



***The Arc***<sup>®</sup>  
*of the Triangle*

**2017-18**

# *Annual Report*



**#seetheperson**

## **MISSION STATEMENT:**

*The Arc of the Triangle, Inc. supports children and adults with intellectual and/or developmental disabilities [I/DD] to achieve their personal goals and dreams in our community through partnership and advocacy.*

## **VALUE STATEMENT:**

*The Arc of the Triangle, its staff and board of directors value individuals with intellectual and developmental disabilities [I/DD] and their families by:*

- *Empowerment, self-determination and diversity*
- *Reinforcement through social, cultural and linguistic competence*
- *Innovation and social change through advocacy*
- *Integration through quality programs/services and natural supports*
- *Respect and equality through person centered beliefs and a strong community*
- *Support of families through safety, security and respite*

### **STAFF 2017-18**

Jennifer Pfaltzgraff, Executive Director

Lisa Maier, Quality Assurance Director

Michelle Merritt, Director of Individual Services

Susan Swearingen, Director of Employment Services

Michelle Foy, Director of Community Programs

#### **Individual Services:**

Mike Kirschner, Assistant Director of Individual Services

Maranda Beckwith Marie Dionne

Ramona Castillo-Segoviano Will Goble Trista Palmer

Nicole Dennis Amanda Hall Steph Madara

#### **Employment Services:**

Barb Germiller Tamela Haywood Naiomi Hicks

Kathy Mayer Majesty Robinson Rachel Werdebaugh

#### **Community Programs:**

Susan Chandler, Assistant Director of Volunteer Services

Courtney Owens, Outreach & Volunteer Specialist

Doug Gill, Supported Retirement Coach

Ellen Perry, TSAN Advisor

#### **Administrative Team:**

Stephanie Harris Kenneth Kelty

Shauna Leng Marilyn Monroe

Eileen Patrick Heather Sapp

# Message from Jennifer Pfaltzgraff, Executive Director

Dear Friends and Supporters,

**Hard work. Dedication. Positivity. Creativity.** These are all traits that the staff and board of directors of The Arc of the Triangle possess. And it's a good thing we do. 2017-18 proved to be the turning point The Arc needed to finally see the end of growing pains that have plagued us since the merger of the Wake, Durham and Orange Arc Chapters 4 years ago.

The most obvious success was closing out the year with a profit. Previous years it was necessary to spend our financial reserves to pay the bills, make payroll. But 2017-18 not only did we not use a dime of reserves, we also made a small profit.

We did make cuts in several areas that were wasteful. With those smart financial decisions, we were able to give salary increases to deserving staff and make some IT improvements.

We saw growth in service delivery in certain geographic areas which were gains in two areas- financial as well we are now serving more individuals and families. Supported Employment, Community Navigator and Waiver Services grew in areas that we had not had a meaningful presence.

| Areas of Growth   | FY '16-'17  | FY '17-'18 | Growth      |
|---|-------------|------------|-------------|
| Contributions   | \$299,000   | \$339,000  | 13%         |
| Community Guide/Navigator (Orange County)                             | \$36,000    | \$95,000   | 264%        |
| Supported Employment (Wake, Durham, Orange)                           | \$279,000   | \$341,000  | 21%         |
| Services from Alliance Behavioral Healthcare (Wake & Durham Counties) | \$397,000   | \$749,000  | 89%         |
|   |             |            |             |
| Areas of Savings  |             |            | Improvement |
| Administrative Salaries   | \$1,076,000 | \$976,000  | 10%         |
| Office Expenses   | \$87,000    | \$76,000   | 14%         |
| Travel Expenses   | \$115,000   | \$87,000   | 32%         |

| AGENCY TOTALS | FY '16-'17   | FY '17-'18   |             |
|---------------|--------------|--------------|-------------|
| Income        | 2,988,880.89 | 3,338,023.16 | Improvement |
| Expenses      | 3,522,163.78 | 3,455,176.74 | In one year |
|               | -205,000     | 244,000      | \$½ million |

**Quality. Trust. Empathy. Knowledge.** These are all of the traits the community has come to expect from The Arc of the Triangle. One of the things that separates The Arc from other service providers is the fact that we balance our state-funded service delivery with a myriad of community programs and events. They are the jewels in our crown. The list is a long one. (see pages 8-9) One that we are very proud of. Because of the diverse array of programs and events we can reach thousands of children and adults with I/DD who may not have Medicaid or other financial support. Whether it's seniors enjoying Supported Retirement or hundred of children with special needs visiting Santa at Party & Pics with Santa- the pride we feel is heart warming.



