

We Build Beautiful Families



Annual Report 2013-2014



Adoptions
From The Heart[®]

Mission Statement

Since 1985, as a non-profit organization, the mission of Adoptions From The Heart has been to provide safe and loving homes for children and offer quality, comprehensive services to families, birth parents and children. Through educational, counseling and support programs, we help strengthen families, support birth parents and educate the community. The agency's mission also extends out into the community at large by providing financial support to families and children in need and helping to educate the public by providing trainings to hospitals, clinics, schools and social workers. Adoptions From The Heart is also very active in continuing to help draft and propose legislation in various states that will positively impact the adoption and child welfare system.

Core Values

C. H. O. I. C. E. S.

Communication: To listen well, be clear, respectful and inspiring

Honesty: To be truthful and sincere

Oppportunity: Offer opportunity for growth and development

Integrity: Make decisions that are consistent with the agency mission

Creativity: Use imagination to transcend traditional ideas and create meaningful new ideas

Equality: Treat all clients, employees and their families with respect and dignity regardless of race, religion, sexual orientation, gender identity, gender expression, marital status, income level, or title

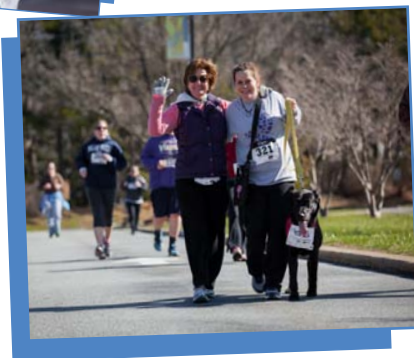
Support: Support a woman's rights with regard to family planning



Adoptions From The Heart®

The Joys of Adoption

Photos from the 2014 Find Her Footing 5K



Building Our Future ...

A message from the Executive Director

Dear Friends:

The 2013-2014 fiscal year has been marked with growth represented in the expansion of established projects such as the Find Her Footing 5K and Paper Heart Project as well as the inclusion of new achievements such as a redesigned website, utilization of Adoptimist to increase the agency's exposure and AFTH's Adoption in the Changing World conference.

AFTH was thrilled to have Adam Pertman of the Adoption Institute as our keynote for the "Adoption in the Changing World: Tools for Professionals and Families" held on October 22nd in Middletown, CT at Wesleyan University. Prospective adoptive parents and adoption professional filled classrooms for a day of adoption education. The conference was a successful event which has led to several new referral sources for AFTH's CT Office.

As a means of increasing training opportunities in New Jersey, AFTH's Cherry Hill Office became certified to offer Continuing Education hours to social workers which has opened the door to networking in hospitals.

AFTH was glad to finally see revisions passed in Virginia's adoption laws. Virginia will now accept same-sex couples who are married or who have civil unions. Due to this change, AFTH is now able to show our LGBT families from other offices to expecting mothers in Virginia.

The agency established a new Birthparent Scholarship Fund as a ways to provide financial assistance to birthparents who are pursuing continued education. The Scholarship Fund is open to birthmothers and birthfathers regardless if they worked specifically with AFTH or not. Twice a year the board will review applicants and award scholarships. AFTH is proud to add education scholarships to the list of post-adoptive services available to birthparents.

Our fiscal year concluded successfully with a total of 149 infant placements which included 2 special needs placements, 3 sets of twins, and 12 identified cases and AFTH assisted 34 additional families with their home study only cases. Despite the growing number of prospective adoptive families choosing AFTH to help realize their dreams of parenthood, AFTH is proud to say more than half of our families are placed within one year and the majority of families open to placements of African-American children are placed within 6 months. Additionally, AFTH's reputation for providing high quality reliably services to clients has been increasing the number of hospitals turning to the agency for emergency placements.

Overall, we have had an exciting year and we are looking forward to the agency's continued growth and development as we step into the new fiscal year.



Maxine Chalker
Executive Director

Maxine Chalker

Building A Legacy ...

