

We Build Beautiful Families

Annual Report 2009-2010



Adoptions
From The Heart®

Mission Statement

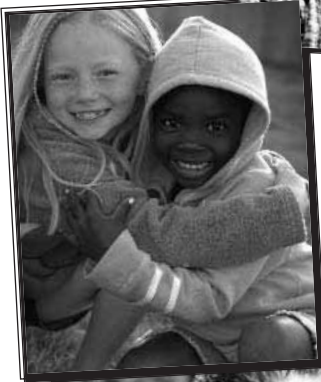
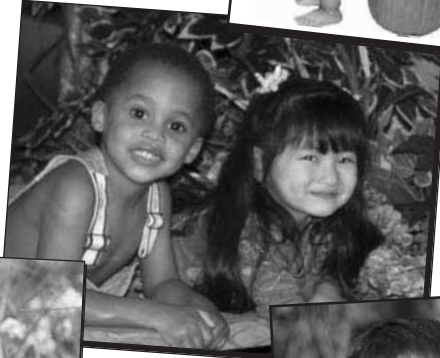
Since 1985, as a non-profit organization, the mission of Adoptions From The Heart has been to provide safe and loving homes for children and offer quality, comprehensive services to families, birth parents and children. Through educational, counseling and support programs, we help strengthen families, support birth parents and educate the community. The agency's mission also extends out into the community at large by providing financial support to families and children in need and helping to educate the public by providing trainings to hospitals, clinics, schools and social workers. Adoptions From The Heart is also very active in continuing to help draft and propose legislation in various states that will positively impact the adoption and child welfare system.

In addition, the agency's mission is to maintain standards and policies that are consistent with applicable child welfare policy and law, including, without limitation, the convention on Protection of Children and Cooperation in respect of Inter-country Adoption, a multilateral treaty executed at the Hague on May 29, 1993 (the "Hague Convention"), the Inter-country Adoption act of 2000 (the "IAA" or Hague Law), and the implementing Regulations set forth in 22 CFR Part 96-98 dated February 15, 2006 (the "Hague Regulations"). Specifically, Adoptions From The Heart shall abide by the principles of (i) ensuring that inter-country adoptions take place in the best interests of children; and (ii) preventing the abduction sale or trafficking of children in connection with inter-country adoption.



Adoptions From The Heart®

The Joys of Adoption...



Building Our Future ...

A message from the Executive Director



Maxine Chalker
Executive Director

Dear Friends:

This past year was the 25th anniversary of Adoptions From The Heart and it is very gratifying to see how the agency has grown and changed since I started it in my basement. AFTH has become an agency licensed in six states with eight offices and has grown to be one of the largest private placing agencies of domestic children on the east coast. In the past 25 years, we have helped to build over 5,550 beautiful families and we hope to continue to help even more in the future.

As we have seen in the past 25 years, each year has brought some subtle and not so subtle changes in adoption and within the agency itself. We are very happy that our domestic open adoption program, which was the basis of AFTH being established, continues to flourish and grow. We continue to reach out to hospitals and clinics, offering training to staff on adoption and reaching out to different communities to let them know about AFTH. For prospective adoptive parents there are new opportunities for their website profiles with additional photos, and written profiles can now be up to 10 pages. We feel that these changes are making a positive impact and are happy to report that this past fiscal year AFTH has had an amazing 164 domestic placements!

This past fiscal year, we have also been very active with social media establishing a very active blog, and a Facebook fan page that has over 700 fans. We became members of the African-American Chamber of Commerce of PA, NJ, and DE in hopes of increasing awareness of adoption in the African-American community and we are holding webinars for our Heartbeats India Surrogacy program.

We were saddened this year by having to cancel our Asian New Year party due to low interest but this is understandable with the closing of our China and Vietnam programs and those children who were placed through these programs continue to mature and lose interest. We are happy that families continue to come to our annual picnic using this as a way to reconnect with birth parents and travel groups. We love seeing the children as they grow and are happy that this event is still available to families from all programs.