Of course it takes hard work and finances to provide all of these jewels! We hold fundraisers, count on our members, and apply for local grants. Our CASINO ROYALE in February was a sold out event. Kendra Scott in Raleigh and Durham supported us with two fundraisers! Tradition rolled on at our annual Bowl-a-thon.

It also takes volunteers and community partners who donate their time and talents and in-kind donations. At The Arc of the Triangle we are very lucky to be constantly building relationships that make The Arc stronger allowing us to do more for children and adults with I/DD right here in the heart of North Carolina.

# Assuring Quality

by Lisa Maier, Quality Assurance Director

In the summer of 2017, The Arc went through three significant reviews from our Managed Care Organizations (MCO): Alliance Behavioral Healthcare and Cardinal Innovations as well as The Council on Quality and Leadership (CQL) our National Accreditation body. We took the feedback and suggestions as well as the results from staff and families surveys and as a team, worked on multiple improvement projects simultaneously. These groups are made up of staff from each department so all services and supports are considered as we discuss agenda items. Below are some of the big projects we have been working on.

**The Human Rights Committee (HRC)** is a required committee that reviews any kind of restriction, positive behavior plans, and our incident reports. The HRC identifies trends used for training and provides feedback to Teams around easing rights restrictions. This past year we took an in-depth look at protective equipment to make sure participants with bed rails, lap belts and other kinds of equipment did not restrict the person's freedom of movement (meaning they were repositioned frequently to avoid bedsores and were not confined to one place all day). We reviewed the three people we support as their representative-payee. In reviewing these cases, we determined that staff are working on money management skills with hope to one-day return full control over their money back to them. Guardianship is not an easy topic to review when The Arc only supports a small part of a participant's day. The HRC wanted to start by giving our participant's and families information about alternatives to guardianship. We are in the process of drafting a booklet about guardian and other legal issues to share with all our families by the early 2019.

Our **Safety Workgroup** has worked on making sure our offices meet the American's with Disabilities Act (ADA) requirements and staff are trained for emergencies. This group created our Disaster Preparedness Booklet that all families receive. Our hope is that our families use that guide to start conversations about planning- what to do in case of a fire or how to create a disaster kit. This team is now working on a health guide that we hope will be beneficial to everyone we support.

The **Recruitment & Retention Workgroup** is one of the largest and most productive workgroups.

This team of staff, which includes our Executive Director, has worked tirelessly on new and creative ways to recruit new talent and improve staff training to be more engaging to both seasoned and new staff. This group has also worked on several employee appreciation activities and giveaways to increase connections to our staff that work in our participant's homes and communities since we do not see them as often as we would like to. Already we are seeing improvement in support professional retention and recruitment.

Last fall we took some time from a quarterly training to meet with our direct support professional staff for a conversation about several ways we can support them. Continuing education was a big topic. The **Training Workgroup** took this feedback and has been looking at ways to do have more online training and making face to face trainings more robust and about topics that really impact and can improve staff skills.

A significant part of The Arc of the Triangle's success and its efficiency is making sure the paperwork we are required to do includes accurate, easy to understand information and a practical format. This group works to review our forms for required updates, ensures we eliminate duplicity and we make completing the forms as easy as possible for our participants, families and office staff. We thank the **Forms Workgroup** for working behind the scenes making sure we keep up with endless changes we need to keep up with.

**QA/QI, Cultural Diversity** and our **Social Committee** are our newest work groups that have been spun off of the Leadership agenda. As we grow and start planning for Medicaid reform, we do not want to lose sight of our ongoing quality assurance/quality improvement projects, continue our efforts to support our diverse families and community partners and celebrate staff.

In this last year, I am amazed at how much we have accomplished through our workgroups and I'm excited to see what we will do in the coming year.



The Council on Quality and Leadership  
*Partners in Excellence; Leadership for the Journey.*

# Supported Employment: On the Job

by Susan Swearingen, Supported Employment Director

This has been our most successful year to date in Supported Employment. We brought 54 new participants into the program during the year and helped 43 participants find jobs. Jobs ranged from working in grocery stores, retirement homes, and restaurants, as well as participants working in candy stores, office buildings and golf courses. We also conducted vocational evaluations for 23 participants at 69 job sites to determine job readiness and vocational interests and abilities. This information becomes invaluable to our Employment Specialists as they determine the best path for employment for the participants we serve.

