



The Arc[®]
of San Diego



Reaching New Heights

2022 ANNUAL REPORT

Dear Friends,

While we continue to navigate the many challenges surrounding the COVID-19 pandemic, we are proud of what we have achieved over the past year. We were able to adapt to a 'new normal' and continue to serve and empower individuals with disabilities in our community. From vocational training and job placement to early intervention services for children from birth to three years old, The Arc of San Diego delivers support to individuals with intellectual and developmental disabilities through every stage of life. More than 2,000 children and adults are served annually across more than 20 locations throughout San Diego County. It is the needs of those individuals that continue to be our main focus, and we look forward to seeing our community grow even stronger together.

In July 2021, we were able to welcome back a limited number of clients for in-person services at our six centers throughout San Diego County. As of June 30, 2022, 558 clients in our Adult Day Services program were enrolled and receiving services, with 60% of clients receiving some in-person services. Other programs, such as our Employment Services continued to thrive and provided employment training and in-person support to more than 400 individuals over the past year. We also developed a new work site partnering with the Lawrence Family Jewish Community Center and their coffee shop, The Bean. Since reopening in November 2021, The Bean has been staffed with clients from The Arc of San Diego. We are continuing to recruit and hire staff so we can have additional clients on site at our centers. While we are excited to be offering in-person services, we remain focused on keeping our employees, clients, and visitors safe, and have implemented new guidelines for visitors and staff.

We are proud to present you with the information in this report, as it will provide you with an in-depth look at how our funding is dedicated to building stronger futures, changing lives, and providing the highest standard of support for those we serve in our community. 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.

As we reflect on what we achieved last year, we could not have done so without our dedicated network of staff, clients, volunteers, board members and supporters. With your support, we are able to drive forward towards our mission of empowering individuals with disabilities today, tomorrow, and for the future.

Sincerely,



Anthony J. DeSalis, Esq.

Anthony J. DeSalis, Esq.
President & CEO



Esther Coit

Esther Coit
Board Chair

About The Arc of San Diego

The Arc of San Diego is the largest, most comprehensive provider of services to children and adults with disabilities in San Diego County. Annually, our organization provides assistance to 2,000 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.



The Arc of San Diego provides a variety of services to people with disabilities throughout their *entire* lifespan.

Our Programs



DAY TRAINING SERVICES

- Combines classroom instruction with community integration and vocational development.
- Provides support with essential life skills such as communication and behavioral management, money management, computer literacy, specialty courses in American Sign Language, bilingual instruction and more.
- Provides opportunities for adults with disabilities to participate in recreational activities as well as enjoy part-time paid work and volunteer opportunities.

COMMUNITY INCLUSION SERVICES

- Facilitates independence through volunteer work, vocational skill training, mobility training, paid employment and continuing education in integrated settings.
- Individuals receive coaching and support while working on individualized goals and objectives within their community.

EMPLOYMENT SERVICES

- Offers people with disabilities the opportunity to learn essential work skills while earning a paycheck.
- Works with individuals to identify career goals and connect candidates with employers in a variety of industries throughout the community, while providing ongoing support.



- 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.
- Through The Arc's production centers, supports the collating, assembly, and packaging needs of local businesses while providing jobs for people with disabilities.

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.



PERSONAL AND LEISURE SERVICES (PALS)

- Offers local recreational activities and excursions. Activities helps participants build relationships with peers through relaxation, entertainments, and new experiences.
- Our Place Wellness Enrichment Program offers opportunities to participate in adaptive yoga, fitness and nutrition classes as well as art and music therapies.



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 a part of local communities.
- Training includes household and money management, health and personal safety, accessing community resources, and recreational activities.

SUPPORTED LIVING SERVICES (SLS)

- Offers one-on-one support with each individual, providing guidance and direction based on each person's needs to secure personal independence.
- Provides support in finding affordable housing and roommates, paying rent and bills, cooking healthy meals, using public transportation, and accessing medical and dental services.

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.

EARLY INTERVENTION SERVICES

- Provides family-centered early educational services for children from birth to three years old with developmental delays or who are "at risk" for delay.
- Educates parents on how to interact with and teach their children.
- Guides children through instruction from physical, speech, occupational and music therapy professionals.
- Helps integrate students into mainstream classrooms and helps eliminate the need for future services.

Success Story: Vickie Lawrence



Vickie Lawrence is a self-advocate, artist and art teacher. Vickie moved to San Diego from New York in 2011, and has been participating in The Arc of San Diego's Independent Living Services program since 2012. Through this program, Vickie receives ongoing support in her pursuit of living independently and being an active part of the community. The Arc of San Diego's Independent Living Services (ILS) supports people with intellectual disabilities in their desire to live on their own and Independent Living Professionals work one-on-one with clients, providing direction and guidance based on each person's individual needs. Working together, they identify resources and work on essential independent living skills. Support provided includes assisting individuals with paying the rent and bills,

cooking healthy meals, utilizing public transportation, and accessing medical and dental services.

