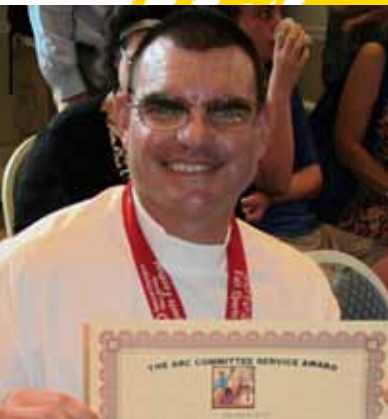




**The Arc**<sup>™</sup>  
of Atlantic County

# 50 years of service



**Fiscal Year 2011  
Annual Report**

***Achieve with us.***



# The Arc<sup>™</sup> of Atlantic County

## Vision

People have the opportunities and supports they need to live the lives they choose.

## Mission

The Arc of Atlantic County improves the lives of people with intellectual and developmental disabilities in our community. Through direct services, advocacy, education and prevention activities, we work in partnership with individuals and their families to make choices possible about how and where they live, learn, play and work.

## Core Values

Respect  
Teamwork  
Integrity  
Great Service  
Community Participation

## Board of Directors

Richard H. Walker, Jr., Esq., Chair  
Dot Saatkamp, 1st Vice Chair  
Lou DeCicco\*, 2nd Vice Chair  
Herb Hummel, Treasurer  
Holly Baker\*, Secretary  
Kevin McDonnell, Imm. Past Chair  
Anne M. Dillon\*  
Audrey Fischer  
Linda Gemmel\*  
Tom Hendrixson\*  
Donna Hogan  
Joe Polisano  
Diane Scarpa  
Lee Wasman

## Emeritus Board Members

Eugene M. Arnone  
Carmen G. Bannon, II  
Robert Frank  
Roy Goldberg  
Al Ruggiero

\*Family member or someone with I/DD



# New Beginnings

Dear Friends,

2011 was a time for many new beginnings at The Arc of Atlantic County. We're excited to share some of our greatest accomplishments this year, and thank everyone who helped make this all possible:



- **New Chapter in our History:** 2011 marked the 50th anniversary of The Arc of Atlantic County and our services in the community. We celebrated this anniversary in a number of ways throughout the year, and the keystone of that celebration was our 50th Birthday Bash, a fundraiser and dance party where we honored five key players in our organization's history.
- **New Brand:** The Arc of Atlantic County was one of more than 150 'early adopter' chapters across the country that launched a new, cohesive brand that eventually will unite all chapters of The Arc under one dynamic logo and tagline. With a strong national brand, we can expect greater awareness and support for The Arc in all communities.
- **New Funding Sources:** In May 2011, we opened "The Arc Makes Cents, Too! Thrift Shop" in Northfield to increase our funding sources and our capacity to serve more people. We were also the grateful recipients of many generous donations, including gifts from Atlantic City Electric, Cape Bank Charitable Foundation, and a number of individual donors who made multi-year commitments to ensure the financial stability of our agency as we expand.
- **New Homes & Residents:** In winter and spring of FY2011, seven new residents – most from the Vineland Developmental Center – moved into our brand new ranch-style homes in Galloway Township, affording them the privacy and sense of community they deserve and want.
- **New Budget Category:** 2011 was also the year that we broke the \$10 million mark, another reminder of how far we've grown since our agency's grassroots beginnings.

As exciting as all these new changes are, growth also comes with tremendous risk. Our budget is the highest it's ever been, and with that comes an even greater need for support through donations and for strong leadership to guide us as we grow. We hope those who are involved with The Arc will continue to support us to the best of your ability, and we invite those who have enjoyed learning about us from the sidelines to take this opportunity to get more involved.

Warmly,

*Deborah Davies*

Deborah Davies, PhD  
Chief Executive Officer

*Richard H. Walker, Jr., Esq.*

Richard H. Walker, Jr., Esq.  
FY11 Board Chair

# Birthdays and Brands

This fiscal year, we had the pleasure of celebrating our 50th anniversary of helping people with intellectual and developmental disabilities and their families. We were founded as part of a birth of a movement toward community inclusion, so we decided to celebrate our anniversary as a birthday.

