



We Build Beautiful Families

Annual Report 2016 - 2017



Adoptions From The Heart®

Mission Statement

Since 1985, the mission of Adoptions From The Heart, as a non-profit organization, has been to provide safe and loving homes for children and offer quality, comprehensive services to families and birth parents. Through educational efforts, 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 by providing financial support to those in need and educating the public by providing trainings to hospitals, clinics, schools and social workers. Adoptions From The Heart is also active in drafting and proposing 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

AFTH Fiscal Year 2016-2017



Building Our Future

A message from the Executive Director

Dear Friends:

The 2016-2017 Fiscal Year has been an exciting one. We are thrilled to be growing as an agency in many different ways. This past year, AFTH developed a new specialized education course for families considering transracial adoption. In addition, we have partnered with ParentFinder to ensure that our families are receiving exposure to expecting parents who are considering adoption and looking for families online.



Maxine Chalker
Executive Director

Last year, AFTH gained approval to grant CEU's to nurses and social workers. This year AFTH has expanded the Infant Adoption Awareness Training to social workers who provide services to pregnant women and adolescents. This training is designed specifically for professionals who have contact with patients considering adoption.

AFTH's board selection committee awarded six scholarships this past year to men and women who have placed their children for adoption and are trying to achieve success through higher education. To date, the Birth Parent Scholarship Fund has distributed a total of \$17,000 to help birth parents finance their collegiate career. Seventeen scholarships have been awarded thus far, and because of generous donors we will be able to award even more in coming years.

As the need for assistance through AFTH Scholarship and Support Funds increase, so does our fundraising efforts. In November 2016, AFTH hosted a Casino Royale, complete with table games, dealers, a live band and incredible raffle prizes ranging from \$20-\$2,500. The event raised just under \$6,500. AFTH also participated in Lancaster County's Extraordinary Give and developed our own unique Giving Tuesday campaign, which helped raise close to \$2,000.

AFTH continues to fundraise through calendar sales, paper heart donations and the Find Her Footing 5k. This year, the 5k set a record by raising \$6,500, which will be used to help expecting and birth parents in need of vital resources and necessities. We are forever grateful to the multitude of donor and corporate sponsors, whose generosity continues to make a difference in the lives of others.

We want to congratulate all the families who were brought together through adoption this past year and look forward to working with many new families who have chosen to expand their families through Adoptions From The Heart.

Maxine Chalker



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 has on children entering families through adoption.
- ♥ To educate the public as to the positive values of adoption as an option.
- ♥ To help men and women who have placed children for adoption with education goals through our scholarship program.
- ♥ To provide educational programs that will strengthen the family unit for families who have chosen adoption.
- ♥ 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.



Adoptions From The Heart Board of Directors 2016-2017

Michael Offord, Chairman, Yellow Pages/Internet & Marketing Corp.

Stephen Facenda, Secretary, Viamark Advertising

McKenzie Ann Frankel, MEd, Treasurer, Entrust Financial LLC

Rita R. Roitman, CSW, Therapist

Lisa O'Mahony, MD, Broomall Pediatrics

Dan Hall, LevLane Advertising

Marjorie Gordon, Project Management Institute Inc.

Han Nguyen

Thom Rossi, Emerging Technologies

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



Board of Directors at AFTH's Casino Royale



Board of Directors gathered for end of year meeting

Staff



AFTH staff at the 2017 Agency Picnic:

Back row, from left: Lindsay Merrill, Ashley Kodet, Meredith Erdman, Stephanie Capriotti, Marilyn Rich, Amanda Klotz, Reyna Cameron, Sara Moyer Sophia Adujar, Amanda Aliberti, Kristy Hartley-Gailbriath; **Middle row**, from left: Heather Orefice, Brianne Cristelli, Karen Friedman, Jenna Smith, Chris Peszka, Radelle Fritz; **Front row**, from left: Jessica Castro, Danielle Goodman, Heidi Gonzalez, Maxine Chalker, Luli Dhimitri, Martha Price, Jessica Materin, Brittany Brooks, Michaelina Bendig

Development 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	Debbie Spivack, Esq. DE, PA, NJ
Barbara C. Jones, Esq. Virginia	Donald C. Cofsky, Esq. New Jersey
	Linda Kling, Esq. Central PA

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 relationship with the birth parents. This includes pre-placement meetings, the exchange of yearly pictures and letters as the child grows up, and yearly reunions between birth parents and the adoptive family. 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 prides itself on keeping abreast of news regarding inter-country adoption. We collaborate with agencies across the U.S. that provide adoption placement services. AFTH is able to provide Home Studies, Education, Post-Adoption/Placement Reports and Services and other assistance in support of international adoptions.





