



Exceptional Children's Foundation

# Building Our Future Through Strategic Partnerships

## Annual Report 2015



Improving the lives of children and adults with special needs since 1946

# Leadership

## Board of Directors

### Board Officers

Shelley I. Smith, Esq., Chairperson  
Gene Siciliano, First Vice Chairperson/Treasurer  
Ralph Walter, D. Phil., Immediate Past Chair/Asst. Treasurer  
John Holcomb, Jr., Esq., Second Vice Chairperson/Secretary  
Steven J. Rose, Assistant Secretary

### Board Members

Leslie B. Abell, Esq.  
Jeff Aidikoff, Esq.  
Fred Alavi  
William Basel  
Steven P. Beltran, Esq.  
Chell Chelliah  
Gerald Chernin  
Mark Flagel, Esq.  
Steve Jordan  
Mary Kayne  
Suzanne Kayne  
Ricardina Leon  
Jocelyn B. Tetel  
Paul K. Zimmerman

## Board of Governors

Barbara Cull, Founder, Kayne Eras Center  
Larry Hagman (1931-2012)  
Rafer Johnson  
Monte Markham  
Jerry Moss  
SHARE, Inc.  
Carl Terzian  
Honorable Dickran Tevrizian  
Robert D. Shushan, Ed.D., President Emeritus

## Executive Management Team

Scott D. Bowling, Psy.D., President and CEO  
Karen Kato Shokrai, Vice President of Administration  
Debbi Winter, Vice President of Development  
and External Relations  
Denise Orme, Vice President of Finance



## Mission Statement

Our mission is to provide the highest quality services for children and adults who are challenged with developmental, learning, and emotional disabilities — empowering them to reach their greatest potential.

## Vision

ECF envisions a society in which all people with developmental, learning, and emotional disabilities are valued and integrated in educational, social, work, and residential settings.

# Letter from President and Board Chairperson

Dear Friends,


The theme for this year's Annual Report is "Building Our Future through Strategic Partnerships."

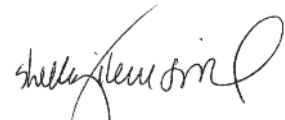
During the 2014-2015 fiscal year, ECF partnered with an exceptional group of businesses and individuals, recognized inspiring business leaders and solidified long-term partnerships. We also executed pivotal strategic plans that will strengthen revenue streams in the future, while positioning us well for generations to follow.

With the improved economy over the last year and increased property values in Culver City, ECF made the strategic decision to sell our Culver City headquarters building to leverage our assets and invest in our future. Proceeds from the sale will allow us to strengthen ECF's financial position by reducing our short-term debt and investing in our endowment. The calculated transaction also allows us to purchase a new building for our Westside programs and renovate space at an existing facility to serve as our administrative home.

In celebration of our partners who "Do Well by Doing Good," we hosted our inaugural ECF Business Partner Recognition Luncheon on May 19, 2015. That day, we spotlighted 70 business partners who hire adults with developmental disabilities from our Supported Employment/Career Placement program; contract with our PAR Services program for packaging, assembly, and fulfillment work performed by adults with developmental disabilities; and provide financial and in-kind support to help fulfill our mission. We believe that our best work will be accomplished via our many partnerships throughout the communities we serve.

On behalf of our Board of Directors, staff, and extended family of exceptional partners, we thank you for your continued support that makes our important work possible. work possible.

Sincerely,  
  
Scott D. Bowling, Psy. D.  
President and CEO

  
Shelley I. Smith, Esq.  
Chairperson of the Board



# Program Descriptions

## Early Start Program

Early Start Program provides early intervention, prevention, and educational services to families with children 0-3 who are developmentally delayed or disabled. Early childhood education and therapeutic services, including speech, occupational, and physical therapies, are offered in center-based settings and in clients' homes. Through play and therapeutic learning activities, Early Start child development specialists and therapists guide each child to develop motor, self-help, cognitive, speech, language, and social skills – all contributing to each child's healthy and age appropriate development. Family supports are also provided and include parent education and training, counseling and mentoring, referrals, and advocacy, and medical assessments.



## ECF Kayne Eras Center

The ECF Kayne Eras Center (KEC) School is a California state-certified Non-Public School (NPS) accredited by the Western Association of Schools and Colleges (WASC) for children in grades K-12 who are challenged by learning, emotional, behavioral, or developmental difficulties. Many of our students previously struggled at public schools. The school uses individualized programming and proven strategies, such as educational therapy, to meet each student's specific needs. Many receive counseling, speech therapy, and/or occupational therapy. The school offers small classes with an emphasis on performing and visual arts, team sports, community service, and training in technology.

Mental Health Services are also available to the entire KEC student population and their families, as well as to students and families in the surrounding community. These services, including individual and family therapy, case management, and psychiatry may be provided at KEC, in the client's home, or in the community. Also on the KEC campus is a state-certified Non-Public Agency (NPA), which provides behavior intervention services and individualized academic support and assistance to help meet grade-level expectations.



## PAR Business Services

PAR Business Services provides high quality and competitively-priced packaging and assembly services to the Southern California business community. Adult clients are employed through this onsite job placement program, earning a paycheck while providing the following services: packaging (collating, stuffing, and assembly); closure (blistering, heat sealing, and shrink wrapping); sanitizing and cleaning of products; and fulfillment (storage, mailing, and nationwide shipping). Through ECF's Work Activity Program, clients receive on-the-job training and ongoing support to ensure continued success.

