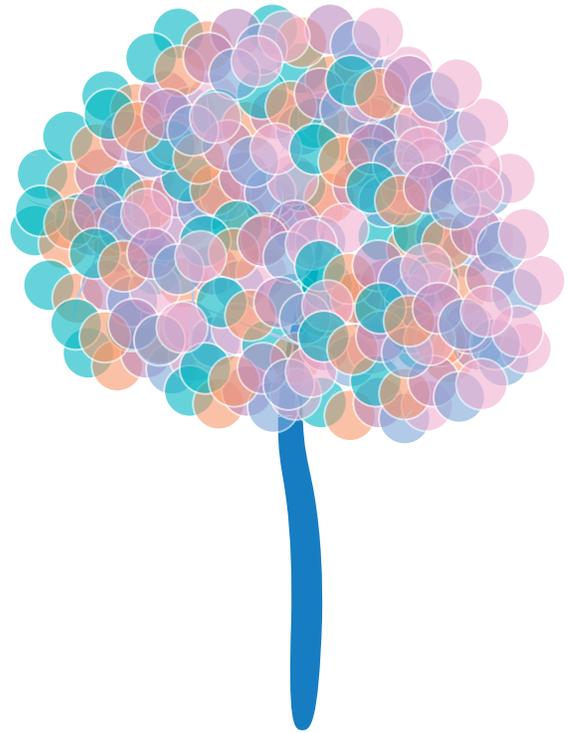




LIFE STEPS  FOUNDATION®



ANNUAL REPORT 2017

LOOKING TO THE FUTURE: BELIEVE AND ACHIEVE

Community Comments

Selected Quotes and Comments from Supporters and Family Members of Program Participants

Children and Family Services

"Ruby works really well with my child, we love her, she helps our family very much; I have seen my child progress in tremendous ways." - Parent

"Life Steps provides for people of challenging disability in a meaningful way. The City of Millbrae commends Life Steps for making a positive and life changing difference in the lives of many." - Wayne J. Lee, Mayor, City of Millbrae



Southern California Adult Services

"I am so glad that my daughter has Life Steps because I am sick and 93 years old and I will leave this earth knowing my daughter is in good hands." -Parent

Central Coast Adult Services

"I am so blessed to have Senior Homemaker Program helping me as I did not have any help before. I can live in a cleaner environment. Thank you so much Tara for staying in touch and making sure my schedule is consistent and I have staff all the time." -Senior

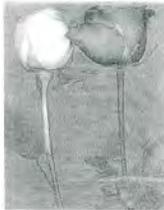
Northern California Adult Services

"Lifesteps is able to provide day programming to a variety of clients of different skill levels, behavioral challenges, and interests. The staff at Lifesteps take the time to get to know the clients as individuals and provide programming within the interests of the clients. The staff have been observed to be very caring and genuine in their care for the clients. In addition, Lifesteps will adapt to the needs of the client as best they can. Overall, Lifesteps respects the choices and preference of the clients, allowing them to practice choice and autonomy." -Community Stakeholder

Santa Maria Wisdom Center

12-21-16

To everyone at the Wisdom Center,



Our little June 'Bug' passed away Thursday night, at home.

I thought you would enjoy seeing her, as her 'Spitzfire' Self!

I want to thank all of you who took such good care of her over the years. It was a blessing. You provide such a wonderful service! Thank you, again. Have a wonderful New Year!
Colleen D



A Message from our Board President and Chief Executive Officer

Fiscal year 2017 was a pivotal time for Life Steps Foundation as we shifted into high gear for our Santa Maria Wisdom Center capital campaign in the California Central Coast and began to see the new building take shape. At the same time, Life Steps' leadership was in preparation for a transition to a new Chief Executive Officer scheduled to take place at the end of the 2017 calendar year. After 35 years of leadership and service as the Founder and CEO, I will turn over the reins of Life Steps Foundation to Susan Chang, MS, who is currently serving as the CEO for the Children and Family Services portion of the Life Steps Foundation Group, and has been with the organization for more than 20 years. I launched the organization alongside Judy Henry-Farry and Richard Porter in 1982 and incorporated it as a nonprofit in 1984. Through my passion to assist individuals born with developmental challenges and the frail elderly, Life Steps Foundation grew steadily and at times by leaps and bounds to become the statewide nonprofit service organization it is today. As Life Steps looks to the future, I am confident the team that will be in place to lead the organization after my tenure will work diligently in partnership with the Board of Directors to keep the Life Steps beacon of hope and care burning bright.