Through ongoing efforts to reach the agency's goals

Agency Goals

- ♥ To assist in the placement of children in a permanent adoptive family, who understand a child's feelings and their need to have knowledge about, and/or keep in touch with, their birth family.
- ♥ To educate families regarding the positive impact that open communication with birth parents and embryo donor families has on children entering families through adoption or embryo donation placement.
- ♥ To educate the public as to the positive values of adoption as an option.
- ♥ To educate the public about third party reproductive alternatives through the agency's Heartbeats Program for embryo placement assistance and surrogacy.
- ♥ To provide educational programs that will strengthen the family unit for families who have chosen adoption or third party reproductive techniques.
- ♥ To provide counseling and support services to birth parents in the communities in which they live.
- ♥ To advocate for better legislation that will positively impact the adoption and child welfare system.
- ♥ To provide home studies, counseling and individual counseling for all families, doing private adoption or adoption with another agency.

Building Stability ...

Through the direction of a dedicated Board of Directors

Adoptions From The Heart Board of Directors 2013-2014

Michael Offord, Chairman, Yellow Pages Advertising Agency

Stephen Facenda, Secretary, Viamark Advertising

McKenzie Ann Frankel, MEd, Treasurer, Entrust Financial LLC

Rita R. Roitman, CSW, Therapist

Lisa O'Mahony, Broomall Pediatrics

Dan Hall, LevLane Advertising

Han Nguyen, Schnader Harrison Segal & Lewis LLP

Thom Rossi, Emerging Technologies

Maxine Chalker, MSW / LSW, Executive Director, Adoptions From The Heart

Adoptions From The Heart says goodbye this year to Sam Wojnilower, Kathryn Johnston, and Penny Rearick who will be greatly missed by the agency.



Building Strength...

By employing a professional, dedicated staff

Staff



Some AFTH staff members, pictured at the 2014 Annual Picnic: Back row, from left: Amanda Aliberti, Stephanie Capriotti, Raedelle Fritz, Sophia Andujar, Amanda Klotz, Marilyn Rich, Michaelina Bendig, Maxine Chalker, Wayne Mollick, Hunter MacFarlane, Jeanne McGee, Karen Friedman, Ashley Kodet, Melissa Wise, Hannah Burgess, Lori Mungal, Kristy Hartley-Galbraith, Jessica Albert. Front Row: Heidi Gonzalez, Martha Culbourne, Danielle Goodman, Tamara Christ, Luli Dhimitri, Chelsey Phillips, Kathryn Johnston, Rebecca Snodgrass.

Management Team

Maxine Chalker, MSW/LSW, Executive Director

Heidi Gonzalez, BA, Assistant Director

Jeanne McGee, MSS/LSW

Kristy Hartley-Galbraith, BA

Luljeta Dhimitri, BS

Attorneys

Jay Ginsberg, Esq.
Wynnewood, Allentown

Debbie Spivack, Esq.
Delaware

Jeff Lochner, Esq.
Greensburg, PA

Donald C. Cofsky, Esq.
New Jersey

Barbara C. Jones, Esq.
Virginia

Linda Kling, Esq.
Central PA

Building Beautiful Families ...

Through domestic and international adoption programs and services

Programs and Services for Adoptive Parents

Open Domestic (U.S.A.) Adoption

Adoptions From The Heart places children born in the United States with adoptive families through open adoption. With open adoption, pregnant women select the adoptive families from letters, videos, and pictures. The adoptive family is required to support an open adoption philosophy with at least a semi-open adoption. This includes pre-placement meetings and the exchange of yearly pictures and letters as the child grows up. *AFTH* also encourages totally open adoption and the exchange of identifying information. Infants of all races are placed through the domestic program. The agency's Out of Area Domestic Program accepts applications from couples and singles from all over the country.

International Adoption

Adoptions From The Heart completes home studies, international adoption education and post placement services for any families adopting from China, Russia, Ethiopia and other countries.

Heartbeats: Embryo Placement Assistance

The agency's Heartbeat's Program continues to grow.

Adoptions From The Heart looks forward to the Heartbeats Program expanding further to help more families each year.





