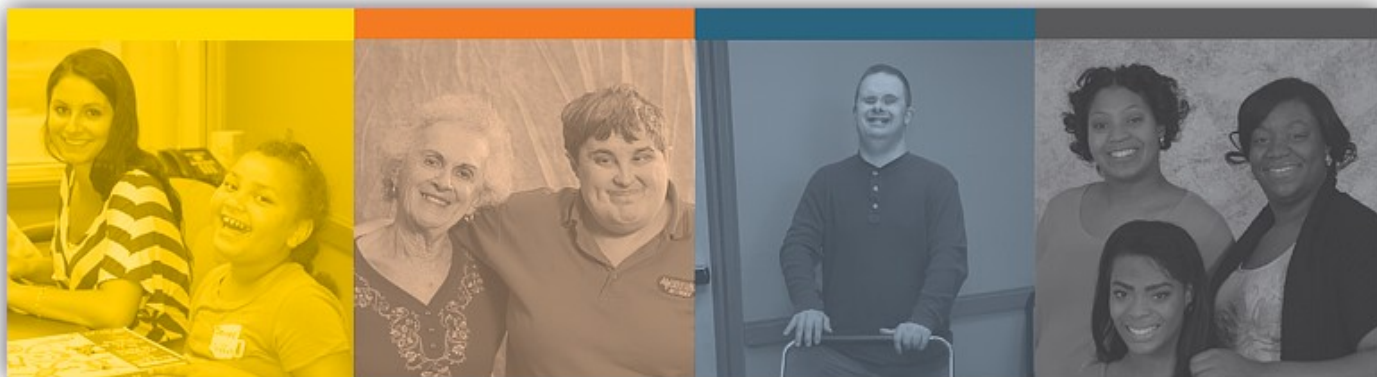


2012

ANNUAL REPORT

*Advocacy, Resources, and Community Building
For People With Intellectual and Developmental Disabilities*



ABOUT US

About The Arc Northern Chesapeake Region

The Arc Northern Chesapeake Region is a private, non-profit local chapter of The Arc of Maryland and The Arc of the United States, the largest volunteer organization in the world devoted exclusively to improving the quality of life for all adults and children with intellectual and developmental disabilities.

We provide support services and advocacy to 400 adults and children and their families in Harford, Cecil and Kent counties. The Arc Northern Chesapeake Region supports people with intellectual and developmental disabilities to create lives that mirror yours and mine: students attending neighborhood schools, adults going to work and living in their own homes, and individuals



United Way
of Central Maryland

*The Arc Northern Chesapeake
Region is a United Way agency*

OUR VISION

People with disabilities lead personally valued lives in, and supported by, the community.

OUR MISSION

The Arc Northern Chesapeake Region helps people identify and pursue personally valued lives.

OUR CORE VALUES

RESPECT

We believe all people have the right to be and feel respected. We show honor and esteem to all people we come in contact with. This is done with appreciation and dedication to their right and privilege to be treated as someone with worth.

SELF-DETERMINATION

We implement the principles of self-determination. Freedom to make choices; Authority over services and support; Responsibility for organizing resources; Supports necessary to live in the community.

INCLUSION

We believe everyone should have supports that assist them to be involved in real-life opportunities in places with others to the benefit of all.

RESPONSIVENESS

We are responsive to our internal and external customers, resource contributors, community and each other.

COMMUNITY BUILDING

We deliver on customers' needs through new and existing community partnerships and creative use of resources.



Letter From the Board President and Executive Director

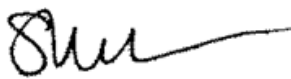
It is our pleasure to introduce this year's Annual Report featuring Matt Ayuso. Matt is one of many individuals that embody the core values our organization is built upon. His self-determination helped in his pursuit of the American dream - owning your own business. Along with the support of The Arc Northern Chesapeake Region, Matt launched his own company, Matt's Vending, in November 2011. We hope you will be inspired by his story.

In the last 59 years, we have come so far in improving the lives of people with disabilities. Despite this progress, there is still so far for us to go. The Arc Northern Chesapeake Region will continue to advocate on behalf of individuals with disabilities. Their right to live, learn and work as they choose must not be ignored. These individuals are our neighbors, colleagues, friends and family members. It is our duty to ensure they have a fair opportunity to achieve their dreams.

Thank you for your support over the years. People like you, our friends, are at the heart of the mission of The Arc. Thank you for the role you play in helping individuals with intellectual and developmental disabilities live their dreams.



