



*For people with intellectual
and developmental disabilities*

Achieve with us.

2011 ANNUAL REPORT



Table of Contents

- 1 Welcome Letter
- 2 The Lifeline at Risk — The Arc Mobilizes to Save Medicaid
- 4 Moving Forward in Response to Autism Needs
- 5 Together, with One Identity, We Advance
- 6 The Arc Moves to Fill the Gaps in the West
- 7 A Tax Victory in a Tough Climate
- 8 Autism NOW — Traveling the Country, Leading the Conversation, Changing Lives
- 9 Moving the Issues Facing People with Disabilities to the Front Page
- 10 In Our Nation’s Capital, “Navigating the Future”
- 11 Moving Forward with Digital Media
- 12 2011 Supporters of The Arc
- 14 2011 Financial Data
- 15 Board Officers and Directors
- 16 The Arc in the News, On the Move

Welcome

June 2012

Dear friends,

As we reflect on 2011 and the economic challenges our nation faced, what is most striking to us is the forward movement The Arc was able to achieve as one entity and across our strategic framework. While we continued to be the place for people with intellectual and developmental disabilities (I/DD) and their families to turn to for services and supports, this year The Arc mobilized in innovative ways, under a new brand identity that unites our network and harnesses our power.

With over 700 chapters across the country, using their own diverse logos and identities, we needed one “look” to tie us together and maximize our power as a movement on the nationwide stage. The effort began in 2009, with the input of people with I/DD, their parents, siblings, family members, and our chapters to inform and guide this process. We asked ourselves – what does The Arc stand for, and how do we effectively communicate that in communities across the country? Recognizing the strength of one united identity, chapters around the country jumped at the opportunity to sign on and transition to the new logo and brand identity in their community. This process allowed chapters large and small to reintroduce themselves to the public and remind citizens the important role that The Arc plays in the lives of millions of people with I/DD across the country. And this will help us build public awareness of The Arc in the years ahead.

The pride and excitement stemming from the launch of the new brand afforded The Arc a timely opportunity – it united our network at a critical point to fight off major threats to Medicaid in Congress. Feeling a renewed sense of power, our chapters, self-advocates and

volunteers fanned out across the country to put pressure on Congress and state governments to protect the funding streams for services and supports for people with I/DD. Under our national “Don’t Cut Our Lifeline” advocacy campaign, we reinvigorated our movement to respond under dire threat, and had many successes at both the federal and state levels.

The Arc also expanded in parts of the country that need our presence, including western states like Nevada and Idaho. We led an effort to provide individuals with Autism Spectrum Disorders and their families a forum to learn and share, with summits across the country and web-based training. And we released groundbreaking research that shined a light on just how far we have come in our efforts to include people with I/DD in the community, and what more needs to be done in society to fully realize our mission.

While the economy struggled to regain its footing, The Arc came together with renewed energy and purpose. What sets The Arc apart is our ability to thrive in these tough times, and the credit goes to the passionate network of people involved with our chapters large and small. The momentum from the bottom to the top of the organization is what catapulted The Arc in 2011. It’s an exciting time to be leading The Arc, and we invite you to *Achieve with us*.

Sincerely,



Mohan Mehra
President



Peter V. Berns
CEO



Mohan Mehra



Peter V. Berns

The Arc's Mission

The Arc promotes and protects the human rights of people with intellectual and developmental disabilities and actively supports their full inclusion and participation in the community throughout their lifetimes.

Achieve with us.

The Lifeline at Risk – The Arc Mobilizes to Save Medicaid

Mounting threats to dismantle the safety net, unrelenting pressure, 11th hour negotiations. The Arc's call to action? "Don't Cut Our Lifeline" – a national grassroots campaign. And thanks to the work of our federal public policy team and advocates across the country, the programs that affect people with intellectual and developmental disabilities (I/DD) were spared the massive cuts we feared throughout the year.

The budget climate in Washington in 2011 was toxic, particularly over the summer as the nation's debt crept closer to its legal limit. Congress had to act to save the nation from default, but over the course of the hot summer months, bitter partisanship and ideology led to a budget showdown. The Medicaid program, which provides services and supports to millions of people with disabilities, was under constant threat – in an effort to curb the nation's spending, some policy makers were looking to this safety net program for savings. Meanwhile, across the country, people with I/DD go without services or wait for years to get access to supports



that can make a huge difference in their lives by helping them live independently in the community.

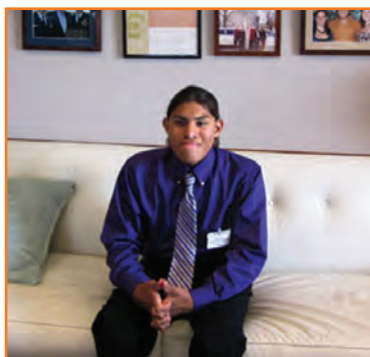
Working under the umbrella of our "Don't Cut Our Lifeline" campaign, and in tandem with coalition partners and grassroots advocates across the country, we fought off a major restructuring of Medicaid (converting it to a block grant) and hundreds of billions in spending cuts that would have set the movement back decades.

How did The Arc help beat back this threat? Our grassroots advocates responded each time the federal policy team asked them to contact their Members of Congress, set up visits for them to see firsthand the services and supports The Arc provides, and share their stories that made Medicaid real and personal. And with just weeks to spare before the nation could have gone into financial default, families responded to The Arc's request to come to Washington – to the White House – to make the case that shirking our responsibility to preserve Medicaid was simply not an option.