A major focus of this past year was bolstering the organizational infrastructure, strategy, and operational framework to diversify the types of resources that provide the fiscal support to sustain the work of Life Steps. We maintain an efficient and streamlined operating budget structure and recognize the need to ensure service continuity through times of economic and government flux. This is why every individual donor, foundation, and corporate supporter means a great deal to Life Steps Foundation. Their gifts provide organizational and programmatic stability, and will also enable us to refine and steadily grow Life Steps' core capabilities.

There is much need in communities across California for Life Steps Foundation programs that assist children with diagnosed learning delays and other developmental disabilities and great need for programs that help developmentally challenged adults strengthen their abilities to advocate for themselves and successfully integrate into their communities. In addition, frail elderly members of our society, particularly those suffering from Alzheimer's and other dementias, need places to socialize and activities that help them maintain mental and physical vitality and provide respite for their family members. In alignment with the mission of Life Steps Foundation, our organization will continue to prioritize the most vulnerable and economically disadvantaged members of society to receive assistance. At the same time, Life Steps welcomes anyone with great need who lacks the resources to secure the care and support they need to overcome barriers to independent living and community engagement.

All of us here at Life Steps Foundation are thrilled with the prospect of reaching new heights in the years to come for the benefit of the individuals struggling to overcome life challenges.

Sincerely,



Virginia Franco, MA
Chief Executive Officer and Interim Board President



About Life Steps Foundation



Mission

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.

History and Goals

Founded in 1982 and incorporated as a nonprofit in 1984, Life Steps Foundation (LSF) assists people with developmental disabilities to acquire confidence, training and social and emotional support needed 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 can be overwhelming. Our clients find a better quality of life and thrive as vital members of their communities through their experience at Life Steps Foundation. Each year, Life Steps serves a combined monthly total of more than 1,200 children, adults and seniors.

In alignment with its mission, Life Steps Foundation's primary goals are to 1) Help clients achieve their full potential, 2) Empower people with developmental disabilities and frail elderly at risk of institutionalization to live independently, 3) Inspire and equip our clients with the necessary skills to become responsible, self-sufficient individuals able to function productively in their homes and communities and 4) Serve as an information resource for assisting people with developmental disabilities and senior citizens.

Over the years, Life Steps Foundation has been recognized several times for its work by the United States Senate, California State Senate, California State Assembly and City of Los Angeles among other government entities.

Locations

LSF serves children, adults and frail elderly at program sites in the following counties in the southern, central and northern regions of California.

- SoCal: Los Angeles and Orange
- CenCal: Santa Barbara and San Luis Obispo
- NorCal: Alameda, Contra Costa, San Francisco and San Mateo



Life Steps Foundation Children and Family Services (LSF CAFS)

Program

LSF CAFS, with services throughout the state of California, meets the needs of our youngest community members. Youngsters from birth to five years old who have or are at risk of developmental delays, and have a diagnosis of developmental disabilities, learn through in-home and center-based (alongside children without disabilities) 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.