## Art Center Program

Art Center Program provides adults with developmental disabilities fine arts training, life skills training, and case management. Art instruction is offered in a variety of mediums including watercolor, oil, pen and ink, printmaking, and ceramics. Through juried art shows, gallery and museum exhibitions, and online sales, artists are given exposure and the opportunity to benefit financially from their work, which creates a sense of accomplishment. Art sale proceeds are split between Art Center artists and the program.

## DAC Gallery

DAC Gallery is a contemporary art space in the heart of Downtown LA's Gallery Row, which is adjacent to the Downtown ECF Art Center studio. Exhibitions focus on mid-career local and international artists, while bringing attention to a community of individuals whose works are rarely presented to mainstream audiences. In addition, there are approximately 2,000 pieces of artwork created by ECF adult artists available in a variety of price ranges through Amazon's Fine Art program online at [www.ECFonAmazon.com](http://www.ECFonAmazon.com).



*"Fencing, cool"  
By Justina Ko  
ECF artist at  
Downtown Art  
Center Program*



Since 2010, adult clients with developmental disabilities who attend ECF's Developmental Activity Centers program have partnered with the Culver City's branch of Meals on Wheels. Each week, ECF clients visit the Culver City Senior Center to package food and then board a bus to deliver the meals to homebound seniors. ECF is proud that our adult clients enjoy making a difference in the community.

# Program Descriptions

## Developmental Activity Centers

Developmental Activity Centers provide adults with developmental disabilities training in self-help, vocational, recreational, and social skills. They learn personal grooming, physical fitness, cooking, crafts, and how to use public transportation – all with respect for each individual's ability level. On-site practice is reinforced through community integration experiences including trips to the grocery store to practice shopping, trips to community art fairs and picnics in the park, as well as a range of volunteer opportunities.

## Supported Employment Program

Supported Employment Program serves as a career placement services program and provides pre-screened job applicants at no cost to employers in the Southern California business community. Adults with developmental disabilities receive job match counseling, job placement, on-the-job training and support, and case management – and earn competitive, fair market wages. In addition to highly qualified employees, employers can also work with ECF job coaches, who serve as liaisons between employees and employers. Working in the community provides a critical entrée to greater independence for participants and contributes to increased self-esteem and financial security. Businesses can earn tax incentives, and the community benefits from a diverse workforce.

## Residential Services Program

Residential Services Program offers three types of living arrangements. In the Independent Living Program, residents live in individual apartments and develop the necessary skills to transition to a home of their own. For individuals who want independence but require 24-hour care and specialized services plus more support with day to day tasks, ECF offers intermediate care facilities where residents live in private and semi-private bedrooms. For individuals whose medical needs require daily supervision, a Licensed Vocational Nurse (LVN) provides services eight hours a day. ECF also offers a Level III, Community Care Facility, for residents who want more independence but still require 24-hour assistance.

# Sale of ECF Headquarters

## Building on the Future through Improved Financial Stability

Over the past several years, ECF streamlined operations in response to public funding cuts. Understanding that going forward, public funding allocations would not likely return to the higher levels of prior years, ECF created a plan to explore alternative sources of revenue. In 2013 a Business Development Task Force comprised of board members and community leaders was convened to identify opportunities that would increase ECF's financial strength and generate \$2 million in revenue annually by 2023. These funds were to support general operations, helping to supplant public funding which had been cut dramatically over many years.

### The Task Force made the following recommendations to ECF's Board of Directors:

- ★ Leverage ECF's real estate to enhance the endowment.
- ★ Develop additional partnerships with compatible businesses.
- ★ Expand in-home support services to seniors.
- ★ Cultivate relationships with targeted demographics including the entertainment and aerospace industries.
- ★ Create e-commerce opportunities.

As a starting point, the Board decided to move forward with the first recommendation. Therefore, after comprehensive analysis of financial and programmatic variables, and with the property values in Culver City increasing tremendously, the board chose to sell ECF's Headquarter facility at 8740 Washington Boulevard in Culver City.

The property sold with escrow closing in May 2015 – with a lease-back option for 15 months. The proceeds of the sale were earmarked toward (a) the purchase and rehab of new facilities for programs and administrative offices located at the HQ building, (b) the reduction of ECF's short-term debt, and (c) the investment of a minimum of \$5 million into ECF's endowment.

The successful execution of this strategy greatly contributes to ECF's financial stability and well-positions the organization for future growth opportunities.



# Expansion of PAR Services

## New Business Opportunities

Over the past year, PAR Services, one of ECF's adult programs, significantly expanded its business customer base from five to 15 companies. Local businesses hired PAR to provide packaging, assembly, shrink wrapping, and light manufacturing for their products – with work done by ECF adult clients. These business partners included Assemblies Unlimited, Inc., L.H. Dottie Company, Icrest, Marukan Vinegar, Phillips, Pottery Barn, Pottery Barn Kids, Rejuvenation, Rhinox, SourceAmerica/GSA, Stone Candles, Surfas Café, West Elm, Williams-Sonoma and Zhená's Gypsy Tea.

In addition, PAR's capabilities grew to include light manufacturing, which led to significant expansion by one partner, Stone Candles, who contracted with PAR Services to manufacture and package 250-500 candles per day. The partnership between PAR and Stone Candles has grown from candle packaging to the development of a Stone Candles/ECF co-branded candle called Light4Life, which will be created at ECF and sold in retail outlets including Ralphs, Bristol Farms, and Nordstrom throughout Southern

California with the theme: *Light a candle. Create a job. Empower a person with disabilities.*

Referred to as a social enterprise, PAR Services applies business disciplines and the power of the marketplace to advance ECF's mission of improving the lives of individuals with special needs. PAR is the business-to-business (B2B) division of ECF that receives income from the business community while simultaneously advocating for integrated and inclusive workplaces.



