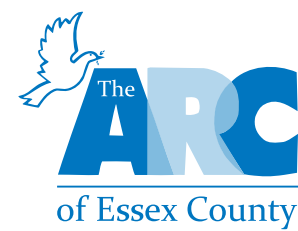




# *Creating Opportunities*



**ANNUAL REPORT  
2009-2010**

## Letter From The President



We live in extremely challenging economic times. But with each new challenge we face, we are presented with new opportunities. Rather than dwell on the past, The ARC of Essex County continues to look to the future, creating new opportunities for those individuals with developmental and intellectual disabilities that we serve. We continue to adapt our programs to make sure that they are fiscally responsible, so that we may continue to provide our essential services for the years ahead.

Change can be healthy for an organization, and I am proud to have been part of that change. As Board President I have watched our revenue increase over 10% in my four years in office. Over the last four years we grew our available housing to almost two dozen facilities. We celebrated our 60<sup>th</sup> anniversary as an advocacy and service provider, and undertook our greatest administrative change in over a quarter of a century with the retirement of our past Executive Director Joe Dimino, and the selection of our new Executive Director Linda Lucas. I have treasured your support over those years, and have been moved by your dedication and willingness to share your time, talents, and financial support with The ARC of Essex County. As my term now ends, I leave secure in the knowledge that this organization which we all treasure is on a firm footing to face all the challenges - and opportunities - that lie ahead.

Sincerely,  
Robert D. Laurino, President

## Letter From The Executive Director



I am pleased to present the 2010 Annual Report for The ARC of Essex County. We hope you like the changed format.

The past year has been a year of changes for The ARC of Essex County. While change can be daunting, at The ARC of Essex County we believe that change creates opportunity. And so, our theme for this year's Annual Report is ***Creating Opportunities***.

Some of the highlights of the opportunities over the past year include two new residential programs which provide housing and services for eighteen individuals. Our Early Intervention Program dramatically increased services to families. In the Administrative area, The ARC's enhanced use of technology has greatly improved service delivery and operations.

We look forward to continue to seek out opportunities that will enhance the programs and services of The ARC of Essex County.

We are grateful for your support.

Linda C. Lucas, Executive Director



## Mission Statement

The ARC of Essex County will leave no avenue unexplored in the effort to enable those who have developmental disabilities to realize individual goals and to learn, work, play, and coexist with dignity and full partnership in the community.

We believe that the fabric of our society is enriched by all of us in different ways. Those of us with developmental disabilities are simply different, not lesser, threads in that fabric.

Because we believe this, The ARC provides direct service to those with developmental disabilities and their families and acts as an advocate by advancing their interests.

We are further committed to reducing the incidence of developmental disabilities through education, public information, and in fact, all possible means.

## ADULT SERVICES/

### DAY PROGRAMS

*Melissa Soules, Director*

The ARC of Essex County operates nine adult day service centers. They are comprised of a crew labor program, a workshop, a senior center, a special needs center and five community resource centers. The community resource centers place an emphasis on community integration through volunteer work, recreation, habilitation/pre-vocational skills, education such as daily living skills, current events, money recognition, and cooking and self advocacy.

Adult Day Services faced a great challenge this past year. The reduction in budget imposed by the state whenever a vacancy in one of our programs occurs results in tight financial restraint. Despite this, we have persevered and have continued to provide the same high quality services. In fact, we added more program options such as yoga, two center stores for consumers to operate and make purchases, further development of our gift basket business at ARCompany and advanced training classes in our vocational programs.

Additionally, the department offered a school-to-work transition program for four students from NJ Regional Day School. This program assisted students in making the leap from school to the world of adult services. This coming year, we are expanding this option and will be working with the West Orange School District and the Sawtelle Learning Center.

One of our highlights this year was that our self-advocacy group, The Speakers, played a crucial role in the "End the R Word" campaign. Two of the members spoke in front of the NJ Senate to advocate for the end of the use of the "R" word in all NJ law and literature.



## ADULT SERVICES/

### RESIDENTIAL PROGRAMS

*Mikisha Little, Director*

This year, Adult Residential Services continued to provide residential support for 140 individuals with developmental disabilities in twenty-one separate programs. These supports are in a variety of settings - group homes, supervised apartments, crisis respite apartments and supported living.

The past year has been particularly busy and productive for Adult Residential Services. By partnering with the county, we were able to acquire a new apartment building in Maplewood, consisting of eight condominium units. Each apartment is brand new and beautifully designed. These units provide an ideal setting for individuals who are best served in a supervised apartment setting. The neighborhood allows for easy community integration and is convenient to local stores and transportation. Seven consumers who have been in our services for years have moved into these apartments. The Division of Developmental Disabilities provided ARC with expansion opportunities and this allowed us to fill this program by moving in nine more individuals.

Additionally, in partnership with the county, we were able to purchase a condominium in South Orange to support two people in a supportive living setting. These two opportunities allowed us to increase our overall residential census by fourteen individuals.

We celebrated this expansion by having an open house at the Maplewood location on June 6, 2010. We were honored with visits from ARC Essex Board members, the Mayor and Assemblywoman Mila Jasey of Maplewood, and numerous Division of Developmental Disabilities personnel. All were impressed with the quality of the services we are providing and the Mayor and Assemblywoman welcomed us into the community.