Supported Employment had some staff changes this year. Both of the new hires came from within The Arc family promoting two of our support professionals to employment specialist. With their knowledge of The Arc and their experience in the field they both transitioned easily into their new titles and have been very successful within the Supported Employment Department.

We support individuals all over the Triangle, all with different dreams for work and their future. One of our participants now working is Gachanja. Gachanja recently graduated from high school in Knightdale. His dream was to work in a shoe store where he could wear a white shirt and tie to work every day and help people buy shoes. Gachanja was referred to The Arc in November of 2017 for Supported Employment Services. In our meeting with him we explained that it might take us a little while to find something so specific but that we would work hard for him to get him the job that he wants. It did take some time and Gachanja is working in the men's department at Belk in Triangle Town Center. He is assisting customers with purchasing dress shirts, ties, pants and suits. He is next to the shoe department where he can suggest a pair of shoes to go with their new clothes. He is wearing a shirt and a tie to work every day and performs the duties of his job with a smile on his face.

For almost a year Kyle had been sitting at home since graduation from high school. His self-esteem and confidence were very low and his anxiety was very high. The Arc Employment Specialist working with him was concerned as to whether or not Kyle would be able to work due to his panic attacks and other behaviors that might prevent him from working with customers in a public setting. Kyle wanted to work in the fast food industry and a friend of his told him about a

restaurant called Culver's in Wake Forest. He researched it online, visited to try out the food and decided this was the place he wanted to work. The Employment Specialist, though hesitant about having him work with customers, was able to schedule an interview for him. In the interview Kyle was able to talk about all of the things that he had learned about the origination of the restaurant. The interviewer was so impressed that

**He is so happy at work that his manager has had to ask him to stop twirling in the restaurant!**

they gave him the job on the spot. Kyle is working as a crew member where he takes orders, serves customers and does whatever is asked of him. He is so happy at work that his manager has had to ask him to *stop twirling* in the restaurant. He is no longer the anxious young man we met last year. He is very confident in his job and loves going to work. His mom reports that he comes home from work happy and he has had no

episodes of anxiety since starting his job in May.

## Project SEE

Project SEE [Supported Employment Experiences] is our 6 week summer internship in Wake County. We had a successful summer with the 10 students who participated this year. The program struggled to get participants who met all of the qualifications despite our partnership with Wake County Public Schools and the Occupational Course of Study (OCS) program.

The students worked in teams of two along with a job coach at a variety of job sites throughout Wake County. The sites used this year were Marbles Kids Museum, NC State University International Housing, SAS Institute Cafés, and The Lodge Independent Living Center. All of these sites have been a part of Project SEE for many years and always look forward to working with us each summer. The students worked hard learned a lot of new skills. They were all able to earn at least 135 credit hours towards earning their OCS diploma and gained a level of confidence in their abilities at work that will carry over into paid employment in the future.



# Individual Services: Quality Services and Support

by Michael Kirschner, Interim Individual Services Director

The Arc of the Triangle's participants had a great year utilizing the myriad of Individual Services we offer. This includes Community Living and Supports, Respite, Supported Employment, Alternative Family Living, Supported Living, and Community Networking. We continue to strive to provide quality services and pursue ways to help improve the lives of those we serve. We do this with respect and care by building independent life skills for the future. For 15 years I have had the pleasure of working at The Arc of the Triangle. Seeing our participants grow and succeed is one of the aspects of the job that I enjoy most. It helps give me perspective. When a parent is feeling frustrated and worries their child will never be able to do a specific task, I can always come back to them and say we have seen successes where we thought there might not be; that we have seen goals achieved in difficult situations. That hope, that determination becomes the driving force to continue to work on goals and pursue that dream. We love being a part of that.

One of our participants had spent a lot of time at his home once he was out of school, not doing much at all. Part of the challenge was where he lives and that he does not have a lot of opportunities. To make things more complicated, it was difficult to find staff that was willing to drive to the remote area. He was getting bored and needed something to do and wanted to get out and volunteer, work and be with people his own age. He and his family were struggling to know where to start to help him achieve his wants and needs. Then the tide turned, we matched a new Support Professional with him and that's when things started to improve. She went beyond what was expected helping him to discover opportunities to get him out of his home during the day. They found a great opportunity volunteering at an Animal Shelter. He now regularly volunteers with several different organizations. At one site there is potential it might turn into a paid position. He is very excited about his future and has goals which his Support Professional will continue to help him achieve. This is why we have and continue to focus on integrating into the community and developing social capital so our participants can live and have opportunities like everyone else.