In 2014, Vickie established her own non-profit organization after a long struggle with government officials who did not believe that a person with a disability could form a non-profit. Her non-profit *Dancing Around the Oak Tree Art Studio, Inc.* provides individuals with disabilities a safe space to learn about and create different types of art. Vickie also volunteers at The Arc of San Diego, where she teaches art classes at the Sulpizio Family Center. "It's really rewarding, to treat everyone fair. We work on communication [and] how they are able to communicate with each other," says Vickie. "One of my goals is to have the students talk to me and talk to each other." Vickie also has a contract to teach art at the San Diego Public Library. Vickie currently serves as a Member-at-Large on The Arc of San Diego Board of Directors.



Success Story: Jennie Mandel



The Arc of San Diego provides employment training and support to more than 400 individuals with disabilities annually. These efforts are strengthened by partnerships with local businesses and organizations who are committed to employing individuals with disabilities. One of these organizations is the Lawrence Family Jewish Community Center (JCC), who The Arc of San Diego has collaborated with to staff their newly reopened coffee shop, The Bean. Since reopening in November 2021, The Bean has been staffed by clients of The Arc of San Diego.

Jennie Mandel works as a barista at The Bean and receives support from The Arc of San Diego. "I enjoy making the drinks and saying 'Hi' to the customers," said Jennie. "I also love my coworker, my manager and my job coach."

"It's been great to watch Jennie excel at her barista skills and come out of her shell," said Wendy Smith, Inclusion Director at the JCC. "She is great with customer service and has worked hard to get to know everyone and make it a great experience for everyone who comes in."

With her income from The Bean, Jennie is saving up to buy her own bicycle. "I also love flying and want to take a trip to Hawaii in the future," said Jennie.

The JCC plans to expand programs similar to The Bean throughout the rest of the center. Smith says the next opportunity will be at the JCC's fitness center where they will be hiring fitness attendants to work with the guest services team. Eventually they hope to expand to employment opportunities at the JCC's preschool and administrative offices.

"Everybody deserves to have something meaningful that they're working for," said Smith. "It's up to us to break down those barriers and make sure that can happen."



2022 Year In Review

JULY 1, 2021-JUNE 30, 2022



96%

satisfaction of clients and their families with programs

Serving 2,000



children and adults with intellectual and developmental disabilities in San Diego



Provided nearly

40,000 hours

of In-Home Respite Services support to clients and families



In total, **155** volunteers contributed

5,504

hours of service to our organization

We participated in more than

16 virtual and in-person community events to share more about the important work we do. **Additionally, we**

hosted 5 Virtual Town Hall and Meet & Greet events to update clients, families, and caregivers on recent news and introduce new staff members at The Arc of San Diego



More than

400

individuals with disabilities received employment training and support, both in-person and virtually

81%



of clients placed in a job remained employed for a minimum of 90 days

Raised \$817,325

from Private Donations, Grants, and Special Events



100%



of children in Early Intervention Services showed progress in developmental age in a minimum of three developmental areas



Nearly \$4 million

in wages was earned by individuals with disabilities in Employment Services over the last year

The Arc of San Diego developed the Student Services Work Experience (SSWE) in partnership with the San Diego Unified School District (SDUSD).



With **90** students currently in the program, we assist with career exploration and preparation prior to graduation for students transitioning out of SDUSD.



In October 2021, we launched the Art for All pilot program at Arc North County. This program provides an opportunity for individuals with disabilities to express themselves creatively through art, and learn new art techniques and skills. We look forward to launching at our sites throughout San Diego County.

The Arc of San Diego partnered with the Lawrence Family Jewish Community Center. Since reopening their coffee shop in November 2021,



The Bean has been staffed with clients from The Arc of San Diego.



Over **20**

locations throughout San Diego County

REVENUE AND SUPPORT	FY22 The Arc of San Diego	FY22 Arc San Diego Foundation	FY22 Consolidated Total	FY21 Consolidated Total
San Diego Regional Center	\$14,925,666	\$0	\$14,925,666	\$15,283,629
Sales & Services to the Public	\$11,243,989	\$0	\$11,243,989	\$10,283,495
Medi-Cal	\$5,217,047	\$0	\$5,217,047	\$5,227,648
Investment (loss) income	(\$1,140,618)	(\$254,542)	(\$1,395,160)	\$2,296,692
Other Revenue	\$500,303	\$1,000	\$501,303	\$889,740
Other Service Contracts	\$228,784	\$0	\$228,784	\$501,382
Department of Rehabilitation	\$381,956	\$0	\$381,956	\$492,651
Contributions	\$218,098	\$7,362	\$225,460	\$135,133
Rental Income	\$13,948	\$0	\$13,948	\$13,294
Fundraising/Special Events	\$105,382	\$125,425	\$230,807	\$189,588
Memberships	\$8,117	\$11,050	\$19,167	\$16,481
Change in Value of Charitable Remainder Trust	(\$171,046)	\$0	(\$171,046)	(\$202,764)
TOTAL REVENUE AND SUPPORT	\$31,531,626	(\$109,705)	\$31,421,921	\$35,532,497