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, DE Order of Reference, and Interstate Compact on the Placement of Children (ICPC) preparation, when applicable. In New Jersey and Connecticut, only a licensed agency can secure a 72-hour binding surrender of parental rights.

Home Studies

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 is created to educate and evaluate families preparing to raise an adopted child.

Adoptions From The Heart prepares independent home studies for families who are pursuing private adoption. Home Studies are required by law for domestic and international adoptions.

Required Educational Courses

Adoptions From The Heart knows that to have a successful adoption, families in the domestic program must be educated about the needs and feelings of adopted children, particularly their initial adjustment and cultural needs. We require education and training for all prospective adoptive parents.

Education Series

Adoptions From The Heart offers evening and weekend educational classes that focus on various topics, specifically designed for the needs of adoptive families.



CYNTHIA FELDER LEITZELL, CPA
SHELIA C. ECONOMIDIS, CPA

LEITZELL & ECONOMIDIS, PC
CERTIFIED PUBLIC ACCOUNTANTS

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. (a nonprofit organization), which comprise the statement of financial position as of June 30, 2017, and the related statements of activities and cash flows for the year 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 audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit 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, 2017, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

LEITZELL & ECONOMIDIS, PC

Media, Pennsylvania
October 26, 2017

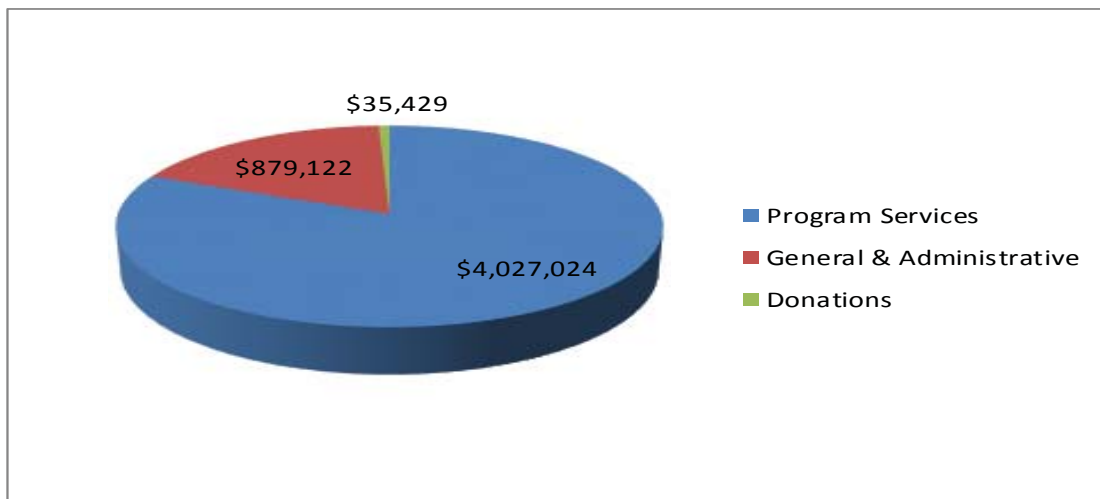
Expense Breakdown

Program Services
\$4,027,024

General & Administrative
\$879,122

Donations in USA and Foreign Countries
\$35,429

Total Expenses
\$ \$4,848,645



Building Understanding

We Offer the Following Subsidiary Services:

- ♥ Nurse CEUs
- ♥ Social Work CEUs
- ♥ 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
- ♥ 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
- ♥ Birth Parent Scholarship Funding



AFTH Birth Parent Support Groups

One of the most helpful healing tips that many birth parents have found is to connect with others who have gone through similar circumstances. AFTH offices offer support groups for women who have made the difficult decision to place their child.

Each year, a group of birth mothers who have worked through our Virginia Office come together in support for Birth Mother's Day.

In May of 2017, they joined an AFTH social worker at the Mermaid Factory in Chesapeake, VA. While painting an array of colorful mermaids, the women came together to talk, laugh and reflect on their experiences with adoption.