Private Adoption Assistance

Adoptions From The Heart offers a variety of services to assist attorneys and families in successfully completing private adoption placements. Some of the services include counseling of birth and adoptive families, home study evaluations, parental placements in Virginia, A.C.I.s in New Jersey, and Interstate Compact preparation, when applicable. In New Jersey and Connecticut, only a licensed agency can secure a 72-hour binding surrender of parental rights.

Home Studies

Adoptions From The Heart prepares independent home studies for families who are pursuing private adoption, adoption through another agency, and for families working through embryo placements programs. Home Studies are required by law for domestic and international adoptions and by many embryo placement programs. A home study is a detailed written report with information about the prospective adoptive parents gathered through group and individual meetings and a home visit. This process was created to educate and evaluate families preparing to raise an adopted child.

Required Educational Courses

Adoptions From The Heart knows that to have a successful adoption, families in both the domestic and international programs must be educated about the needs and feelings of adopted children, particularly their initial adjustment and cultural needs.

Education Series

Adoptions From The Heart offers evening and weekend educational series that will help families with the varying issues as children grow up and as different issues arise. Adoption is a life-long process and there are different needs at different periods of time.



INDEPENDENT AUDITOR'S REPORT

Board of Directors
Adoptions from the Heart, Inc.
Wynnewood, Pennsylvania

We have audited the accompanying financial statements of Adoptions from the Heart, Inc. (the "Agency") (a nonprofit organization), which comprise the statements of financial position as of June 30, 2014 and 2013, and the related statements of activities and cash flows for the years then ended, and the related notes to 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 involves 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 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 Adoptions from the Heart, Inc. as of June 30, 2014 and 2013, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

ZELINKOFSKE AXELROD LLC

Jamison, Pennsylvania
November 11, 2014

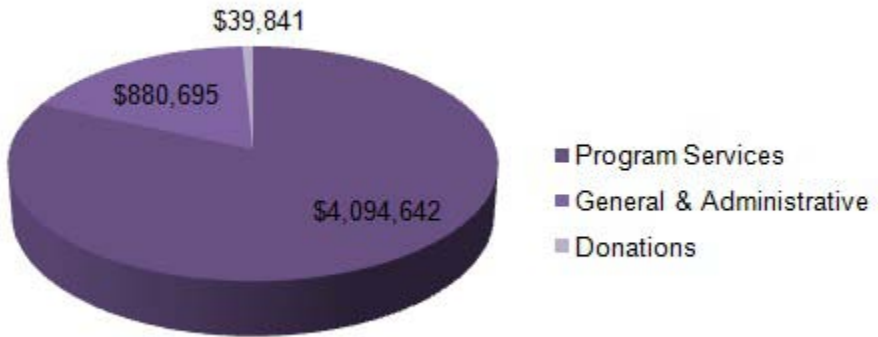
Expense Breakdown

Program Services
\$4,094,642

General & Administrative
\$880,695

Donations in USA and
Foreign Countries
\$39,841

Total Expenses
\$5,015,178



Building Understanding ...

Through education, training and community services

We Offer the Following Subsidiary Services:

- ♥ Training for professionals
- ♥ Conference workshops
- ♥ Training for prison staff
- ♥ Training for RAs in college dorms
- ♥ Post-adoption counseling for birth parents
- ♥ Educational seminars for prospective adoptive parents
- ♥ Online information webinars about adoption programs
- ♥ Detailed, one of a kind, four-part embryo education series
- ♥ Birth parent and adoptive parent support groups
- ♥ Monetary donations to birth parents in need during the holidays
- ♥ Internships in social work and marketing/public relations
- ♥ Training for elementary school and high school staff



Support Groups: Cherry Hill hosted their second annual Birthmother's Day Brunch where women came and enjoyed light refreshments while fostering conversations about placement and what open adoption has meant to them. They also shared ways to help cope with sadness during special days of the year such as Mother's Day and birthdays. At the brunch, each birthmom took time to release a balloon and tied to their balloon was a hope, dream or wish they had written for their child.

Building Credibility ...

