,000
Charitable gift annuities	742,600	-	-	742,600
Deferred rent and other	3,010,500	-	-	3,010,500
Pension liability	10,274,300	-	-	10,274,300
<b>Total long-term liabilities</b>	<b>14,443,600</b>	<b>-</b>	<b>-</b>	<b>14,443,600</b>
<b>Total liabilities</b>	<b>20,977,800</b>	<b>-</b>	<b>-</b>	<b>20,977,800</b>
Net assets (deficit):				
Without donor restrictions				
Available for operations	10,751,900	-	-	10,751,900
Net actuarial pension loss	(14,818,900)	-	-	(14,818,900)
	(4,067,000)	-	-	(4,067,000)
With donor restrictions	2,678,000	-	-	2,678,000
<b>Total net assets (deficit)</b>	<b>(1,389,000)</b>	<b>-</b>	<b>-</b>	<b>(1,389,000)</b>
<b>Total liabilities and net assets (deficit)</b>	<b>\$ 19,588,800</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 19,588,800</b>



## Easter Seals, Inc. and Easter Seals Foundation

### Consolidating Statement of Financial Position December 31, 2018

	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated
<b>Assets</b>				
Current assets:				
Cash and cash equivalents	\$ 576,300	\$ -	\$ -	\$ 576,300
Investments	7,901,300	-	-	7,901,300
Accounts receivable from affiliates, net	210,800	-	-	210,800
Government grants and contract receivable	2,966,200	-	-	2,966,200
Pledges receivable, net	7,000	213,000	-	220,000
Other accounts receivable, net	644,000	-	-	644,000
Prepaid expenses	932,000	-	-	932,000
Contributions receivable from the Foundation	213,000	-	(213,000)	-
<b>Total current assets</b>	<b>13,450,600</b>	<b>213,000</b>	<b>(213,000)</b>	<b>13,450,600</b>
Long-term assets:				
Fixed assets, net	2,015,000	-	-	2,015,000
Investments for charitable gift annuities	1,501,600	-	-	1,501,600
Pledges receivable, net	6,500	-	-	6,500
Other accounts receivable	162,500	-	-	162,500
Beneficial interest in trusts	1,907,000	-	-	1,907,000
Other assets	200,000	-	-	200,000
<b>Total long-term assets</b>	<b>5,792,600</b>	<b>-</b>	<b>-</b>	<b>5,792,600</b>
<b>Total assets</b>	<b>\$ 19,243,200</b>	<b>\$ 213,000</b>	<b>\$ (213,000)</b>	<b>\$ 19,243,200</b>
<b>Liabilities and Net Assets (Deficit)</b>				
Current liabilities:				
Accounts payable and accrued liabilities	\$ 4,781,800	\$ -	\$ -	\$ 4,781,800
Accounts payable to affiliates	4,000	-	-	4,000
Contributions payable to Easter Seals, Inc.	-	213,000	(213,000)	-
Capital lease obligation	8,500	-	-	8,500
Line of credit	3,933,400	-	-	3,933,400
<b>Total current liabilities</b>	<b>8,727,700</b>	<b>213,000</b>	<b>(213,000)</b>	<b>8,727,700</b>
Long-term liabilities:				
Capital lease obligation	22,100	-	-	22,100
Accounts payable to affiliates	353,600	-	-	353,600
Charitable gift annuities	851,100	-	-	851,100
Deferred rent and other	3,327,200	-	-	3,327,200
Pension liability	11,022,300	-	-	11,022,300
<b>Total long-term liabilities</b>	<b>15,576,300</b>	<b>-</b>	<b>-</b>	<b>15,576,300</b>
<b>Total liabilities</b>	<b>24,304,000</b>	<b>213,000</b>	<b>(213,000)</b>	<b>24,304,000</b>
Net assets (deficit):				
Without donor restrictions				
Available for operations	7,474,300	-	-	7,474,300
Net actuarial pension loss	(16,180,900)	-	-	(16,180,900)
	(8,706,600)	-	-	(8,706,600)
With donor restrictions	3,645,800	-	-	3,645,800
<b>Total net assets (deficit)</b>	<b>(5,060,800)</b>	<b>-</b>	<b>-</b>	<b>(5,060,800)</b>
<b>Total liabilities and net assets (deficit)</b>	<b>\$ 19,243,200</b>	<b>\$ 213,000</b>	<b>\$ (213,000)</b>	<b>\$ 19,243,200</b>

