



easterseals  
New Jersey

# ANNUAL IMPACT REPORT



# A LETTER FROM BRIAN FITZGERALD, PRESIDENT & CEO



Fitzgerald (right) pictured with  
Fernando Semiao from Century 21.

The past several years have reshaped the nonprofit landscape in lasting ways, and this past year was no exception. Across the country, organizations continued to navigate workforce instability in the sector, rising costs, increased administrative demands, and funding systems that have struggled to keep pace with the true cost of care. At the same time, the need for services remained strong and, in many communities, continued to grow.

This was the environment in which Easterseals New Jersey operated last year.

It required discipline, clarity, and steady leadership. It also required something more enduring: a clear sense of purpose.

Throughout the year, we remained focused on whole person care and on supporting individuals and families in ways that are consistent, respectful, and reliable. That focus guided decisions across the organization. We stayed grounded in what we know works and in what will sustain this mission over the long term.

The realities of the year were felt daily. Managed care requirements continued to evolve. Staffing pressures demanded flexibility and focus. Financial stewardship remained central to our work as we made deliberate choices to scale responsibly and invest where it mattered most.

Those choices are reflected in our financial performance. Nearly nine out of every ten dollars were directed to direct services, reinforcing our commitment to mission, accountability, and responsible management. Investments in technology and infrastructure supported accuracy, efficiency, and continuity of care.

Above all, the strength of this year came from our people. Staff across the organization showed up day after day in a demanding environment, maintained high standards, and supported individuals and families with care and respect. Their resilience and commitment remain the foundation of this organization.

What this year ultimately reinforced is something fundamental. Our mission endures across moments, funding environments, policies, and administrations. Easterseals New Jersey has served communities through decades of change by remaining anchored in purpose and guided by values rather than volatility.

**In years past, growth told the story; this year, steadiness did.**

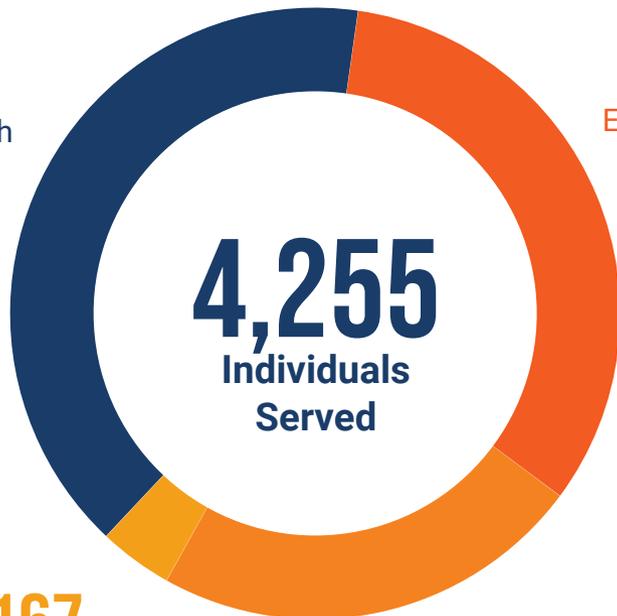
Thank you for being part of this work and for standing with us.

Brian Fitzgerald  
President and Chief Executive Officer  
Easterseals New Jersey

# 2025

## A YEAR OF SOCIAL IMPACT

1,712  
Mental Health  
Services



1,401  
Employment  
Services

167  
Community &  
Day Programs

975  
Financial Management  
Services

OVERALL  
SATISFACTION  
97%   
*across all programs*

I/DD INTELLECTUAL/  
DEVELOPMENTAL  
DISABILITIES  
 99%  
Participants in our  
I/DD Residential Services  
reached their goals

 97% REACHED  
their goals  
Participants in our  
Day Program

MENTAL HEALTH  
97%   
Participants in our  
Residential Services  
reached their  
PERSONAL  
HEALTH GOALS

86%   
Participants in our  
Behavioral  
Health Program  
avoided  
HOSPITALIZATIONS

### EMPLOYMENT

62  
Participants  
SEEKING  
*employment opportunities*  
>>SECURED POSITIONS<<  
for  
OVER  
90 DAYS

33  
Participants in our  
*Career Pathway  
Connections program*  
>>MAINTAINED<<  
90 DAYS  
OF EMPLOYMENT

# OUR YEAR BY THE NUMBERS

## EXPENSES

Direct Services	\$ 110,091,211
Management and General	\$ 8,975,714
Fundraising	\$ 662,399
National Fees	\$ 183,622