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The Individual Services Department is responsible for overseeing the every changing landscape of services and their funding sources. This includes the Innovations Waiver, IPRS State Funding, B3 Medicaid funding and Private Payment. The Arc of the Triangle provides continuity of care because we know how important it is to give support that is consistent.

The growth we have experienced this year has been deliberate. As we continue to grow we are reaching out to those counties that need our services the most. This past fiscal year we brought in 12 new participants for our Community Guide/Navigator Services in Durham, Chatham, Orange and Person Counties with a 264% growth in one year. We also brought in 9 new participants to receive one-on-one supports in Durham and Wake counties with a 89% growth in Waiver Services. As we continue to grow we do so cautiously to ensure we provide excellent customer service through recruiting and retaining quality support staff balanced with an understanding of our participants goals and dreams.



# Community Navigator

by Steph Madara, Community Navigator

The Community Guide/Navigator department assists in connecting participants to valuable resources in their community. In July 2017, the Community Guide/Navigator department supported 46 participants which compares to 58 participants who were receiving services in June 2018. The CG/N department has continued to grow since then.

The Community Navigator makes connections with community members, service providers, and other qualified professionals to build a network of resources for their participants. In the 2017-2018 fiscal year, the CG/N department successfully connected participants to local therapeutic service providers for ABA therapy, one-on-one counseling, as well as speech and occupational therapies. Community Navigators link participants to social activities and community events related to their interests and goals that they might otherwise have been unaware of. Additionally, Community Navigators assist in completing referrals to Vocational Rehabilitation to connect participants to local employment and volunteer opportunities. Community Navigators also attend Individualized Educational Plan (IEP), Individual Support Plan (ISP), and other meetings to serve in an advocacy role for participants and their families as needed.

Community Navigators explore classes of interest for their participants to enroll in to further both their personal and professional goals. For one participant supported by the CG/N department, his goals centered around improving his culinary skills in hopes of becoming a chef one day. When his Community Navigator received information detailing an upcoming opportunity to participate in a "Career College" level course in Culinary Arts at Central Carolina Community College, the Community Navigator knew it could be a positive experience for him and shared the details with his mother. The following is an excerpt from an email exchange between his mother and the Community Navigator:

*"I have just registered [my son] for the I/DD culinary class that you had sent me information before, that was in development over the past few weeks, at Central Carolina Community College. The class looks perfect for [my son] to help him further his culinary skills related to his job at [a local restaurant]. I really appreciate you sending me the flyer about the class development/class. Keeping my fingers crossed it will work out :-)* It will be his first college like class since he graduated from high school in 2016."

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## Human Resources

by Eileen Patrick, HR Generalist

Recruitment and retention were the main focus for the human resources department throughout the year. Data shows high turnover rates in the direct care profession. We implemented diverse strategies to measure and improve our retention rates. We stabilized our hourly wage and shifted focus onto employee satisfaction. As well, we targeted areas to maximize our candidate pool. This made it so that we ended the year with a very positive outlook for hiring and retention.

One incentive program that was implemented this year was the Employee of the Quarter program (EOTQ). This recognizes employees that do an exemplary job with our participants and families and have awesome qualities as an employee. Each of these employees received a bonus and a certificate to honor them.



### **2017-18 Winners**

Kristina Payton – Job Coach (nominated by Tamela Haywood and Lequinta Bryant)

Betsy Phillips – Support Professional (nominated by Maranda Beckwith and Angela Whitaker)

MJ Fredeen – Backup Support Professional (nominated by Marie Dionne and Jaleh Hagigh)

Edwena Miles – Support Professional (nominated by Jaleh Hagigh and Marie Dionne)

To further our Employee Recognition, we also hosted Staff Appreciation week. This allowed for support staff to build relationships with office staff and to participate in fun activities. We gave out a lot of prizes and treats and got to know each other. This year proved instrumental in laying a strong foundation for success.

# Community Programs Across the Triangle

by Michelle Foy, Community Programs Director

## *Growth & Consistency of TSAN:*

The Triangle Self-Advocate Network (TSAN) is now being led by self-advocate Ellen Perry in all three counties across the Triangle (Wake, Durham and Orange). Ellen has been a self-advocate for over 40 years and it has been her mission in life to advocate for individuals with intellectual and developmental disabilities. She originally provided “Lunch & Learn” meetings to our self-advocates in Orange County, but in February 2018 was hired as the TSAN Advisor for all three counties after the advisor for the Wake and Durham County groups accepted a full time job. Ellen brings a wealth of experience and excitement to the position and we couldn’t be more pleased!