## Easter Seals, Inc. and Easter Seals Foundation

### Consolidating Statement of Activities and Changes in Net Assets Year Ended December 31, 2019

	Without donor restrictions				With donor restrictions				Consolidated Totals
	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	
Operating:									
Public support:									
Contributions	\$ 27,110,500	\$ -	\$ -	\$ 27,110,500	\$ 546,900	\$ -	\$ -	\$ 546,900	\$ 27,657,400
Contributions from Easter Seals, Inc.	-	76,400	(76,400)	-	-	-	-	-	-
Change in value of split-interest agreements	(82,300)	-	-	(82,300)	81,800	-	-	81,800	(500)
Government grants	25,009,100	-	-	25,009,100	-	-	-	-	25,009,100
In-kind contributions	5,442,800	-	-	5,442,800	-	-	-	-	5,442,800
<b>Total public support</b>	<b>57,480,100</b>	<b>76,400</b>	<b>(76,400)</b>	<b>57,480,100</b>	<b>628,700</b>	<b>-</b>	<b>-</b>	<b>628,700</b>	<b>58,108,800</b>
Revenues:									
Membership fees from affiliates	3,702,300	-	-	3,702,300	-	-	-	-	3,702,300
Sales and services to affiliates	566,600	-	-	566,600	-	-	-	-	566,600
Investment returns	675,000	-	-	675,000	160,800	-	-	160,800	835,800
Miscellaneous revenue	700,900	-	-	700,900	64,300	-	-	64,300	765,200
Net assets released from restrictions	1,821,600	-	-	1,821,600	(1,821,600)	-	-	(1,821,600)	-
<b>Total revenues</b>	<b>7,466,400</b>	<b>-</b>	<b>-</b>	<b>7,466,400</b>	<b>(1,596,500)</b>	<b>-</b>	<b>-</b>	<b>(1,596,500)</b>	<b>5,869,900</b>
<b>Total public support and revenues</b>	<b>64,946,500</b>	<b>76,400</b>	<b>(76,400)</b>	<b>64,946,500</b>	<b>(967,800)</b>	<b>-</b>	<b>-</b>	<b>(967,800)</b>	<b>63,978,700</b>
Expenses:									
Program services:									
Services for affiliates:									
Program development	22,368,100	-	-	22,368,100	-	-	-	-	22,368,100
Awards to Easter Seals Foundation	76,400	-	(76,400)	-	-	-	-	-	-
Professional education and training	3,414,000	-	-	3,414,000	-	-	-	-	3,414,000
Fundraising advisory	4,040,100	-	-	4,040,100	-	-	-	-	4,040,100
Management advisory	1,870,400	-	-	1,870,400	-	-	-	-	1,870,400
<b>Total services for affiliates</b>	<b>31,769,000</b>	<b>-</b>	<b>(76,400)</b>	<b>31,692,600</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>31,692,600</b>
Public health education	9,208,700	-	-	9,208,700	-	-	-	-	9,208,700
Advocacy for persons with disabilities and research	2,708,800	-	-	2,708,800	-	-	-	-	2,708,800
<b>Total program services</b>	<b>43,686,500</b>	<b>-</b>	<b>(76,400)</b>	<b>43,610,100</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>43,610,100</b>
Supporting services:									
Fundraising	13,184,600	76,400	-	13,261,000	-	-	-	-	13,261,000
Management and general	3,142,600	-	-	3,142,600	-	-	-	-	3,142,600
<b>Total supporting services</b>	<b>16,327,200</b>	<b>76,400</b>	<b>-</b>	<b>16,403,600</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16,403,600</b>
<b>Total operating expenses</b>	<b>60,013,700</b>	<b>76,400</b>	<b>(76,400)</b>	<b>60,013,700</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>60,013,700</b>
<b>Public support and revenues less operating expenses</b>	<b>4,932,800</b>	<b>-</b>	<b>-</b>	<b>4,932,800</b>	<b>(967,800)</b>	<b>-</b>	<b>-</b>	<b>(967,800)</b>	<b>3,965,000</b>