Best regards

A handwritten signature in cursive script that reads "Maxine Chalker".

Maxine Chalker, MSW/LSW
Executive Director

Building A Legacy ...

Through ongoing efforts to reach the agency's goals

Agency Goals

- ♥ To assist in the placement of children in a permanent adoptive family, who understand a child's feelings and their need to have knowledge about, and/or keep in touch with, their birth family.
- ♥ To educate families regarding the positive impact open communication with birth parents and embryo donor families has on children entering families through adoption or embryo donation placement.
- ♥ To donate humanitarian goods and services to children and families who are less fortunate.
- ♥ To educate the public as to the positive values of adoption as an option.
- ♥ To educate the public about third party reproductive alternatives through our Heartbeats Assisted Reproduction Program for embryo donation, placement and international gestational surrogacy.
- ♥ To provide educational programs that will strengthen the family unit for families who have chosen adoption or third party reproductive techniques.
- ♥ To educate the public about embryo donation as an option for families with currently unused embryos.
- ♥ 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.

Building Stability ...

Through the direction of a dedicated Board of Directors

Adoptions From The Heart Board of Directors

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

Michael Offord, Chairman
Yellow Pages Advertising Agency

Arthur Stock, Esq., Treasurer
Berger & Montague, P.C.

Sharon Arnold
Lebanon Valley College

Shari Shaw Leibert
Penzey's Spices

Patricia O'Kane
Philadelphia VA Medical Center

Quetta Tejada
Retired from Vanguard

In 2009-2010, the agency said goodbye to longtime Board Members, Daniel Clifford and Frank Morgan and thanked them for the years of service and also welcomed new Board Member Judith Eckles of Judith Eckles & Partners, LLC.



Building Strength ...

By employing a professional, dedicated staff

Staff



The AFTH staff, pictured at the 2010 Annual Picnic, are: Back row, from left: Wayne Mollick, Denise LaPera, Maxine Chalker, Elaine Schwartz, Danielle Goodman, Karen Friedman, Jeanne McGee, Marilyn Rich, Amanda Klotz, Ashley Kodet, Mary Daily, Helene Kosciolek, Terry Petrone, Kelly Higgins, Kristy Hartley-Galbraith, Rae Fritz, Lori Mungal, Stephanie Capriotti, Michaelina Bendig, Sam Wojnilower. Front row: Sophia Andujar, Martha Coulbourne, Heidi Gonzalez, Karen Dutkiewitz, Luli Dhmitri, Joan Kim, Kate Lafferty, Kelly McCallion, Holly McElwee.

Management Team

Maxine Chalker, MSW/LSW, Executive Director
Heidi Gonzalez, BA, Assistant Director

Attorneys

Jay Ginsberg, Esq.
Wynnewood, Allentown

Jeff Lochner, Esq.
Greensburg, PA

Barbara C. Jones, Esq.
Virginia

Debbie Spivack, Esq.
Delaware

Donald C. Cofsky, Esq.
New Jersey

Linda Kling, Esq.
Central PA

INDEPENDENT AUDITORS' REPORT

Board of Directors
Adoptions From the Heart, Inc.
Wynnewood, Pennsylvania

We have audited the accompanying statements of financial position of Adoptions From The Heart, Inc. (the "Agency") as of June 30, 2010 and 2009, and the related statements of activities, and cash flows for the years then ended. These financial statements are the responsibility of the Agency's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our 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, 2010 and 2009, and changes in its net assets and its cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Leitzell & Economidis, PC