Our national chapter of The Arc planned the launch of our new brand for March 1. We were careful to schedule our 50th Birthday Bash so it would fall as close to that date as possible to provide a venue for sharing our new brand with as many people as possible. We hosted 300 guests - our best turnout to date - at our 50th Birthday Bash on March 2 at the Carriage House in Galloway Township where we unveiled the logo and honored five Community Stars: AtlantiCare, Corporate Partner Star; Matthew Callaghan, Arc Volunteer Star; Shirley Massey, Arc Employee Star; Bert Hill, Arc Service Recipient Star; Milton & Betty Katz Jewish Community Center, Community Partner Star. A slideshow featured photos of special moments in The Arc's history, and guests enjoyed live music from the Kenny I Orchestra. It was a party to remember, which netted more than \$60,000 for our programs. Guests left with a clear image of how much our agency has accomplished in 50 years, what The Arc's needs are as we move into a new era, and who makes it all possible - (answer: everyone!).



Above: Our five Community Stars help Debbie Davies blow out The Arc's 50th birthday candles. Below: A front-page Press of Atlantic City article shared our anniversary with the community.

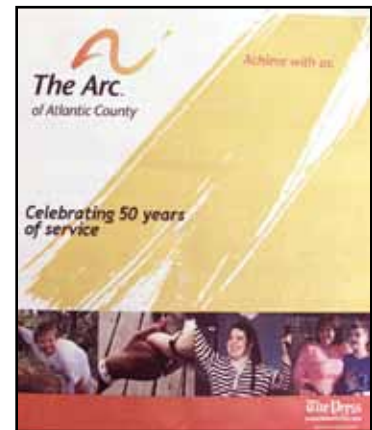


*"The Arc's vibrant new logo and tagline communicate the organization's commitment to promoting and protecting the human rights of people with I/DD and actively supporting their full inclusion and participation in the community throughout their lifetimes.*

*The Arc's logo is emblematic of the organization's embracing nature with the flowing 'catalyst' icon; a burst of energy is symbolic of our support of independence. The new tagline, Achieve with us, conveys The Arc as a provider of opportunity, hope, growth and change." - From www.thearc.org*



On February 25, the official anniversary of our incorporation, more than 100 staff, board members and service recipients joined us for a private birthday party at The Arc's office. John Miller, above, who has received support through The Arc's residential programs for 30 of the agency's 50 years, shows off a sweatshirt he won playing a quiz game about The Arc's history. Prizes included memorabilia like this sweatshirt with The Arc's old logo.



A 12-page insert about The Arc of Atlantic County was included in 50,000 issues of The Press of Atlantic City at the end of March. It included basic program information, testimonials from people we support and their families, and articles about how The Arc has made a difference in our community. It also was the perfect venue for promoting our new brand, and was provided courtesy of The Press of Atlantic City and local advertisers.



# New Way of Life

At the end of December, construction on our two new residences in Galloway Township was completed and we could begin the process of transitioning the residents into their new homes. Our first resident moved from the Vineland Developmental Center in mid-January, a very exciting moment for all of us! By the end of March, seven women – six from the Vineland Developmental Center and one from the community – were all moved in.

The new residents, who were selected for these homes in the previous year, had a chance to gradually become familiar with how their new lives would be before moving in. In summer of 2010, they took trips to the construction site to become familiar with their new neighborhood and what was available to them in the community. Staff were hired in the fall, and 30 days prior to the move staff began shadowing at the developmental center to learn all about the residents and ultimately help smooth the transition for these women from a large, institutional setting to a home where they each would have their own private unit and more individualized supports.

In the first six months, staff worked with residents closely to help them discover what activities they liked and didn't like. They helped them establish which day programs they preferred, what they liked to have for dinner and how active they wanted to be in the menu selection and preparation, and where they wanted to go to church. They also explored The Arc's recreation program and selected activities they wanted to participate in. One resident was thrilled to get involved with bowling - she hadn't bowled since she was a little girl.

In June, after the residents were all settled into their homes, The Arc hosted an open house, inviting neighbors, dignitaries, Arc staff, consumers and community members to meet them and learn more about the homes and the women who live there.