(Continued)

## Easter Seals, Inc. and Easter Seals Foundation

### Consolidating Statement of Activities and Changes in Net Assets (Continued) Year Ended December 31, 2019

	Without donor restrictions				With donor restrictions				Consolidated Totals
	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	
Nonoperating:									
Net periodic pension benefit cost	\$ (1,655,200)	\$ -	\$ -	\$ (1,655,200)	\$ -	\$ -	\$ -	\$ -	\$ (1,655,200)
Pension liability adjustments other than net periodic benefit cost	1,362,000	-	-	1,362,000	-	-	-	-	1,362,000
<b>Total nonoperating</b>	<b>(293,200)</b>	<b>-</b>	<b>-</b>	<b>(293,200)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(293,200)</b>
<b>Change in net assets</b>	<b>4,639,600</b>	<b>-</b>	<b>-</b>	<b>4,639,600</b>	<b>(967,800)</b>	<b>-</b>	<b>-</b>	<b>(967,800)</b>	<b>3,671,800</b>
Net assets (deficit), beginning of year	(8,706,600)	-	-	(8,706,600)	3,645,800	-	-	3,645,800	(5,060,800)
Net assets (deficit), end of year	<u>\$ (4,067,000)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (4,067,000)</u>	<u>\$ 2,678,000</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,678,000</u>	<u>\$ (1,389,000)</u>