LEITZELL & ECONOMIDIS, PC

Media, Pennsylvania
September 30, 2010

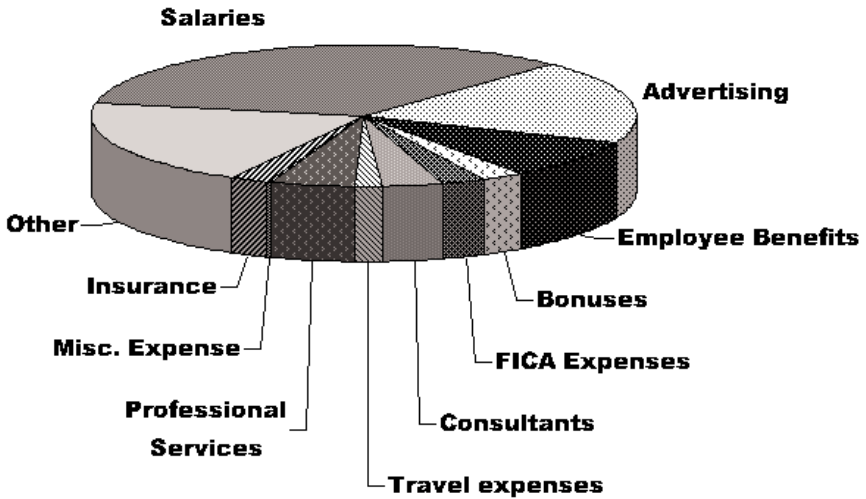
Expense Breakdown

Program Services
\$3,781,194

General & Administrative
\$1,018,067

Donations in USA and
Foreign Countries
\$46,355

Total Expenses
\$4,845,616



Building Understanding ...

Through education, training and community services

We Offer the Following Subsidiary Services:

- ♥ Educational seminars for prospective adoptive parents
- ♥ Online information webinars about adoption programs
- ♥ Birth parent and adoptive parent support groups
- ♥ Training for professionals
- ♥ Conference workshops
- ♥ 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
- ♥ Training for prison staff
- ♥ Training for RAs in college dorms
- ♥ Post-adoption counseling for birth parents



Adoption Events

The agency's Annual Picnic, held on June 6, 2010, at the Fort Washington State Park, attracted over 1,500 *Adoptions From The Heart* children, parents and family members from all of the agency's adoption programs.

The agency's Pittsburgh office hosted a picnic for *Adoptions From The Heart* families living in the western part of Pennsylvania. Over 200 people attended this event held at Idlewild Water Park on August 6, 2010.



The agency's Virginia office celebrated its annual picnic at the Chesapeake City Park Fun Forrest on June 12, 2010. There were 120 people in attendance which included both domestic and international families.



The agency's Connecticut office celebrated its annual picnic at the Quassy Amusement Park on June 27, 2010. Over 200 families and friends touched by adoption were in attendance for a day of fun.



Adoption Events Continued

The 2010 Asian New Year Party was cancelled due to low attendance. This was unfortunate for *Adoptions From The Heart* as the agency has held the party that has celebrated families built through adoption and the Asian culture since 1997.

The agency was not seeing young children come home from China and Vietnam as frequently as in the past. In addition, the younger children who attended the parties in the past are now pre-teens and teenagers with busy weekend schedules including sports and sleepovers!

Adoptions From The Heart will always remember the many good times shared by families and staff at the Asian New Year Party. Fond memories of the celebration will include many traditional Asian dance performances, entertainment from the colorful dragon, face painting, and traditional Asian food and music.



Building Credibility ...

Through membership in the following
professional organizations:

- ♥ African-American Chamber of Commerce of: *Pennsylvania, New Jersey, Delaware*
- ♥ Wynnewood Business Association
- ♥ Joint Council on International Children's Services (JCICS)
- ♥ American Adoption Congress
- ♥ National Council for Adoption
- ♥ Connecticut Council on Adoption
- ♥ Healthy Mothers, Healthy Babies Coalition
- ♥ Independent Business Association (IBA)
- ♥ Adoption Agency Council of New Jersey
- ♥ National Association of Social Workers
- ♥ North American Council on Adoptable Children
- ♥ Resolve of: *Philadelphia; Pittsburgh; New Jersey Connecticut; Fairfield County; Long Island*
- ♥ Three Rivers Adoption Council
- ♥ United Way of: *Camden County, Southeastern PA, Atlantic County, Delaware, Chester County, Lancaster County, The Capital Area, North Penn, Burlington County, The Greater Lehigh Valley, New York City, Central and Northeastern CT, Allegheny County, Westmoreland, Lackawanna, Berks, Valley of the Sun, Bank of America, At & T Employee Giving*
- ♥ Virginia Association of Licensed Child Placing Agencies
- ♥ Westmoreland Health and Welfare Council

Building Support ...