Our Participants

Total Participants Served Monthly 384

Demographics

African American	9%
Asian/Pacific Islander	26%
Caucasian	11%
Latino/Hispanic	28%
Other	26%

Types of Disabilities

Autism Spectrum Disorder
Cognitive, Motor and Social Delays
Developmental Disability

Counties Served: NorCal - Alameda, Contra Costa,
San Francisco and San Mateo
CenCal - San Luis Obispo
SoCal - Los Angeles and Orange

Participant Story

Samantha started to receive our early intervention in-home services early this year due to a language delay. She did not make any sounds or words and her grandmother was very concerned about this. Additionally, Samantha had limited attention span and imitation skills during play. Our trained staff proceeded by showing her grandmother some tips and play strategies during intervention sessions on how to promote Samantha's speech and language development. Samantha soon began to show some progress. Her attention span grew longer, she became better at following directions and imitating others, and she started speaking a lot more! She will be three years old in two months. Her grandmother and mother are very pleased to see the improvement in her overall development. Samantha now speaks full sentences and enjoys telling stories and asking lots of questions. We are all delighted to see her continue to blossom at her own pace!



Life Steps Foundation Southern California Adult Services (LSF SCAS)

Program

LSF Southern California Adult Services is headquartered in Long Beach, California, and serves a monthly average of 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 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.



Our Participants

Total Clients Served Monthly 338

Demographics

African American 18%

Asian/Pacific Islander 9%

Caucasian 36%

Latino/Hispanic 37%

Types of Disabilities

Autism Spectrum Disorder

Cerebral Palsy

Mental Disability

Intellectual Disability

Epilepsy



Participant Story

Throughout her life, Deaka has demonstrated great feats of commitment and perseverance that serve to inspire others. Although Deaka did not grow up in the best environment, she carried through with what she was passionate about; advocating for a better future for others with developmental disabilities. She felt education was the best resource she had when advocating not only for herself but for others. Deaka was turned down three times before she was accepted into the Master's program at Cal State University Long Beach in 2011, where in 2009 she received her Bachelor's degree in Journalism. Obtaining her education was a difficult process as she juggled, life, friends, advocating, and necessary medical procedures she had to endure. Although she struggled with her studies, Deaka obtained her Master's degree in Public Relations and Administration in May 2016. Though Deaka has her own limitations and requires the assistance of an LSF SCAS, Supported Living Services instructor, she has committed to a life of serving others. She is currently the Chairman/Commissioner for the Citizens Advisory Commission on Disabilities, sits on the Disability Rights California Committee and is part of the Harbor Regional Center Client Advisory Committee and Service Advisory Committee – composed of other HRC Clients, Families, and Service Providers.

Counties Served: Los Angeles and Orange



Life Steps Foundation Central California Adult Services (LSF CCAS)

Program

LSF CCAS provides in-home supportive 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 others live with their families or in another supportive environment. Working closely with Life Steps instructors, participants develop skills to overcome everyday challenges and meet their individual goals.



Our Participants

Total Clients Served Monthly 34



Demographics

African American	6%
Caucasian	65%
Latino/Hispanic	29%

Types of Disabilities

- Autism Spectrum Disorder
- Bipolar
- Cerebral Palsy
- Depression
- Down Syndrome
- Intellectual Disability
- Schizophrenia



Counties Served: Santa Barbara and San Luis Obispo

Participant Story

Brenda is one strong individual. A survivor of cancer, she is working hard to stay as healthy as possible. She remains independent by participating in household chores, providing directives to staff, and voicing her needs and opinions. Brenda is able to keep herself busy by attending PathPoint's day program five days a week, and by going to the Thursday Night Farmers Market where she meets up with her friends and picks up healthy food for the week. Thursday nights are also Brenda's day to splurge and reward herself by eating out. She also loves to go on outings to places like Avila Valley Barn and having staycations in hotels nearby. Brenda's goal is to handle bad days by using her words and communicating with staff as well as utilizing personal space when needed. Listening to music has also helped. Brenda is able to achieve her goal thanks to the guidance and support of LSF staff. Brenda is thankful for Life Step's support.