## Easter Seals, Inc. and Easter Seals Foundation

### Consolidating Statement of Activities and Changes in Net Assets Year Ended December 31, 2018

	Without donor restrictions				With donor restrictions				Consolidated Totals
	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	
Operating:									
Public support:									
Contributions	\$ 29,520,500	\$ 4,900	\$ -	\$ 29,525,400	\$ 1,591,600	\$ -	\$ -	\$ 1,591,600	\$ 31,117,000
Transfer of Foundation contributions to Easter Seals, Inc.	4,900	(4,900)	-	-	-	-	-	-	-
Contributions from Easter Seals, Inc.	-	17,200	(17,200)	-	-	-	-	-	-
Change in value of split-interest agreements	(312,000)	-	-	(312,000)	9,400	-	-	9,400	(302,600)
Government grants	26,106,800	-	-	26,106,800	-	-	-	-	26,106,800
In-kind contributions	4,572,200	-	-	4,572,200	-	-	-	-	4,572,200
<b>Total public support</b>	<b>59,892,400</b>	<b>17,200</b>	<b>(17,200)</b>	<b>59,892,400</b>	<b>1,601,000</b>	<b>-</b>	<b>-</b>	<b>1,601,000</b>	<b>61,493,400</b>
Revenues:									
Membership fees from affiliates	3,574,600	-	-	3,574,600	-	-	-	-	3,574,600
Sales and services to affiliates	312,400	-	-	312,400	-	-	-	-	312,400
Investment returns	11,300	-	-	11,300	(148,700)	-	-	(148,700)	(137,400)
Miscellaneous revenue	546,700	-	-	546,700	-	-	-	-	546,700
Net assets released from restrictions	2,252,200	-	-	2,252,200	(2,252,200)	-	-	(2,252,200)	-
<b>Total revenues</b>	<b>6,697,200</b>	<b>-</b>	<b>-</b>	<b>6,697,200</b>	<b>(2,400,900)</b>	<b>-</b>	<b>-</b>	<b>(2,400,900)</b>	<b>4,296,300</b>
<b>Total public support and revenues</b>	<b>66,589,600</b>	<b>17,200</b>	<b>(17,200)</b>	<b>66,589,600</b>	<b>(799,900)</b>	<b>-</b>	<b>-</b>	<b>(799,900)</b>	<b>65,789,700</b>
Expenses:									
Program services:									
Services for affiliates:									
Program development	22,864,400	-	-	22,864,400	-	-	-	-	22,864,400
Awards to Easter Seals Foundation	17,200	-	(17,200)	-	-	-	-	-	-
Professional education and training	4,229,700	-	-	4,229,700	-	-	-	-	4,229,700
Fundraising advisory	4,338,900	-	-	4,338,900	-	-	-	-	4,338,900
Management advisory	2,325,000	-	-	2,325,000	-	-	-	-	2,325,000
<b>Total services for affiliates</b>	<b>33,775,200</b>	<b>-</b>	<b>(17,200)</b>	<b>33,758,000</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>33,758,000</b>
Public health education	11,060,400	-	-	11,060,400	-	-	-	-	11,060,400
Advocacy for persons with disabilities and research	2,335,200	-	-	2,335,200	-	-	-	-	2,335,200
<b>Total program services</b>	<b>47,170,800</b>	<b>-</b>	<b>(17,200)</b>	<b>47,153,600</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>47,153,600</b>
Supporting services:									
Fundraising	14,460,000	17,200	-	14,477,200	-	-	-	-	14,477,200
Management and general	2,595,300	-	-	2,595,300	-	-	-	-	2,595,300
<b>Total supporting services</b>	<b>17,055,300</b>	<b>17,200</b>	<b>-</b>	<b>17,072,500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>17,072,500</b>
<b>Total operating expenses</b>	<b>64,226,100</b>	<b>17,200</b>	<b>(17,200)</b>	<b>64,226,100</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>64,226,100</b>
<b>Public support and revenues less operating expenses</b>	<b>2,363,500</b>	<b>-</b>	<b>-</b>	<b>2,363,500</b>	<b>(799,900)</b>	<b>-</b>	<b>-</b>	<b>(799,900)</b>	<b>1,563,600</b>

(Continued)

## Easter Seals, Inc. and Easter Seals Foundation

### Consolidating Statement of Activities and Changes in Net Assets (Continued) Year Ended December 31, 2018

	Without donor restrictions				With donor restrictions				Consolidated Totals
	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	Easter Seals, Inc.	Easter Seals Foundation	Eliminations	Consolidated	
Nonoperating:									
Net periodic pension benefit cost	\$ (1,398,700)	\$ -	\$ -	\$ (1,398,700)	\$ -	\$ -	\$ -	\$ -	\$ (1,398,700)
Pension liability adjustments other than net periodic benefit cost	249,100	-	-	249,100	-	-	-	-	249,100
<b>Total nonoperating</b>	<b>(1,149,600)</b>	<b>-</b>	<b>-</b>	<b>(1,149,600)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(1,149,600)</b>
<b>Change in net assets</b>	<b>1,213,900</b>	<b>-</b>	<b>-</b>	<b>1,213,900</b>	<b>(799,900)</b>	<b>-</b>	<b>-</b>	<b>(799,900)</b>	<b>414,000</b>
Net assets (deficit), beginning of year	(9,920,500)	-	-	(9,920,500)	4,445,700	-	-	4,445,700	(5,474,800)
Net assets (deficit), end of year	<u>\$ (8,706,600)</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ (8,706,600)</u>	<u>\$ 3,645,800</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 3,645,800</u>	<u>\$ (5,060,800)</u>