

LIFE STEPS  FOUNDATION®

ANNUAL REPORT 2015



BACK TO BASICS

Awards and Recognition



On May 26, 2015 Patt Fitch was awarded the title of "Senior Citizen of the Year" for Santa Barbara County. Patt is a participant in the Senior Companion Program, a part of Senior Corps administered by the Corporation for National and Community Service. She has volunteered at LSF Santa Maria Wisdom Center for over six years and her devoted service is deeply appreciated.

Nominees won for various categories with Patt taking home the top award. We salute Patt for her dedicated service to seniors and to LSF Santa Maria Wisdom Center.

Cynthia Fong-Wan, our LSF Children and Family Services Program Director, accepted a Proclamation from the City of Millbrae naming October 28 as LSF Children and Family Services - Northern California day. The City commended what our program accomplishes with children under five years old who have disabilities or developmental delays. We are very proud of LSF CAFS group!



Cynthia Fong-Wan with current Millbrae city council member Wayne Lee

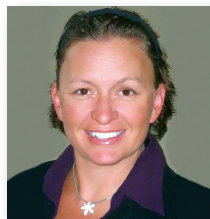
Good Words



"Since 1982, the Life Steps Foundation (LSF) has been providing many services and programs to children,

families, and adults with special needs. LSF Northern California Adult Services' Social Dynamics Program is located in my Assembly District 22 (San Mateo County). Social Dynamics, a center-based day program for adults with developmental disabilities and behavioral challenges, encourages participants to develop confidence, self-sufficiency skills, and socialization. When their staff and participants took the time to visit my District Office, I saw the dedication of their staff and the advancement of their participants. Thank you Social Dynamics for your commitment to helping those who are most vulnerable in our community."

Kevin Mullin, Speaker pro Tempore
California State Assembly



"The families that the Alzheimer's Association works with in the Santa Maria Valley need adult

day care for their loved ones. The LSF Santa Maria Wisdom Center provides this much needed service. In fact, there is greater need in the community than the current center can provide and we look forward to the day when they have a larger facility. Additionally, allowing the very qualified staff at the Wisdom Center to volunteer their time and offer a support group at the Luis Oasis Senior Center met a gap in service for our families. The support group has been a huge success and we are grateful to SMWC for their commitment to our families."

Donna K Beal, MPH, MCHES,
VP of Program Services and
Advocacy, Alzheimer's Association
California Central Chapter



"Life Steps Foundation Children and Family Services provides a critical service for pre-school

children and families so they can enjoy a normal life equal to ours that we take for granted. Their services ensure these youngsters become productive individuals who have hope for their future."

Wayne J. Lee, Council Member
City of Millbrae, California

A Message From Our Board President and Chief Executive Officer



We are delighted to share with you our progress for fiscal year 2015. Life Steps Foundation finances are strong and our proven and successful programs continue to enhance the lives of Californians with disabilities who face incredible challenges. We are moved and inspired by our clients. Youngsters, adults and frail elderly continue to achieve their goals and participate fully with their families and in their communities, because of your help.

We have begun a new strategic plan, called "Back to Basics," that will take us through 2018. We are renewing our resolve to provide high-level and quality life-changing programs for the thousands of people with disabilities across the state who seek our assistance. At the same time, we are taking a hard look at our infrastructure to ensure that our stewardship - administration and financial management - are as efficient and effective as possible.

Life Steps Foundation programs are operating at capacity, providing a safety net for people facing the unique challenges of living with cognitive and physical disabilities. This past year brought us closer to our dream of building a new site to serve frail elderly residents in the Central Coast of California.

Program cuts over the past several years are eroding our ability to serve more people and provide them with the highest level of care. Life Steps Foundation clients, family members and staff joined together to advocate on behalf of the people we serve. They wrote letters, made visits, and joined in peaceful demonstrations to educate our state legislators about the need to keep the promise of the Lanterman Act. This important legislation, passed in 1969, gave people with developmental disabilities the right to services that enable them to live a more independent and normal life.