Senior Homemaker Program

LSF's Senior Homemaker Program provides older adults over the age of 60 who reside in San Luis Obispo County with homemaker and personal care services. Homemaker services consist of Life Steps personal attendants assisting with light housekeeping, laundry, and meal preparation. Personal Care services include assistance with hygiene such as bathing and dressing. Our senior clients fall within the gap of services as many of them are low income but do not qualify for MediCal or Medicare. This program is important for them as it allows our senior population to remain independent in their own homes as long as possible. All services are provided free of charge thanks to funding from the Area Agency on Aging. A total of 68 clients were served in fiscal year 2017.

Life Steps Foundation Santa Maria Wisdom Center (LSF SMWC)

Program

LSF SMWC, based in Santa Maria, California, is the only licensed Community Based Adult Services Program (CBAS) in the counties of Santa Barbara and San Luis Obispo. Our comprehensive adult day health care program enhances the quality of life for frail elderly and disabled adults who require medical monitoring. Programs are designed to prevent, delay, or reduce premature institutionalization and help participants remain in their natural, supportive living environments for as long as possible. The Center provides 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.



Our Participants

Total Clients Served Monthly 95

Demographics

African American	4%
Asian/Pacific Islander	8%
Caucasian	58%
Latino/Hispanic	30%



Types of Disabilities

- Alzheimer's and other Dementias
- Issues of Mobility
- Diabetes
- Heart Condition
- Stroke
- Vision and Hearing Loss



Participant Story

Albert is an individual with many stories to tell. When he was seven years old, his mother announced she was moving the family to Santa Barbara, California. Mrs. Avila had four children and was living in Guadalupe at the time. Transportation by car was costly so they opted to walk. That two day walk is still imprinted in Albert's mind 74 years later! A few years later at age 18, Albert joined the marines. He served eight years, mostly in Korea. At one point, a bomb went off during combat and he threw himself over two other marines saving their lives. He broke his right foot and lost most of his hearing as a result of the blast. Albert never thought much about the incident. He just did what he felt was right. Much to his surprise, 60 years later he was awarded a medal of bravery related to this act. When Albert left the marines, he began working for a brick mason as an assistant where he eventually learned to lay brick himself. He worked as a union brick mason for years before starting his own business. One of his clients happened to be Michael Jackson himself! Albert has been married for 61 years to his beloved wife and they have 5 daughters. He enjoys attending the Wisdom Center and feels he has had a blessed life.

Counties Served: Santa Barbara and San Luis Obispo

Life Steps Foundation Northern California Adult Services (LSF NCAS)

Program

LSF NCAS Social Dynamics is a center-based day program for developmentally disabled adults with behavioral challenges. Our participants require assistance and supervision. At the Center, they receive intervention, education and training in a low pressure environment that is rich in positive reinforcement and designed to empower 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 community and mobility training so they can move safely around their environment.



Our Participants

Total Clients Served Monthly 69

Demographics

African American	15%
American Indian/Alaskan Native	1%
Asian/Pacific Islander	40%
Caucasian	31%
Latino/Hispanic	13%

Types of Disabilities

- ADHD
- Autism Spectrum Disorder
- Bipolar
- Cerebral Palsy
- Epilepsy
- Intellectual Disability
- Schizophrenia

Participant Story

W.B. is considered one of the higher functioning clients of Life Steps Foundation, Social Dynamics Adult Program. She is independent with most self-care tasks like toilet use and hand washing. Although, W.B. is non-verbal, she is able to communicate her needs and wants through signs, gestures, and the picture exchange communication system. W.B. always starts her day with a cup of coffee as that helps her calm down and perks up her energy in doing her daily activities such as arts and crafts and participating in fun games and classroom lessons. W.B. does amazing artworks for herself. She gleams with excitement every time her educator displays a collection of all her artworks on the wall of W.B.'s cubicle. With only minimal supervision from her educators, W.B. has successfully achieved all the goals planned for her to live a more independent and meaningful lifestyle, and her educator continue to support her as she sets her sights on future goals. This is her ninth year with the program.