Over the course of its 60+ year history, The Arc has been a leader in federal public policy, and since the 1960s has had a dedicated public policy shop in Washington fighting for the rights of people with I/DD. Leading up to 2011, for an eight year period, The Arc partnered with United Cerebral Palsy in this effort. 2011 brought changes to The Arc's national team, with the policy collaboration ending and The Arc's national staff – including public policy, community organizing, media relations, and social media – working in tandem under one roof in one office.



The Keaton family of West Virginia in front of the White House.



Javi Guzman, who has autism and Ehlers-Danlos Syndrome, in North Carolina Senator Kay Hagan's office.



Tyler Smothers, The Arc's "Achieve with us" contest winner, meets with Iowa Senator Tom Harkin with his mom, Cindy Smothers.



Tyler chatting with U.S. Senator Chuck Grassley of Iowa.



Meet three of the families who helped inspire the Administration to keep Medicaid off the chopping block.

The Keaton family of Milton, West Virginia has been through so much in our health care system with their 2 year old son Graysen, who has Di-George Syndrome. He was born without a pulmonary artery, has had a couple of strokes and heart surgeries, and was on a ventilator from birth until July 2011. Graysen spent his first six and half months in the hospital, and hit the million dollar cap on his mother's insurance by the time he was four months old.

This little boy's medical costs were so high that, even with two incomes, the Keatons were on the verge of losing their home and everything else they worked hard for until receiving Medicaid. Medicaid is their lifeline.

For Linda Guzman of North Carolina, and her teenage son, Javi, who has autism and Ehlers-Danlos Syndrome, life without Medicaid would be dramatically different. Without a community based Medicaid waiver, Javi wouldn't be at home – he would most likely be in an institution to receive the care he needs. Or Linda wouldn't be able

to work at The Arc of North Carolina, pay taxes, and be the mother that she is. Like so many other people and families served by The Arc, Medicaid is Linda's and Javi's lifeline. With the services Medicaid provides, not only are Javi's medical needs taken care of, he is learning important skills that will enable him to have the most independent and productive life possible.

With the clock ticking, in August, Congress and the President agreed to a deal to keep the federal government going. But that deal set up another round of threats to the Medicaid lifeline – a small group of Members of Congress were charged with quickly coming up with a new deficit reduction plan, and reporting back to Congress by Thanksgiving. If they couldn't reach agreement, then automatic cuts would be implemented to programs that provide some supports to people with I/DD, but Medicaid would be spared.

During this tense period, The Arc brought in another all-star advocate – Tyler Smothers of Cedar Rapids, Iowa, to share with his Members of Congress what the Medicaid lifeline means to him. Tyler is very involved with his local chapter, The Arc of East Central Iowa, where he participates in

day programs, social events and interacts in his community. He also is the driving force behind the chapter's annual bike riding fundraiser "Tour de Flood." Tyler spoke of the challenges of living with a disability and shared how the services he and his friends receive allow them to remain active in the community. Tyler's mother, Cindy Smothers, spoke to Members of Congress about how, without Medicaid, she would not be able to work and Tyler would not be able to be the active and included member of his community that he is.

Throughout months of tense, closed-door negotiations in Washington, it was The Arc's policy team and our passionate self-advocates, family members and grassroots supporters that kept the heat on decision makers to protect Medicaid. By the end of the year, the Medicaid lifeline was spared the massive cuts and restructuring that threatened its existence.

Without The Arc's work, from the halls of Congress to the grassroots work across the nation, the outcome could have been much different for the millions of people with I/DD who rely on The Arc to speak up and protect their lifeline. And we are prepared to continue this fight.

Moving Forward in Response to Autism Needs

As the largest service provider to people with autism spectrum disorders (ASD), The Arc has been supportive of legislation to improve screening and tracking of the condition. Sadly, many parents of children with ASD and other developmental disabilities spend years seeking proper diagnoses and treatments for their children. Such delays can have adverse long term effects, particularly for young children, as the most critical stage of brain development takes place in the first 3 years of a child's life.

The Combating Autism Act of 2006 was set to expire in 2011, and as the Centers for Disease Control and Prevention (CDC) worked to finalize prevalence data to be released in 2012, the autism community put the pressure on Congress to pass the reauthorization.

The Arc, along with other organizations including self-advocacy groups, urged Members of Congress to pass the legislation. The hard work paid off, and in late September, President Obama signed into law the Combating Autism Reauthorization Act. This law will continue the programs established by the original law — screening and surveillance of ASD and educating professionals about proper screening, diagnosis, and intervention for children with a range of developmental disabili-

ties. The bill authorizes \$231 million a year from Fiscal Year (FY) 2012 through 2014 for these efforts.

One of the law's most important programs for families of children with developmental disorders is Leadership Education in Neurodevelopmental & Related Disabilities (LEND). LEND is the only federal program that supports professional education on screening, identification and treatment of developmental disabilities, including ASD. Over the years, it has helped to train thousands of health care providers, educators and other community providers who regularly work with children. The training program is particularly important for older professionals who have had very limited coursework on developmental disabilities as part of their professional training.

The Arc is taking a lead on providing information about ASD by running Autism NOW: The National Autism Resource and Information Center, funded by a \$2.6 million grant from the federal Administration on Intellectual and Developmental Disabilities (see page 8). This innovative project provides resources and information on supports and services through the web, webinars, e-newsletters, and social media. In 2011 alone, we reached over 1 million people through the activities of Autism NOW. Visit www.autismnow.org to learn more.