By having one TSAN Advisor, we now have consistency throughout the Triangle and at every meeting members have the opportunity to explore different topics important to their individual life, including: becoming a self-advocate, jobs, home living, becoming involved in the community and many other topics of their choice. If a member misses their group meeting, they are always welcome to attend another scheduled TSAN meeting for that month regardless of the location. TSAN is not all work and no play... this past spring TSAN members attended the Durham Bulls Baseball game to support The Arc Choirs as they performed the National Anthem and fun was had by all. TSAN not only offers individuals with I/DD an opportunity to learn and make connections in their community, it also offers members an opportunity to make new friends and enjoy getting together!



## *Community Programs:*

There are a lot of exciting new things happening in the Community Programs! This past winter Courtney Owens was hired as the Outreach & Volunteer Specialist and began working with the Community Programs Director, Michelle Foy. The Community Programs continue to be the “jewel” of The Arc and programs are now uniformed across the Triangle. The goal has been to make the community programs more inclusive and now participants and community members alike can enroll in any of our community programs through our community programs application.

Regardless if you are enrolled in our **Supported Retirement Program**, one of our two choirs (**M’n’M Singers & Grace Notes**), our **Triangle Self-Advocate Network (TSAN)** group, our **Community Connections Partner Program** or our Chapel Hill programs (**Arc HOOPS, Cooking & Nutrition Class, Petals with a Purpose or Friday Fun Day**), they are all great ways for participants to socialize, be independent and feel a sense of purpose. Programs will begin having themes incorporated into the sessions such as when the cooking class explored Hispanic Heritage month in September when they learned to prepare Mexican and Puerto Rican dishes that they couldn’t wait to try at home! No matter what program it may be, each week our participants look forward to participating in an Arc of the Triangle Community Program and experiencing something new.





# Events in our Communities

## ARC HOSTED

- Annual Meeting and Arc Awards
- Supports and Seminars: Special Needs Financial Planning
- Supports and Seminars: Writing a Letter of Intent
- Family Fun Night @ Marbles Kids Museum
- Spooktacular @ Marbles Kids Museum
- Party & Pics with Santa - Durham
- Party & Pics with Santa - Raleigh
- Community Holiday Party
- Arc Choirs Talent Show



## OUT IN THE COMMUNITY

### Resource Fairs:

- Garner Magnet High School - Garner
- A Day to Connect Brooks Ave. Church of Christ - Raleigh
- DisABLE the Label - Durham
- Heritage High School - Wake Forest
- Special Education Advisory Council - Raleigh
- Lake Myra Elementary School, Wendell
- Town of Cary - Care & Share
- Durham Public Schools
- Civitans- Holly Springs
- Richland Creek Community Church - Wake Forest
- Green Hope High School - Cary
- Alliance Behavioral Healthcare

- Round Table with Congressman David Price
- Cam's Champs with the Carolina Hurricanes
- UNC Wellness Expo - Chapel Hill
- Museum of Life & Science Sensory Day - Durham
- The Arc of NC Conference - Winston Salem
- Crossroads Fellowship Community Partner Dinner - Raleigh
- Durham Lions Club - Durham
- Holly Springs Autism Awareness Event
- Durham Bulls Baseball Game



Support and SEMINARS  
**What is a Letter of Intent?**  
(Think Operations Manual...)  
**And why does my child with special needs need one?**

Workshop to get started writing yours.



# Volunteers and Community Partners

There are vital elements to making a successful non-profit agency. And volunteers and our community partners are one of the more important pieces. We recognize everyone who has helped out in some way with The Arc of the Triangle.