Building Credibility

- ♥ Adoption Agency Council of New Jersey
- ♥ Adoption Development Outreach Planning Team (ADOPT)
- ♥ American Adoption Congress
- ♥ Connecticut Council on Adoption
- ♥ Delaware Valley Adoption Council (DVAC)
- ♥ North American Council on Adoptable Children
- ♥ Human Rights Campaign
- ♥ Independent Business Alliance
- ♥ National Council for Adoption
- ♥ Resolve: The National Infertility Association

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

- ♥ Virginia Association of Licensed Child Placing Agencies (VALCPA)
- ♥ Westmoreland Health and Welfare Council

Placement Statistics

In the fiscal year 2016-2017, Adoptions From The Heart placed 139 infants and toddlers in loving homes. The placements break down as follows, including one placement with "other" racial background:

- 54 Caucasian Children from the U.S.
- 49 African-American Children from the U.S.
- 30 Hispanic Children from the U.S.

New this Fiscal Year



Free Social Work and Nurse CEUs

AFTH is offering free CEUS for our Infant Adoption Awareness Training to nurses and social workers who provide services to pregnant women and adolescents. Adoption has changed drastically and AFTH's training is designed specifically for nurses and social workers who may come in contact with patients choosing adoption.

New Education Course: Transracial Adoption

A full-day education course has been specifically designed for families considering transracial adoption. Topics of discussion include the history of race and racism, privilege, talking to children about race and racism, helping adoptees feel connected to their heritage, hair and skincare, dealing with family members and friends who don't understand transracial adoption, and advice from transracial adoptees.

Switched to Parent Finder

In order to create more exposure for our families, AFTH has partnered with ParentFinder, an online resource which helps to connect expecting parents and prospective adoptive parents. ParentFinder is voluntary but has many benefits to families. You can use ParentFinder services can be used to create or update profiles, as well as creating an individualized online presence which may increase a family's opportunity to be selected.

Cards for a Cause

AFTH participated in Cards for a Cause for the December 2016 holiday season. This fundraiser allows individuals to choose from four different boxed card sets at an amazing retail price. The agency received 43% of all proceeds for the Expectant and Birth Parent Support Fund.

Most Valuable Team Member

Each month AFTH staff nominates a co-worker for their amazing work. The Development Team then meets and discuss the nominees and selects an MVP for the month. The chosen individual receives a \$50 Amazon gift card.

New this Fiscal Year

New Jersey Gives Adoptees Access To Original Birth Certificate in 2017

In January 2017, New Jersey allowed adoptees, 18 years of age or older, to request an uncertified, long-form copy of their original birth certificate from the State Registrar. Although, this new law is allowing adult adoptee more access to their original adoptive records, birth parents can still choose whether or not they want to be contacted.

Fall Festivals

Many offices have begun hosting fall festivals to connect AFTH families. Activities included, hayrides, pumpkin picking, corn mazes and more. Families are encouraged to utilize gathering to connect with their child's birth family.



Connections with Media Outlets

In October 2016, the marketing team was invited to the PHL 17 studio to promote AFTH's Casino Royale Night. Producer of PHL 17 Morning News, Jason Lee also attended the event as host for the evening.

In January 2017, reporter Jennifer Lewis Hall of PHL 17 conducted an in depth special of adoption, which featured AFTH staff and families who shared their open adoption stories.

In March 2017, NBC 10 News visited our Wynnewood office for a special on single parent adoption and older adults adopting.

New Payment Options For Families

In order to better accommodate families, AFTH began accepting ACH bank transfers as a method of payment in addition to checks for many of the fees including: application, home study, educational course, travel, program fee and emergency placement fees.



Casino Royale

On November 5th, Adoptions From The Heart hosted their first Casino Royale at the Clothier Room in Wynnewood, Pa. Over 100 people came out to for a night of fun, food and fundraising, all benefitting the Birth Parent Scholarship Fund. Guests enjoyed a collection of mellow harmonies, by the Villanova Jazz Band, while sipping wine and enjoying an array of butlered hor'd'earves.

Guests were delighted by Jason Lee producer and reporter of PHL 17 Morning News, who helped host the night, in addition to AFTH board member and adoptive father Thom Rossi! Those in attendance heard a moving testimonial from AFTH's Director of Marketing and Communication - Kristy Hartley-Galbraith. Kristy, being an adoptive mother herself, was able to share her relationship with her daughter's birth mother, and how the Birth Parent Scholarship Fund can help birth parents who want to make a better life and set a good example for their child.