With the Centers for Disease Control estimating that 1 in 88 children have ASD, the reauthorization of the Combating Autism Act was crucial. While our work isn't done to improve screening and surveillance, we celebrate this victory and look forward to working with Congress come 2014 to revise the law to include ASD services and research across the lifespan.



The bill authorizes \$231 million a year from Fiscal Year 2012 through 2014 for these efforts.

Together, with One Identity, We Advance

Under the banner of a visual identity to unite us in achievement like never before, The Arc made huge strides in growing awareness of the power of our chapter network that supports millions of people with intellectual and developmental disabilities (I/DD) across the nation with the launch of its new brand in 2011.

Why did The Arc need a new brand? With over 700 chapters across the country, using their own diverse logos and identities, we desperately needed one “look” to tie us together and harness our power as a movement on the national stage. So working with CoreBrand, a marketing agency with expertise in launching new brands, The Arc embraced its guiding principle of participatory democracy and sought the input of people with I/DD, their parents, siblings, family members, and our chapters to inform and guide this process.

The result? A new brand identity that captures the essence of this more than 60 year old organization and all that we stand for and have accomplished. And it’s catching on, as chapters across the country are taking the turn-key graphics and re-introducing themselves to their community with a new look, they are demonstrating that they have the power of a national movement behind them.



In Spokane, Washington, the change has been transformational. Meet Brian Holloway, Director of Development and Communications at The Arc of Spokane.

The thing we love about the new logo and tagline is that it’s fresh, vibrant and distinct. It’s passionate and it refuses to be contained. It is all that is wonderful about those we serve.

To our good fortune, the logo change coincided with our move to a new building and a complete rebuild of our website. Previously, the two buildings we occupied were pretty nondescript, and our signage was hard to see. Frankly, while we were known in the community, I don’t think that many people noticed our location or knew much about our mission. And that had to change.

Our new location, a distinct brick building that has been a landmark for many years, has excellent space for signage next to one of the busiest streets in downtown Spokane – literally hundreds of people pass by us each day. To maximize the benefit of the new brand, we installed a huge sign that can’t be missed. We also repainted our seven clothing donation trucks with the new logo. Since our website was in desperate need of revision, we also rebuilt it to incorporate the new logo and branding material. Combined, these efforts are helping us establish a presence in the community that we have longed for.

Our website, www.arc-spokane.org, communicates our mission clearly and attractively, and people are coming to it to learn more about us, inspiring them to participate, donate or volunteer. Our unrestricted donations were up markedly last year, and we have almost more volunteers than we know what to do with!

Key to all of that is the new logo, or more importantly the central message of the logo — that people with I/DD are a vibrant part of our community who ought to be supported and welcomed as such. That’s getting to the heart of the mission — changing attitudes — and that’s exactly what effective branding is supposed to do.

The Arc
For people with intellectual
and developmental disabilities

Achieve with us.

The Arc Moves to Fill the Gaps in the West

Expanding Reach in Nevada, Idaho and Laying the Groundwork in Montana

The Arc has expanded further into western states this year, and is laying the groundwork for further expansion in the future.

For the first time since the mid-1990s, The Arc has a statewide presence in Nevada. One of the long-term goals of The Arc is to grow our chapter strength in the West, and so setting up a statewide operation in Nevada is a great step. And these efforts in Nevada moved The Arc forward in one of its' major strategic goals — establishing at least one new state chapter or state office in 2011. This work helped in identifying models for growth that will be built upon in 2012 and beyond.

Funded by the Nevada Governor's Council on Developmental Disabilities in 2011, The Arc launched the "Growing a Grassroots Advocacy Movement" project. This will allow The Arc in Nevada to work to develop long-term capacity for advocates to have input and impact on

issues of importance to people with intellectual and developmental disabilities (I/DD) and their families. The project will train individuals with developmental disabilities and family members on how to affect disability policy at the local, regional and state levels, culminating in a grassroots campaign.

The training, called Partners Plus, will be conducted across the state, targeting graduates of previous Nevada Partners in Policymaking™ classes, to train people with disabilities and their families. Participants from The Arc in Nevada's programs will develop a legislative advocacy agenda and a specific action plan to promote it during the 2013 Nevada legislative session. To ensure lasting impact, some participants will work to train others in their local communities, involving advocates and self-advocates at all levels in the execution of the legislative platform and advocacy agenda.

In addition to the Partners Plus program, The Arc in Nevada will expand efforts to support individuals with I/DD and their families through new chapter recruitment, grassroots advocacy development and collaborative efforts with communities across Nevada.

In neighboring Idaho, the Boise chapter stepped up to fill the role as state chapter. Idaho has not had a state chapter for a number of years, so this was an exciting opportunity to expand The Arc's reach to more communities in this region.

This development will create many opportunities to provide local services and supports to people throughout Idaho, as well as to reach out to underserved communities. The Boise chapter operates a number of services including developmental therapy, RAVE (a recreational and social program for adults and children with disabilities throughout Southwestern Idaho) and residential supports. With a state chapter structure, these programs can be expanded and advocacy and outreach to additional areas of the state can be realized.