## VOLUNTEERS:

Arc Office: Chapel Hill Beth Foyle  
Arc Hoops: Kristen Brookshire, Matthew Fox  
Grace Notes Choir: Dona McNeill, Tony Scott, Eric Fisher  
M'n'M Singers Choir: Kaylee Bannon, Rob Gelblum, Mary Lou Gelblum  
Nutrition & Cooking Class: Sherry Anscher, Ashlee Taylor  
Petals with a Purpose: Panna Patel  
Supported Retirement: Mitch Taper  
Alpha Phi Omega (volunteers)  
Americorps  
Arnold Air Society, NC State  
NC Central University (volunteers)  
NC State's Arnold Air Society (volunteers)

## COMMUNITY PARTNERS

Amante Pizza, Falconbridge Chapel Hill  
BJ's Wholesale Warehouse, Raleigh  
The Caring House  
Carrboro Fire Station, Carrboro  
Chick-Fil-A  
Chuck Jaynes Photography  
Cici's Pizza  
Covenant Christian Church, Cary  
Good Shepherd Lutheran Church, Raleigh  
Extraordinary Ventures, Chapel Hill  
The Food Bank of Central & Eastern NC  
Habitat Re-Store, Durham  
Hargraves Community Center, Chapel Hill  
Harris Teeter  
Hillsborough Sportsplex, Hillsborough  
Hillyer Memorial Church, Raleigh  
HoneySuckle Tea House, Chapel Hill  
HOPE Gardens, Chapel Hill  
Long Beverages  
Marbles Kids Museum  
Mardi Gras Bowling, Chapel Hill  
Meals on Wheels, Chapel Hill & Raleigh  
NC Botanical Gardens, Chapel Hill  
NC Central University (volunteers)  
NC State's Arnold Air Society (volunteers)  
Papa John's Pizza  
Patricia Meszler Photography  
Planet Fitness, Chapel Hill  
PNC Bank, Chapel Hill  
Reality Ministries  
Resurrection Lutheran Church, Cary,  
Santa Claus!  
Steve Rubin Photography  
Triangle Grace Church, Durham  
UNC Health & Wellness Fitness Center, Chapel Hill  
Whole Foods, Chapel Hill



**A Special Day:** On April 12, We had a workshop provided at no cost by The Zolor Group, a graphic facilitating firm, that led us through the steps of discussing the brand of The Arc of the Triangle. Not only did it help us to really talk about our image and how we get our message out to the community it was also a great day of team building and fun. By the end of the project, as a team, we developed a tagline for the agency to use:

*"Recognize disabilities.  
Emphasize abilities."*

The feedback from staff was that it was a great day. That it felt good to have the opportunity to give their input on something that was not in their wheelhouse. Overall a great experience.



# 2017 Arc Awards

Tuesday, September 12, 2017  
Resurrection Lutheran Church  
Cary, North Carolina

## EMPLOYER OF THE YEAR

Springmoor Retirement Community

## TEACHER OF THE YEAR

Teyarda Bryant

## PROFESSIONALS OF THE YEAR

Lisa Madren  
Maegan Mohr  
Pam Brown

## STUDENT OF THE YEAR

Julia Byass

## VOLUNTEERS OF THE YEAR

Kaylee Bannon  
Brian Gonyeau  
Lisa Brenman

## DIRECT CARE PROFESSIONAL OF THE YEAR

Corey Williams

## COMMUNITY PARTNER

Greystone Baptist Church

## EMPLOYMENT RECOGNITION

Loretta Ramos

## DISTINGUISHED SERVICE AWARD

Marbles Kids Museum





# CASINO ROYALE

Saturday, February 24, 2018  
IMAX @ Marbles Kids Museum



## ROYAL FLUSH

The Ireland Family Foundation and **EV extraordinary VENTURES**

**4 OF A KIND**  
**Publix**  
WHERE SHOPPING IS A PLEASURE

## FULL HOUSE



THE FAMILY OF JIMMY STOCKLEY

JOSH RAVITCH & AMY ROSENTHAL



## TWO PAIRS



APPLE, KOCEJA & ASSOCIATES, PA  
CERTIFIED PUBLIC ACCOUNTANTS



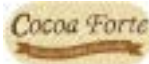
## ALL IN

Marie Hughes in honor of Ethan

The Rosanio Family

Christine Ryan & Katie Holmes

## IN-KIND



### Holiday Gift Drive Elves:

Pleasant Grove United Methodist Church  
Glaxo Smith Kline & Marty Moore  
Fidelity Investments  
and many friends of The Arc!