## Partnership Highlights

- ✦ **Assemblies Unlimited** - Packaged 140,000 units.
- ✦ **ICREST International LLC** - Packaged 64,000 Sriracha chili bottles.
- ✦ **L.H. Dottie Company** - Assembled 300,000 packages of screws, nuts, and bolts.
- ✦ **Marukan** - Packaged 20,160 bottles of vinegar.
- ✦ **Phillips** - Assembled 60,000 semi-truck parts.
- ✦ **Rhinox** - Inflated 500,000 soccer balls and constructed retail boxes for all in preparation for delivery.
- ✦ **SourceAmerica** - Assembled nine versions of accordion folders for a total of 60,000 folders.
- ✦ **Stone Candles** - Manufactured and packaged 40,000 candles.
- ✦ **Surfas Café** - Assembled 8,000 take-out boxes.
- ✦ **Zhená's Gypsy Tea** - Packaged 440,000 stackable tea tins; 300,000 glass tea jars; 6,000 one-pound tea bags; and 4,000 store display stands.



## Stone Candles

Stone Candles contracted with PAR to develop an integrated workforce where members of both organizations work side-by-side. Stone Candles is a father-and-son-run candle manufacturer and retailer based in Santa Monica, and the family-run business prides itself on its core tenets of designing and manufacturing high-quality, American-made candles of a variety of colors, fragrances, sizes, and shapes.



## Zhena's Gypsy Tea

Zhena's Gypsy Tea contracted with PAR to handle packaging for its products including retail packaging, display floor stands, and logistics. PAR was tasked with the assembly of new glass containers, which required adding spoons to the outside of glass containers, inserting tea into the glass, adding a lid, and finally, the shrink wrapping. Another product required the insertion of tea bags into four containers before shrink wrapping, and the packaging of a new temperature-resistant product was also introduced for delivery to gourmet tea shops across the country – all assembled by ECF clients with developmental disabilities.



# ECF Business Partner Recognition Luncheon

## Recognizing Businesses that “Do Well by Doing Good”



On May 19, 2015, ECF hosted an inaugural event that placed a well-deserved spotlight on all of our business partners that “Do Well by Doing Good.” The 70 business partners hire adults with developmental disabilities from ECF’s Supported Employment/Career Placement program; contract with ECF’s PAR Services program for packaging/assembly work performed by adults with developmental disabilities; and/or provide financial and in-kind support to help fulfill ECF’s mission. Over 100 people representing 70 business partners attended the event held at Killer Shrimp Restaurant in Marina del Rey, graciously underwritten by Board Member Paul Zimmerman.

ECF’s business partners understand the importance of integrated and inclusive workforce settings, and as a result, are some of ECF’s best community advocates. They’re proof that workforce integration strengthens operations while simultaneously creating opportunities for community awareness and understanding regarding the value of employing adults with developmental disabilities. Thanks to ECF’s business partners, hundreds of adults with developmental disabilities have access to employment opportunities and have become valuable employees in today’s competitive business climate.

Tex Boggs, President of Antioch University Los Angeles, provided the keynote address. He talked about the many benefits of corporate social responsibility, when for-profit businesses partner with nonprofits. According to Tex, “As a result of a partnership, everyone’s lives are changed.”

### ECF’s Exceptional Business Partnership Awards:

- ★ Hawker Pacific Aerospace for hiring nine ECF clients and being an effective advocate for inclusive workplaces in the aerospace industry.
- ★ Zhen’s Gypsy Tea for contracting with ECF’s work activity program and utilizing the talents of 60 clients this past year to complete a variety of packaging and assembly projects.
- ★ Lowe Enterprises for making in-kind contributions of food baskets, toys, clothing, and household items that impacted the young children and families of ECF’s Early Start program.
- ★ Ivan Rosenberg for his commitment to identifying new business opportunities and his tireless advocacy to develop cultures of inclusion; he received ECF’s Exceptional Ambassador Award.

You Are a  
Vital Piece.



## Thanks to Our Business Partners

AbilityOne  
Allen Matkins  
Anthem BlueCross  
Arent Fox LLP  
Assemblies Unlimited, Inc.  
Bunnin Chevrolet of Culver City  
California Department of Rehabilitation,  
Greater LA District  
Capital Group  
City National Bank  
Costco Wholesale  
Culver City Toyota  
Custom Building Products  
CVS  
Employees Charity Organization of  
Northrop Grumman Program  
Employees Community Fund of Boeing  
Ervin, Cohen & Jessup LLP  
Faro International, Inc.

