

We Build Beautiful Families



Annual Report 2014-2015



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

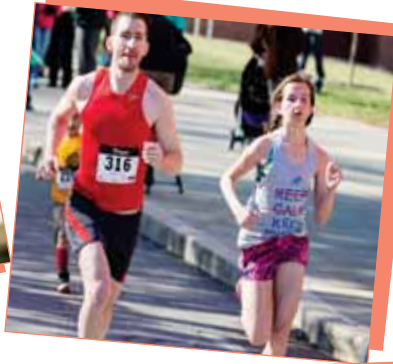
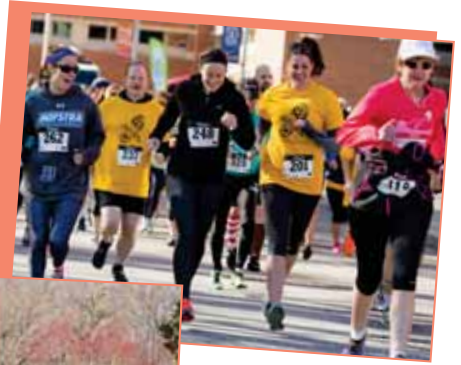
Support: Support a woman's rights with regard to family planning



Adoptions From The Heart®

The Joys of Adoption

Photos from the 2015 Find Her Footing 5K



Building Our Future ...

A message from the Executive Director

Dear Friends:

This year marked a big milestone for the agency as AFTH celebrated its 30th anniversary. Over those years, AFTH has placed more than 6,500 children in their forever homes. The 2014-2015 fiscal year concluded with a total of 154 placements which included 3 special needs placements, 3 sets of twins, and 4 identified cases and AFTH assisted 27 additional families with their home study only cases. We ended the year with the majority (68%) of adoptive families waiting less than 1 year in the profile book. Of families open to African-American children who were in the books as of June 1, only 3 families had been waiting more than 1 year.



Maxine Chalker
Executive Director

Our social workers' excellence is directly reflected in the increasing number of hospitals reaching out to AFTH when facing an emergency placement. Hospitals know they can count on us to help in those situations. As a result, AFTH had a record high of emergency placements and we look forward to maintaining those strong relationships while building new ones this coming year.

Due to popularity, AFTH drastically increased the frequency of their childcare classes designed for prospective adoptive parents as well as classes to help families understand the effects of prenatal exposure to drugs and alcohol. Families have appreciated having more opportunities throughout the year to take these important classes.

As a reflection of AFTH's strong belief in the benefits of open adoption, the agency revised its policy on June 15th of 2015 requiring all families to be open to a minimum of 1 visit a year.

Other happenings from this year include: our Connecticut Office relocating to a new office, the 3rd annual Find Her Footing 5K which raised over \$5,000 for the Birthmother Fund, several new corporate sponsors coming on board for our events, reaching over 13,000 Facebook followers as well as gaining strong followings on AFTH's blog and Twitter, and the North American Council on Adoptable Children citing AFTH as one of the best examples of social media use in the field of adoption.

AFTH continues to utilize donations made to the Birthmother Fund to help women who are in need. In November, over \$10,000 in gift cards were given to 45 mothers to help make the holidays a bit more special for their children. Additionally, the Birthparent Scholarship Fund, established in 2014, awarded its first two scholarships to deserving birthparents in January of 2015. The recipients expressed how beneficial the scholarships were in their pursuit to higher education.

We want to congratulate all the families who were brought together through adoption this past fiscal year and we look forward to working with many new families who have chosen to expand their family through AFTH.

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 2014-2015

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

Thom Rossi, Emerging Technologies

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



Building Strength...

By employing a professional, dedicated staff

Staff



Some AFTH staff members, pictured at the 2015 Annual Picnic: Back row, from left: Rachel Zarayko, Tamara Christ, Maxine Chalker, Raedelle Fritz, Marilyn Rich, Roberta Evantash, Michaelina Bendig, Stephanie Capriotti, Meredith Erdman, Jan Fox, Sophia Andujar, Blaine Gonzalez, Denna Allen, Chris Peszka, Kristy Hartley-Galbraith, Wayne Mollick Middle Row: Amanda Aliberti, Chelsey Phillips, Samantha Snoots, Amanda Klotz, Heather Orefice, Luli Dhimitri, Heidi Gonzalez, Martha Coulbourne, Brianne Terragino Front Row: Danielle Goodman, Ashley Kodet, Dani Schwartz, Rebecca Snodgrass, Samantha Goldstein, Hannah Burgess.

