



Easter Seals Southern Georgia, Inc.

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February 13, 2014

To Our Friends and Supporters:


The 2013 fiscal year was a successful one for Easter Seals Southern Georgia and we are delighted to share some of the accomplishments:

- Over 2836 lives were touched by one of our programs operating across more than 60 counties;
- Two new fundraising events, “Uncorked and Unplugged” in Albany and “Sweet Charity-Desserts for a Cause” raised over \$12,000 for local programs. The Lake Blackshear event, “Sippin for the Seals” netted \$4,000 for the Cordele and Vienna Solutions Day Programs.
- The new “Friends of Megan’s House” campaigns in Valdosta and Albany secured \$1000 per month sponsorships for our signature children’s respite home operations. T.I.M.E. a non-profit formed to support “Megan’s House” raised the funds needed for a brand new wheelchair lift van enabling children to more fully access the community while guests at the home.
- The 37th Annual Bass Tournament netted \$15,000 in proceeds that support programs and services.
- A new group home was opened in Jesup and hospital transition planning was successfully for several individuals. Gently used lift vehicles were purchased and both residential homes and day programs had greater opportunities to enjoy field trips outside the local area.
- Additional funding was awarded by the Department of Behavioral Health and Developmental Disabilities and as a result, 24 summer enrichment programs were sponsored all across our territory.
- Easter Seals, Inc. granted our affiliate permission to provide services in 14 North Florida counties and our application was approved by the State Department of Education/Office of Vocational Rehabilitation Services.
- The residential program was re-organized in an effort to maximize effectiveness, ensure that health and safety needs were more comprehensively addressed and to allow for future growth.
- Financially, Easter Seals has a record year. With a budget approaching \$8.5 million dollars, our organization received an unqualified audit opinion, paid off the Vienna office building note and successfully eliminated the balance on the line of credit used for operations.
- Leadership training was provided for coordinator and management level staff and a comprehensive salary study was completed that allowed for a competitive pay structure for our professional and administrative staff.
- Public education and outreach efforts rose to new heights. Over 3700 individuals were reached through health fairs, exhibits, speaking engagements and presentations.

- All five Easter Seals affiliates in Georgia once again joined together to host a “Day at the Capitol” with many of the families served assisting us in advocating for additional services. A resolution honoring our work was introduced by State Representatives Carol Fullerton, Katie Dempsey and Rusty Kidd.
- Our affiliate assisted our national organization is hosting the Easter Seals exhibit during the National Conference of State Legislatures held in Atlanta.
- A “Lunch and Learn” event for estate planners was hosted at the Easter Seals office and materials were provided that would enable donors to make larger, more impactful gifts.
- Easter Seals Boards of Directors were active in Albany, Cordele, Vienna, Moultrie, Cairo, Ashburn, Waycross, Jesup, Valdosta, Americus, Camilla, Tifton and Thomasville. Their assistance in needs assessment data gathering, public awareness and advocacy was invaluable.

It has been a pleasure to serve as Executive Director for the past 21 years and watch the growth of this organization as it stretches to meet the needs and challenges of children and adults with disabilities.

Sincerely,



Beth English
Executive Director

EASTER SEALS SOUTHERN GEORGIA, INC.
FINANCIAL SUMMARY
September 1, 2012 - August 31, 2013

ASSETS		LIABILITES & NET ASSETS	
Cash	\$ 300,537	Current Liabilities	\$ 768,335
Restricted Cash	\$ 283,540	Long Term Debt	\$ 337,308
Endowment Account	\$ 42,907	Unrestricted Net Assets(Designated)	\$ 283,540
Accounts Receivable	\$ 558,827	Unrestricted Net Assets(Undesignated)	\$ 1,063,943
Other Assets	\$ 186,170	Permanently Restricted Assets	\$ 42,100
Property & Equipment	\$ 1,123,245		
TOTAL ASSETS	\$ 2,495,226	TOTAL LIABILITES	
		& NET ASSETS	\$ 2,495,226