Flanigan Farms, Inc.  
Gallagher Chapman  
Goldman Sachs  
Carlos Grasso  
Hard Rock Café  
Hawker Pacific Aerospace  
IBM  
Kayne Anderson Capital Advisors LP  
Keck School of Medicine of USC  
Kingsbury Uniforms, Inc.  
L.H. Dottie Company  
Los Angeles County Superior Court  
Los Angeles Lakers Youth Foundation  
Lowe Enterprises  
Dan Monteavaro  
Morgan Stanley Foundation  
Murad, Inc.  
NFL Network  
Northrop Grumman Corporation

Nuños Super Market  
Pacific Mercantile Bank  
Ralphs  
Regional Center – Eastern Los Angeles  
Regional Center – Harbor  
Regional Center – Frank D. Lanterman  
Regional Center – North Los Angeles County  
Regional Center – South Central Los Angeles  
Regional Center – Westside  
Rhinox  
Ivan Rosenberg  
Smart and Final  
SourceAmerica  
Southern California Edison  
Southern California Gas Company  
Stone Candles  
Sunrise Senior Living  
TetraSoft  
The Bandai Foundation

The Charitable Foundation  
Berkshire Hathaway  
The Culver Hotel  
The Marvin Group  
The Vons Foundation  
Trader Joe's  
Tumbleweed Educational Enterprises  
Union Bank  
United Aeronautical Corporation  
US Bank  
US General Services Administration  
UST Global  
VCA West LA Animal Hospital  
Jessica Voigt  
Vons  
Winningham Becker & Company  
Victor Hugo Zayas  
Zhená's Gypsy Tea

**Photo:** ECF Exceptional Business Partnership Award winners: Nora Frausto (Hawker Pacific Aerospace), Sean Ryan (Zhená's Gypsy Tea), Jeremy Iaccino (Lowe Enterprises), and Ivan Rosenberg.

# Thanks to our donors

For their cumulative giving in support of ECF's programs and ongoing operations, our heartfelt thanks to our good friends and donors. You may recognize many of the names on the following pages – all of whom have made a tremendous difference in the lives of children and adults with special needs.



## **\$5,000,000** SHARE, Inc.

### **\$1,000,000 to \$4,999,999**

Annenberg Foundation  
Ric and Suzanne Kayne  
Kayne Foundation –  
Ric & Suzanne Kayne, Jenni,  
Maggie and Saree  
The Skirball Foundation  
Weingart Foundation

### **\$500,000 to \$999,999**

The Eisner Foundation  
W.M. Keck Foundation  
Helen and Jack Nethercutt

### **\$100,000 to \$499,999**

Nancy and Les Abell  
The Ahmanson Foundation  
Joni Berry  
The Sheri and Les Biller  
Family Foundation  
Suzanne and David Booth  
Catherine and David Brown  
California Community Foundation  
The Capital Group Companies  
Charitable Foundation  
Laurel and Robert Chad  
Robert Day  
The Carl & Roberta Deutsch  
Foundation  
Carrie Estelle Doheny  
Foundation  
Joan and Gerald Doren  
Phyllis and Jim Easton  
Fischmann Family Foundation  
Janet and Michael Fourticq  
Glacier Water  
The Green Foundation

The Hearst Foundations  
The Rose Hills Foundation  
George Hoag Family Foundation  
Hummingbird Foundation  
Lenore and Fred Kayne  
Kayne Anderson Capital  
Advisors Foundation  
Anita and Allen Kohl  
Sol and Lynn Levine Family Trust  
Connie Dore and Gary Lieberthal  
Looking Beyond Foundation  
Milken Family Foundation  
The Moss Foundation  
Nicholas Family Foundation  
Northrop Grumman Corporation  
The Kenneth T. & Eileen L. Norris  
Foundation  
Rodney Propp  
QueensCare  
Lon V. Smith Foundation  
Sony Pictures Entertainment  
S. Mark Taper Foundation  
Sharzad and Michael Targoff  
Gillian and John Wagner  
Terri and James Walker  
Paul Zimmerman

### **\$50,000 to \$99,999**

Valerie and Gary Bird  
The John W. Carson Foundation  
Kathie and Ray Coen  
The Carol and James Collins  
Foundation  
The Walt Disney Co.  
Robert Eckert  
Lynn and Thomas Finkelor  
Ella Fitzgerald Charitable  
Foundation  
Gloria and Mike Franks  
Phyllis and Philip Gainsborough

Thomas Gilmour  
The Audrey & Sydney Irmas  
Charitable Foundation  
Karatz Family Foundation  
Lincy Foundation  
Carol and Doug Mancino  
Mattel Children's Foundation  
Joan and Philip Miller  
Murad Family Foundation  
Patti and Peter Neuwirth  
Nancy and Bruce Newberg  
Patty and John Nickoll  
Joel and Marion Ostrow  
Esther and Rick Rosenfield  
Rothstein Kass & Company  
Paula and Allan Rudnick  
Robert Sabes  
Wido Schaefer  
George & Irina Schaeffer  
Foundation  
Shane's Inspiration  
Stephen Shapiro  
Rosa and Bob Sinnott  
Siragusa Foundation  
Jane and Jim Stern  
Eva and Marc Stern  
Joyce and Christian Title  
Ralph Walter  
Vicki Walters  
Warner Bros. Entertainment Inc.  
Elaine and Philip Yalowitz  
Marcie and Howard Zelikow

**\$10,000 to \$49,999**

Aidan's Red Envelope Foundation  
Homeyra and Fred Alavi  
Darya Allen-Attar  
American Express Foundation  
Marion Anderson

Anthem Blue Cross  
Joyce and Avi Arad  
Sara and Frank Arentowicz  
The Atlas Family Foundation  
Debbie and Mark Attanasio  
Avery Dennison  
Bandai Foundation  
Bank of America Charitable  
Foundation  
Kathrine and Frank Baxter  
Pam and Dennis Beck  
Phyllis and Sanford Beim  
Laurie and Bill Benenson  
The Frances & Benjamin  
Benenson Foundation Inc.  
Carol and Frank Biondi  
Joyce and Stanley Black  
Karl Block  
Scott Bowling  
Gary Brinson  
Cindy and Bob Broder  
Shelli and Bill Broder  
Robin and Elliott Broidy  
Brotman Foundation of  
California  
Johnna and Steven Bryant  
California Pizza Kitchen  
Foundation  
Canyon Partners, LLC  
Janice Carter-Lourensz  
Chapman & Associates  
Foundation  
The Charitable Foundation /  
Berkshire Hathaway Home  
Services  
Chell Chelliah  
City National Bank  
William Cockrum III  
Jean Cohen

