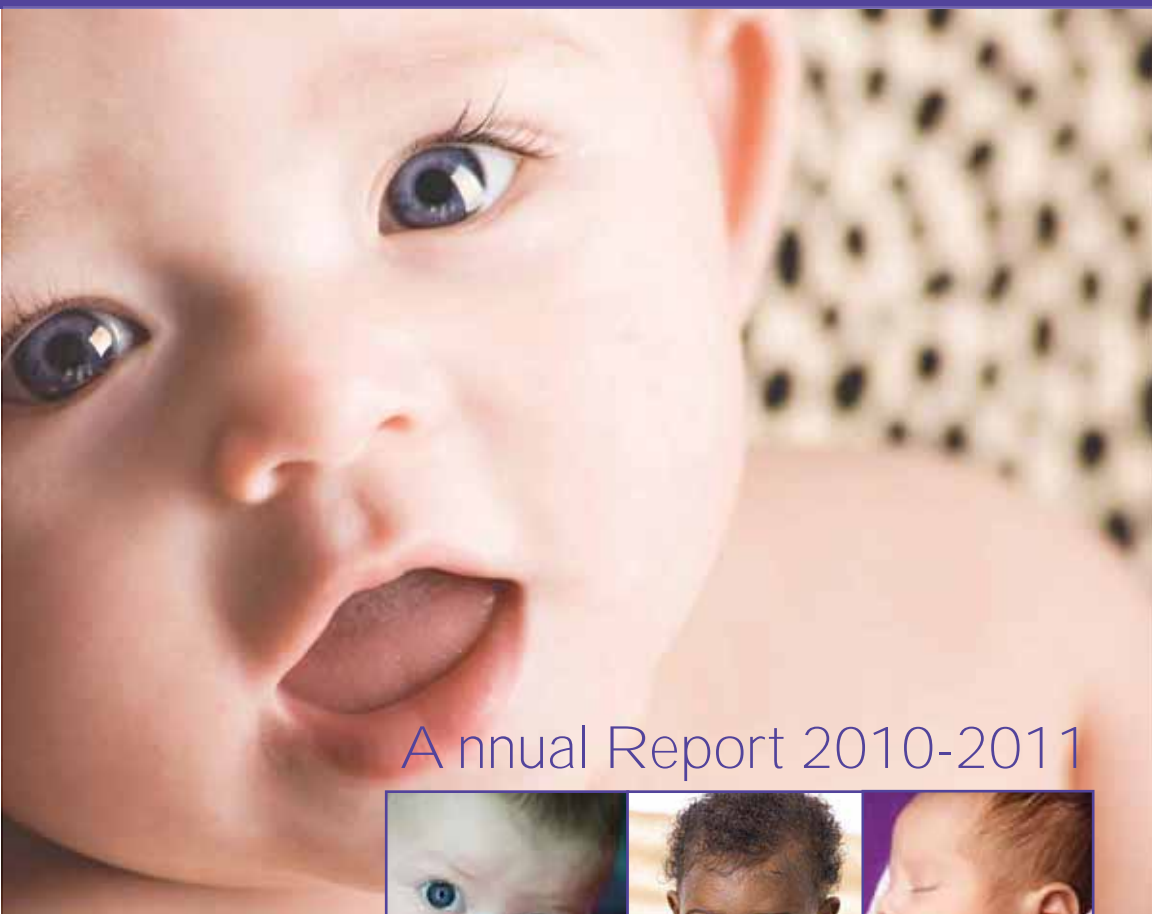


We Build Beautiful Families



Annual Report 2010-2011



Adoptions  
From The Heart

# Mission Statement

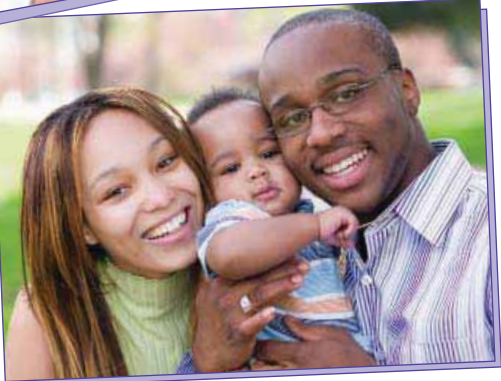
Since 1985, as a non-profit organization, the mission of Adoptions From The Heart has been to provide safe and loving homes for children and offer quality, comprehensive services to families, birth parents and children. Through educational, counseling and support programs, we help strengthen families, 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<sup>®</sup>