Finally, The Arc began to lay the groundwork for a statewide chapter in Montana, partnering with AWARE, Inc. Since 1976, this organization has been delivering services for people with challenging mental health, emotional, and in some instances, physical disabilities, who otherwise would be served in a more restricted setting or perhaps would not be served at all.

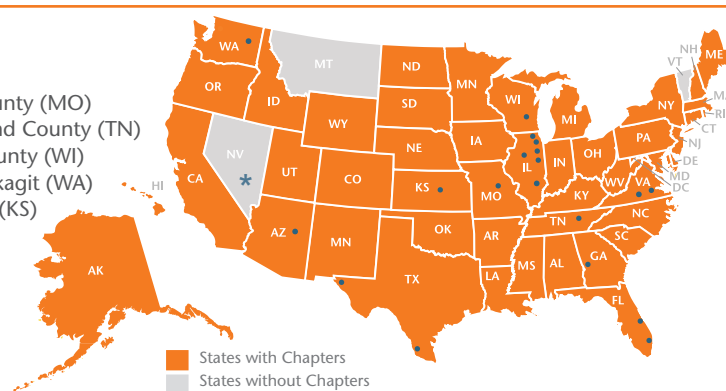
The Arc is on the move, and making progress reaching people with I/DD and supporting their full inclusion in the Western states.



19 New or Re-affiliated Chapters:

- Aspire (IL)
- Central Illinois Service Access (IL)
- Gateway Services, Inc. (IL)
- SouthSTAR Services (IL)
- PACT, Inc. (IL)
- Avenues to Independence (IL)
- Abilities Resource Center of Indian River County (FL)
- Victory Living Programs (FL)
- The Arc Del Paso (TX)
- The Arc of South Texas (TX)
- The Arc South of the James (VA)
- The Arc of Southern Virginia (VA)
- The Arc of Greater Columbus (GA)

- The Arc of Boone County (MO)
- The Arc of Cumberland County (TN)
- The Arc of Dodge County (WI)
- The Arc of Island & Skagit (WA)
- The Arc of Sunflower (KS)
- Douglas Arc (AZ)



* In Nevada, The Arc launched a new project that will include chapter recruitment efforts.

A Tax Victory in a Tough Climate

A Lesson in How to Raise Revenue to Get People the Services they Need

In a year when state legislatures across the country were grappling with less revenue and looking to budget cuts to shrink the gap, the state of Maryland stood apart for its willingness to raise taxes to meet the needs of people with intellectual and developmental disabilities (I/DD).

It wasn't an easy fight, that's for sure. But The Arc of Maryland, and its partners in The Lorraine Sheehan Alcohol Tax Coalition, had had enough.

While many shied away from raising taxes in the toxic budget and precarious economic climate, The Arc of Maryland was determined to put an end to the downward slide in resources dedicated to the state's waiting list. A lack of funding, new mandates and lack of inflationary increases contributed to a chronically underfunded developmental disability community service system.

So The Arc of Maryland got to work with its coalition partners, suggesting to state legislators that they look at raising the tax on alcohol by just a dime a drink. Considering that Maryland's alcohol taxes were among the lowest in the nation, and alcohol causes one of the most prevalent and highly preventable forms of I/DD (Fetal Alcohol Spectrum Disorders), advocates began to build their case for an increase.

At the time, the latest data available on the financial health of community developmental disability agencies revealed that one in three service providers were operating within a negative operating margin. Data comparing infla-



The signing of the Lorraine Sheehan Health and Community Services Act of 2011, with Maryland Governor Martin O'Malley.



Annual Developmental Disabilities Day at the Legislature with family and staff from The Arc Prince George's County.



The Alcohol Tax Rally on Developmental Disabilities Day outside the Maryland State House.

tion costs and actual funding for services showed a system that has been underfunded by over \$100 million between Fiscal Year 2000 and Fiscal Year 2009.

The resulting bill, the Lorraine Sheehan Health and Community Services Act of 2011, named after a past national president of The Arc, would raise \$215 million in new revenue annually including approximately \$30 million for developmental disability community services. Half of the \$30 million would provide funding for people on the waiting list and the other half would address under-funding of existing services. Community services include family support and respite, employment programs, residential services, and other individualized supports that assist adults with significant disabilities with all aspects of daily living and help families care for their children with disabilities at home.

After years of diligent advocacy by The Arc of Maryland and The Lorraine Sheehan Alcohol Tax Coalition, people with I/DD now have a new stream of funds to support their needs in communities across Maryland.

Maryland's alcohol taxes were among the lowest in the nation.

The spirits excise tax was last raised in 1955, when Eisenhower was President.

The beer and wine excise taxes were last raised in 1972, when Nixon was President.

Meanwhile, thousands of people with I/DD are on the waiting list for services and supports – some for as long as ten years.

Autism NOW – Traveling the Country, Leading the Conversation, Changing Lives

In September 2010, The Arc took on a new role in the national conversation on autism spectrum disorders (ASD) when it received a grant from the Administration on Intellectual and Developmental Disabilities to create Autism NOW: The National Autism Resource and Information Center. 2011, Autism NOW's first full year, was a busy one. Through a series of regional summits, the program made its way into the cities and lives of countless families across the country.

Each of the five summits, held in Maryland, Indiana, Florida, California, and Texas, provided individuals with autism and other intellectual and developmental disabilities (I/DD), and their families the opportunity to come together and share experiences as only those with ASD and their loved ones could know.