Attendees also enjoyed lounge style seating, a photo booth, a carving station that included roast beef and a delicious Tortellini pasta as well as a dessert table with assorted cakes and cookies.

Because of all of our generous supporters we were able to raise close to \$6,500 for the Birth Parent Scholarship Fund. Our gratitude is limitless, and none of this would be possible without the support of our guests, donors, staff and board members.



5th Annual Find Her Footing 5k

AFTH hosted our 5th annual Find Her Footing 5k at Delaware County Community College in Media, Pa. It was day full of fun, fitness and fundraising, which benefitted the Expecting and Birth Parent Support Fund. Over 130 runners and walkers participated in this year's Find Her Footing 5k. The 1 Mile Super Fun Run was new this year and its Super Hero theme was a big hit! Before runners took their mark at the starting line, we allowed the kids to get in on the fun. Our mini superheroes got a chance to soar high in our Kid's Dash, which allowed them to sprint as fast as they could in a quick race around a loop.

Imani, one of AFTH's amazing birth mothers addressed the crowd and spoke of the importance of the Expecting and Birth Parent Support Fund, and how it helped her during her pregnancy and after she gave birth.

In total, we raised over \$6, 500 for the Expectant and Birth Parent Support Fund.

Sponsors

- Ag Conexus • Parent Finder • Goshen Mechanical
- Law Offices of Deborah E. Spivack • Rittenhouse Women's Center • Boing! Bounce Rentals
- Main Line Health • Republic Bank



Summer Picnics

Virginia:

This year's Virginia summer picnic was a lot of fun, with 100 guests joining AFTH staff at the Chesapeake City Park Fun. Families enjoyed cookies donated from Insomnia Cookies. Competition heated up when it came to the awesome raffle prizes.

Connecticut:

AFTH's CT office moved to a new location for our annual picnic this year – the Beardsley Zoo in Bridgeport. Everyone was delighted with the facilities and enjoyed the new venue. Over 75 people of all ages came. There were 9 birth and adoptive family reunions, including a special celebration for the 1st birthday of one special little girl. Families traveled to the CT picnic from as far as Pittsburgh. Everyone had a great time.

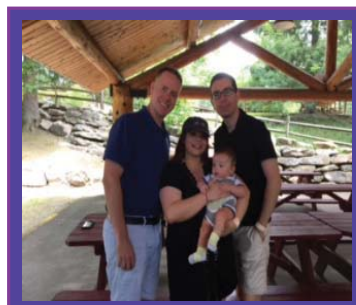
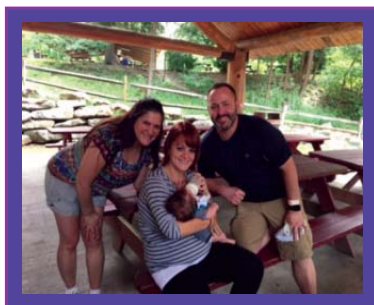
29th Annual Agency Picnic:

AFTH hosted our 29th Annual Family Picnic at the Fort Washington State Park in Flourtown, PA. Hundreds of adoptive parents, birth parents and children came together to celebrate adoption. We welcomed the Cheese E Wagon this year as well as other vendors including 31 Bags and Texas Roadhouse. Tony Roni's Pizza generously donated tomato pies, Insomnia Cookies provided over 300 cookies and all the fruit was supplied by Wegmans. With the generosity of our sponsors along with sales and raffles, over \$1,700 was raised for AFTH's Expecting and Birth Parent Support Fund.



Pittsburgh:

Idlewild Amusement Park and Soak Zone located in Ligonier, PA was again the site of AFTH's Pittsburgh Office's annual family picnic. Close to 300 tickets were sold, and families from as far away as Connecticut and Virginia joined in the fun. Over \$220 was raised for AFTH's Expected and Birth Parent Support Fund through raffles that included, Pittsburgh Pirate tickets, 31 Totes and more. Pittsburgh staff enjoyed spending the day with their families and celebrating the special bond they have made throughout the years.



Fundraising

Paper Heart Project:

Every year adoption supporters, and local businesses team up with Adoption From The Heart's Paper Heart Project during November to show their support for National Adoption Month. As "heart holders" local business then promote their support all month long by collecting donations from patrons who can then sign and hang up their heart in the business. This year we raised over \$900!



