



# annual report

JULY 1, 2017 — JUNE 30, 2018



*Enriching lives. Giving hope. For all who need us, every day.*

# embracing change is what we do

*“To improve is to change; to be perfect is to change often.”*

— Winston Churchill

That quote from Churchill resonates with us at Schreiber. In the past few years, we have undertaken several significant changes.

In the span of four years, we built our Schreiber Endowment Fund to more than \$500,000, without the benefit of a major fundraising campaign. In late 2017, we opened a new infant room, part of our Circle of Friends Academy child care center. In 2018, we began the work of addressing our three major goals from the 2017-18 strategic planning process: reduce our operational deficit; identify at least one new line of service that fits our mission and increases revenue; and introduce a rebranding of Schreiber.

And we did all that while adding staff and making improvements to be able to better serve the children and families who depend on us.

It's a lot of change, and there's more coming. Based on the growing number of children referred to us, we are seeing more kids month after month, and year after year. The more kids we see, the greater our deficit. The greater our deficit, the more money we have to raise.

That's why building our endowment is such a critical piece of our long-term financial strategy. Eventually, we hope to be able to use the interest from the endowment to offset the losses from providing services.

We're not there, yet. So we keep trying to engage the community with the stories of the families we see, families like the Grassos (see more of their story on page 4).

“Families with children with disabilities, they hang onto (Schreiber),” Andrea Grasso said. “People from the outside need to see what happens here. They need to see how remarkable this place is and the incredible things that come out of here.”

We couldn't agree more. It's why we will keep changing and improving: to keep making more incredible things happen for every family who needs us.



**James DeBord**  
President



**Brian Hartz**  
Chairman,  
Board of Directors

## Mission Statement

The Schreiber Center for Pediatric Development is a nonprofit organization that offers the finest in innovative therapy, education and recreation resources for children, teens and young adults. We provide everything needed for all of life's challenges, so that families and children can reach their dreams and vision. We see every child's unique capabilities and help them achieve their fullest potential.

A handwritten signature in black ink, appearing to read 'James DeBord'.

James DeBord

A handwritten signature in black ink, appearing to read 'Brian Hartz'.

Brian Hartz

# total children served

approx. **5,940**

## Therapy Programs 7/1/17 to 6/30/18

### Children served

Occupational therapy .....	1,249
Physical therapy .....	911
Speech therapy .....	1,296

**Total ..... 3,456**

### Number of visits

Occupational therapy .....	12,487
Physical therapy .....	8,281
Speech therapy .....	16,196

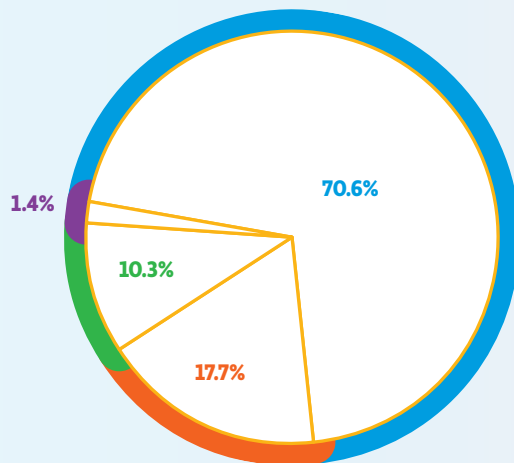
**Total ..... 36,964**

## Education Programs 7/1/17 to 6/30/18

### Children served

Preschool .....	71
Summer camps .....	255
Club 625 events .....	349
Social services/recreation .....	269
Daycare .....	150
Special instruction .....	953
Other programs .....	437

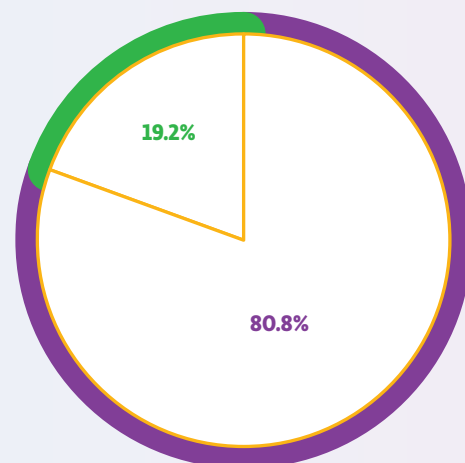
**Total ..... 2,484**



## 2017-18 Operating Revenue

● Program services .....	\$ 3,631,393
● Contributions .....	909,711
● Special events .....	529,493
● Other income .....	72,744

**Total operating revenue ..... \$ 5,143,341**



## 2017-18 Expenditures

● Salaries, payroll taxes and benefits .....	\$ 3,769,993
● Other operating expenses .....	417,576

**Total expenditures ..... \$ 4,187,569**

# you made a difference

## One family's story: **The Grassos**

**Starting services at Schreiber** for two of her children did not create anxiety for Andrea Grasso. She had seen what Schreiber did for two of her sisters. Andrea's sister Ashley was born with Prader-Willi Syndrome, a rare genetic condition that creates a host of physical and developmental challenges. Then her parents adopted Ariel, a little girl who had Down Syndrome. And the visits to Schreiber continued.

Fast forward a few years. Andrea and her husband Nick had started a family, and two of their children had special needs. Their son Paxton suffered a brain hemorrhage shortly after birth that required a shunt in his brain and left him with some sensory and behavioral issues. Their adopted daughter Giuliana was born with Down Syndrome, like her Aunt Ariel.



### ... where families can have hope.

Both children have thrived at Schreiber. Paxton has lost much of his shyness and he's learning how to cope with his anxiety and manage his emotions. Giuliana has gained strength physically and learned how to speak in sentences.

Andrea knows more than most what a difference Schreiber can make in a child's life. For many families, this is one of the few places, maybe even the last place, where families can have hope. Hope that a son will live a full life free of anxiety, or a daughter will learn to talk.

"Families with children with disabilities, they hang onto (Schreiber)," she said. "People from the outside need to see what happens here. They need to see how remarkable this place is and the incredible things that come out of here."

## WHAT PARENTS SAY

*"The staff is very patient and caring. Everyone is very welcoming. Abby's therapists are consistent: They are dedicated to their job and have been with her for many years. And Schreiber to Abby is fun! She looks forward to coming every week!"*

—Melanie DeHart, mother of Abby DeHart

*"Kami has had a wonderful experience so far at Schreiber. We are so thankful to her therapists for always trying something new with her, to push her farther in her recovery. We truly feel like it's a team effort to help her, and we are blessed to have such an awesome team."*

—Juliann Appleby, mother of Kami Appleby

# in appreciation

At Schreiber Center for Pediatric Development, 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 and the children we serve.**

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### *Mr. & Mrs. Matthew Ford's 4th Wedding Anniversary*

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