During the two day summits, people had the chance to speak to other families, self-advocates, and experts about the challenges and joys they experience daily. Throughout each summit, speakers and advocates shared important information and resources, helping to connect the dots locally in their own communities. These events even hosted performers with ASD sharing their talent with attendees.



While the summits were a constructive time for people to come together and learn, there was a great deal of emotion as everyone shared their experiences. Each summit had an event called Vision of the Future which provided a platform for either a self-advocate, family member or both to speak about their personal experiences and aspirations.

Many attendees expressed how special this aspect of the summit was for them – some even found the stories they heard to be the most valuable take-away. One of the most poignant moments during the Indiana summit was when Drew Dietrech, a self-advocate, took the stage during Vision of the Future. Drew shared with everyone that for years he prayed for the day he wouldn't be autistic. He went on to tell the audience that those days were behind him, and that he now knows that there isn't anything wrong with him.

These summits aimed to educate, inform and provide a venue for sharing – but they did even more for many, changing their lives. The realization that their struggles and fears were shared with thousands of individuals across the country was not only a surprise for participants, but a great relief.



At each summit, attendees were able to participate in small group discussions, answer a series of questions and share personal stories.

“I’m a parent of a seven-year-old with autism. ... In my view ... (the) most critical issue, is integration and inclusion. I think that probably starting at a young age, if we think about separating kids based on abilities, that starts a kind of cascading effect for the rest of your lives. And so if we start, I think, inclusion early and getting students to understand one another and to build on their strengths, I think that’s going to be very helpful for not just kids with autism, but all kids with different abilities and disabilities. And to kind of realize, value, tolerate and celebrate their differences, so I think that, to me, is the most critical issue in the field.” ~ Male Speaker

“Self-advocacy is people speaking up for themselves and learning what their rights are and having the opportunity to express themselves, and not only being able to speak out for themselves but also advocate for people who may not have the voice that they do. It means empowerment, it means a way of them feeling their own self-power and understanding that they do have a voice and that they can make a difference in their own lives and not rely on other people.” ~ Female Speaker



A film crew captures the activity at the Autism NOW Regional Summit in Indianapolis, Indiana.



A rap group from the UCLA National Arts and Disability Center performs at the Autism NOW Regional Summit in Los Angeles, California.



Anthony Rivera, a 40-year-old emerging and self-taught artist with autism, paints to music with his hands at the Autism NOW Regional Summit in Austin, Texas.

Watch more footage from the summits at <http://bit.ly/ANCSummitVideo>

Moving the Issues Facing People with Disabilities to the Front Page

The Arc's Groundbreaking Research Sheds Light on those 'Still in the Shadows'

How are people with I/DD and their families faring in the height of the economic crisis? How are their needs being met, or failed, by our current services and supports delivery system? Are they ready for what their future may hold — are they prepared to transition into community living, or for the passing of caregivers?

These were the questions The Arc wanted answers to so that the organization could better serve individuals and families across the country. Through The Arc's landmark survey in 2010, called the Families and Individual Needs for Disability Support (FINDS), online and through networking with many disability organizations, the FINDS survey gained responses from more than 5,000 people who provided their insights online. The responses were eye opening. After analyzing the results, in partnership with the University of Minnesota's Institute for Community Living, The Arc prepared for the June 2011 release of its report, "Still in the Shadows with Their Future Uncertain," to the public and the media.

Fifty years ago, President Kennedy called on the nation to bring people living with I/DD "out of the shadows," to give them opportunities to lead productive, quality lives. Sadly, the FINDS data shows efforts to advance full inclusion for people with I/DD have plateaued and not nearly enough progress has been made to create these opportunities. While budget cuts and economic strain have hurt all Americans, the millions of people living with I/DD and their families are among the hardest hit, with access to needed services drastically reduced.

FINDS revealed, from the responses we received, that:

- One-third of families reported that they are on waiting lists for government funded services, with the average wait more than five years.
- Eighty-five percent of families reported that their adult family members with I/DD are not employed.
- Too few students are completing high school – in fact, 52 percent of families reported that their family member with I/DD left school without receiving a high school diploma.
- One out of five families reported that someone in the family had to quit a job to stay at home and support the needs of a family member.
- More than 80 percent of families reported not having enough retirement savings for their future as a result of using personal funds to

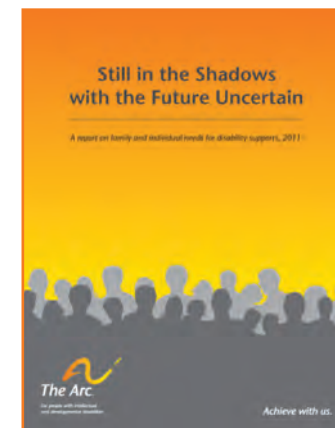
compensate for the lack of services available to their loved ones.

- Six out of ten parents and caregivers don't have a plan for where the person they support will live when the parent/caregiver gets older.

These results indicate that America needs to do more for people with I/DD and their families. These startling statistics were revealed in a media blitz on June 14, with The Arc's CEO Peter Berns, joined by Lauren Potter, actress on the Fox hit television show Glee, doing satellite television interviews in 21 markets, followed by a press conference at the National Press Club in Washington, DC.

The Arc is also airing a public service announcement, one featuring Lauren Potter, to raise awareness of The Arc and the need to fully include people with I/DD in society. Released in late July, by the end of the year, it aired over 19,000 times by 270 stations in 123 media markets. In the first 5 months alone, the ad reached a "broadcast audience impression" of more than 2.25 million with free coverage of our message, with an equivalent value of nearly \$2.6 million in paid advertising.