The ARC of Essex County is moving into a new era, with new programs and new leadership. Throughout these years, our mission has remained the same - to provide the individuals we serve the opportunity to live, learn, work and grow in full partnership in the community. Although faced with financial challenges in this difficult economy, we continue to provide a superior level of service to all of our residential individuals.

# DEPARTMENT OF CHILDREN, FAMILY AND COMMUNITY SERVICES

Sue Brand, Director

The Department of Children, Family, and Community Services has had a great year. As our children and families grow and change, so do we and we do so with pride!

This year was highlighted by a beautiful graduation ceremony at our Stepping Stones School. So many of our students make giant strides each day - this culmination story was the icing on the cake! Our newly revised Early Intervention Program at Stepping Stones has been a great success. We are currently running three different Early Intervention groups and have twenty-one children and their families participating. Shapiro Center Early Intervention Program continues to grow and thrive. The holiday party was a wonderful treat for our Shapiro families to come out and meet our early intervention community.

The Family Support Programs are flourishing as well. We added a Behavioral Support Specialist to our Life Management team and are thrilled at the expertise she brings to our department and to The ARC. The Home Assistance Program (HAP) continues to provide needed services to our families in Newark, East Orange, Orange, and Irvington. Another highlight this year was our annual HAP holiday party. Through snow and sleet, our families, staff, and friends joined us for a day of fun, food and family!

Our Group Respite Programs had a great year as well. The Hotel Respite Program was able to take advantage of a special weekend at a hotel/water park. The participants had a blast! Our Saturday programs continue to grow and we thoroughly enjoyed a year of recreational activities and day trips that made everyone's Saturdays and Sundays special.

The Community Support Programs were highlighted by our Travel Club's yearly trip -this year the adventure was a cruise to the



Bahamas. Thirteen participants came along for the trip this year – they visited several tropical ports and had lots of fun. Camp Hope had another successful season of camping and provided day camp services for over 140 campers. Our community recreation program offered a variety of recreation and leisure activities to our families including: ARC at the Park Baseball Game at Riverfront Stadium in Newark, International Dinners, our Exercise and Nutrition Program at the Montclair YMCA, and a unique and fun-filled Karaoke Night at Camp Hope.

As always, the Department of Children, Family and Community Services strives to provide our participants and their families with the highest level of programs and services. We are looking forward to another banner year of growth and providing these much needed programs to our families in and around Essex County.



# FUNDRAISING AND COMMUNICATIONS

## Kristy Hartman, Director

The goal of the Fundraising and Communications Department is to support, plan and execute the many fundraising events held on behalf of The ARC of Essex County. These events raise funds to support many of the programs and services offered to the developmentally disabled community and their families in Essex County and surrounding areas. In addition to our efforts in fundraising, our goal is to promote and raise awareness of our mission and services. Our activities continue to be focused on building the foundation to insure that The ARC of Essex County will continue to "Create Opportunities" for those we serve well into the future.

- Golf Classic XXI brought in over \$120,000. During this economically turbulent year, the success of this outing far exceeded expectations. We are extremely grateful to our sponsors, donors, participants and volunteers for their continued involvement in this wonderful event.
- This year marked the 12<sup>th</sup> Anniversary of the "Building Tomorrows" 5K Run/2 Mile Walk. The proceeds of this year's run were almost \$55,000. This year, on-line donations paired with matching gifts brought in a significant percentage of the proceeds. We had a record number of personal on-line fundraising pages created and many unique and creative appeals from the participants. For the seventh year, we once again, thank our mistress of ceremonies TV personality Vanessa Tyler, for her service and participation.
- We sold over \$3,600 worth of Tribute Cards. The Tributes are publicly acknowledged in our quarterly newsletter, The Guardian. What a wonderful way to honor and remember a loved one or special friend.
- This year, we were the second leading charity out of approximately 80 charities that participate in the Bloomingdale's October Shopping Event. Over \$9,000 was raised on our behalf. We owe our success to a wonderful and enthusiastic team of co-chairs who remain committed. Our goal next year is to be number one!
- Our year-end mail campaign was able to raise over \$16,000.
- The car donation program realized \$6,400 for this year. Your tax deductible contribution is as simple as one "click" on our website. We want to thank the following individuals for their donations: David Schmitt, Ralph Tucker, Joseph L. Dimino, Jeffrey Heelan, Edward T. Hector, Manuel C. Deroma, Edward Tengwall, Jerard V. Grasso, Kenneth Marion, John Dabal, Jr., Tammy Perkins, Jeanette K. Cielecki and Richard A. Depasquale.
- The Candle Lighters contributed over \$65,000 during this fiscal year. They are our oldest and largest contributor and simply an amazing group of people. The Candle Lighters is composed of concerned parents, relatives and friends



who want to assist in the growth and well-being of the developmentally disabled in our community. The money that they raise comes from the increasingly popular Tricky Tray, an Ad Journal and a May Event.

