

2016  
ANNUAL REPORT

*Building Futures.*  
**EMPOWERING LIVES.**

*The*  
**Arc** *of*  
**San Diego**

# Dear friends,

What started out as a small association in 1951 has now grown into one of the largest nonprofit organizations in the San Diego region. Services once limited to addressing the needs of children now empower over 2,500 children and adults with disabilities throughout the lifespan to live as vibrant, contributing members of their communities. From early intervention that assists toddlers in reaching developmental milestones to community based programs that connect seniors with their communities through volunteer service, to employment placement support for adults seeking jobs in the community, our programs sustain the important work begun over 65 years ago.

The Arc of San Diego continues to grow and build for the future. Our **Building for Self-Sufficiency** Capital Campaign has raised over \$3.4 million of the \$4.5 million needed to revitalize The Sol and Ruth Gerber Family Center. Today, the center serves over 300 children and adults with intellectual and developmental disabilities. This campaign was launched to address a rundown center that did not meet the needs for programs for children and adults with disabilities in the South Bay. The new, efficient and customized 30,000 square foot center will provide a wide-range of vital services that contribute to the health, well-being and quality of life of those served. It also includes a brand new Child Development Center for our Parent/Infant Program.

In this year's report, you will find the consolidated financial statements for The Arc of San Diego, Arc Chapters, and Arc San Diego Foundation. We are proud to present you with this information as it will provide you with an in-depth look at how our funding is dedicated to building futures, empowering lives and providing the best possible services not only at The Sol and Ruth Gerber Family Center but at over 20 locations throughout the county.

The Arc does not grow without help. We grow together with the community. We thank our supporters, donors, community members, staff and clients for the opportunity to build futures and empower lives today, tomorrow and for generations to come.

Sincerely,



A handwritten signature in black ink that reads "David W. Schneider".

David W. Schneider  
President & CEO



A handwritten signature in black ink that reads "Doug Hoehn".

Doug Hoehn  
Board Chair

# ABOUT THE ARC OF SAN DIEGO

The Arc of San Diego is one of the largest, most comprehensive providers of services to children and adults with disabilities in San Diego County. The Arc provides assistance to 2,500 people with disabilities at more than 20 locations. Through our programs, we are able to offer support to people with disabilities in living independent and fulfilling lives.

## Our Programs

### DAY TRAINING SERVICES:

- Combines classroom instruction with community integration and vocational development.
- Provides support with essential life skills such as grooming, communication, and socialization as well as vocational training and self-advocacy.
- Offers volunteer and paid work experiences in fully integrated community environments.
- Provides opportunities for seniors with disabilities to participate in recreational activities as well as enjoy part-time paid work and volunteer opportunities.

### ORGANIZATIONAL EMPLOYMENT SERVICES (ARC ENTERPRISES):

- Offers people with disabilities the opportunity to learn essential work skills while earning a paycheck.
- Enhances work and social skills

to assist with transitioning to community employment.

- Supports the collating, assembly, and packaging needs of local businesses while providing jobs for people with disabilities.

### ARC COMMUNITY EMPLOYMENT SERVICES (ACES):

- Puts people with disabilities to work in a variety of industries throughout the community.
- Assists with minimizing the barriers to community employment and offers job placement sites where a group of individuals work at local businesses and receive wages as trainees.
- Provides individual job placement within the local labor force with on-the-job training and ongoing support.

### RESPIRE SERVICES:

- Gives families short-term relief by providing care for a loved one with a disability in-home or in our weekend, overnight Respite House.

### RESIDENTIAL SERVICES:

- Offers a warm and supportive environment to instill confidence and responsibility while meeting the housing needs of people with disabilities.
- Residents are supported by professionally trained staff who provide 24/7 care.

### INDEPENDENT LIVING SERVICES (ILS):

- Supports people with disabilities' desire to live on their own and be part of local communities.
- Training includes household and money management, health and personal safety, accessing community resources, and recreational activities.