*Above: Estelle McGurk, a resident of one of the new Galloway group homes, was featured on the front cover of New Jersey Council on Developmental Disabilities' summer 2011 issue of People & Families magazine. The photo accompanied an article about Estelle and her new life outside of the developmental center. Estelle is quoted, "Now I have this family that takes care of me. We're like a second family here. People love me here." Below: Estelle and all the new residents at Galloway I & II received a 'Leap of Faith' award for bravely choosing a new way of life at our annual Membership Meeting held in June.*



*Above: Residents of Galloway I are pictured here with their residential manager Diane Kalin at the open house in June.*

*Right: Arc COO Pat Jones, contractor Sal Orapallo, Arc CEO Deborah Davies, and Cynthia DelRossi and Tammy Schiavo from Kitchen & Associates, the architecture firm who designed the new homes.*



# New Funding Sources

## New Thrift Shop Opens in Northfield

This fiscal year, our dream of opening a second thrift shop to generate more unrestricted dollars for our programs finally came true. Our goal for this second shop was to have enough space to sell furniture, which is frequently donated to The Arc and often backlogs in our donated storage units before we can find a match for it in our residential programs. Selling furniture enables us to respond to more potential donors, provide people we support with a venue to shop for inexpensive furniture, and generate more funds to support our services.

We hired Irv Singer, a retired retail executive and chair of the Golfing for Good Tournament that benefits The Arc, to spearhead the search for a location and eventually manage the store and staff. In less than two months from securing the location in the Tilton Shopping Center in Northfield, the 5,000 square foot store was outfitted to meet our needs and filled with new and gently used merchandise. On May 28, the store officially opened to the public and by the end of June, more than 2,500 customers had walked through the doors generating more than \$37,000 in sales.

The new thrift shop not only provides us with another stream of funding, it offers another venue to promote our brand and the impact The Arc has on people with intellectual and developmental disabilities and their families. Oversized signage throughout the store features photos of people we support and testimonials about how The Arc has helped them.



## Corporate, In-Kind and Individual Gifts Boost Residential Expansion

In FY11, Egg Harbor Township administrators committed to donating 20 building lots to The Arc of Atlantic County over 10 years to help us address the need for more affordable and accessible housing for people with developmental disabilities. With this commitment, we were able to move forward with our campaign to raise funds to support expansion. Cape Bank Charitable Foundation stepped up to the plate with a \$250,000 commitment over five years. Atlantic City Electric also contributed \$45,000 to support this effort. We garnered additional support from other community leaders by hosting receptions in August and November and providing information about The Arc and our impact on the community.



**Above:** Atlantic City Electric executives presented The Arc of Atlantic County with a check for \$45,000 in December at the new Galloway homes to help fund our residential expansion.



**Left:** Emeritus Arc board member Gene Arnone with Jody and David Tilton at the November 2010 donor reception at The Arc's Galloway Homes. These receptions brought together influential people in our community to learn more about The Arc and the residential expansion program.



**Right:** Arc Chief Development Officer Deborah Jewell with Sam Pignatelli, of Hammonton, at the August reception at Trump Marina.



# New Budget Bracket



This report is for Fiscal Year 2011: July 1, 2010 to June 30, 2011. The addition of two new residential programs and a thrift shop brought The Arc's budget above the \$10M mark for the first time in our agency's history. We increased the number of people we serve in residential, recreation and employment services, increased our total number of employees by 12%, and increased our fundraising revenue by 160%.

## Individuals and Families Served

Residential Services	151
Employment Services	98
Recreation	282
Family Support/Real Life Choices*	424
Case Management	157

\*A person may use more than one Family Support service

## The Arc Employees

Full time	216
Part time	45
Substitutes	15

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**Total Employees** **276**

## Operating Revenues

Contract Revenue	\$9,408,363
Program Fees	648,578
United Way	46,212
Charitable & Foundation Support	180,741
Fundraising	165,621
Thrift Shop	136,908
Capital Support	362,643
Other	34,529
HUD Housing Assistance	87,174

**Total Operating Revenue:** **\$11,070,769**

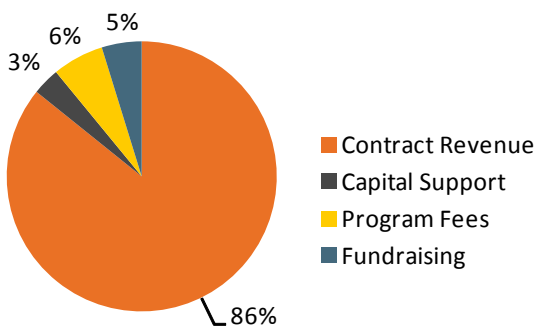
**Net gains on non-operating investments and property:** **\$1,218,501**