Taking this message straight to the public raises awareness of the needs and goals of people with I/DD, and reinforces that The Arc is the leading voice for this population across the country. Armed with the results of this groundbreaking survey, The Arc continues to work tirelessly to bring this population out of the shadows, and provide them with better options and outcomes across the lifespan.



K. Charlie Lakin, Ph.D., The Arc's national board of directors President Mohan Mehra, actress Lauren Potter, and The Arc's CEO Peter Berns.

In Our Nation's Capital, "Navigating the Future"

What's next for people with intellectual and developmental disabilities (I/DD) when the school bus stops? That's an exciting and daunting question for many families served by chapters of The Arc. Guided by The Arc's core belief that individuals with I/DD have the right to be part of the community and live as independently as possible, The Arc is helping to guide this transition across the country so that people with I/DD can take advantage of post-secondary education, employment opportunities and community living while supporting families as they deal with uncertainty, face fears and overcome bias.

In July of 2009, The Arc received a \$3 million grant from the Walmart Foundation to support efforts to improve outcomes for youth through innovative best practices in transition services nationwide. Since then, The Arc, through its School to Community Transition Program, has been working in conjunction with employers and schools in communities across the country to improve transition outcomes for these individuals. And through state and local chapters, The Arc continues to promote employment programs, post-secondary education opportunities and independent community living. Through the grant as well as additional funding, The Arc has developed this initiative to include 49 chapters from across the country.

One shining example of the success of this program comes from The Arc of the District of Columbia (The Arc of DC). Their project "Beyond High School: Navigating the Future," took off

in a big way during 2011. The project aims to increase transition outcomes for students with I/DD and autism through training and support in the District of Columbia Public Schools (DCPS).

The Arc of DC implemented a one year training model for 34 youth and families that included benefits training, transition planning, referrals for post-secondary education, connections to government agencies, and family support meetings to guide students and family beyond high school. During the 2010-2011 school year, The Arc of DC convened a Community Advisory group to guide and direct the mission of this project. In addition, they created a Family Guide to Transition Services and a Student Transition Planning Book that is being used throughout the city.

Due to the great success of this project and the growing need for transition services, DCPS contracted with The Arc of DC to expand the project to continue their efforts into the 2011-2012 school year. The Arc of DC is now working with more than 100 students in 8 schools throughout the Washington, DC area. This project has blossomed into an opportunity beyond The Arc of DC's initial expectations, proving once again that The Arc is on the cutting edge of providing a service to fulfill the needs of families and individuals with I/DD at this crucial point in life's journey. And due to The Arc's efforts nationally to spearhead projects like the School to Community Transition Program, local chapters have opportunities like this one that make a difference and demonstrate the power of The Arc, both locally and nationally.



Beyond High School: Navigating the Future's Class of 2011-2012

Ashley Lucas loves music – her dream is to one day become a music producer and she is working towards making that dream a reality. Ashley is one of the many students who completed an eight week transition planning program at The Arc of DC.


Her participation in The Arc of DC's transition program, "Beyond High School: Navigating the Future," has been incredibly positive. Ashley is currently a senior at Mamie D. Lee School and is already preparing for her future. Through the program, Ashley has created a resume, completed a Transition-to-Work Inventory, participated in mock interviews, and completed applications for employment – all important steps to making her dreams come true. She is now enrolled with the District of Columbia Rehabilitation Services Administration which provides services and supports for individuals who want to further their career path or pursue college options.

Moving Forward with Digital Media

Early in 2011, The Arc moved forward with an intense strategic effort to grow our digital community through enhancements to our website, the creation of new online destinations and a strong social media presence. We dramatically increased our digital footprint creatively using every channel available to engage as many people as possible.

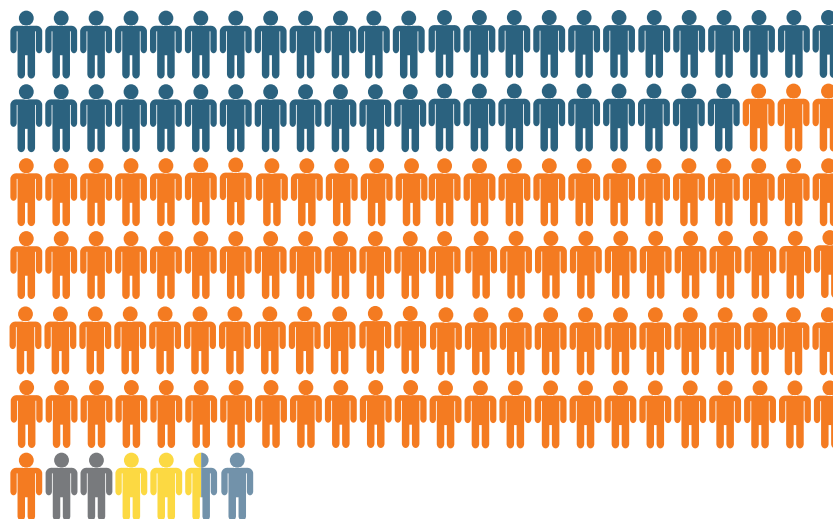
 A redesigned thearc.org results in **450,000** website visits, up 45%!