### Grants:

City of Raleigh  
Crossroads Fellowship  
Orange County  
Town of Carrboro  
Town of Chapel Hill  
Triangle Community Foundation

### Local Fundraisers

California Pizza Kitchen  
Kendra Scott Gives Back



# Bowl-A-Thon

Sunday, October 15, 2017  
AMF Pleasant Valley Raleigh  
1:30 - 4:00 in the afternoon

### Turkey

LAW OFFICES OF Dave & Judy  
JANET MCLAMB Woody

### Double

Amy Rosenthal & Josh Ravitch  
The Madden Family  
**DHG** DIXON HUGHES GOODMAN LLP  
The Stockley-Geringer Family

### Single & In-Kind



Art Warner & Team Warner



In October we hosted our Annual **Bowl-a-thon** in Raleigh. Our generous sponsors made it possible to host a casual, fun event. Seventy nine bowlers joined us for a day of inclusive FUNd-raising that netted The Arc over \$8,000 in support of our community programs.



February brought us our first ever **CASINO ROYALE**. An incredible line-up of community sponsors made it possible for us to "gamble" and try a new kind of formal fundraiser. It was a night of Vegas style gambling, silent and live auctions, delicious dinner and desserts at Marbles IMAX Venture Hall. The event was a huge sold-out success- raising over \$28,000 because our guests were all *betting on a good cause!*

# DONORS

## **\$10,000 + up**

The Ireland Family Foundation  
UNC's Zeta Tau Alpha Sorority

## **\$5,000 - \$9,999**

Cardinal Track Club

## **\$2,500 - \$4,999**

Publix Super Markets Charities, Inc.

## **\$1,000 - \$2,499**

Lamb Foundation of NC, Inc.  
Marie Hughes  
The Pfaltzgraff Family  
David & Judy Woody  
Derek Elenbaas  
Raleigh Neurology & Associates  
Amy Rosenthal & Josh Ravitch  
Michael Madden  
Karen Geringer  
Janet McLamb  
Dixon Hughes Goodman, LLP  
Marsh & McLennan Agency  
Pediatric Possibilities PA  
Barbara Prillaman  
Second Story Health, LLC  
The Rotary Foundation

## **\$500 - \$999**

Marty & Carol Moore  
Gordon & Cristina Flake  
Chris Snyder  
Lance Clevinger  
Laura & Ken Alden  
Hanry & Mary June Jones  
Lia McNeilly  
Sam Bryan  
Kendra Scott Gives  
Walter Walter  
Bill McNairy  
John Kessler  
Abilitations Children`s Therapy  
Kathy Burns  
Robert & Gladys Cooney  
Golden Corral  
Heritage Cleaners Wake Forest  
Apple Koceja Accountants  
Stage and Sell Raleigh  
Withers Ravenel Inc.  
Your Cause LLC

## **\$250 - \$499**

United Way of Greater Kansas City  
Taylor Furr  
Sally & Serena Buckner  
Christine Ryan  
Renee Gannon  
Joe Bylinski  
Trey Watkins  
Frederick Haws  
Art Warner  
Susan & Michael Poteat  
Ashley Ellis  
Jason Barwick  
Jeff & Donna Melton  
Barb Germiller  
Melissa Stockley-Jones  
Linda Mathis  
Richard Dumas  
William Hoffman  
Powell Medical Equipment, LLC

Katherine Rosania  
Gerald Stockley  
Allison George  
David Whitney  
Tom & Patty Davis  
Marcia Spray

## **\$100 - \$249**

Scott & Lisa Hanson  
Todd Beadle  
Stanley Black  
LeeAnn Graham  
Haws USA  
Edith & Harvey Horne  
Florence Roberts  
Doug Gill  
Emmy Boyette  
Meredith Ellington  
Rene & Deborah Gonzales  
Carolina Harper  
Michael Morrow  
Steven & Janine Martin  
Peter & Nancy Andersen  
Lathan & Serena Craft  
Jennifer DeCoursey  
Greg & Donna Downs  
Alyson & Jeff Emanuel  
Scott Frazier & Gary Bowman  
Richard & Jeanne Mammes  
Tammy & Jeff Merritt  
Bryan & Jennifer Stengel  
Beth & James Warren  
Holly Watkins  
Michelle & Josh Merritt  
Robert Faircloth  
Lynn Cotterill  
Joseph & Myra Dew  
J. Michael McElreath  
Tara Moore  
Kathryn Jones  
Steve & Melba Rubin  
Nancy Mahoney  
William Waugh  
Joan-Ellen Deck  
Susan Carol Robinson  
Justin Barbaro  
Bill Barnard  
John Becton  
Steve Blackmon  
Michael Brown  
Virgil Brown  
Carden`s Body & Paint Service, Inc.  
Connie Cochran  
Patrick Conway  
Randy Crawford  
Dawn Enochs  
Joseph Eule  
Albert & Suzanne Failla  
George Forrest  
Suzanne Jones  
Joe Kilsheimer  
McAllister Design  
Robert Miller  
Michael O`Loughlin  
Rachel Pack  
Poonam Pande  
Charles Pascarelli  
Pediatric Therapy Associates  
Philip Ribando  
Brent Rinholm  
H.B. Robertson  
Jane Scott  
Todd Shand  
Naomi Slifkin  
R. Lewis Stanford