As a nonprofit, social service organization, *Adoptions From The Heart* is supported through donations as well as fees. Friends can direct their funding to the agency in the following ways:

Fund Raising: Each year *Adoptions From The Heart* designs, "Building Beautiful Families," a calendar featuring children placed through the agency from various programs. In the fiscal year, over 590 calendars were sold. All proceeds go toward the agency's birthmother fund.

Annual Appeal: The funds raised each year go towards assistance programs for birth parents, financial assistance to families adopting African-American and biracial infants, 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*.

Placement Statistics

In the fiscal year 2009 - 2010, *Adoptions From The Heart* placed 181 infants and toddlers in loving homes. The placements break down as follows:

- 92 Caucasian Children from the U.S.
- 72 African-American and Bi-racial Children from the U.S.
- 11 Children from China
- 6 Children from Eastern Europe (Russia and Kazakhstan)

Building Futures ...

Humanitarian Aid in the United States

With the help of donations from families, *Adoptions From The Heart* provides monetary and material support toward various humanitarian aid projects in the United States.

Adoptions From The Heart provides donations to birth families in need of assistance during the holiday season and throughout the year. Donations include gift certificates for furniture, clothing, food, and toys to help ease the financial burden on these families.

In 2009-2010, *Adoptions From The Heart* embarked on fundraising efforts to help raise money for the birthmother and humanitarian aid funds, including continuing our participation in givebackamerica.org, an online shopping mall where online shoppers can select a charity which a percentage of their purchase will benefit. Friends of *Adoptions From The Heart* were contacted through email blasts in time for "Cyber Monday," the biggest online shopping day of the year and encouraged to make their purchases through givebackamerica.org.

This past fiscal year, *Adoptions From The Heart* continued fundraising efforts for a little girl named Tori placed through the agency who was diagnosed with a rare and aggressive brain tumor. Medical treatments have been very difficult for the family and they have many expenses associated with this that are not covered under insurance. The report *Adoptions From The Heart* received on Tori this past fiscal year was that she was stable, blood work was great and other tests were coming back normal.



Building Beautiful Families ...

Through domestic and international adoption programs and services

Programs and Services for Adoptive Parents

Open Domestic (U.S.A.) Adoption

Adoptions From The Heart places children born in the United States with adoptive families through Open Adoption. With Open Adoption, pregnant women select the adoptive families from letters, pictures and videos. The adoptive family is required to support an open adoption philosophy with at least a semi-open adoption. This includes pre-placement meetings and the exchange of yearly letters and pictures as the child grows up. The agency also encourages totally open adoption and the exchange of identifying information. Infants of all races are placed through *Adoptions From The Heart*. The agency accepts applications for the African-American & African-American Bi-racial program from all over the country.

International Adoption

Adoptions From The Heart families received children from China, Kazakhstan and Russia during this fiscal year. *Adoptions From The Heart* completed home studies, international adoption education and post placement services for families adopting from China, Russia, Ethiopia and other countries.

Heartbeats: Assisted Reproduction Program

Aggressive outreach was conducted again this past fiscal year for the Heartbeats embryo and surrogacy programs. *Adoptions From The Heart* ended their contract with Surrogacy Abroad Inc., and joined forces with another clinic in India. The agency saw a large interest in the surrogacy program with many people attending the bi-monthly webinars.