 New autismnow.org reaches more than **1 million**

 A relaunched thedesk.info helps **20,000** navigate Medicaid 100+ resources & 500 posts on our blogs

 **20,500** watching on You Tube

 **14,000** followers on Facebook, Twitter, YouTube and Google+



Achieve with us! Social media contest a huge success!



In conjunction with the launch of its new brand, The Arc ran a social media contest to invite individuals with intellectual and developmental disabilities (I/DD) to share their stories of achievement. Out of 119 contestants garnering more than 25,000 votes, Tyler Smothers of Cedar Rapids, Iowa was selected for his impressive achievements in his community, which had been devastated by floods in 2008.



Tyler was and remains very involved with his local chapter, The Arc of East Central Iowa. As downtown Cedar Rapids succumbed to flood waters, and the chapter's office sustained major damage, Tyler saw the need to help his community get back on its feet. So he became the driving force behind The Arc of East Central Iowa's annual bike riding fundraiser "Tour de Flood." Putting aside his wheelchair and using an adaptive bike, Tyler leads the ride, and every year since, has raised an impressive amount of funds for his chapter. He won because he truly embodies what it means to Achieve.

As the winner of the contest, Tyler and his mother received a two day trip to Washington, DC. Tyler was in Washington, DC from November 1-3, meeting with The Arc's National staff in addition to members of his Congressional delegation. Tyler was also joined by his father, J.J. Smothers, and his brother, Josh Smothers, who submitted Tyler's entry on Facebook.

2011 Supporters of The Arc

Philanthropedia, Charting Impact Participation

The Arc was chosen as one of the top nonprofits working for people with disabilities by Philanthropedia, a subsidiary of GuideStar. Philanthropedia is the newest in the group of independent rating organizations that are designed to help donors make more well informed giving decisions.

And in 2011, The Arc became an early adopter and participant in Charting Impact, a joint project of Independent Sector, Guidestar and the BBB Wise Giving Alliance. Charting Impact is a new online service that tries to provide individual, foundation and corporate donors with the answer to five questions about nonprofits they are considering supporting.

The Arc gratefully acknowledges a bequest of \$1,627,145 million from the Estate of Evelyn Flinn

Activist's Alliance (\$200,000 and above)

Anonymous
May and Stanley Smith Charitable Trust

Advocate's Alliance (\$30,000 – \$49,000)

Mutual of America

Protector's League (\$15,000 - \$29,999)

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 Mrs. Sheryl Weisbuch
 Mr. John H. Wilson
 Mr. Ed Zimmerli

We also wanted to thank the 3,100 donors who generously contributed gifts less than \$250 in 2011, we regret there are too many supports to list individually.

Supporting The Arc through a planned gift or listing The Arc as a beneficiary in your estate will assure that our mission to serve people with I/DD can continue to make essential progress for generations to come.

*notes Bequest gifts

**notes all national board members

Thank you to the following supporters for your contributions to the Paul Marchand Internship Fund

American Congress of Community Supports and Employment Services (ACCSES)
 American Association of People with Disabilities (AAPD)
 American Federation of State, County & Municipal Employees (AFSCME)
 The American Occupational Therapy Association, Inc.
 Association of University Centers on Disabilities (AUCD)
 Mrs. Annie M. Acosta, MSW & Mr. Kenneth Thomas
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Ms. Julie Ward
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 Mr. James Weisman
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 Work Opportunity Tax Credit Coalition

Thank you to the following Chapters of The Arc for their contributions

Achieva Resources Corporation, Inc.
 Arc Fresno
 Arc Ventura County
 Brockton Area Arc
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 The Arc Nature Coast
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 The Arc of the Central Chesapeake Region, Inc.
 The Arc of the Quad Cities Area
 The Arc of Tuscaloosa County
 The Arc of Washington State
 The Arc San Francisco
 The Arc Solano

Pro-bono Spotlight:

The Arc of the United States appreciates that, instead of monetary support, some organizations provide a contribution of services. We would like to add a heartfelt thank you to DLA Piper who in 2011 provided pro-bono legal services valued at \$129,076.00.

We would also like to thank Gumbinner & Davies for their design of The Arc's "Don't Cut Our Lifeline" campaign logo.

Note: Donors listed are for the period of January 1, 2011 through December 31, 2011. Although we make every effort to ensure the accuracy of our annual report, from time to time we may overlook someone. If we have done so, please accept our sincere apologies and contact us as soon as possible. We regret any oversight.

INDEPENDENT AUDITORS' REPORT

To the Board of Directors
The Arc of the United States
The Foundation of the Arc of the United States
Washington, D.C.

We have audited the accompanying combined statement of financial position of The Arc of the United States (The Arc) and The Foundation of the Arc of the United States (the Foundation), collectively the Organizations, as of December 31, 2011, and the related combined statements of activities and change in net assets, functional expenses and cash flows for the year then ended. These combined financial statements are the responsibility of the Organizations' management. Our responsibility is to express an opinion on these combined financial statements based on our audit. The prior year summarized comparative information has been derived from the Organizations' combined financial statements for the year ended December 31, 2010 and, in our report dated April 30, 2011, we expressed an unqualified opinion on those statements.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the combined financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organizations' internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the combined financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall combined financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the combined financial statements referred to above present fairly, in all material respects, the combined financial position of the Organizations as of December 31, 2011, and their combined change in net assets and their combined cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated April 14, 2012 on our consideration of The Arc's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.