# The Joys of A doption...



# Building Our Future ...

## A message from the Executive Director



**Maxine Chalker**  
**Executive Director**

Dear Friends:

Another year drawing to a close...this is our 26th year and it has really flown by! There is turmoil all around the country between the politicians and the economy but things at Adoptions From the Heart have remained pretty steady. We did, however, say good-bye to two very valuable employees – Joan Kim who was the supervisor in Wynnewood and worked here for 8 years and Mary Daily, Director of Social Services who left after 20 years. Mary began working at AFTH part time and then started the Cherry Hill office. Mary was an integral part of the agency in helping it develop to what it is today.

This past fiscal year, the agency placed 161 infants through domestic adoption. More and more people are finding us through our web site, blog or twitter postings. Our Facebook fan page increases fans daily and currently has almost 1,000 fans following daily posts which aim at increasing awareness about the agency and adoption in general. We also have 138 Twitter followers, weekly posts on our blog, and keep up on the latest news in adoption.

In September 2010, the agency's 25th anniversary golf outing, silent auction, and banquet was a day to remember at the Springfield Country Club. Thankfully, the rain held off until the last golfers left the course and many people left with amazing auction prizes. We thank all of our golfers, attendees, and donors that contributed gifts for the silent auction and joined us in celebration of our 25 year anniversary.

The agency donated \$3,000 for the Children's Hospital of Philadelphia's Radiothon this year. What a great feeling it gave everyone at the office to give to such a worthy cause. We also had our first birth parent gift card drive where we received over \$800 in gift card donations. Each holiday season we donate gift cards to birth parents with limited income to help them be able to enjoy the holiday with their families and children that are home with them. This year the gift cards, totaling \$12,900, for food, toys and clothing were given out at Christmas time to 35 families.

Our Heartbeats Program has experienced a few changes and more activity recently. The Surrogacy in India Program has had 4 families apply, and we are excitedly awaiting the birth of the first baby as we received news that our first surrogate is indeed pregnant. The Embryo Program has been developed into a four-part online Embryo Educational Series, the only detailed webinar series of its kind, reasonably priced and highly recommended for family going through embryo placements. We hope to continue seeing growth in the Heartbeats Programs throughout the coming year.

Congratulations to all the new families created this past year and all the friends who continue to support AFTH's mission.

# 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 that open communication with birth parents and embryo donor families has on children entering families through adoption or embryo donation placement.
- ◆ To educate the public as to the positive values of adoption as an option.
- ◆ To educate the public about third party reproductive alternatives through the agency's Heartbeats Program for embryo donation, placement and surrogacy.
- ◆ To provide educational programs that will strengthen the family unit for families who have chosen adoption or third party reproductive techniques.
- ◆ To provide counseling and support services to birth parents in the communities in which they live.
- ◆ To advocate for better legislation that will positively impact the adoption and child welfare system.
- ◆ To provide home studies, counseling and individual counseling for all families, doing private adoption or adoption with another agency.

# 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  
Berger & Montaque, P.C.

Judith Eckles  
Judith Eckles & Partners

Stephen Facenda  
Viamark Advertising

Shari Shaw Leibert  
Penzey's Spices

Rita R. Roitman, CSW  
Therapist

Quetta Tejada  
Retired from Vanguard

McKenzie Ann Frankel, Med, Treasurer  
Entrust Financial LLC



In 2010-2011, *Adoptions From The Heart* welcomed four new Board members: Rita Roitman, Judith Eckles, Stephen Facenda and McKenzie Frankel. The agency also said goodbye to members Sharon Arnold and Patricia O'Kane who will be greatly missed.

# Building Strength ...

By employing a professional, dedicated staff

## Staff



The AFTH staff, pictured at the 2011 Annual Picnic, are: Back row, from left: Wayne Mollick, Lori Mungal , Grace Nuzzi, Jeanne McGee, Marilyn Rich, Maxine Chalker, Michaelina Bendig, Sophia Andujar, Amanda Klotz, Karen Dutkiewitz, Karen Friedman, Stephanie Capriotti, Andrea Washington, Elaine Schwartz, Melody Float, Kristy Hartley-Galbraith. Front row: Sam Wojnilower, Helene Kosciolk, Tamara Christ, Danielle Goodman, Heidi Gonzalez, Ashley Kodet, Martha Coulbourne, Radelle Fritz, Laura Kerezsi, Alexandra Peters

## 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

# 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, videos, and pictures. 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 pictures and letters as the child grows up. *AFTH* 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* completed home studies, international adoption education and post placement services for any families adopting from China, Russia, Ethiopia and other countries.