Maureen and Skip Coomber III  
Scott Cooper  
Aviva and Carl Covitz  
Creative Artists Agency  
Barbara and Gordon Cull  
Hugh and Hazel Darling  
Foundation  
The Davidow Charitable Fund  
Shirley Deutsch  
Roberta and Carl Deutsch  
Disability Communications Fund  
DreamWorks SKG  
Edison International  
Jenni and Richard Ehrlich  
Bob Emett  
Employees Community Fund  
of the Boeing Company  
Carol Ann and Moise Emquies  
Elise and Tully Friedman  
Jamie Gertz and Tony Ressler  
Helaine and Michael Gesas  
Gibson, Dunn & Crutcher, LLP  
Bari and Steven Good  
Steven Gordon Family Foundation  
Hagopian Family Foundation  
Joanne and Art Hall  
The Ernest G. Herman  
Foundation  
Frances Hirsh  
John Holcomb  
Thelma Pearl Howard  
Foundation  
Linda Janger  
Frank Kamer  
Martha and Bruce Karsh  
Karen Kato  
Kayne Anderson Capital  
Advisors, LP  
Mary and Stephen Kayne



# Thanks to our donors



## **\$10,000 to \$49,999** *continued*

Harry/Bronson & Edith R. Knapp Foundation  
Deborah and Daniel Koskovich  
Bobby Kotick  
Sandy Krause and Bill Fitzgerald  
Betty Krausz  
Kent Kresa  
Alice and Nahum Lainer  
Latham & Watkins  
Jean and Richard Lawnhurst  
Virginia and Peter Leibert  
Rica and John Leon  
Ellen and Mark Lipson  
Lockton Insurance Brokers, Inc

Los Angeles Lakers Youth Foundation  
The Fred and June MacMurray Foundation  
Artur Mager  
Nathalie and Maurice Marciano  
Nancy and Howard Marks  
Walter Marks  
Liz Blackman and Victor Mason  
Mike McAleer  
McDonald's Corporation  
Dr. Richard Merkin  
L & S Milken Foundation  
Morgan Stanley  
Marilynn Moscrip  
Miriam Muscarolas and Grant Abramson  
Art Naddour  
Sandra and Larry Nagler  
NFL Network  
Nickelodeon/ MTV Networks  
Peggy and Charles Norris  
Carrie Odell  
Pacific Mercantile Bank  
Paramount Spring Engineering Co., Inc.  
Paul Hastings LLP  
Louis Petroni  
Pettit Foundation  
Ruth and Allen Potts  
Debbie and Rick Powell  
Louis and Harold Price Foundation  
Victoria and Terry Quinn  
Quinn Emanuel Urquhart & Sullivan, LLP  
Rebecca and Don Raatz  
Tamara and Albert Rabil

The Stewart J. Rahr Foundation  
RBZ, LLP  
The Riordan Foundation  
Rite Aid Foundation  
Robert Ronus  
The Rosenthal Family Foundation  
Steven Rose  
Maxine and Gene Rosenfeld  
David Rosenthal  
Rita and Ralph Rudin  
Arlene Samek  
SGS  
Manouchehr and Forogh Sherkat  
Azadeh and David Shladovsky  
Elizabeth and Al Shonk  
Dr. Robert Shushan  
Laura and Bill Siart  
Karen and Gene Siciliano  
Shady and Shahariar Simantob  
Shelley Smith  
Iris and Michael Smith  
Sheryl and Jonathan Sokoloff  
Bradley Stallard  
Sidney Stern Memorial Trust  
Susan Stockel  
Bob Susterich  
Target  
TechFoundation, Inc.  
Jocelyn Tetel  
Jean and Joe Tilem  
The Steve Tisch Family Foundation  
Laurie Tisch  
Toys "R" Us Children's Fund  
Tumbleweed Educational Enterprises  
US Bank  
J.B. & Emily Van Nuys Charities  
Variety, The Children's Charity

Wachtell, Lipton, Rosen & Katz  
Obaida and Scott Watt  
Keith Weaver  
Frederick R. Weisman Philanthropic Foundation  
Jeff Wilson and Derek Wilson  
Winningham Becker & Company  
Margo and Irwin Winkler  
Wendy and Jay Wintrob  
Women Helping Youth  
Carl E. Wynn Foundation  
Linda and Kenneth Yontz  
Anne and Brian Young  
Lisa and Kim Zeder

## **\$5,000 to \$9,999**

Constance and Herbert Abell  
Judy and John Angelo  
Selma Archerd  
Aurora Consulting Group  
Bank of America  
Beth Berke  
Beta Rho Women's Club  
Beverly Hills Rotary Community Foundation  
Iris and Leonard Bovee  
Deborah and Gabriel Brener  
Rebecca Susan Buffett Foundation  
California United Bank  
Cars 4 Causes  
Clif Chase  
Patricia and Terry Christensen  
Christopher Cohick  
Margit and Lloyd Cotsen  
Alison and Richard Crowell  
Kathi and Gary Cypres