GELMAN, ROSENBERG & FREEDMAN
CERTIFIED PUBLIC ACCOUNTANTS

April 14, 2012

COMBINED STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2011

ASSETS

CURRENT ASSETS

Cash and cash equivalents	\$ 761,843
Investments (Notes 2 and 10)*	7,152,065
Accounts receivable and advances, net of allowance for doubtful accounts of \$131,009 and \$143,454, for 2011 and 2010, respectively	258,247
Grants receivable	198,997
Prepaid expenses	74,429
Total current assets	<u>8,445,581</u>

FIXED ASSETS

Furniture and equipment	743,422
Less: Accumulated depreciation and amortization	(325,386)
Net fixed assets	<u>418,036</u>

OTHER ASSETS

Other assets	88,891
Investment held for beneficial interest in perpetual trust (Notes 3 and 10)*	1,057,228
Total other assets	<u>1,146,119</u>

TOTAL ASSETS

\$10,009,736

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Accounts payable and accrued liabilities	\$ 380,868
Deferred revenue	5,000
Due to Related Parties (Note 6)*	33,086
Grants payable	4,456
Total current liabilities	<u>423,410</u>

LONG-TERM LIABILITIES

Deferred rent (Note 7)*	130,848
Total Liabilities	<u>554,258</u>

NET ASSETS

Unrestricted:	
Undesignated	446,932
Board-designated (Note 4)*	609,682
Total unrestricted net assets	1,056,614
Temporarily restricted (Note 5)*	6,349,540
Permanently restricted (Note 11)*	2,049,324
Total net assets	<u>9,455,478</u>

TOTAL LIABILITIES AND NET ASSETS

\$10,009,736

**COMBINED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2011**

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
REVENUE				
Contributions	\$ 602,596	\$ 247,330	\$ -	\$ 849,926
Government grants	2,031,477	-	-	2,031,477
Sub-contract revenue	101,140	-	-	101,140
Investment income (Note 2 and 3)*	98,750	(70,223)	-	28,527
Bequest income	11,500	1,627,145	-	1,638,645
Advertising	2,725	-	-	2,725
Contributed services (Note 9)*	129,077	-	-	129,077
Affiliation and chapter fees	2,375,194	80,520	-	2,455,714
Royalty income	64,531	-	-	64,531
Registration fees	427,742	-	-	427,742
Program service fees	121,275	-	-	121,275
Other income	4,791	-	-	4,791
Net (loss) gain in perpetual trust (Note 3)*	-	-	(65,269)	(65,269)
Net assets released from donor restrictions (Note 5)*	1,293,808	(1,293,808)	-	-
Total revenue	7,264,606	590,964	(65,269)	7,790,301
EXPENSES				
Program Services:				
Chapter Excellence	1,850,193	-	-	1,850,193
Public Education	588,331	-	-	588,331
Public Policy	1,206,983	-	-	1,206,983
National Initiatives	2,453,195	-	-	2,453,195
Chapter Organizing and Advocacy	265,874	-	-	265,874
Total program services	6,364,576	-	-	6,364,576
Supporting Services:				
Management and General	433,087	-	-	433,087
Fundraising	597,718	-	-	597,718
Total supporting services	1,030,805	-	-	1,030,805
Total expenses	7,395,381	-	-	7,395,381
Change in net assets	(130,775)	590,964	(65,269)	394,920
Net assets at beginning of year	1,187,389	5,758,576	2,114,593	9,060,558
NET ASSETS AT END OF YEAR	\$ 1,056,614	\$ 6,349,540	\$ 2,049,324	9,455,478

* Explanatory notes included in the full 2011 audited financial statement for The Arc are available at www.thearc.org

OFFICERS AND DIRECTORS

(as of December 31, 2011)

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* In 2011, The Arc's Board of Directors accepted the resignation of Immediate Past President Lynne Cleveland due to personal reasons. Lynne has been a tireless advocate since the early 1990s for people with intellectual and developmental disabilities in Texas and across the country. As a Board member, Lynne has been very supportive of our mission and her positive attitude and spirit have always left an impression on those of us fortunate enough to work with her over the years. We thank Lynne for her many years of service to The Arc.

The Arc in the News, On the Move



Bailey Brandt with her parents outside of the White House after meeting with senior officials about Medicaid.



Peter V. Berns (top row, third from left) and other members of The President's Committee for People with Intellectual Disabilities.



U.S. Senator Barbara Mikulski of Maryland, recipient of the Leadership in Disability Policy award, addresses the 2011 Disability Policy Seminar.

Our national events would not be possible without the support of our organizational sponsors.

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Actress Lauren Potter during The FINDS Survey press conference.



Dr. Temple Grandin signing books during The Arc's 2011 National Convention in Denver.



An attendee enjoying himself during "Lucky Nights at Lucky Strikes" at The Arc's National Convention in Denver.

Leadership Team at The Arc

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Chief Executive Officer

Ann Cameron Williams-Caldwell, Ph. D.
Chief Research & Innovations Officer

Dee Dee Eberle
Director, Chapter Organizing & Advocacy

Laurie Edson
Director, Chapter Excellence

Tonia Ferguson
Director, National Initiatives

Marty Ford
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Chief Development & Marketing Officer

Darcy Littlefield
Chief Operating Officer

Kristen McKiernan
Director, Communications



*For people with intellectual
and developmental disabilities*

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www.thearc.org

Achieve with us.