Through membership in the following professional organizations:

- ♥ Adoption Agency Council of New Jersey
- ♥ American Adoption Congress
- ♥ North American Council on Adoptable Children
- ♥ National Council for Adoption
- ♥ Westmoreland Health and Welfare Council
- ♥ Connecticut Council on Adoption
- ♥ United Way of: *Camden County; Southeastern PA; Atlantic County; Delaware; Chester County; Lancaster County; the Capital Region; North Penn; Burlington County; the Greater Lehigh County; New York City, Central and Northeastern CT, Allegheny County, Westmoreland County, Lackawanna County, Berks County, Valley of the Sun, Bank of American United Way, AT&T United Way Employee Giving*
- ♥ Resolve: The National Infertility Association
- ♥ Three Rivers Adoption Council
- ♥ Human Rights Campaign
- ♥ Independent Business Alliance
- ♥ Virginia Association of Licensed Child Placing Agencies

Placement Statistics

In the fiscal year 2013-2014, *Adoptions From The Heart* placed 149 infants and toddlers in loving homes. The placements break down as follows:

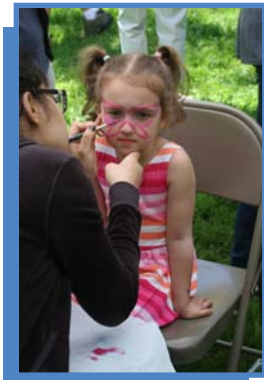
- 85 Caucasian Children from the U.S.
- 35 African-American Children from the U.S.
- 29 Biracial Children from the U.S.

Adoption Events

AFTH held their 26th Annual Family Picnic at the Fort Washington State Park, in Pennsylvania on Sunday, June 6, 2014. The sun was shining down on an estimated 1,500 people, including adoptive parents, grandparents, birth parents and children from all over several states who gathered to celebrate adoption.



Six years ago, Janet and her husband attended an information meeting at Adoptions From The Heart and met three other couples who were looking to adopt. Through the home study process, profile making and placement (all within a seven month span from each other) those four families created a special bond that they come together and celebrate at the Family Picnic every year. "Our kids are growing up together and we share so many experiences because of Adoptions From The Heart."



Everyone at the picnic enjoyed great giveaways including adoption related books for all ages and goodies from our sponsor, Cavity Busters. Music from The Raucaous Brothers played all afternoon and the children really enjoyed the face painting and Music Fun with Tom. All those in attendance snacked on the generously donated goodies from Herr's, Whole Foods, Trader Joe's, Wawa, Giant, Wegmans, and JJ Snack Foods.

Raffles were a huge hit as always and congratulations to the winners of our many raffle baskets that included items donated from:

- Cavaliers Country Club
- Twenty9 Restaurant
- Eastern State Penitentiary
- Vertex Fitness
- Oasis
- National Constitution Center
- Wilmington Blue Rocks
- Hershey Park
- Cheesecake Factory
- Longwood Gardens
- Valley Forge Casino Resort
- Corner Bakery Café
- Zakes
- Chilis
- Rolling Thunder
- Crayola Factory
- Field House Sports Bar & Grill
- Philadelphia Flyers
- Apple and iTunes
- Target
- Scholastic Books

Adoption Events

Virginia Office - The Virginia Annual Picnic was a huge success again this year. The weather was perfect. It was one of our biggest picnics so far with 114 people in attendance including 14 reunions! We even had some families make it an all-day event by starting at the picnic and then continue their visit with birthparents at other locations such as the pool or restaurant. Everyone enjoyed playing in the Fun Forest and the kids loved running through the castle maze and climbing the rock wall. We want to thank all our children, birth parents, and adoptive parents for making this picnic such a great event.



Connecticut Office - It was a spectacular day for our CT picnic! Blue skies, sailboats on the lake, and a light breeze capped off a wonderful day for all our attendees. We had 6 meetings between birth and adoptive families and approximately 100 people in attendance overall. Quassy Amusement Park provided a tasty barbecue buffet and the children enjoyed the waterpark and rides.



Giving Back...

Fundraising Events

Paper Heart Project - Clients, adoption supporters and local small businesses joined in the Paper Heart Project in November to show their support for National Adoption Month and Adoptions From The Heart.