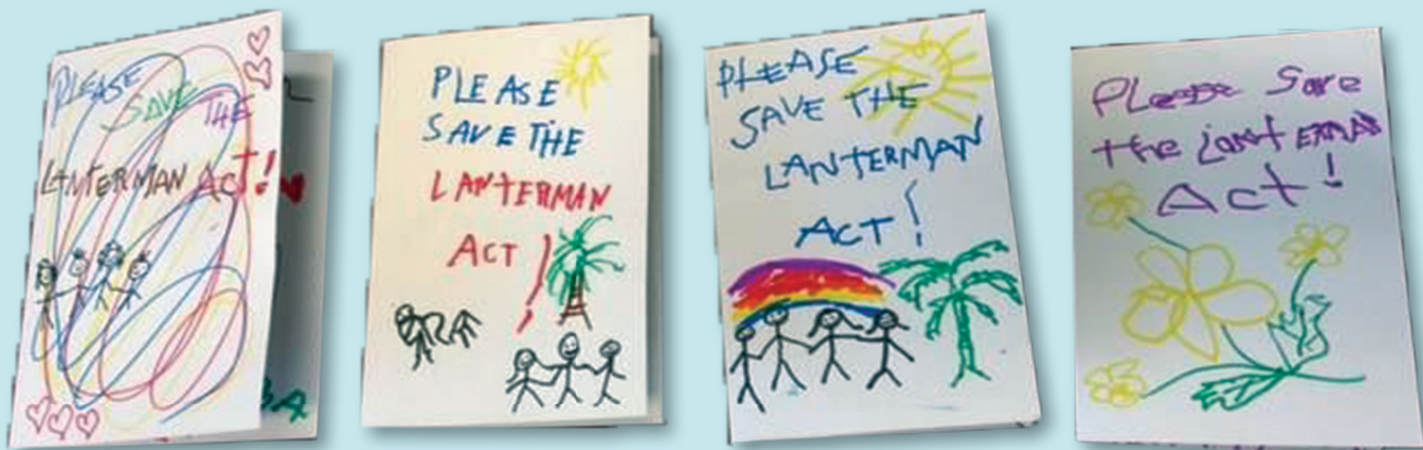
This year we also launched our updated and redesigned website. Please take a moment to review the rich and informative material about our clients, programs and staff at <http://www.lifestepsfoundation.org/>

We are honored by your support and the many ways you show your dedication to the people we serve. You are our partner - together we improve and enhance the lives of disabled people throughout California. Thank you for sharing in our mission.

Sincerely,

Sue Horowitz
President

Virginia Franco, MA
Founder and Chief Executive Officer



Who We Are



Since our founding in 1982, Life Steps Foundation assists people with disabilities to acquire the confidence, training, and social and emotional support they need to overcome obstacles related to their disability.

At times, all of us need help taking the more challenging steps in life. When someone is living with a mental, developmental or physical disability, navigating through even the most basic challenges of daily life is overwhelming. Our clients find a better quality of life and thrive as vital members of their communities through their experience at Life Steps Foundation.

Life Steps Foundation is comprised of five Affiliate and Business Units

operating programs throughout California in eight different locations. We provide a variety of in-home and center-based caregiving and skill training programs through our network of affiliate and local community service locations. Our corporate team delivers administrative management support and organizational leadership throughout the Life Steps Foundation network.

Our organization has a stellar record of success in providing Californians with disabilities the highest quality of care and effective life-skills training they need to take the next step toward realizing their personal potential and achieving greater independence. For many, we are a life long partner.

"We love our Early Interventionist. She is extremely competent, professional, and knowledgeable."

— a parent with a toddler in the LSF Children and Family Services Program

Senior Homemaker Program

Life Steps Foundation's Senior Homemaker Program provides older adults over the age of 60 who reside in San Luis Obispo County with home maker and personal care services. Program participants, many with low incomes, find that this program allows them to remain independent in their

homes. During a staff member's visit, program participants receive assistance with personal hygiene, laundry and meal preparation; some receive additional assistance with personal care such as bathing and dressing. These important services are provided to participants free of charge.

Life Steps Foundation Southern California Adult Services (LSF SoCal)



Meet Judy, a participant with LSF SoCal. She came to our program 12 years ago from another

Program

LSF SoCal is headquartered in Long Beach, CA and each year serves over 300 adults throughout the region. Most participants have an intellectual disability; others are living with cerebral palsy, epilepsy, autism, or other physical, emotional or mental issues. We help these adults maximize their independence and maintain their desired quality of life. Participants learn critical skills and have the opportunity to socialize through a variety of high-quality and proven programs, training and center-based activities. Ours is a collaborative effort between the participant and our instructor as

social services agency. Judy had survived institutions where she had been abused. Life had been filled with many cruel and extraordinary challenges for Judy, who lives with developmental disabilities. Thank goodness the Harbor Regional Center got her to LSF for help.