### TAILORED DAY SERVICE OPTION (TDSO):

- Provides a variety of opportunities to adults with disabilities 18 years of age and older.
- Offers vocational, educational and recreational goal support designed to meet each client's unique needs in the community.

### PERSONAL AND LEISURE SERVICES (PALS):

- Offers local recreational activities and worldwide vacations. Activities help participants build relationships with peers through relaxation, entertainment, and new experiences.
- Trips are available to various locations, including Hawaii, Alaska, and Disney World.
- Offers a relaxing week at a traditional residential summer camp through the Camp-A-Little and Camp-A-Lot programs. Activities include hiking, swimming, and campfire sing-a-longs.
- Our Place Yoga and Wellness Center offers opportunities to participate in yoga and adaptive fitness training.

### PARENT/INFANT PROGRAM:

- Provides family-centered early educational services for children from birth to three years old with developmental delays or who are "at risk" for delay.
- Early intervention often leads to mainstreaming and helps eliminate the need for future services.

# Building Futures.

## SEBASTIAN

At 18 months old, Sebastian was falling short in achieving important developmental milestones, and the promising future of his peers felt out of reach. His family worried that Sebastian's limited communication and social skills would not afford him the same opportunities as other children in the community.

Their worry and frustration were soon replaced with hope and pride when Sebastian began attending The Arc of San Diego's Parent/Infant Program in March 2016. In just a few months, he has demonstrated remarkable growth. His vocabulary dramatically increased, and his mother now proudly reports that Sebastian counts, recites his alphabet, and sings songs. He actively participates in social interactions both in the classroom and the community.

**"He was so shy," remembers Liz, Sebastian's mother. "He didn't know how to express himself."**

Now, Sebastian initiates conversations and recognizes and identifies others by name. When asked who his favorite person is, he excitedly exclaims, "Cissy", his Parent/Infant

Program teacher. He enjoys play dates and outings at local parks and libraries where he confidently interacts with other children. His family attributes this life-changing transformation to the individualized services received at The Arc of San Diego, particularly class field trips and efforts to include students in the communities in which they live.



**"We are so happy with his development," said Liz. "At the same time, we are sad that he is graduating."**

Having reached and even exceeded vital milestones, Sebastian will join his peers next year when he enrolls in community preschool. The meaningful future that felt so distant and unattainable last year is now within reach.

The Arc's Parent/Infant Program provides early intervention services in preschool settings. Often, 100% of students achieve progress in developmental age in a minimum of three developmental areas. As a result, many like Sebastian no longer require services and are able to mainstream into general education classes, access increased opportunities, and build brighter futures.

# EMPOWERING LIVES.

## MARIE

Marie joined The Arc of San Diego in 2010 in the Vocational Training Program at The Sol and Ruth Gerber Family Center. The program offers Marie and other adults with disabilities the opportunity to learn essential work skills while earning a paycheck. They are able to enhance their employment and social skills with the ultimate goal of being employed in the community.

When Marie first began the program, she was only comfortable serving drinks in the on-site cafeteria. Having transferred from similar but less specialized programs at another organization, Marie quickly gained confidence and benefited from the one-on-one, individualized training offered at The Arc.

Six years later, Marie enjoys increased responsibility and independence in the newly renovated commercial kitchen made possible by the **Building for Self-Sufficiency** Capital Campaign. She prepares and serves food, maintains a service area, and assists with the recently added catering program. Marie even cooks her own meals independently at home.

**"I learn everything," asserts Marie, "and I am highly independent."**

In addition to the meals for her peers attending program at the center, Marie also assists with the preparation of 400 meals daily for children from low income families attending local preschools.



**"It makes me feel better that I know others can eat," reflects Marie.**

Not only is Marie passionate about helping others in the community, she remains an enthusiastic learner. She will tell you she is far from done and would like to learn even more skills in the kitchen. These invaluable vocational and independent living skills will continue to empower Marie to be an active, engaged and contributing member of her community where she one day hopes to find employment in the food service industry.