Counties Served: San Mateo and San Francisco



Life Steps Foundation Leadership



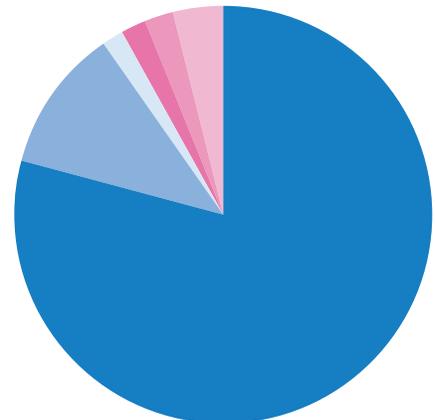
Main Office

Life Steps Foundation headquarters houses administrative support units that provide executive leadership, accounting, payroll, human resources, development and community relations, training and quality management and information technology services for our sites across the southern, central and northern regions of California. Our centralized model for administrative services increases staffing and fiscal efficiency as well as enhancing group cohesion and consistency of high quality program delivery across all sites.

The Life Steps Foundation budget for fiscal year 2017 was approximately \$10 million. Thanks to the prudent financial planning of our executive leadership, LSF maintains a robust ratio of assets to liabilities that is approximately 7:1 to ensure fiscal stability as a hedge against unforeseen economic circumstances. We continue to focus efforts on increasing the diversity of our revenue streams to mitigate unanticipated shortfalls from any one income source. Growing support from foundation, corporate and individual donors is key to the success of our revenue diversification initiative. Life Steps leadership also recognizes the importance of planned giving and is working diligently to identify and cultivate opportunities for legacy gifts.

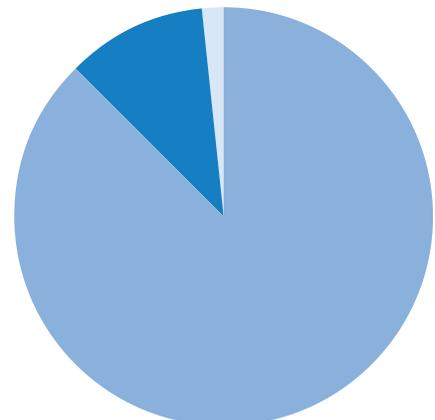
Revenue Fiscal Year 2017

 Regional Centers	\$8,597,300
 Adult Day Health Care	\$1,034,109
 Rental	\$ 162,179
 Donations & Grants	\$ 278,888
 Private Pay	\$ 307,397
 Investment & Interest	\$ 78,820



Expenses Fiscal Year 2017

 Program Services	\$8,804,230
 General and Administrative	\$ 987,686
 Fundraising	\$ 187,420



New Santa Maria Wisdom Center Campaign and Progress



The New Santa Maria Wisdom Center for Seniors is Taking Shape!

We were excited to witness the new building that will house the Santa Maria Wisdom Center as it reached several construction milestones in 2017. The construction image above was captured in June 2017. You can see the major framework in place along with many of the concrete structures that will surround the parking area and exterior grounds. We anticipate completion of the new building in early 2018.

The new 9,000 square-foot Santa Maria Wisdom Center adult day health care facility will nearly double the capacity of the current location from 60 seniors to 100. It will truly be a gift to the Santa Maria area and the counties of Santa Barbara and San Luis Obispo to meet the vital need in the region. The building will include 6,000 square feet of communal activity space, seven physical therapy and treatment rooms, a full-service commercial kitchen, a secure outdoor patio and a secure drop off area where participants can arrive and be picked up by Life Steps buses or by their caregivers.

The capital campaign to raise funds for the new building is in full swing. We are grateful for support from the City of Santa Maria and the Edwin and Jeanne Woods Family Foundation amongst others. You can help us reach our capital campaign goal of \$1.7 million. Find out more at lifesteps.org.



LIFE STEPS  FOUNDATION®

5757 West Century Boulevard, Suite 880
Los Angeles, CA 90045

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1 (800) 530-LIFE info@lifestepsfoundation.org Lifesteps.org



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