When we met her, she had aggressive behaviors, did not know how to live independently, and had never been introduced to the routine tasks and social etiquette of mainstream adult life. Banking, cleaning, cooking, grocery shopping, keeping a budget, and just being nice to people around her were all new to Judy.

the participant learns to be autonomous, develops a circle of friends and other people who can support their goals, and becomes a positive contributor to his or her community.

With help and guidance from the LSF SoCal staff, today Judy is living a life that no one believed she would ever live. Not only can she manage her own home but last year she voted in a public election for the first time. She has gone on many trips, participated in our Seaside Learning Center day program and even helped the Center obtain an aquarium. All of us at LSF are proud of Judy and what she has accomplished.



Who, What, and Where

Total Clients Served	316	Types of Disabilities:
African American	15%	Autism Spectrum Disorder
American Indian/Alaskan Native1%	Cerebral Palsy
Asian/Pacific Islander	8%	Mental Disability
Caucasian	44%	Intellectual Disability
Latino/Hispanic	32%	Epilepsy
		Seizure
Counties of Locations:		
Los Angeles	Orange	



Life Steps Foundation Children and Family Services (LSF CAFS)

Alex is an adorable little boy who entered the world of Wee Play, LSF CAFS's very own inclusion program located in San Gabriel, CA, just days after his second birthday. Alex is very active, loves sharks, and knows how to flash his charming smile to gain anyone's attention. Alex did not like playing with squishy textures and would cry at the sight of them. To help him, his teachers designed a shark aquarium out of Jell-O. With a little bit of coaxing and a lot of sharks

to "fish" for, he overcame his fear and had a blast! Alex now loves sensory play. He is a great example of how a young child can overcome an obstacle. With some creativity and a few household items, anything is possible.



Program

LSF CAFS, with services throughout the state of California, meets the needs of our youngest community members. Youngsters from birth to three years old who have or are at risk for developmental delays, and have a diagnosis of developmental disabilities, learn through in-home and center-based early intervention programs. These specialized programs support the youngster and maximize their development while helping parents foster their child's full potential. Through play and fun activities that attract the child's interest, our young participants learn many skills including how to socialize, make changes from one activity to another, develop attention skills, use language, and cope with emotional challenges.

"My son learned so much in development and in his speech. Not only have we noticed the improvement, but also have our family and friends. Thank you."

Who, What, and Where

Total Clients Served 747
African American 12%
Asian/Pacific Islander 33%
Caucasian 20%
Latino/Hispanic 35%

Counties of Locations:
Alameda San Luis Obispo
Contra Costa Los Angeles
San Mateo San Bernardino
San Francisco Orange

Types of Disabilities:
Autism Spectrum Disorder
Cognitive, Motor, and Social Delays
Developmental Disability

Life Steps Foundation California Adult Services (LSF CCAS)



Franklin has an awesome personality, he is friendly and outgoing. Because of LSF CCAS, he can live independently in his community. Even with moderate mental disabilities, living as a double amputee and managing diabetes, you will find Franklin tooling around the local farmer's market in his wheelchair or at home playing with his dog Harvey. He receives at-home services from LSF CCAS trained and empathetic staff members. During these visits, Franklin has assistance with cooking, cleaning, and money management. They also accompany

him to his doctor's appointment and help him understand the doctor's findings. Through this support, he has learned the importance of healthy eating to help balance his diabetes, how to speak up for himself and how to be his own advocate. Franklin works part-time at a nursery and dreams of one day living on a farm. He has other important goals like looking forward to using prosthetics to walk, getting his driver's license and purchasing an adapted automobile.

Program

LSF CCAS provides in-home support-live living services and fosters independent living skills for adults with physical and developmental disabilities. Program participants learn daily living skills and through in-home assistance provided by caring and specially trained staff, they lead full and independent lives within their own community. Some participants live independently and the services they receive help them to keep their independence despite the potential limitations of their disabilities. Other LSF CCAS participants live with their

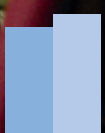
families or in another supportive environment. Working closely with Life Steps instructors, they develop the skills needed to overcome everyday challenges and meet their individual goals.



Who, What, and Where

Total Clients Served34
African American	6%
Caucasian	71%
Latino/Hispanic	23%
Counties of Locations:	
Santa Barbara	San Luis Obispo

- Types of Disabilities:**
- Down Syndrome
 - Autism Spectrum Disorder
 - Cerebral Palsy
 - Intellectual Disability
 - Bipolar
 - Schizophrenia
 - Depression



Life Steps Foundation Santa Maria Wisdom Center (LSF SMWC)

In his early 90s, Abraham Magana often serenades Santa Maria Wisdom Center staff and friends. A participant at the LSF SMWC, he is a self-taught musician who plays 11 instruments including the guitar, violin, cello, and accordion. Quite a talent in itself, but more so as he is totally blind.