Extraordinary Give:

For the past five years, the Extraordinary Give, a 24-hour event, has been Lancaster County's biggest day of giving. With the help of local sponsors and community/individual donors, the Extraordinary Give has been able to raise over \$22.5 million for over 500 organizations. Adoptions From The Heart is fortunate to be involved for the past two years, raising close to \$1,500 for our Expecting and Birth Parent Support Fund and Birth Parent Scholarship Fund.

Building Beautiful Families Calendar:

Each year AFTH designs, "Building Beautiful Families," a calendar featuring children placed through the agency from various programs. This year, close to 300 calendars were sold, with all proceeds benefitting the AFTH Expectant & Birth Parent Support Fund.



Giving Tuesday (#GivingTuesday):

Giving Tuesday is the Tuesday after Thanksgiving dedicated to giving back. AFTH participated for the first time in November 2016, and raised hundreds of dollars to support the Expectant and Birth Parent Support Fund and the Birth Parent Scholarship Fund.

Philanthropy



Gift Card Donations:

In December 2016, AFTH donated nearly \$13,000 in gift cards to birth parents who are facing financial hurdles during the holiday season. A highlight for our staff is being able to hand deliver gift cards to the men and women in need.



"You have no idea what the agency has done for my family! My boys will now have the Christmas, I could not give them."

- AFTH birth mother



Expectant and Birth Parent Support Fund:

Because of our community of individual supporters, Adoptions From The Heart has been able to provide assistance year-round to women in your community facing unplanned pregnancies and considering adoption. As well as to men and women who have already placed children.

Birth Parent Scholarship:

Since its inception in 2014, AFTH has distributed over \$17,000 in scholarship awards. Financial scholarships awarded twice a year through AFTH's Birth Parent Scholarship Fund help birth parents break the cycle and forge a better and brighter future through education.



"I chose adoption because I knew it'd help me pursue all my own goals, and my child could be provided for, far beyond what I could give her."

- Ali Garwood, Spring 2017 Scholarship Award Winner



Services to Expecting Women



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

Adoptions From The Heart's dedicated counselors are available 24-hours a day/7 days a week for pregnant women who are considering adoption. Women simply need to call the agency's toll-free number, (800) 355-5500, to get in touch with a social worker. AFTH added options on our website, to text our hotline or chat with someone in English or Spanish. We also provide PregnancyAdoptionOptions.com, as a resource hub, specifically for women facing an unplanned pregnancy.

Birth Parent Support

The relationship between the agency and birth parents does not end when a baby is placed. In addition to support groups, ongoing counseling is available to birth parents when needed. When requested, AFTH also serves as a liaison between both the birth parent and adoptive parents.





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: Every year Adoptions From The Heart hosts fundraising events for the Expectant and Birth Parent Support Fund and the Birth Parent Scholarship Fund. Fundraising in the 2016-17 fiscal year included; Paper Heart Project, Casino Royale, Find Her Footing 5k, AFTH calendar sales and smaller fundraisers held in local offices.

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

AFTH is committed to coming to the aid of those in need whether or not they choose adoption. It's a time when obstacles are piled high and expecting parents often feel alone. Some have family and friends who are supportive of their decision however, many do not. Adoption isn't only about creating beautiful families, it's about being an advocate for expecting mothers and birth parents.

With support from our selfless donors, this past year AFTH...

- Assisted **Laura** in locating permanent housing so she didn't have to spend another night in the shelter questioning when her next warm meal would be.
- Helped **Donna** get back on her feet after an illness caused her to fall behind on medical bills.
- Prevented **Leigha** from being evicted with her toddler when she was unable to immediately return to work after an unexpected C-section causing her to fall behind in rent.



Financial scholarships awarded twice a year through AFTH's Birth Parent Scholarship Fund help birth parents secure a brighter future through education.

- **Jacob** is attending classes now pursuing his dream of a job in Communications.
- **Morgan** was only 16 credits away from her degree in HR and is now completing her final year.
- **Marisa** is well on her way to becoming a Case Manager for homeless and at-risk youth.



In addition to providing financial assistance through our Support and Scholarship Funds, AFTH provides adoption trainings to educate hospitals and clinics, subsidizes special needs adoptions, and hosts special events and support groups to bring adoptive parents and birth parents together.

The kindness of donors make it possible for us to fulfill our mission each year. Because of their charitableness AFTH can continue to provide valuable services and financial assistance to those in need.

Building Beautiful Families Since 1985



2016-2017 Annual Report
Adoptions From The Heart
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www.afth.org



Thank you for the
continued support!

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Visit Our Website:

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Adoptions From The Heart®