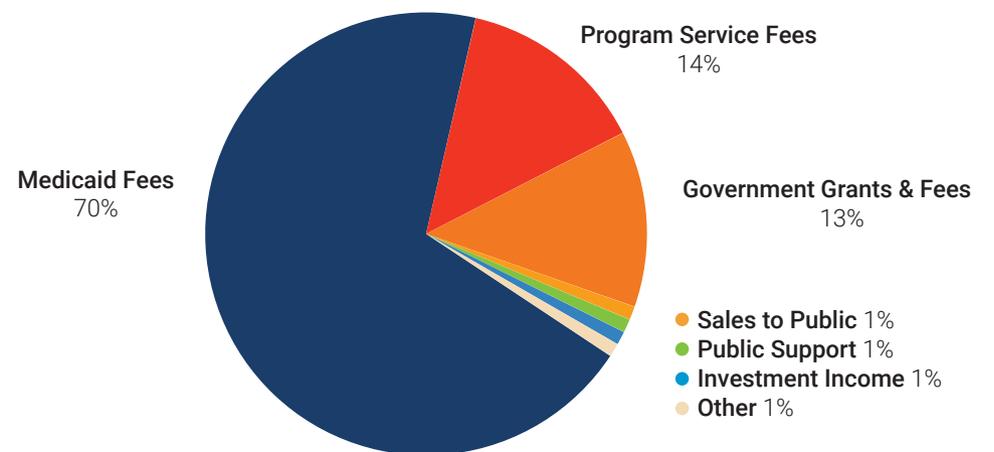
## REVENUE

Medicaid Fees	\$83,925,189
Program Service Fees	\$16,857,791
Government Grants & Fees	\$15,825,020
Investment Income	\$1,549,206
Public Support	\$936,490
Other	\$771,492
Sales to Public	\$702,245

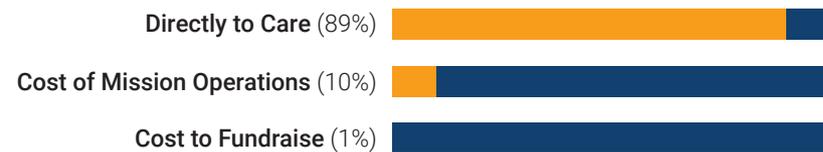
**\$120,567,433** Total Revenue

**\$119,912,946** Total Expenses

Revenue by Source



How Your Dollars Are Used



# THANK YOU TO OUR CORPORATE & FOUNDATION PARTNERS

We are deeply grateful to the corporate and foundation partners whose generosity made our work possible this year. Their partnership strengthened essential services, expanded access to care and opportunity, and helped individuals with disabilities and seniors live with greater dignity, independence, and connection.

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For supporting Easterseals NJ's efforts to expand access to technology and digital tools, helping individuals and families stay connected to education, employment, and essential services.



For supporting Easterseals NJ through event sponsorship and for helping advance programs that promote empowerment and inclusion. We were proud to recognize BWW as our first Empowerment Partner of the Year.



For enabling Easterseals NJ to offer meaningful socialization and recreational opportunities that support emotional well being, confidence, and community connection.



For strengthening Easterseals NJ's mission through event sponsorship and investment in our Whole Person Care program, supporting coordinated, person centered services.



For supporting Easterseals NJ's financial literacy programming, helping individuals with disabilities build practical skills for greater independence and stability.



For expanding Easterseals NJ's financial literacy programs, empowering people with disabilities to make informed decisions and plan for long term independence.



For helping Easterseals NJ respond to urgent community needs by providing essential food and supports to individuals with disabilities and seniors affected by funding disruptions.



For sustaining and strengthening Easterseals NJ's mental health services, ensuring individuals continue to receive critical care and support.



For advancing Easterseals NJ's mission through generous community support and leadership. We were proud to recognize Fernando Semiao as our Good Samaritan of the Year in 2025.

# 2025 MILESTONES



Launched a formal substance abuse training and response protocol and expanded safety education through the Center for Violence Prevention.

Launched new Transition service with Manville High School.



Our Intellectual and Developmental Disability participants joined the Protect. Medicaid rally at the state Capitol.

Increased overall service delivery and units served in our Supportive Housing program by 20%.

Employment Specialist, Danae Hayes, won the Employment Specialist of the Year award at NJAPSE!



Supported Employment was awarded the Excellence in Service Award from the Division of Labor.

Supported Employment partnered with the Civil Services Commission and conducted workshops and training about working with individuals with disabilities.

Celebrated the Grand Opening of a new Day Habilitation Center in New Brunswick on October 16.



Launched a Drivers Ed program for the Deaf and Hard of Hearing population statewide.

# INFORMATION & REFERRAL PROGRAM

Easterseals New Jersey strives to deliver helpful resources and additional information for those seeking assistance. Through our Information & Referral program, even if you are not eligible for our services, we do not leave you without finding a path in your journey.



**WITH  
STAFF  
SUPPORT**

**HELP & HOPE**  
was provided to

**863**

individuals in 2025

*by connecting to*  
**OUTSIDE RESOURCES**

**95%**

of the time

*"I have called so many organizations, but no one has called me back, or they just tell me they can't help and then hang up. **The fact that Easterseals calls back and helps even when your organization isn't the best fit is life-changing.**"*

## LOOKING FOR RESOURCES?

We are here to help and guide you toward available paths. Give us a call at **855-215-4541** or email us at **info@nj.easterseals.com**





*"When I put my head down at night, I always knew that John was in good hands. Easterseals provided him with **safe and caring housing**, which allowed him to **live independently** and **achieve his goal** of taking care of his own apartment."*

- Anonymous Donor



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Support from the community is what helps care for each person we serve. If you'd like to contribute in making a difference, visit [www.eastersealsnj.org/waystogive](http://www.eastersealsnj.org/waystogive) or email [giving@nj.easterseals.com](mailto:giving@nj.easterseals.com).