He attended just three years of school prior to picking cotton in Mexico. While still a teenager, he met his late wife Maria with whom he had a large family. Mr. Magana traveled

back and forth to work in the fields of California and his wife supplemented their income as a seamstress. They moved to the United States permanently in 1975. A former member of a mariachi band called "Los Costenos Del Valle," we look forward to many more years of beautiful music with Mr. Magana, our very own nonagenarian mariachi player!



Program

LSF SMWC, based in Santa Maria, CA, is the only licensed Community Based Adult Services Program (CBAS) in both Santa Barbara and San Luis Obispo counties. For frail elderly and disabled adults who require medical monitoring, our comprehensive day care program enhances their quality of life. Programs are designed to prevent, delay, or reduce their premature institutionalization and helps our participants remain in their natural, supportive living environments for as long as possible while providing loving family caregivers with much needed quality elder care assistance. Our program includes door-to-door transportation, nursing and medication monitoring, rehabilitative therapies, and stimulating social and recreational therapies.



Who, What, and Where

Total Clients Served	116
African American	3%
Asian/Pacific Islander	7%
Caucasian	55%
Latino/Hispanic	35%

Counties of Locations:
 Santa Barbara San Luis Obispo

- Types of Disabilities:**
 Alzheimer's and other Dementias
 Heart Condition and Stroke
 Cognitive Impairment
 Vision and Hearing Loss
 Depression
 Frail Elderly
 Diabetes

Life Steps Foundation Northern California Adult Services Social Dynamics Program (LSF Social Dynamics)



Meet Joe (not his real name) who earned "Star of the Month" at LSF Social Dynamics. He met his target behavior goals for the year and showed great rapport with his LSF educator. Joe was diagnosed with mild intellectual disabilities, mild hearing loss and a seizure disorder. He is verbal and able to communicate most of his needs and wants. He is very congenial, which is apparent by his friendliness towards staff and peers; he hugs, shakes hands

and converses with them on a regular basis. He likes to read books. Joe is a volunteer at the YMCA, where he folds towels and sheets and greets customers and he hopes to soon volunteer in a public library.

Program

LSF Social Dynamics is a center-based day program for adults with developmental disabilities and behavioral challenges. Our participants require assistance and supervision. At the Center, they receive intervention and education training in a low pressure environment that is rich in positive reinforcement and designed to assist these men and women to advocate for themselves, participate in their community, and maximize their potential. Through interaction with our professional and highly trained staff, our program participants learn important tools such as how to communicate their needs more effectively, methods to integrate into their com-

munity, and mobility training so they can move safely around their environment.



Who, What, and Where

Total Clients Served65
African American	14%
American Indian/Alaskan Native1%
Asian/Pacific Islander	32%
Caucasian	33%
Latino/Hispanic	20%
Counties of Locations:	
San Mateo	San Francisco

- Types of Disabilities:**
- Cerebral Palsy
 - Intellectual Disability
 - Autism Spectrum Disorder
 - Schizophrenia
 - ADHD
 - Bipolar
 - Epilepsy
 - Seizure

Life Steps Foundation Corporate Management

"I had a heartwarming experience during a recent visit to a LSF program. As I admired an elderly participant's crochet work, she smiled broadly and proudly showed me the afghan she was crocheting. "I can't see very well anymore," she said, "but I still enjoy crocheting. I am so happy here at LSF."

— Sue Horowitz, LSF President
Board of Directors

Our Corporate Management Team provides core operational support, strategic guidance and quality control services for the LSF Affiliates and Business Units in the areas of accounting, payroll, human resources, marketing and development, training and clinical quality management and information technology.

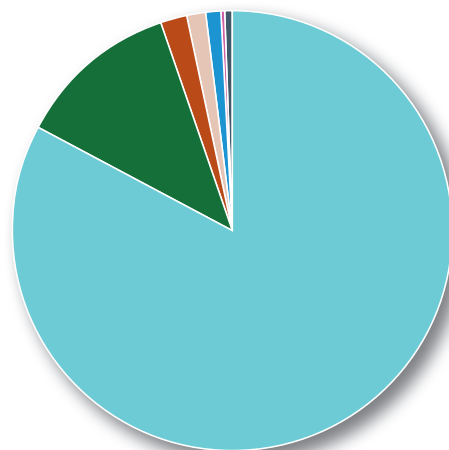
Our current financial strength in fiscal year 2015 was represented by a 6.7:1 (assets to liabilities) ratio. This ratio determines how long a charity could sustain its level of spending using only its net available assets. At Life Steps Foundation we are pleased to report that we had more than 5 years working capital available.