Private Adoption Assistance

Adoptions From The Heart offers a variety of services to assist attorneys and families in successfully completing private adoption placements. Some of the services include counseling of birth and adoptive families, home study evaluations, parental placements in Virginia, A.C.I.s in New Jersey, and Interstate Compact preparation, when applicable. In New Jersey and Connecticut, only a licensed agency can secure a 72-hour binding surrender of parental rights.

Home Studies

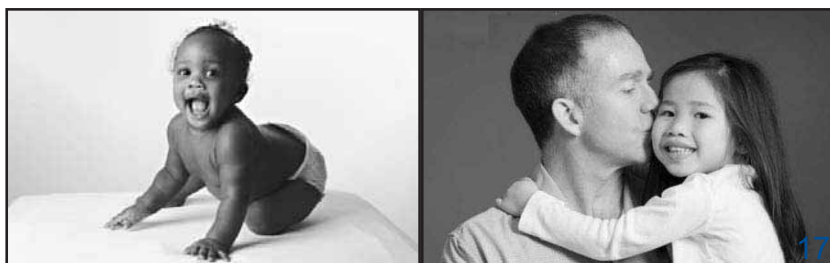
Adoptions From The Heart prepares independent home studies for families who are pursuing private adoption, adoption through another agency, and for families working through embryo placements programs. Home Studies are required by law for domestic and international adoptions and by many embryo placement programs. A home study is a detailed written report with information about the prospective adoptive parents gathered through group and individual meetings and a home visit. This process was created to educate and evaluate families preparing to raise an adopted child.

Required Educational Courses

Adoptions From The Heart knows that to have a successful adoption, families in both the domestic and international programs must be educated about the needs and feelings of adopted children, particularly their initial adjustment and cultural needs.

Education Series

Adoption is a life-long process and there are different needs at different periods of time. *Adoptions From The Heart* offers evening and weekend educational series that will help families with the varying issues as children grow up and as different issues arise.



Building Trust ...

Through quality birth mother services

Services to Potential Birth Parents



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

Adoptions From The Heart's dedicated counselors are available 24-hours a day/7 days a week for pregnant women who are considering adoption. Pregnant women simply need to call the agency's toll-free number, (800) 355-5500, to get in touch with a social worker. *Adoptions From The Heart* embarked on a new birthmother-focused advertising opportunity this past fiscal year by placing ads on the social networking site, Facebook. This resulted in many intake calls where social workers were able to speak with pregnant women facing unplanned pregnancies about their options.

The relationship between the agency and the birthmother/birthfather does not end when the baby is placed. The agency serves as a liaison between the two sets of parents, when requested. In addition, ongoing counseling is available to the birth family for as long as they need it, and many of the *Adoptions From The Heart* offices have ongoing support groups.



Building Beautiful Families

... Since 1985



2009 - 2010 Annual Report
Adoptions From The Heart
30-31 Hampstead Circle
Wynnewood, PA 19096
(610) 642-7200
www.afth.org

WYNNEWOOD, PA OFFICE

30-31 Hampstead Circle
Wynnewood, PA 19096
610.642.7200

ALLENTOWN, PA OFFICE

2212 Union Blvd
Allentown, PA 18109
610.432.2384

CENTRAL, PA OFFICE

1525 Oregon Pike, Suite 402
Lancaster, PA 17601
717.399.7766
717.232.1787

PITTSBURGH, PA OFFICE

206 North Main Street, Suite 3
Greensburg, PA 15601
724.853.6533

NEW YORK

1-800-355-5500

DELAWARE OFFICE

18-A Trolley Square
Wilmington, DE 19806
302.658.8883

NEW JERSEY OFFICE

451 Woodland Avenue
Cherry Hill, NJ 08002
856.665.5655
732.335.8883

VIRGINIA OFFICE

1407 Stephanie Way, Suite H
Chesapeake, VA 23320
757.361.0008
804.218.2569

CONNECTICUT OFFICE

2389 Main St.
Glastonbury, CT 06033
860.657.2626

Visit Our Website:

www.afth.org



Adoptions From The Heart®