## Operating Expenses

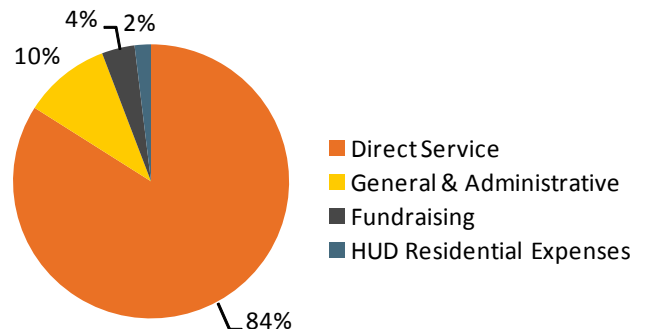
Direct Service	\$9,021,724
General & Administrative	1,098,423
Thrift Shop	106,480
Development/Community Relations	310,556
<b>HUD Residential Expenses</b>	<b>206,643</b>

**Total Operating Expenses:** **\$10,743,826**

### Operating Revenues



### Operating Expenses



Financial Audit by Capaldi, Reynolds & Pelosi, Certified Public Accountants  
Consolidated financial statements are available upon request

# Generous Supporters

The Arc of Atlantic County publicly thanks our donors and members for their generous support during fiscal year 2011 (July 1, 2010 through June 30, 2011). We have made every effort to present a complete and accurate list. If we have omitted you or placed you in an incorrect group, please contact Chief Development Officer Deborah Jewell at 609-485-0800 ext. 135.

## Major Funding Sources

Division of Developmental Disabilities  
Division of Vocational Rehabilitation  
Department of Children and Families  
Office for the Prevention of Developmental Disabilities

## \$25,000 and Above

Atlantic City Electric  
Peter and Debbie Beck  
Cape Bank Charitable Foundation  
United Way of Atlantic County  
Richard H. and Millicent Walker

## \$10,000 to \$24,999

AMI Foundation Inc.  
Caesars Foundation  
Monica Buckley Memorial Foundation  
NJ Coalition for Battered Women  
Al and Gail Ruggiero

## \$5,000 to \$9,999

Holly Baker  
Charles and Susan Bisciegli  
Deborah Davies  
Bob and Bev Frank  
Herbert G. Hummel  
Odessa F. and Henry D. Kahrs Trust  
TD Charitable Foundation  
Timbrook Family Foundation

## \$1,000 to \$4,999

Atlantic County Office of  
Cultural & Heritage Affairs  
Carmen Bannon  
Cars 4 Charities  
Louis and Pam DeCicco  
East Coast Wholesale  
The Gold Foundation  
William Gormley  
Bryan Griffiths  
Margaret Ireland and Mary Geary  
Pat Jones  
Jill and John Lemon  
Kevin and Pat McDonnell  
Ocean City Home Bank Foundation  
Joe Poliso  
Joseph Simone  
Stroser Foundation  
United Way of the National Capital Area

## \$500 to \$999

David and Norma Blecker  
Donna Buzby  
Euro Line Designe, Inc  
Fox & Roach Charities  
Galloway PAL  
Linda and Charlie Gemmel  
Tom and Janet Hendrixson  
Deborah Jewell  
James Klinghoffer  
Lewie Leitner  
David and Carolyn Middlebrook  
Ervin and Shannon Nixon  
Sal and Patti Orapallo  
Ted and Lois Ridgway  
Robert Rothhouse and Patsy Guerrina  
Dot and Herman Saatkamp  
Jim and Mary Ann Scoppa  
Jo Frances Stow  
United Way of Southern Pennsylvania  
Lee Wasman

## \$250 to \$499

America's Charities  
The Arc of New Jersey  
Alan and Kris Arcuri  
Atlantic City Hilton Dealers Assoc.  
Therese Connell  
Kline Construction

Joe and Lisa Damiano  
Anne and Charles Dillon  
Audrey Fischer  
Fidelity Charitable Fund  
Pat and Kristen Geubtner  
Howard and Gayle Gross  
Mary Hardwick  
Sean Jermyn  
Knights of Columbus, St. Joseph's 10220  
McAllister Fuels  
Scott and Jackie McKnight  
Cariona McSweeney  
Mobility Transportation Services  
Harold Moskowitz  
Domenic Palmiere  
Thomas Reynolds  
Tina Shutz  
Joe Silipena  
Hakeema Sumner  
The Gap Foundation  
The Press of Atlantic City  
Wells Fargo Community Support Campaign