### Heartbeats: Assisted Reproduction Program

The agency's Heartbeat's program has experienced many positive changes this year. The embryo placement program has developed into the Embryo Education Series. Additionally, four families have begun the India Surrogacy Program this year. One surrogate is in her first trimester of pregnancy. *Adoptions From The Heart* looks forward to the Heartbeats Program expanding further to help more families each year.



## 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.



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, 2011 and 2010, 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, 2011 and 2010, 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

Media, Pennsylvania  
October 14, 2011

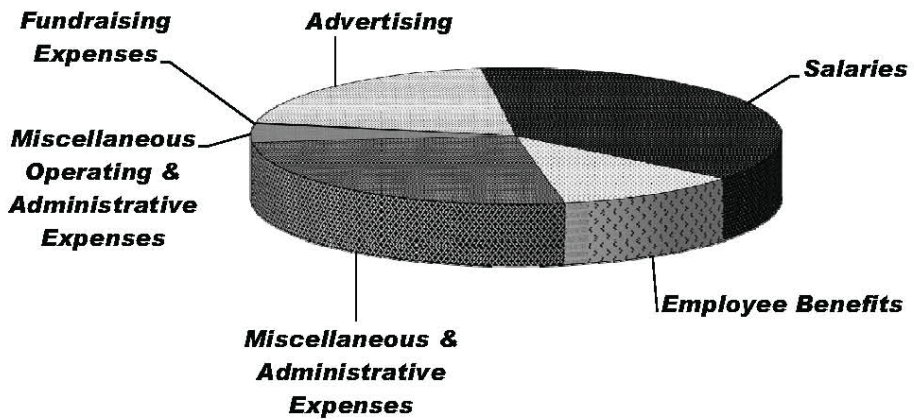
# Expense Breakdown

Program Services  
\$3,829,013

General & Administrative  
\$1,120,232

Donations  
\$25,681

Total Expenses  
\$4,974,926



# 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
- ♥ Detailed, one of a kind, four-part embryo education series
- ♥ 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



# Building Credibility ...

Through membership in the following professional organizations:

- ♥ African-American Chamber of Commerce of: *Pennsylvania, New Jersey, Delaware*
- ♥ Wynnewood Business Association
- ♥ 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

## Placement Statistics

In the fiscal year 2010 - 2011, *Adoptions From The Heart* placed 161 infants and toddlers in loving homes. The placements break down as follows:

- 108 Caucasian Children from the U.S.
- 26 African-American Children from the U.S.
- 27 Bi-racial Children from the U.S.

# Adoption Events

The agency's Annual Picnic, held on June 5, 2011, at the Fort Washington State Park, attracted over 1,000 *Adoptions From The Heart* children, parents and family members from all of the agency's adoption programs.

*Adoptions From The Heart* families living in the western part of Pennsylvania enjoyed some water park fun with the agency's Pittsburgh office. The picnic hosted over 250 friends 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 11, 2011. This year, over 150 people joined us for a beautiful afternoon which included both domestic and international families.



This year, over 300 families and friends touched by adoption were in attendance for a day of fun along with the agency's Connecticut office at the Quassy Amusement Park on June 26, 2011. Our annual picnics are always a great way to celebrate adoption!



# Celebrating 25 Years!

In celebration of 25 years, *Adoptions From The Heart* held its first Golf Tournament and Silent Auction on September 16, 2010. *AFTH* welcomed 50 golfers to the golf tournament held at Springfield County Club. Our special celebrity golfers included Paul Jolovitz and Brian Startare from Philadelphia's 610AM Sports Radio.



Supporters celebrated 25 years with a banquet reception and silent auction. During dinner, guests were entertained by Jolovitz, met special guest and former Philadelphia Eagles player Mike Mamula and heard touching words about adoption from special guest, Lauren Hart who is an adoptive mom, musician and daughter of famous Philadelphia Flyers announcer, Gene Hart.