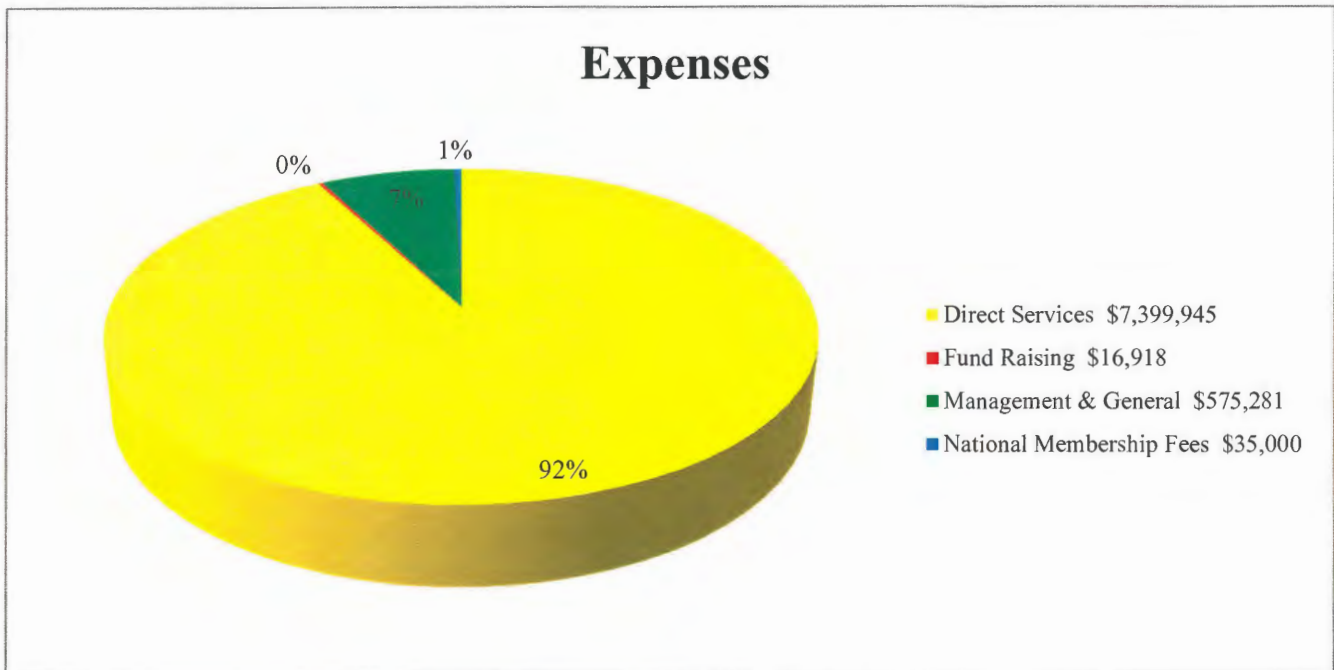
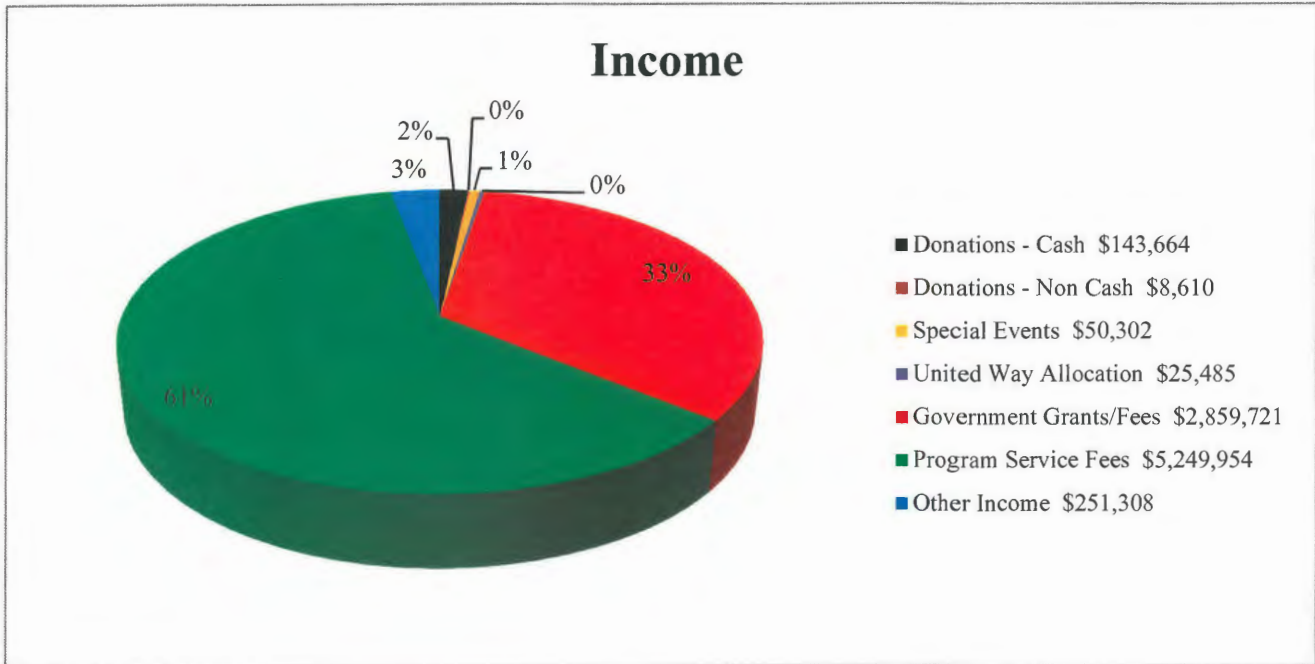
	<u>ACTUAL</u>
<u>INCOME</u>	
Donations - Cash	\$ 143,664
Donations - Non Cash	\$ 8,610
Special Events	\$ 50,302
United Way Allocation	\$ 25,485
Government Grants/Fees	\$ 2,859,721
Program Service Fees	\$ 5,249,954
Other Income	\$ 251,308
TOTAL INCOME	\$ 8,589,044

<u>EXPENSES</u>	
Direct Services	\$ 7,399,945
Fund Raising	\$ 16,918
Management & General	\$ 575,281
National Membership Fees	\$ 35,000
TOTAL EXPENSES	\$ 8,027,144

TOTAL EXPENSES	
OVER INCOME	\$ 561,900

NOTE: Does not include financial information of affiliated HUD housing Corporations.

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