## The following donors sponsored Arc fundraising events at the level of \$1,000 or more.

21 Down: Down Syndrome Awareness Group  
ACCU Staffing  
Atlantic City Electric  
Atlantic County Utilities Authority  
Gene and Cindy Arnone  
AtlantiCare  
Bollinger Insurance  
Borgata Heart & Soul Foundation  
Bunzl Mid-Atlantic Region  
Caesars Entertainment, Inc.  
Matt Callaghan  
Cape Bank Charitable Foundation  
Community Counselling Service  
Doolim Corporation  
Fitzpatrick, Bongiovanni & Kelly  
The Gold Foundation  
Gold Transportation  
Horizon BCBS of New Jersey  
I. Rice & Co., Inc.  
Levine Staller, Attorneys at Law  
Martin Company  
Sal Orapallo  
Parke Bank  
South Jersey Industries  
Stalker & Associates  
Tropicana Casino & Resort  
Village Super Market Inc./Shoprite

## Membership

Bill and Karen Aarons  
Vince Accardi  
Bob and Joyce Anderson  
Gene and Cindy Arnone  
Holly Baker  
Sheldon and Joyce Bank  
Carmen and Theresa Bannon  
Ellen Barbieri  
Peter and Debbie Beck  
Pat Beebe  
John and Debbie Bieniakowski  
Dennis and Margie Boreen  
Rozella Bower  
Gloria Burchell  
Tom and Letty Chadwick  
Bill and Laura Clements  
Rick Collins  
Michael and Joan Colondrillo  
Elaine Connor  
Andrea Connor  
Christine Cox  
Janine Dalton  
Joe and Lisa Damiano  
Debbie Davies  
Joe and Lela Davis  
Carole Davis-Hayes  
Louis and Pam DeCicco

Marc and Dawn DePlato  
Frank and Anna Devito  
Anne and Charles Dillon  
Cliff and Regina Dirkes  
Matt Doran  
Latoya Eckear  
Audrey and Norman Fischer  
Bob and Kathy Fisher  
Hilda Fonville  
Bob and Bev Frank  
Alan and Sheila Friedman  
Ashton Frohner  
Linda and Charlie Gemmel  
Henry Gertzen  
Pat and Kristen Geubtner  
Kelly Gifford  
Stephanie Glaymon  
Roy Goldberg  
Bobbie and Paul Gorman  
Walt and Tree Greiner  
John Hale  
Kerry Harper-Wentzell  
Tom and Janet Hendrixson  
Jackquyn Hill  
Jim and Donna Hogan  
Herbert G. Hummel  
Mark Jacoby  
Rebecca Jennings  
Deborah Jewell  
Janelle and Lee Johnson  
Jackquyn Johnson  
Pat Jones  
Bunny and Shirley Josephson  
Thomas Kalin  
Don and Marlyn Kehrl  
Louise Kleppinger  
Stan and Margot Lamar  
Jill Lemon  
Adrien Levin  
Dr. and Mrs. Franklin Loeb  
Pat and Kevin McDonnell  
Jason McGlynn  
David and Carolyn Middlebrook  
Anna Miller  
Judy Millesen  
Michael and Suzanne Miltenberger  
Harold and Martha Moskowitz  
Jim and Cathy Nolan  
Mamie Pantalena  
Lorna and Thom Partin  
Phyllis Peary  
Laurie Pfeifer  
Dan and Mary Ann Philippi  
Joe and Mary Poliso  
Sharon Posner  
Brookli Potts  
Corinne Reilly  
William Ritchie  
Aurelia Robinson  
Robert Rothhouse and Patsy Guerrina  
Joshua and Calista Ruga  
Al and Gail Ruggiero  
Dot and Herman Saatkamp  
Lydia and John Saburn  
Diane Scarpa  
Al and May Schollenberger  
Yitzhak and Sandra Sharon  
Joe and Cathy Silipena  
Jerry String  
Anthony and Ellen Tamburelli  
Phyllis and John Terlecky  
Lisa Thompson  
James and Carolyn Thornton  
Richard H. and Millicent Walker  
Lee Wasman  
Bill and Theresa Weber  
David and Susan Weis  
Patricia Wicker  
Troy Williams  
Ann Marie Zglinicki