The Vocational Training Program provides individualized services that empower individuals with disabilities to meet their full vocational and employment potential. For many like Marie, this program is the first step towards transitioning to community employment.

# Year in Review

100%

of children in the Parent/Infant Program showed progress in developmental age in a minimum of three developmental areas

98%

satisfaction of consumers and their families with programs



- Raised **\$120,664** from the 7th Annual Jewels of San Diego Gala, Employee Giving Campaign, and Membership Campaign.
- Over **\$6,014,603** in wages were earned by individuals with disabilities in ACES programs over the last year



At **20** locations throughout San Diego County **180** community members volunteered at The Arc for over **12,058** hours of service



- Serving **2,500** children and adults with intellectual and developmental disabilities in San Diego
- **2,349** individual service plan goals were achieved by consumers throughout Arc programs and services

## ACES

- Provided employment training and support to over **400** individuals with disabilities
- Placed **86** individuals with disabilities in jobs of their choice throughout San Diego County



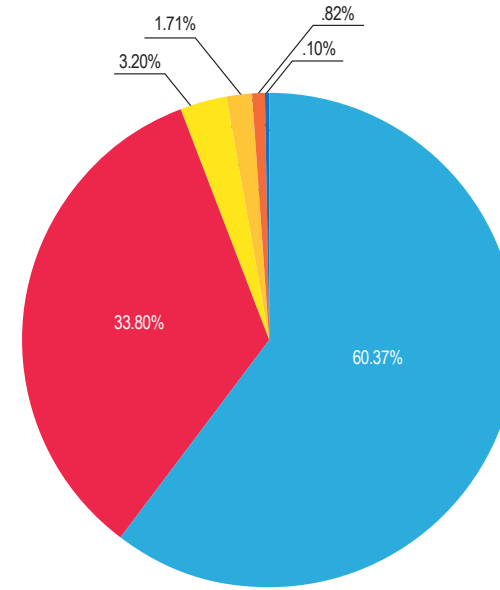
OUR CONSUMERS VOLUNTEERED **10,793 HOURS** IN THE COMMUNITY



- Independent Living Services hosted **16 community-based** social events
- We participated in **24 community resource** fairs to share more about the important work we do

REVENUE AND SUPPORT	FY16 THE ARC OF SAN DIEGO	FY16 ARC SAN DIEGO FOUNDATION	FY16 CONSOLIDATED TOTAL	FY15 CONSOLIDATED TOTAL
San Diego Regional Center	\$15,062,298	\$0	\$15,062,298	\$15,201,024
Services to the public	\$10,163,407	\$0	\$10,163,407	\$9,837,418
Medi-Cal	\$4,425,788	\$0	\$4,425,788	\$4,330,677
Workshop Sales	\$939,351	\$0	\$939,351	\$1,096,789
Investment (loss) income	\$78,555	(\$17,784)	\$60,771	\$199,172
Other Revenue	\$257,542	\$1,050	\$258,592	\$180,865
Other Service Contracts	\$563,041	\$0	\$563,041	\$382,689
Department of Rehabilitation	\$344,060	\$0	\$344,060	\$366,150
Contributions	\$722,909	\$6,572	\$729,481	\$1,436,427
Rental Income	\$9,792	\$0	\$9,792	\$370,992
Gain (loss) on sale of property	\$1,338	\$0	\$1,338	\$10,363,998
Fundraising/Special Events	\$168,742	\$119,123	\$287,865	\$328,857
Memberships	\$17,236	\$18,500	\$35,736	\$41,301
Change in Value of Charitable Remainder Trust	(\$29,233)	\$0	(\$29,233)	(\$58,982)
<b>TOTAL REVENUE AND SUPPORT</b>	<b>\$32,724,826</b>	<b>\$127,461</b>	<b>\$32,852,287</b>	<b>\$44,077,377</b>
<b>EXPENSES</b>				
<i>Program Services</i>				
Work Activity Vocational Services	\$14,926,569	\$0	\$14,926,569	\$14,906,032
Adult Activity	\$6,894,054	\$0	\$6,894,054	\$7,456,069
Community Living Services	\$5,688,978	\$0	\$5,688,978	\$6,097,729
Respite Services	\$1,190,080	\$0	\$1,190,080	\$1,251,483
Infant Programs	\$758,886	\$0	\$758,886	\$675,485
Special Programs	\$311,887	\$0	\$311,887	\$325,675
<b>TOTAL PROGRAM SERVICES</b>	<b>\$29,770,454</b>	<b>\$0</b>	<b>\$29,770,454</b>	<b>\$30,712,473</b>
<i>Supporting Services</i>				
Management and General	\$4,025,029	\$7,129	\$4,032,158	\$4,523,759
Fundraising and Chapters	\$239,849	\$1,048	\$240,897	\$198,976
Contributions to ARC SD from ARC Found (A)	(\$345,338)	\$345,338	\$0	\$0
<b>TOTAL SUPPORTING SERVICES</b>	<b>\$3,919,540</b>	<b>\$353,515</b>	<b>\$4,273,055</b>	<b>\$4,722,735</b>
<i>Special Events</i>				
	\$119,501	\$27,465	\$146,966	\$129,572
<i>Construction Project</i>				
	\$0	\$0	\$0	\$177,485
<b>TOTAL EXPENSES</b>	<b>\$33,809,495</b>	<b>\$380,980</b>	<b>\$34,190,475</b>	<b>\$35,742,265</b>
<b>NET ASSETS</b>	<b>\$25,791,132</b>	<b>\$1,894,612</b>	<b>\$27,685,744</b>	<b>\$29,023,932</b>