DARKO  
Dart Group Foundation  
Andrea and Kevin DeBre  
Fred Delijani  
Alexis and Robert  
Deutsch Adler  
Victoria Deutsch Sutherland  
Early Riders  
East West Bank  
Joseph K. & Inez Eichenbaum  
Foundation  
Jane and Michael Eisner  
Ernst & Young  
Earl Feldhorn  
Linda and Martin Frank  
Neil Friedman  
Susan and David Gersh  
The Rosalinde and Arthur  
Gilbert Foundation  
Ruth and Howard Gilliam  
Cathy and Larry Gilson  
Lynelle and Allan Goya  
Arthur Greenberg  
Mary and Doug Hampson  
Nancy and Michael Harahan  
Humana  
Jill and Ken Iscol  
Gail and Benjamin Jacobs  
Steve Jordan  
Keesal, Young & Logan  
Lauren and Richard King  
Knights of Columbus #2404  
Korn/Ferry International  
Jim Korsen  
KPMG LLP  
Susan and Richard Lenny  
Levi Strauss & Co.  
Kevin Lewis

Emily Lloyd  
Karen and Peter Locke  
Leon Lowenstein Foundation  
The Maurice Marciano Family  
Foundation  
Martin Massman  
Mattel Children's Hospital  
UCLA  
Catherine McCabe  
Carole and Randy Mcdowell  
Klint McKay  
Jacquie and Harry McMahon  
Medtronic Foundation  
Tom Melville  
Ellen and Gary Michel  
Soleil Moon Frye  
Nancy Moonves  
The Jim Mora Count on Me  
Family Foundation  
Sherie and Don Morrison  
Berit and Robert Muh  
Merle and Peter Mullin  
Nuno D&T Inc.  
David Petrucco  
Renvy Pittman  
Alan Polsky  
Pricewaterhouse Coopers LLP  
Terri and Blake Quinn  
Felice and Philip Rosen  
Patty and Michael Rosenfeld  
Ian Rosenfield  
Rx For Reading  
Saks Fifth Avenue  
Vincent Sanchez  
Sandpipers, Inc.  
Ellen and Richard Sandler  
Natasha and Irwin Schwartz  
Sheakley Family Foundation

Vicki Simms  
The Simms/Mann Family  
Foundation  
Sheri Sindell  
Southern California Edison  
Maureen and Craig Sullivan  
Barbera Thornhill  
The Three Sisters Foundation  
Eugene Trope  
Heather and David Trzcinski  
Maria and Bob Tuttle  
UCLA Anderson School of  
Management  
UST Global  
Terrie and Win Warren  
Barbara and Don Wohl  
D & L Wood Family Foundation  
Peg Yorkin

**\$2,500 to \$4,999**

Barbara Abell  
Usha Ahuja  
Mary Akpovi  
Allen Alexander  
Nancy AOssey  
Celia and Jim Arakawa  
Tevis Barnes  
Willow Bay and Robert Iger  
Patricia and Jeffrey Becker  
Alan Berlin  
Catherine and Robert Beyer  
Linda and Douglas Boyd  
Barbara Bremer  
Edythe and Eli Broad  
Pamela Buffett  
Bukyko University  
Bunnin Chevrolet  
Barbara and Gary Burkitt

Iris Cantor  
Joseph Carnahan  
Zoanne and David Carney  
Nancy Colletti  
Shirley Cook  
Shelley Cooper  
Daniel Danison  
Eunice David  
Bill Davis  
Georgia and Michael De Havenon  
Vickey and Thomas Debrowski  
Carenia and Joel Deutsch  
Connie Dore



# Thanks to our donors

## **\$2,500 to \$4,999** *continued*

Joyce and Mel Eisenberg-Keefer  
Employees Charity Organization  
of Northrop Grumman  
Epstein Family Foundation  
Kristina and Kevin Farr  
Rosetta and Balthazar Getty  
Golin Harris  
Jae Goodman  
Peggy and Michael Hergenroether  
IBM  
Carol and Jerry Isenberg  
Martha and Micky Kanemaru  
Kenneth Karmin  
Gerald Katell  
Karen and Abbas Kato  
Virginia and Michael Kazanjian  
Connie and George Keiter  
Tim Kilpin  
Mary Lester  
Judy Olian and Peter Liberti  
Beth and Bob Lowe  
Kathi and James Mallick  
Marsh Risk & Insurance Services  
Nora and Mel Masuda  
Linda May  
Angelo Mazzone  
William McShea  
Kathy and Rick Merrill  
Pam and Jarl Mohn  
John Moore  
Pam Morton  
Sandra Mosk  
Dianne Moss  
Munger, Tolles & Olson LLP  
Louise and John Nagafuchi  
John Nelson  
Robert Normile

Denise Orme  
Christi and Travis Richards  
Sunny and James Robilotta  
Sara Rosales  
Dean Scarborough  
Kathleen Schmitt  
Scott Schoenberger  
Thomas Schulte  
Amy and Andrew Schwartz  
Phyllis and Ralph Scott  
Ginge and Loy Shontell  
Short Stature Foundation  
Florence and Harry Sloan  
Rita and Stan Stahl  
Genny and Citron Toy  
Elinor and Rubin Turner  
Union Bank Foundation  
Carol and Bob Vernon  
Stefano Vranca  
Debbi Winter  
Judith and Barry Wolstan  
Marlene and Steve Young  
Randy Ziegler

