

Schreiber  
Pediatric  
Rehab  
Center  
of  
Lancaster  
County



A YEAR OF SUCCESSES!



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**Schreiber Pediatric Rehab Center  
Annual Report**

**July 1, 2014 – June 30, 2015**

## In the big picture at Schreiber, some big steps forward

There are so many great things occurring every day at Schreiber that it can sometimes be hard to step back and take stock of what's happening in the bigger picture.

When we do that, though, we can tell you: The bigger picture looks pretty good, too.

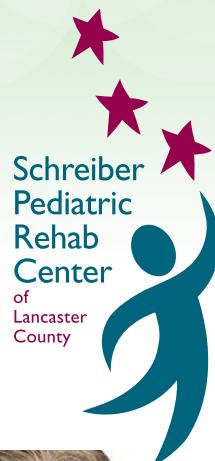
In 2014-15, we took several important steps forward.

**We have a better building.** We obtained several substantial donations, including grants from the Stabler and High foundations, that allowed us to replace our aged HVAC system. We also replaced the plumbing, carpeting and repainted throughout the public areas. We managed this without having to spend one dollar from our operating funds.

**We have better technology.** After raising more than \$85,000 in dedicated funds, we were able to completely overhaul our IT infrastructure. We replaced two aging, overloaded servers with two new servers. We updated our billing and scheduling software for the first time in 12 years, and we purchased new accounting software for the Finance Office.

**We raised the bar on fundraising:** One of the four main goals of the Schreiber Strategic Plan passed by the Board in September 2014 was to raise \$1 million net on an annual basis within three years. We reached our goal after one year through increases across all areas of Financial Development. We had the largest fundraiser in Schreiber's history when our annual Phonathon, which only began three years ago, brought in more than \$180,000.

We also hired staff in all therapy departments to keep pace with increased demand, and our rebranded daycare is filled to capacity. But here's the most important thing to remember: Thanks to your partnership and support, we will continue to provide the life-changing services that are so needed within our community. We look forward to sharing more successes as we celebrate our 80th anniversary in 2016.



James DeBord  
President



Jon Hill  
Chairman,  
Board of Directors

### MISSION STATEMENT

*Schreiber Pediatric Rehab Center of Lancaster County is a nonprofit organization that provides family-centered education and therapy programs for infants, children and adolescents with congenital and acquired disabilities and developmental delays. Our goal-oriented approach maximizes each child's ability to function as independently as possible within the community.*

James DeBord

Jon Hill

Total children served (approx.) — 3,154

### Therapy programs 7/1/14 to 6/30/15

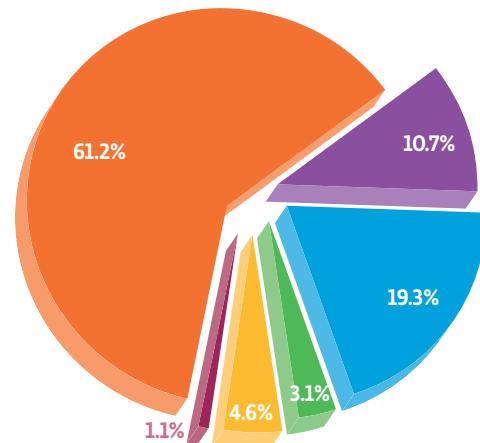
Children served total.....	<b>1,700</b>
Occupational therapy.....	632
Physical therapy .....	498
Speech therapy.....	570
<b>Number of visits total.....</b>	<b>30,944</b>
Occupational therapy.....	11,734
Physical therapy .....	6,415
Speech therapy.....	12,795

### Education programs 7/1/14 to 6/30/15

Children served total.....	<b>1,454</b>
<b>Preschool, daycare and recreation</b>	
Preschool.....	67
Summer camps.....	220
Club 625 .....	286
Social services/recreation .....	361
Daycare.....	120
Other events.....	400