EXPENSES				
<i>Program Services</i>				
Employment Services	\$14,267,874	\$0	\$14,267,874	\$12,597,909
Adult Day Services	\$7,167,944	\$0	\$7,167,944	\$6,239,459
Residential Services	\$6,181,926	\$0	\$6,181,926	\$5,538,303
Respite Services	\$928,738	\$0	\$928,738	\$914,941
Early Intervention Services	\$747,060	\$0	\$747,060	\$789,617
Special Programs	\$66,550	\$0	\$66,550	\$95,201
TOTAL PROGRAM SERVICES	\$29,360,092	\$0	\$29,360,092	\$26,175,430
<i>Supporting Services</i>				
Management and General	\$4,553,500	\$7,874	\$4,561,374	\$4,736,329
Fundraising and Chapters	\$254,280	\$34,144	\$288,424	\$194,443
Contributions to The Arc of San Diego from Arc Foundation (A)	(\$424,263)	\$424,263	\$0	\$0
TOTAL SUPPORTING SERVICES	\$4,383,517	\$466,281	\$4,849,798	\$4,930,772
TOTAL EXPENSES	\$33,743,609	\$466,281	\$34,209,890	\$31,106,202

NET ASSETS	\$28,786,994	\$2,025,906	\$30,812,900	\$33,600,869
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(A) = Designations to The Arc of San Diego (\$383,000), Client Wish List Expenses (\$30,463) & Arc Foundation Management Fees (\$10,800)

Revenue and Support

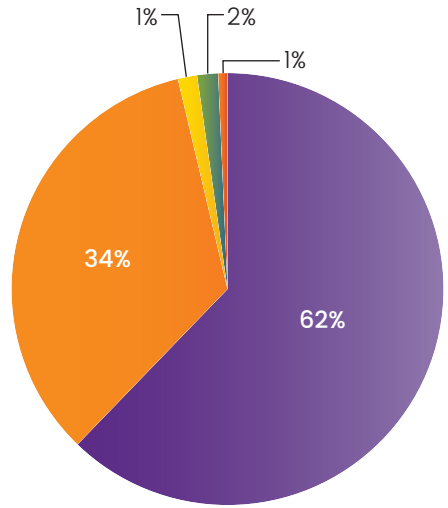
- Government Funding
 (San Diego Regional Center, Medi-Cal
 & Dept. of Rehabilitation): \$20,524,669
- Sales & Services to the Public: \$11,243,989
- Private Donations & Special Events: \$475,434
- Other Revenue: \$515,251
- Other Funding: \$228,784

**TOTAL REVENUE AND SUPPORT
LESS INVESTMENT LOSSES: \$32,988,127**

Investment Loss: (\$1,566,206)

TOTAL REVENUE INCLUDING INVESTMENT LOSS: \$ 31,421,921

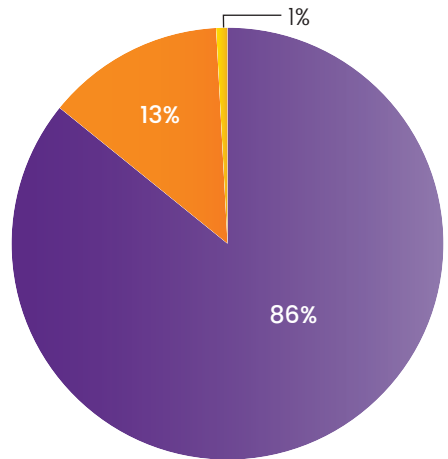
** Note: Pie Chart does not include Investment Losses.*



Expenses

- Programs: \$29,360,092
- Management & General: \$4,561,374
- Fundraising & Chapters: \$288,424

TOTAL EXPENSES: \$34,209,890





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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 Jennifer Bates Navarra, VP of Marketing & Development at (619) 795-4186 or via email at jnavarra@arc-sd.com if you have any questions about your support.

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The Arc of San Diego's Legacy Society

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, and, by doing so you ensure our organization will continue to provide services for many future generations.

Anonymous (5)

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*Deceased



*Artwork by Victor Vielma, a client
at The Arc of San Diego*


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