## **\$1,000 to \$2,499**

Charles Aaron  
Bruce Adlhoch  
Jeff Aidikoff  
Mahindoukht and John Amiri  
Dennis Ammon  
Andrews McMeel  
Publishing/Universal Uclick  
Arya, L.P.  
Sylvia and Milton Arnold  
AT&T Employee Giving/  
United Way Campaign  
AXS Opportunity Fund LLC  
Ayzenberg Group

William Basel  
Bayhurst Foundation  
Rebecka Beldegrun  
Steven Beltran  
Big Monster Toys LLC  
Helga Bingener  
Luster Boatwright  
The David Bohnett Foundation  
Lynn Booth  
Geri Brawerman  
Stephanie Bray  
Broadway Industries Inc.  
David Camel  
Elaine and Elliot Caplow  
Mark Carlin  
Doris Carver  
Susan and Alan Casden  
June Chayo  
Children Affected By Aids  
Foundation  
Jill Chozen  
Felicia and Fidel Collins  
Credit Suisse  
CVS  
Delson Investment Company  
Dermalogica Foundation  
Deutsche Bank Americas  
Foundation  
Daniel DiGiallonardo  
Margaret and Joel Edstrom  
Mike Ekinaka  
Eleven Twenty Seven  
Foundation  
Phyllis and Dan Epstein  
Anne and Ethan Falk  
Kendra and Andrew Feshbach  
First Republic Bank  
Col. Hayward Fong

Kara Fox  
Stuart Freeman  
Friedman, Enriquez &  
Carlson, LLP  
Darrel Fukamaki  
Gary Ghazarian  
Joan Gibson  
Barbara and Samuel Goldberg  
The Goldsmith Family Foundation  
Great American Insurance Group  
Scott Griffin  
Douglas Hall  
Handmade Productions  
Harry Bridges Institute  
HIT Entertainment  
Andrea and Alphonso Holguin  
Barbara and Dan Horwitz  
Daniel Horwitz  
Joan and John Hotchkis  
Janet and Gene Householter  
Matt and Catherine Howe  
Huron Consulting Group  
Institute For Advanced Health





International Yacht Collection  
Ghada and Ray Irani  
Lynn and Craig Jacobson  
Jenny Jones  
Jones Day  
Just Play Products LLC  
Nelson Kahn  
M. Kantor & Associates  
Nancy Karpman  
Kayne LLC  
Sean Kelly  
Darius Khakshouri  
Kinsella, Weitzman, Iser, Kump  
& Aldisert, LLP  
Grant Kirkpatrick  
Maxine and Henry Klaput  
Jeremy Klaven  
Kenneth and Leslie Klein  
Jerry & Terri Kohl Family  
Foundation  
Susie Krieser  
Winnie Lam  
Steve Lantz  
Jill and Marty Lasker  
Lazer, Inc.  
Shirley Lewis  
Nancy and Armin Lohbrunner  
Luminous Technology Group, Inc.  
Luma Pictures  
Susan and Wallace Lunetta  
Madison Management  
Bruce Maguire  
Susan and David Martin  
Julie and Doug Masterson  
Kevin McClenton  
Doug McCollough  
Jamie McCourt  
Kacey and Peter McCoy

MediaVest  
Doug Miller  
Mary Milner  
Myra and Brian Mintzer  
Laleh and Mohsen Moazami  
Eric Mower & Associates  
Howard Murad  
NACHRI  
Shula Nazarian  
Kelvin Noles  
Northwestern Mutual  
Habib Ollah  
Otis College of Art and Design  
Mishelle Ross Owens  
Mildred Owens  
Pacific Council on  
International Policy  
Teri and Randy Putnam  
Jodi and Rob Radoff  
Kathleen and Joel Reims  
Suzanne Rheinstein  
Susan Rice  
Sue and Carl Robertson  
Debbie and Robert Rodin  
Anne and Richard Rosenthal  
Larry Russ  
Joseph Ruvolo  
Patricia Sands  
Carla and Fred Sands  
Pamela Schaeffer  
Toni and John Schulman  
Allison and Matthew Schwartz  
Gerard Serapiglia  
Barbara and Barry Shaffer  
Annette and Leonard Shapiro  
Deborah and Jim Shaw  
Abby Sher  
Tracy and Robert Sherman

Lois and Nat Sherman  
Lawrence Silverton  
Carole Smith  
Lisa Smith  
Tamara Smith  
Special Olympics Southern  
California  
Paul Stapleton  
Stateside Associates  
George Steinhoff  
Karen and John Stephens  
Vivian Stewart  
SunAmerica  
Jeanne Tamaki  
Tennenbaum Capital  
Partners LLC  
Tetrasoft, Inc.  
L & G Thomas Family Foundation  
Elizabeth Tito  
Cathy and Bill Titterud  
Transwestern  
Blossom Trustman  
Universal Studios  
Unlimited Commercial  
Maintenance  
Linda and Harvey Vechery  
Vintage Capital Group  
VONS Foundation  
Ruth and Dennis Wasser  
Weber Shandwick  
Bob Weekley  
Carolyn Wellisz  
Pat and Ruth Welsh  
Wilshire Escrow Company  
WIN Partners  
Merle Wood & Associates  
Richard Ziman



# 2014-2015 Program Outcomes

## EARLY START PROGRAM

- 13,150 Home visits for families with infants and toddlers with developmental delays
- 5,158 Hours of "Parent and Me" Enrichment Groups
- 6,691 Hours of speech and language therapy