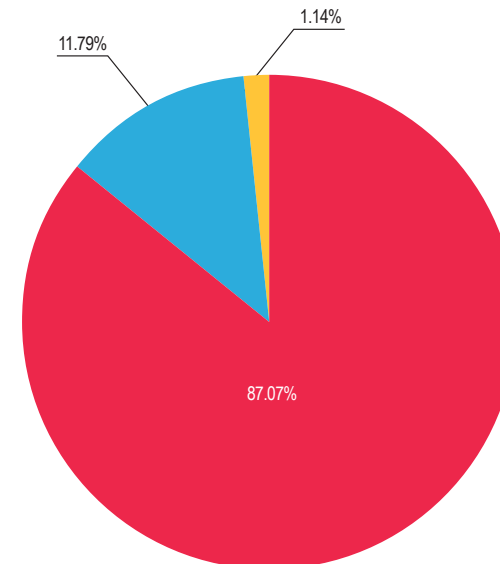
(A) = Designations to The Arc of San Diego (\$294,294), Consumer Wish List Expenses (\$40,244) & Arc Foundation Management Fees (\$10,800).



## REVENUE & SUPPORT

- Government Funding - 19,832,146 (San Diego Regional Center, Medi-Cal & Dept. of Rehabilitation)
- Services to the Public and Workshop Sales - 11,102,758
- Investment Income - 31,538
- Private Donations & Special Events - 1,053,082
- Other Revenue - 269,722
- Other Funding - 563,041

Total Revenue and Support - 32,852,287



## EXPENSES

- Programs - 29,770,454
- Management & General - 4,032,158
- Fundraising, Chapters, Special Events & Construction Project - 387,863

Total Expenses - 34,190,475

# Thank You to Our Donors

The Arc of San Diego is grateful to all of our supporters for their ongoing commitment to assist our organization. With your help we are able to provide life-changing services to children and adults with disabilities. We gratefully accept donations in the forms of monetary gifts, in-kind donations, charitable planned giving, stock, and real estate.

Please contact the Development Department at (619) 685-1175 or via email at [donations@arc-sd.com](mailto:donations@arc-sd.com) if you have any questions about your support.

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We are proud to recognize our supporters who have committed to leaving a lasting legacy that will sustain The Arc of San Diego for future generations. These individuals have made a charitable planned gift to our organization. Please consider joining today. By doing so you ensure our organization will continue to provide services for many future generations.

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