- General Contributions that came in that were not connected to a specific campaign or event were almost \$62,000.
- The ARC of Essex County received community development block grants or HOME funds from the following: Department of Bloomfield Community Development, Essex Division of Housing and Community Development, Irvington Office of Community Development & Planning and Newark Department of Administration.
- This year, The ARC of Essex County successfully launched its own Facebook Page. This page is used to provide information about The ARC of Essex County events and to share things that are relevant to our organization and mission and to connect and interact with our supporters.
- This year, The ARC of Essex County held its second invitation only Donor Appreciation Cocktail Party. We honored, thanked and recognized our significant donors and showcased our services. We are very grateful to Catherine Bubet and TD Bank in Livingston for hosting this wonderful affair.

The ARC of Essex County is a circle of caring and concerned people. We publish four newsletters each year, "The Guardian", to keep our friends abreast of all the happenings in our community. In addition, we publish this Annual Report, which serves as our formal and public thank you to all who help and support us throughout the year.

We are indebted to and appreciate our many volunteers for sharing their time with us and our friends for their generous financial support. You have enabled us to honor our promise of commitment and caring to the over 1300 individuals we serve each week.

# FINANCIAL HIGHLIGHTS

## July 1, 2009 - June 30, 2010

### Income

Government Grants .....	\$21,597,308
Foundations .....	\$135,000
Candle Lighters .....	\$66,670
United Ways .....	\$34,622
Contributions .....	\$94,999
Program Fees .....	\$289,118
Membership Dues .....	\$3,540
Special Events .....	\$64,573
Miscellaneous .....	\$91,624
<b>TOTAL INCOME .....</b>	<b>\$22,377,454</b>

### Expenses

Salaries .....	\$11,196,870
Employee Benefits and Taxes .....	\$3,766,581
Professional Fees .....	\$1,305,695
Supplies .....	\$721,327
Facility Costs .....	\$1,999,988
Specific Assistance to Clients .....	\$1,107,289
Transportation .....	\$1,208,164
Communications .....	\$202,721
Training and Conferences .....	\$35,340
Awards and Grants .....	\$25,689
Printing and Advertising .....	\$48,243
Dues and Publications .....	\$19,764
General Insurance .....	\$46,311
Medical Services .....	\$37,192
State/National Assessment .....	\$99,748
Depreciation .....	\$264,280
Miscellaneous .....	\$193,210
<b>TOTAL EXPENSES .....</b>	<b>\$22,278,412</b>



The ARC of Essex County would like to publicly thank its donors. We have done our very best to be as accurate and complete as possible. If we have omitted anyone or placed you in an incorrect donor category, please accept our apologies. Call us at (973) 535-1181, extension 1224 so that we may correct our records.

### Guardians

These members of The ARC of Essex family are distinctive supporters of the agency's mission and objectives. Gifts of \$25,000 or more in any one fiscal year show an unshakable belief and confidence in The ARC of Essex County.

The Candle Lighters

### Benefactors

The following donors demonstrate a profound commitment to The ARC of Essex County, to its present and its future. Gifts of \$10,000 to \$24,999 in any one fiscal year are the bedrock of the agency's foundation and enable The ARC to remain a strong and innovative source of strength for individuals with developmental disabilities.

Anonymous  
CVS Caremark Charitable Trust  
Mr. Mark L. Gerson  
Healthcare Foundation of New Jersey  
PSE&G

The Turrell Fund  
United Way of Millburn and Short Hills

### Patrons

These gifts of \$5,000 to \$9,999 ensure the continued fulfillment of The ARC of Essex County's mission. We thank these donors for helping us provide the very best quality of service to our consumers.

Barclays Capital, Inc.  
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Glen Ridge Community Fund  
Goldman Sachs  
Jay Frank Parmly Trust  
Mr. & Mrs. Andrew D. Lacey  
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Wigder Chevrolet Inc/Wigder Leasing  
Mr. & Mrs. Paul C. Wirth

### Golden

We recognize these donors who have contributed between \$1,000 and \$4,999 in tribute to the forty-four programs which The ARC of Essex County runs, so that the lives of those with developmental disabilities living in Essex County and the surrounding area will be enhanced.

Alpine Group Inc  
Mr. Joseph A. Ascoli  
Beecher Carlson  
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 West Essex Unico  
 Western Pest Services

## Visionary

These members of The ARC of Essex County family contributed \$500 to \$999 in a single fiscal year. These funds allow us to build on our present successes to meet the needs of the future.

Aetna  
 Mr. & Mrs. Stuart Applebaum  
 Mr. & Mrs. Arthur Bergman  
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 Mr. & Mrs. Richard Wright

## Angels

The donors who gifts range from \$250 to \$499 help us sustain and enrich our programs, while providing a nurturing atmosphere to all we serve.

Mr. & Mrs. Peter Bellina  
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## Supporters

We thank these wonderful donors who have made contributions of \$100 to \$249 to support our mission. They help to provide us with a solid financial base.

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 Women's Club of Livingston

The ARC of Essex County is grateful to the many companies, individuals and organizations who have contributed "gifts in kind." These donations have gone directly to help our consumers or have been used to generate income at raffles, auctions and various other events. These contributions are priceless.

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