MaryBeth & Dale Stillwell  
Michael Tane  
Edward Thomas  
Karen Velasquez  
Robert Walsh  
Laurie Watts

## **\$50 - \$99**

Teyarda Bryant  
Dawn Rohlik  
Yuan Farley  
Katie & Pat Martin  
Layton West  
Marcia McDonald  
Amy Garrity  
Jeffrey Horsman  
Philip Kregor  
Michelle Foy  
Frank Camperlengo  
SunTrust United Way Campaign  
Marlys Akin  
Terry Ard  
Janet Bailey  
Charles Blalock  
Charles & Archie Blanchard  
Daniel Brady  
Robert Bury  
Charles Case  
Tovah Coats  
Jack Davis  
Reese Dillard  
Regina Dropkin  
Melanie Edwards  
Carla Erickson  
Margarita Escaler  
Condy Faulkner  
Kim Feller  
Kim Fogleman  
Laura Fraioli  
William Helms  
James Henry  
Gregg & Lori Ireland  
Michael Jacobson  
Leo Jarmusz  
Randy Jones  
Lynette Jung  
Randy Kabrick  
Jackie Kelty  
Richard Liles  
Max Lloyd  
Cynthia McKee  
Angela Mehdian  
Corey Mercy  
Charles Moore  
Rollie Olin  
Narayanan Parlikad  
Brenda Peterson  
Neal Peyton  
Linda Piper  
Gene Presson  
Venkatesh Rao  
Elizabeth Recoulley  
Randy Richardson  
Margaret Roesch  
Hollis Shaw  
Richard Silberman  
Jeff Smith  
Tracey Smith  
David St. Hilaire  
Robert Steinroeder  
David Thompson  
Dawn Tucker  
Arthur Weeks  
Donna Weeks

## *A Summary of the 2017-18 Fiscal Year*

|                                   |             |
|-----------------------------------|-------------|
| Total Public Support and Revenue: | \$3,686,164 |
| Total Expenses                    | \$3,456,260 |

### **INCOME**

|                             |             |
|-----------------------------|-------------|
| Contributions               | 47,029      |
| Special Events              | 50,637      |
| Government grants           | 242,511     |
| Other Grants                | 12,500      |
| Contracted Services         | 3,250,049   |
| Program Service fees        | 74,684      |
| Investment income           | 7,735       |
| Realized & unrealized gains | 13,425      |
|                             | <hr/>       |
|                             | \$3,686,164 |

### **EXPENSES**

|                                      |             |
|--------------------------------------|-------------|
| Program Services                     | 3,049,201   |
| Advocacy, I&R, Education             | 66,022      |
| Supporting Services:                 |             |
| Management & general                 | 320,257     |
| Fundraising                          | 5,170       |
| Payments to Affiliated Organizations | 15,610      |
|                                      | <hr/>       |
|                                      | \$3,456,260 |

## 2017-18 BOARD OF DIRECTORS

*Dave Woody, President*

*Karen Geringer, Vice President*

*Josh Ravitch, Secretary*

*Derek Elenbaas, Treasurer*

*Michael Madden, Past President*

*Laura Alden*

*Emmy Boyette*

*Needham Bryan*

*LeeAnn Graham*

*Bill McNairy*

*Lia McNeilly*

*Natalie Murr*

*Christine Ryan*

## Join

To become a member:

- visit our website to join online
- call the office to have a membership form sent to you

## Support

The Arc of the Triangle is funded through state and local funding, revenue generated from its programs and donations from Arc members, corporate and foundation grants, and state and federal employee workplace giving programs. The Arc also sponsors fundraising events to bridge the gap in funding support and to add new services.



### OUR LOCATIONS:

#### **Durham/Orange**

1709 Legion Road | Suite 100  
Chapel Hill, NC 27517  
919-942-5119 | Fax 919-942-2119

#### **Wake**

5121 Hollyridge Drive | Suite 100  
Raleigh, NC 27612  
919-832-2660 | Fax 919-832-5446

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