Management Team

Maxine Chalker, MSW/LSW, Executive Director

Heidi Gonzalez, MS, Assistant Director

Kristy Hartley-Galbraith, BA

Luljeta Dhimitri, BS

Danielle Goodman, BSW

Attorneys

Jeff Lochner, Esq.
Greensburg, PA

Barbara C. Jones, Esq.
Virginia

Debbie Spivack, Esq.
Delaware

Donald C. Cofsky, Esq.
New Jersey

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.





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.



Zelenkofske Axelrod LLC

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, 2015 and 2014, 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, 2015 and 2014, 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.



ZELENKOFSCHE AXELROD LLC

Jamison, Pennsylvania
December 31, 2015

<u>Harrisburg</u>	<u>Philadelphia</u>	<u>Pittsburgh</u>	<u>Greensburg</u>
830 Sir Thomas Court, Suite 100 Harrisburg, PA 17109 717.561.9200 Fax 717.561.9202	2370 York Road, Suite A-5 Jamison, PA 18929 215.918.2277 Fax 215.918.2302	3800 McKnight E. Drive, Suite 3805 Pittsburgh, PA 15237 412.367.7102 Fax 412.367.7103	210 Tollgate Hill Rd Greensburg, PA 15601 724.834.2151 Fax 724.834.5969

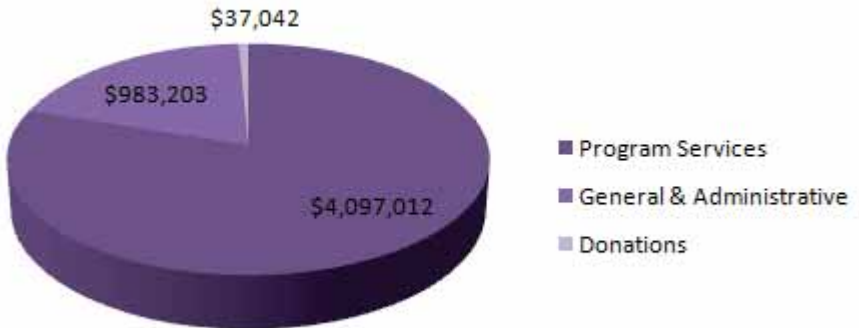
Expense Breakdown

Program Services
\$4,097,012

General & Administrative
\$983,203

Donations in USA and Foreign Countries
\$37,042

Total Expenses
\$5,117,257



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: The AFTH Virginia office has been hosting successful support groups which resulted in a Birthmother's Day bowling celebration. Some of our lovely Virginia birthmom's came together on Birthmother's Day and they went bowling, discussed upcoming visits with their adoptive families, and shared stories and caught up on their lives. We love how open adoption has brought these amazing women together in lifelong friendship!

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 2014-2015, *Adoptions From The Heart* placed 154 infants and toddlers in loving homes. The placements break down as follows:

- 92 Caucasian Children from the U.S.
- 37 African-American Children from the U.S.
- 25 Biracial Children from the U.S.

Adoption Events

AFTH held their 27th Annual Family Picnic at the Fort Washington State Park, in Pennsylvania on Sunday, June 7, 2015. 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.

Donning matching face paint, a birthmother and daughter pair was reunited after ten years and couldn't wait to talk about what it is like to be together again. "The picnic is the perfect way to reconnect without feeling pressured," the birthmother explained. "There is a lot to do, it is much different than the first time we attended ten years ago, and I really feel like I can be myself."



"This is our thirteenth time at the AFTH picnic," one adoptive father explained while pointing around to the people surrounding him. "We traveled all together as a group to China in April 2002 and in June we were here, that was really the start of this family." The family he is referring to is his adoption travel group of seven families that has remained tight knit even after the passage of time. "We took our daughters back to visit China three years ago and we are so lucky because they are like sisters to each other. They always have someone to talk to," he continued. "We come to this picnic every year to support Adoptions From The Heart, because we honestly see each other all the time. AFTH gave us an opportunity. I am a father and an uncle to these girls, it is so special. We want to support AFTH because of what they gave to us."

Adoption Events

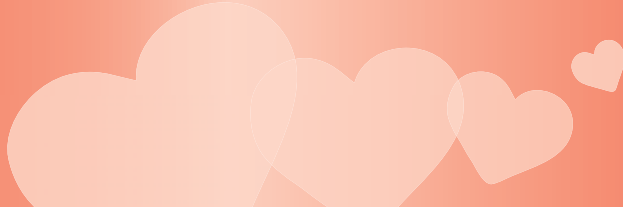


This year we had a new band play music for the families in attendance, Egalitarian was phenomenal and we hope to have them rock out with us for years to come! Thank you to our event sponsors Horizons, Admark360, Cavity Busters, and Soccer Shorts-- without you it would not have been possible.