*Adoptions From The Heart's* founder and executive director, Maxine Chalker also reflected on 25 years of running *AFTH* and all the changes the agency has undergone since beginning in the basement of her home 25 year ago. The silent auction was a big hit with over 45 packages donated by companies in support of *AFTH*.



# 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.

*AFTH* cannot provide for every birthmother in need without help from donors like you. Cindy is one of 127 women who worked with *Adoptions From The Heart* this past year to make an adoption plan for her infant. Here is Cindy's story:

Cindy is a single woman whose work requires she be on her feet 8-10 hours a day. She worked up until the day she delivered. Because she doesn't get paid sick leave, Cindy needed to return to work just 4 days after delivering her baby. Within weeks of returning, her position was terminated.

Cindy immediately began seeking work. Despite being willing to do any job, Cindy was having great difficulty finding any kind of work at all. After paying rent with unemployment compensation, Cindy was left with only \$40/month for transportation, food and phone.

Donations from *Adoptions From The Heart* supporters, like you, helped Cindy! *AFTH* was able to use donations from the Birthmother Fund to help keep Cindy from being evicted. Currently she is working at her part-time job while continuing to look for a full time position. She has also applied for a Pell Grant with hopes of returning to school in the fall to build upon her skills so she can obtain a more stable job to better provide for herself.

Cindy is only ONE example of women needing help from our Birthmother Fund. The generosity of donors is always appreciated no matter the size of the donation. Generous donors partner with *AFTH* to provide life-changing assistance to women in need of a little extra help. This year *AFTH* increased fundraising efforts to able to help even more families.



# 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 to this, 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 established support groups.



## Building Support ...

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

**Fundraising:** Each and every year *Adoptions From The Heart* hosts and participates in fundraising events and opportunities to raise funds for both the AFTH mission as well as other charitable causes in the community. Fundraising in the 2010-2011 fiscal year included, CHOP radiothon, AFTH golf tournament & silent auction, holiday gift card drive, pictures with Santa, and the AFTH calendar sales.

**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*.

**Give Back America:** Begin online shopping at the Give Back America AFTH link on our website. Shoppers can choose to click on links from over 375 participating stores. Every time you shop through this link, *Adoptions From The Heart* can receive a generous commission at not cost to shoppers. Participating stores include Target, Home Depot, Expedia, and Zappos.

**Year Round Online Donation:** Accepting tax deductible donations year round at [www.afth.org](http://www.afth.org) - donor can choose to designate the donation.

# Giving Back...

## More Fundraising Events

On September 10, 2010, AFTH teamed up with 98.1 WOGL Philadelphia as well as Children's Miracle Network to participate in a radiothon fundraiser benefiting The Children's Hospital of Philadelphia (CHOP).

*Adoption From The Heart's* first Picture with Santa event was held on November 20, 2010 with the agency's Virginia office. The event was a huge success raising money for the AFTH birthmother fund.



This holiday season, AFTH held a gift card donation drive reaching out to all AFTH and adoption supporters. The gift cards were given to birthmothers who have placed through the agency, are parenting other children at home and are in need of extra financial assistance. Together, we helped 35 families in need.



Each year *AFTH* designs, "Building Beautiful Families," a calendar featuring children placed through the agency from various programs. This year, over 480 calendars were sold, benefiting the birthmother fund.



# Building Beautiful Families

... Since 1985



2010 - 2011 Annual Report  
Adoptions From The Heart  
30-31 Hampstead Circle  
Wynnewood, PA 19096  
(610) 642-7200  
[www.afth.org](http://www.afth.org)

#### WYNNEWOOD, PA OFFICE

30-31 Hampstead Circle  
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610.642.7200

#### ALLENTOWN, PA OFFICE

2212 Union Blvd  
Allentown, PA 18109  
610.432.2384

#### CENTRAL, PA OFFICE

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717.399.7766  
717.232.1787

#### PITTSBURGH, PA OFFICE

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#### NEW YORK

1-800-355-5500

#### DELAWARE OFFICE

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302.658.8883

#### NEW JERSEY OFFICE

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732.335.8883

#### VIRGINIA OFFICE

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757.361.0008  
804.218.2569

#### CONNECTICUT OFFICE

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860.657.2626

Visit Our Website:

[www.afth.org](http://www.afth.org)



Adoptions From The Heart®