The Paper Hearts Project was successful and raised over \$600 We were touched to see such huge community support. For \$1 donation, paper hearts were displayed at *AFTH* offices and in participating stores to spread adoption awareness and raise funds for the agency's birthmother fund and special needs adoptions. A special thank you to all of you who supported the project this year!



Gift Card Drive - This year, AFTH was able to help 35 birthmothers and 67 children with over \$10,200 in gift cards for food, clothing, and toys. AFTH received \$225 in gift card donations from supporters, which were added to list of donations AFTH gives to birth parents for the holidays. Thank you to those who participated in this year's gift card drive by mailing your donations.



Building Beautiful Families Calendar - Each year AFTH designs, "Building Beautiful Families," a calendar featuring children placed through the agency from various programs. This year, over 624 calendars were sold, bringing in over \$3,200 benefiting the AFTH Birthmother Fund.

Giving Back...

Fundraising Events



Find Her Footing 5K- The 2nd Annual Find Her Footing 5K raised over \$4,300 to support AFTH's Birthmother Fund! The event was again held at Delaware County Community College in Media, PA. Over 180 supporters of all ages came out for the family fun-filled morning! Children ages 2-10 lined up across the starting line and the event kicked off with a fun 100 meter Kid's Dash. The Kid's Dash was hosted by Boing! Bounce Rentals who donated a bounce house for the kids to enjoy after they dashed their hearts out!

Just before the runners and walkers headed off on their 5K journey, we had Heather, an AFTH birthmother, speak on behalf of The Birthmother Fund. She shared how important the support of the fund meant to her personally as well as to other women who are in need of a little extra help. Everyone who participated and even those who were just there to cheer the runners and walkers on celebrated the finishing of the race with music provided by Philadelphia's country station, 92.5 XTU; bagels donated by Original Bagel of Broomall; baked goods donated by Broomall Acme; cupcakes donated by Cupcakes Gourmet and pretzels donated by Philly Soft Pretzel Factory of Springfield. We can't wait for the 5K next year!



NEW Birth Parent Scholarship Fund- Adoptions From The Heart has been working with birth parents and adoptive families for over 29 years. Our social workers have gotten to know many great men and women who placed a child for adoption and looked to further their education. Because of these great men and women, AFTH has created a scholarship fund to help birth parents get on their feet and establish a long term career. As this is a newly established fund, AFTH is thrilled to see so many early supporters. Next year we plan on hosting fundraisers to solely benefit this new scholarship program.

Building Trust ...

Through quality birth mother services



Services to Expecting Women

Adoptions From The Heart provides all of the services to pregnant women at no charge to them. These services include counseling, support groups for birth parents and extended families, assistance with scheduling of and transportation to prenatal appointments, help with housing, medical coverage and benefits.

Adoptions From The Heart's dedicated counselors are available 24-hours a day/7 days a week for pregnant women who are considering adoption. Pregnant women simply need to call the agency's toll-free number, (800) 355-5500, to get in touch with a social worker. *Adoptions From The Heart* was able to reach even more pregnant women in need with three new commercials that were shot and aired this year. The positive feedback on our social media pages has been astounding and abundant. *Adoptions From The Heart* has also launched a new website, PregnancyAdoptionOptions.com geared specifically towards those faced with an unplanned pregnancy. The site offers free advice and presents all the options available to pregnant women, including adoption and our agency.

The relationship between the agency and the birthmother and birthfather does not end when the baby is placed. The agency serves as a liaison between the two sets of parents, when requested. In addition, ongoing counseling is available to the birth family for as long as they need it, and many of the *Adoptions From The Heart* offices have established support groups.



Building Support ...

As a nonprofit, social service organization, *Adoptions From The Heart* is supported through donations as well as fees. Supporters can direct their funding to the agency in the following ways:

Fundraising: Each and every year *Adoptions From The Heart* hosts and participates in fundraising events and opportunities to raise funds for both the AFTH mission as well as other charitable causes in the community. Fundraising in the 2013-2014 fiscal year included, holiday gift card drive, Paper Heart Project, Find Her Footing 5K, and the AFTH calendar sales.