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

- Mesa Mexican Grill
- Champps
- Sangkee Asian Bistro
- Iron Hill Brewery
- Sabrina Café
- Bahama Breeze
- Mad Mex
- Twenty9
- MaGerks
- Corner Bakery Café
- Field House
- Whole Foods
- Target
- Giant
- Herra
- Just Born
- J&J Snacks
- Hersheys
- Wawa
- BJ'S
- Rolling Thunder
- Sweat Fitness
- Focus Fitness
- Mainline
- Wilmington Blue Rocks
- Phillies
- Grand Slam
- Philadelphia Rock Gym
- Get Air
- Oasis Family Fun Center
- Sesame Place
- Hershey Park
- Dutch Wonderland
- Adventure Aquarium
- Eastern State Penitentiary
- Valley Forge Casino

Adoption Events



Virginia Office - The picnic held at the Chesapeake City Park Fun Forrest on June 13th was attended by 106 people in addition to AFTH staff. The weather was great and everyone had lots of fun. 14 birthparent visits were also a part of the special day. The children ran around and filled the park with giggles and smiles. For the first time, AFTH held a raffle at the picnic which brought in \$88 for the Birthmother Fund.



Connecticut Office - Although it was a drizzly, damp and cool summer day, about 75 people braved the weather and gathered at beautiful Wickham Park in CT for the annual AFTH picnic on June 28. There were numerous arranged birth and adoptive family visits, with some families traveling from as far away as Pittsburgh! We raised money for the Birthmother Fund by raffling off a Kid's Activity basket and the lucky winner was Iliana from New Jersey. AFTH staff were happy to greet so many beautiful families and our birth parents were very grateful that all the families attended despite the weather!



Giving Back...

Fundraising Events

Gift Card Drive - This year, AFTH was able to help 34 birthmothers and 67 children with over \$10,000 in gift cards for food, clothing, and toys. AFTH is so happy to be able to help support birth parents during the holidays. Thank you to those who participated in this year's gift card drive by mailing your donations.

Paper Heart Project - Every year clients, adoption supporters and local businesses join in Adoption From The Heart's Paper Heart Project during the month of November to show their support for AFTH and for National Adoption Month.



This year, AFTH partnered with the United Way for their Day of Caring in Bucks County, Pennsylvania. Volunteers from Bucks County Community College came to help AFTH staff prepare for the Paper Heart Project and learn more about open adoption!

Giving Back...

Fundraising Events



The Paper Hearts Project was successful and raised over \$650 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!



Participants this year included Cedar Crest College (Allentown PA), Penncrest High School (Media PA), Friedman's Service Center (Fountain Hill PA), LevLane (Philadelphia PA), Sweet & Sassy Lehigh Valley (Center Valley PA), The Ice Cream Lab (Walnutport PA), Marias Salon (Vineland NJ), and Animal Haven Veterinary Center (Bear DE).



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 589 calendars were sold, bringing in over \$2,700 benefiting the AFTH Birthmother Fund.

Stella and Dot - The new fundraiser benefitted the Birth Parent Scholarship Fund with a Stella and Dot Trunk Show. AFTH raised \$500 for the fund at the event and through online sales.



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 happy to have already awarded two scholarships to birth mothers. AFTH's 30th Anniversary event, Building Beautiful Futures, will solely benefit the Birth Parent Scholarships Fund.

Giving Back...

Fundraising Events

Find Her Footing 5K- The 3rd Annual Find Her Footing 5K raised over \$5,280 to support AFTH's Birthmother Fund and Birthparent Scholarship Fund! The event was again held at Delaware County Community College in Media, PA. Fox 29 News even came to film the runners which aired on the news later that night.

Children lined up across the starting line and kicked off the morning with a fun 100 meter Kid's Dash. Each child was awarded a medal and certificate after sprinting past the finish line. Doc Bresler: Cavity Busters and Boing! Bounce Rentals hosted the Kid's Dash again this year and Boing! brought along a bounce house that all the kids enjoyed.

Before the runners and walkers set out to accomplish their 5K, we had an AFTH birthmother, Heather, speak on behalf of the Birthmother Fund. She shared how important the fund meant to her personally, as well as to other women who are in need of a little extra help. Even Heather's two daughters took the stage to thank the crowd for coming and to thank AFTH for making the last two Christmas' something they will never forget.



Participants enjoyed music provided by two local radio stations, 92.5 XTU and 101.1 More FM. Local business came together and donated refreshments including bagels from Original Bagel in Broomall, refreshing beverages by Ayala's Herbal Water, sweet treats from Insomnia Cookies. Amazing donors participated so AFTH could have even more awesome raffle items this year as well! We can't wait for the 5K next year!

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 2014-2015 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 163 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



2014-2015 Annual Report
Adoptions From The Heart
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Visit Our Website:

www.afth.org



Adoptions From The Heart®