## KAYNE ERAS CENTER (School, Mental Health, DATS)

- 7,155 Hours of school-based counseling
- 2,600 Hours of one-on-one educational therapy
- 14,450 Hours of behavioral therapy
- 6,072 Hours of individual and family therapy
- 100% Percentage of graduating class that passed the High School Exit Exam (CAHSEE)
- 10 Graduates attending 2-year or 4-year colleges/universities in Fall 2015
- 4 Graduates attending vocational training programs in Fall 2015
- 6 Graduates attending ECF adult programs in Fall 2015

## ART CENTER PROGRAM

- 718 Pieces of artwork sold
- 146 Artists participated in exhibitions

## WORK ACTIVITY PROGRAM/PAR SERVICES

- 16,650 Hours that program participants were engaged in paid work activities

## SUPPORTED EMPLOYMENT PROGRAM (SEP)

- 102 Clients placed/working in community jobs
- 23,504 Hours of job coaching for adults with developmental disabilities working in community jobs
- 84 Number of business locations where SEP clients are employed

## RESIDENTIAL SERVICES

- 10,594 Hours of independent living training for adults with developmental disabilities who live in their own apartments
- 4,890 Hours of higher level of care (RN/LVN)

**3,650**  
Clients and Family  
Members Served



# Financial Highlights

July 1, 2014 – June 30, 2015

## REVENUE

### PROGRAM AND OTHER REVENUE

Regional Centers - Tuition and Fees	10,255,970
Unified School Districts - Tuition and Fees	5,219,902
Contract Sales	1,880,495
ICF Medi-Cal Fees	1,609,384
DMH Contract	1,213,940
Non Public Agency Fees	839,240
HUD Program Revenue	638,905
Investment and Other Miscellaneous Income	229,745
Sale of Merchandise	58,416
<b>Total Program and Other Revenue</b>	<b>21,955,997</b>

### COMMUNITY SUPPORT

Contributions	1,339,004
Fundraising Events	172,629
<b>Total Community Support</b>	<b>1,511,633</b>

**TOTAL REVENUE 23,467,630**

## EXPENSE

### PROGRAMS

KEC School	6,098,534
Early Start	4,285,879
Residential Services	2,233,323
Supported Employment	2,107,264
Work Activity Centers (PAR)	2,097,494
Art Centers	1,716,853
Developmental Activities	1,612,255
Mental Health	1,083,133
Diagnostic and Therapy	902,408
HUD Properties	635,877
<b>Total Program Expense</b>	<b>22,773,020</b>

### ADMINISTRATIVE

Administration	2,373,481
Development and Fundraising	818,743
<b>Total Administrative Expense</b>	<b>3,192,224</b>

**TOTAL EXPENSE 25,965,244**

**Surplus (Deficit) before Gain on Sale\* (2,497,614)**

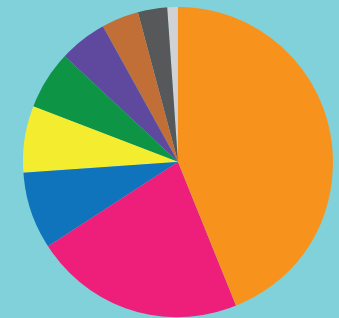
**Gain on Property Sale 17,160,260**

**Surplus (Deficit) \$14,662,646**

*\*The deficit includes \$779,719 for depreciation (non-cash items)*

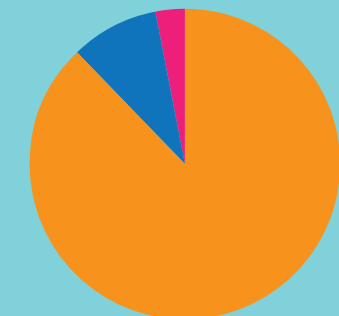
## REVENUE

Regional Centers	44%
School Districts	22%
Contract Sales	8%
ICF Medi-Cal	7%
Fundraising	6%
DMH Contract	5%
Non Public Agency Fees	4%
HUD Program Revenue	3%
Investment + Other Miscellaneous Income	1%



## EXPENSE

Program Expenses	88%
Administration	9%
Development and Fundraising	3%





Exceptional Children's Foundation

Improving the lives of children and adults with special needs since 1946

## ADMINISTRATION

### Main Headquarters

8740 Washington Blvd.  
Culver City, CA 90232  
(310) 204-3300

## ADULT and BUSINESS SERVICES

### Developmental Activity Centers

#### DAC/ADP Culver City

(310) 204-3300

#### S. Mark Taper Center for Exceptional Citizens

(213) 748-3556

### Art Centers

#### West LA Art Center

(310) 204-3300

#### Downtown Art Center & Art Gallery

(213) 627-7590

(213) 627-7374

#### San Pedro Art Center

(310) 519-8527

#### South LA Art Center

(323) 766-7503

(323) 766-7504

## YOUNG CHILDREN SERVICES

### Early Start

#### Los Angeles

(323) 735-1424

#### Arleta

(818) 830-6411

### Residential Services

#### Westington Complex

(323) 934-5265

#### Barman Home

(310) 559-0922

#### Keystone Home

(310) 838-1109

#### Fairbanks Home

(310) 915-6606

#### Santa Fe Springs Residence

(562) 698-4914

#### Valverde Home

(818) 342-3826

## STUDENT SERVICES

### ECF Kayne Eras Center

#### Culver City

(310) 737-9393

### Work Activity/PAR Services

#### PAR West – Culver City

(310) 204-3300

#### PAR East – Santa Fe Springs

(562) 945-1064

### Supported Employment and Career Placement Services

#### SEP – Culver City

(310) 204-3300



[www.ECF.net](http://www.ECF.net)