Back to Basics defined our focus for fiscal year 2015. While we remain financially strong, our gross revenues are stagnant due to budget reductions made by the State of California's Regional Centers. Consequently, we successfully consolidated and restructured programs and kept our costs low while at the same time provided services for the same number of participants.

In fiscal year 2015, the combined revenue for all LSF Affiliates and Business Units was just over \$9.125 million dollars.

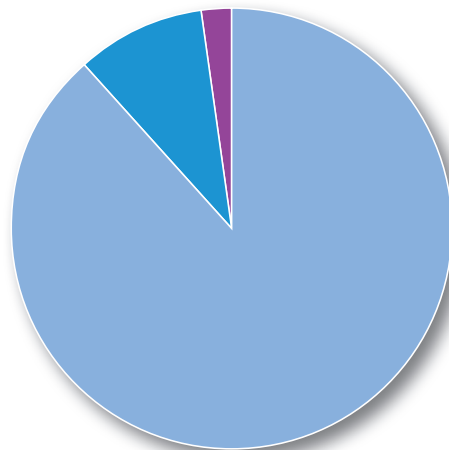
Revenue FY 2015

Regional Centers	\$ 7,608,858
Adult Day Health Care	\$ 1,098,374
Rental	\$ 179,734
Donations & Grants.	\$ 130,671
Private Pay.	\$ 107,945
Other Income	\$ 26,072
Investment & Interest	\$ -25,949

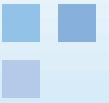


Expenses FY 2015

Program Services.	\$ 7,874,319
General and Administrative	\$ 831,909
Fundraising	\$ 184,155



Building Campaign



Double our Capacity

During fiscal year 2015, we made headway in our plan to almost double the number of frail elderly people we can serve in the Central Coast area of California.

Our dream of building a new expanded facility for the Santa Maria Wisdom Center is underway:

- We purchased a one acre parcel of land
- The process of designing the building and obtaining governmental approval began
- Our fundraising campaign was launched

Many of these aging community residents depend on family members for their care but require somewhere to go during the day when family members are working. The expanded new center will give us the capacity to serve up to 100 people per day—almost doubling the number of aging community members we can assist.

Senior Population Expands

Now licensed to serve 60 medically fragile seniors daily, our program is bursting at the seams. We have a substantial waiting list and many of our current participants have expressed the desire to attend the program on more days each week.

Our experience mirrors the data:

- The 2000 Census indicates that the county was home to 64,922 persons ages 60 and older, with 10,325 of them residing in the City of Santa Maria and 8,022 others in unincorporated Santa Maria Valley
- The 2010 Census showed a 15% jump, with 74,995 persons ages 60 and older residing in Santa Barbara County, 12,723 of them living in the City of Santa Maria

Meeting the Need

Given the critical and growing need for adult day health care services on the Central Coast, Life Steps Foundation took a proactive stance:

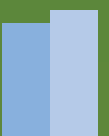
- Located at 2255 South Depot Street, Santa Maria, CA, the new facility will house our popular Community-Based Adult Services day program, our new Dedicated Alzheimer's Program and an Alzheimer's Association Caregivers Support Group
- The beautiful building uses a pre-engineered steel design that is economical, allows for a quick build and gives us the floor plan we need to serve our frail elderly participants
- We will break ground in early 2016 and expect a grand opening in mid-2016

The artist's rendering provides a glimpse of the new Santa Maria Wisdom Center.

Rendering by Vivek Harris, Inc.



The expanded new center will give us the capacity to serve up to 100 people per day—almost doubling the number of aging community members we can assist.



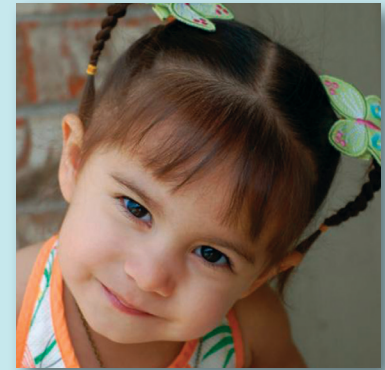


Mission Statement

Life Steps Foundation, Inc. is a fiscally responsible, culturally competent California 501(c)(3) non-profit dedicated to meeting the health, psychological and socioeconomic challenges of people throughout their lifespan who are experiencing mental, developmental or physical disabilities.

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