Nancy Brugh
BOARD PRESIDENT



Shawn Kros
EXECUTIVE DIRECTOR



Achieve with us.

Feature Story—Matt Ayuso

What do you think of when you hear the words business owner? Think Matt's Vending. Matt Ayuso is the owner of Matt's Vending who started his business in November 2011 with assistance from The Arc Northern Chesapeake Region and DORS.

With guidance and assistance from the Vocational Program staff, Matt purchased and installed two vending machines at The Arc NCR to test the business processes and procedures before expanding his business in the community based on the business plan developed. Matt's business has continued to grow and prosper. He expanded into the community by adding two vending machines at a local auto body shop in August 2012. Matt and his support staff restock the vending machines weekly and manage the storage unit inventory.

Matt's business utilizes his packing and lifting skills to the fullest. Building on his strengths and abilities and not limiting his opportunities based on his developmental disability. The work load has increased to the point where he contracts with others we support to assist with moving inventory and filling the vending machines. Matt's the boss.

Matt's Vending is one year old and has grown into a sustainable and profitable business thriving in the community.



Our Services

WHAT WE DO

FAMILY & INDIVIDUAL SUPPORT SERVICES

Family and Individual Support Services (FISS) provide a continuum of services to individuals and their families including case management and resource identification and development to 425 families. The FISS coordinators support families with children in advocacy for educational or medical needs, parent education and training, as well as resource information and referral. Case Managers support individuals and their families through the transition from school to adult services. Resources for adults include the development of individualized plans, helping people manage their benefits and housing and accessing community resources.

SUPPORTED LIVING

The Arc NCR believes that all individuals regardless of intellectual or developmental disabilities should live typical adult lifestyles in their communities. The Arc NCR provides customized support services for adults with disabilities in apartments, townhomes, or single-family homes. Some individuals choose to live by themselves and receive only drop-in help with food shopping, bill paying and activities in the community. Other individuals receive around the clock support and complete personal care. Staff at The Arc NCR are trained to work with individuals to help them achieve their personal goals, remain connected to family and friends, build new friendships, and participate as active members of their community.

VOCATIONAL SERVICES

The Arc NCR's Employment Services currently offers long-term community based employment supports to 140 adults with intellectual and developmental disabilities. Services offered in integrated settings include individual placements and industrial, clerical and janitorial enclaves in more than 94 Harford and Baltimore County businesses and local and state agencies. Individuals are supported in seeking and maintaining employment through job development, job coaching with follow-along supports, case management and transportation (where applicable). Recognizing a community need for job development, job placement and retention, short-term Job Coaching and Community Based Assessments, The Arc NCR provides short-term services to referrals from The Division of Vocational Services.

TREATMENT FOSTER CARE

Children served in this program have entered foster care because of abuse and/or neglect and have been identified as having special needs. Foster parents become part of a treatment team with biological parents, social workers, therapists, Department of Social Services staff, and other professionals who work together to create a successful plan of services for a child. Each child has a treatment plan and foster parents have the responsibility, along with other members of the team to develop, implement and evaluate the plan.

2011-2012

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REVENUE & EXPENSES

REVENUE

GOVERNMENT AGENCIES	11,784,105
CONTRIBUTIONS	201,010
CONTRIBUTION FROM THE FOUNDATION	67,867
UNITED WAY	47,346
SALES TO THE PUBLIC	796,895
PROGRAM FEES	355,071
SPECIAL EVENTS (NET)	99,370
INVESTMENT INCOME	12,875
OTHER	36,480
TOTAL REVENUE	13,401,019

EXPENSES

STAFF SALARIES, PAYROLL TAXES AND BENEFITS	9,549,436
PURCHASE OF SERVICE	912,635
OCCUPANCY	512,456
SUPPLIES	278,245
TRANSPORTATION	391,971
CONTRACTED SERVICES AND PROFESSIONAL FEES	673,608
EQUIPMENT MAINTENANCE	213,875
INSURANCE	116,823
TELEPHONE	92,682
STAFF DEVELOPMENT	40,543
DUPLICATION, PRINTING AND POSTAGE	43,477
ADVERTISING AND RECRUITMENT	29,640
DUES AND MEMBERSHIPS	53,520
INTEREST	88,334
MISCELLANEOUS	90,919
DEPRECIATION AND AMORTIZATION	310,862
TOTAL EXPENSES	13,399,026

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We thank all of our generous donors for their continuing support of The Arc Northern Chesapeake Region. The following donations were received between July 1, 2011 and June 30, 2012.

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