Annual Appeal: The funds raised each year go towards assistance programs for birth parents, and educational programs for all members of the adoption triad.

The United Way: Many regional United Way branch locations have accepted *Adoptions From The Heart* as a donor option recipient, allowing agency supporters from many areas to designate their pledges to *Adoptions From The Heart*.

Matching Gifts: Employers with matching gift programs will match all or part of an employee's charitable contribution to *Adoptions From The Heart*.

Year Round Online Donation: accepting tax deductible donations year round - donors can choose to designate money to specific areas of need at www.afth.org.

Building Futures ...

Humanitarian Aid in the United States

With the help of donations from families, *Adoptions From The Heart* provides monetary and material support toward various humanitarian aid projects in the United States.

Adoptions From The Heart provides donations to birth families in need of assistance during the holiday season and throughout the year. Donations include gift certificates for furniture, clothing, food, and toys to help ease the financial burden on these families.

AFTH cannot provide for every birthmother in need without help from donors. We have helped 153 women who worked with *Adoptions From The Heart* this past year to make an adoption plan for her infant. Here are some of their stories:



Escaping Abuse: The *AFTH* Birthmother Fund literally saved my life and the lives of my children age 2 and 4. I was living with my abusive, drug addict husband who would disappear for weeks at a time without paying our bills. I knew I needed out! The women's crisis center was too far to walk with my little ones and my car needed repairs which my husband refused to make to keep me home. *AFTH* hired a mechanic to do the repairs. I escaped to the shelter and then got permanent housing, however I didn't have grocery money for the first month on my own. *AFTH* provided groceries and gave me gift cards for Christmas to buy my children clothes and a few toys. Thank you to those who gave to the fund because without the help I don't know where I would be. My goal is to gain more stability so I can return the favor to *AFTH*. *Tracey from Pittsburgh, PA*



Job Loss Changes Stability: My girlfriend and I placed our newborn but were also parenting a son together. I lost my job and then our house and we moved in with my parents. Our car needed an inspection and with no way to get to work my girlfriend was about to lose her job. *AFTH* saved her job by paying for the inspection and gave us Walmart gift cards to help buy food. *AFTH* got us through one of the most difficult times in both of our lives. *Alex, birthfather from Harrisburg, PA*

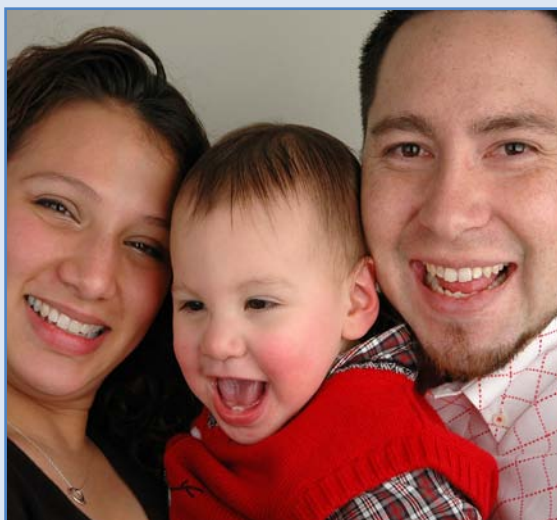


Kicked Out Because of Choosing Adoption: Making an adoption plan was hard to do but being kicked out by my Mom because of doing it was devastating. My children and I were left without a place to live. Public housing had a waiting list and I didn't know where to go. *AFTH* paid a security deposit for alternative housing until I could get into public housing. It is one thing for me to have to live on the streets after being kicked out but my children – no way! Because of *AFTH*'s help, my children didn't have to live on the streets until we found a new place to live. *Toni from Lancaster, PA*

These women are only a few examples of those needing help from our Birthmother Fund. The generosity of donors is always appreciated no matter the size of the donation. Generous donors partner with *AFTH* to provide life-changing assistance to women in need of a little extra help. This year *AFTH* increased fundraising efforts to able to help even more families.

Building Beautiful Families

... Since 1985



2013-2014 Annual Report
Adoptions From The Heart
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Visit Our Website:

www.afth.org



Adoptions From The Heart®