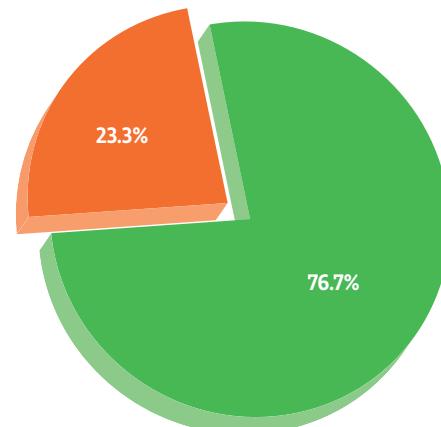
### 2014–2015 Operating revenue

● Program service revenue.....	\$ 2,612,681
● Contributions.....	825,614
● Special events .....	455,934
● United Way .....	132,038
● Bequests.....	195,837
● Other income.....	46,533
<b>Total Operating Revenue .....</b>	<b>\$ 4,268,637</b>



### 2014–2015 Expenditures

● Salaries and benefits .....	\$ 3,041,881
● Other operating .....	923,975
<b>Total Expenditures .....</b>	<b>\$ 3,965,856</b>



## Why our fundraising matters

Every year, Schreiber has to confront about a \$950,000 budget shortfall. Our reimbursements for therapy services do not cover our costs, and over the course of a year it adds up to almost \$1 million. The reasons basically can be boiled down to two statements:

**1. Pediatric therapy has the lowest reimbursement rates of any medical service in today's health care industry.**

At Schreiber, our average reimbursement rate is 42 percent. Which means for every \$100 in charges we submit to the insurance companies, we receive \$42 in payment.

**2. Around 90 percent of the children we serve have been diagnosed with a special need.**

Many of our families are eligible to receive government support to help pay for Schreiber's services. That's good for our families, but the government reimbursement rates from Medicaid are even lower than those from private insurance.

Our special events play an important part in our annual budget. Thanks to the generous support of sponsors and ticket buyers, events such as our annual Gala, our Rubber Duckie Race and Softball Weekend netted more than \$300,000 in 2014-15.

This fundraising success is crucial. Your contributions and participation in our events help us cover that \$950,000 shortfall. And

know that we spend that money wisely. For every dollar raised, 84 cents go directly to providing services for Schreiber kids.

**Also worth noting**

Two significant sources of revenue for 2014-15 will probably go away in 2015-16: a one-time \$195,000 bequest; and the United Way of Lancaster County's \$132,000 contribution.

Your continued support is crucial to our future financial security. Each of you is truly a Schreiber community partner, and we thank you.

## 2014-2015 our programs & services

Physical Therapy	Camp Schreiber
Occupational Therapy	Camp Kaleidoscope
Speech-Language Therapy	Social Services
Aquatic Therapy	Family Support Groups
S.T.A.R.S. Preschool	Respite Care
Daycare	Toy Lending Library
Recreational Programs	We're All Special™
	Music Therapy

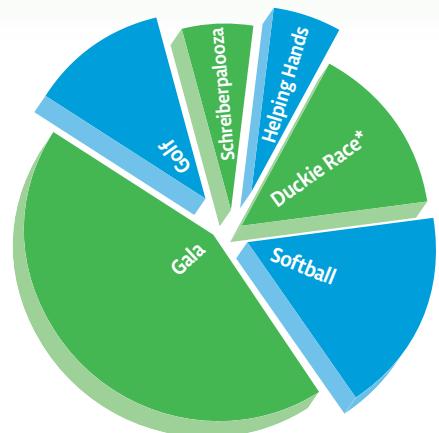


## A closer look:

### 2014-2015 Special Events

Total Special Event Net Revenue:

\$ 305,318



### 2014 Special Events

26th Annual Rubber Duckie Race\*, July 27

Schreiberpalooza, Sept. 6

Fourth Annual Golf Classic, Sept. 29

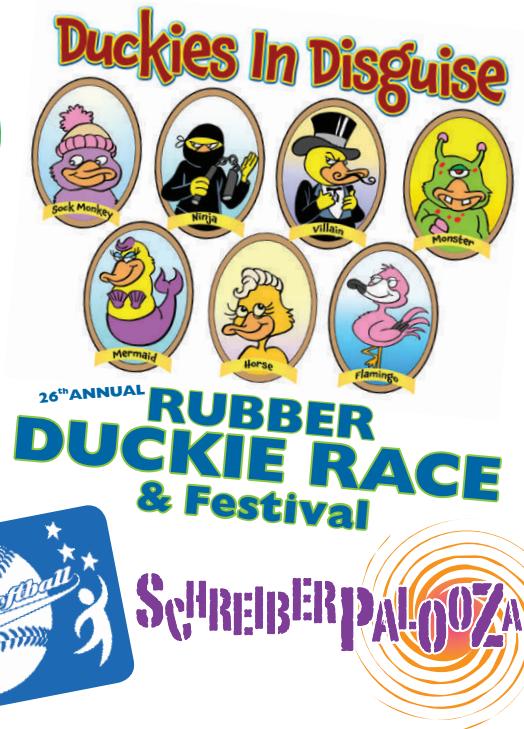
### 2015 Special Events

33rd Annual Gala, March 28

Helping Hands, April 10-24

33rd Annual Softball Weekend, June 5-7

\*Did not include sponsorships, ticket sales and other receipts from prior fiscal year. Actual net revenue for the race was more than \$100,000.



# In appreciation

At Schreiber Pediatric Rehab Center, we serve an increasing number of children with special needs in Lancaster County and the surrounding areas each year, and open our doors to any child in need of services regardless of the family's ability to pay. It is important to us to honor our financial mission, and that is why your support means so much to us.

**We want to thank those individuals, community organizations and corporations who have made a difference this past year by supporting Schreiber Pediatric and the children we serve.**



## \$15,000 and up

Anonymous  
C.R. Lapp's Family Restaurant  
Clark Associates Inc.  
Charitable Foundation  
DAS Companies, Inc.  
Donegal Mutual Insurance Group  
Ms. Susan E. Ewell  
The S. Dale High Family Foundation  
Kiwanis Club of Lititz  
Lancaster County Community Foundation  
Lancaster Toyota  
LCBC Church  
Mrs. Janet Lee Murphy  
Seraph Foundation  
John W. Showers Estate  
Margie M. Showers Estate  
The Donald B. and Dorothy L. Stabler Foundation  
The Steinman Foundation  
Susquehanna Bank  
United Way of Lancaster County

## \$5,000—\$14,999

Anonymous  
Aetna  
Alcoa Mill Products  
Richard S. and Ann B. Barshinger Foundation  
Benecon Group  
Clark Family Foundation  
James B. Doble Trust  
Dutch Valley Food Distributors  
Mr. and Mrs. Jim Eberle  
Mrs. Sarah Y. Fisher  
Fraternal Order Of Police, Red Rose Lodge #16  
Fulton Financial Corporation  
Gamber Foundation  
Robert J. Gunterberg Charitable Foundation  
knack\*  
Kratos Electronic Products Division  
Lancaster County Motors, Inc.  
Listrak, Inc.  
MXL Industries, Inc.  
PA Leadership Charter School  
Riverside Camping Association

Margaret K. Shenk Trust  
St. Joseph Health Ministries  
The Hershey Company  
Truist Connect  
Mrs. Ruth B. Wilson  
Raymond B. Worst Estate

## \$2,500—\$4,999

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Capital BlueCross  
Cargill  
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Design Data Corporation  
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Dr. and Mrs. Owen Fox  
Fulton Bank  
Fulton Family Foundation  
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Murray Securus  
National Penn Bank  
Ranck's Family Restaurant  
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Simeral Construction  
Spring View Poultry Producers, Inc.  
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United Way of Greater Philadelphia and Southern New Jersey  
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## \$1,000—\$2,499

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Gus's Keystone Family Restaurant  
Mr. and Mrs. Brian Hartz  
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PPL  
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 United Way of York County  
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 Wiley's Pharmacy  
 Irene Weidman Charitable Trust  
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