



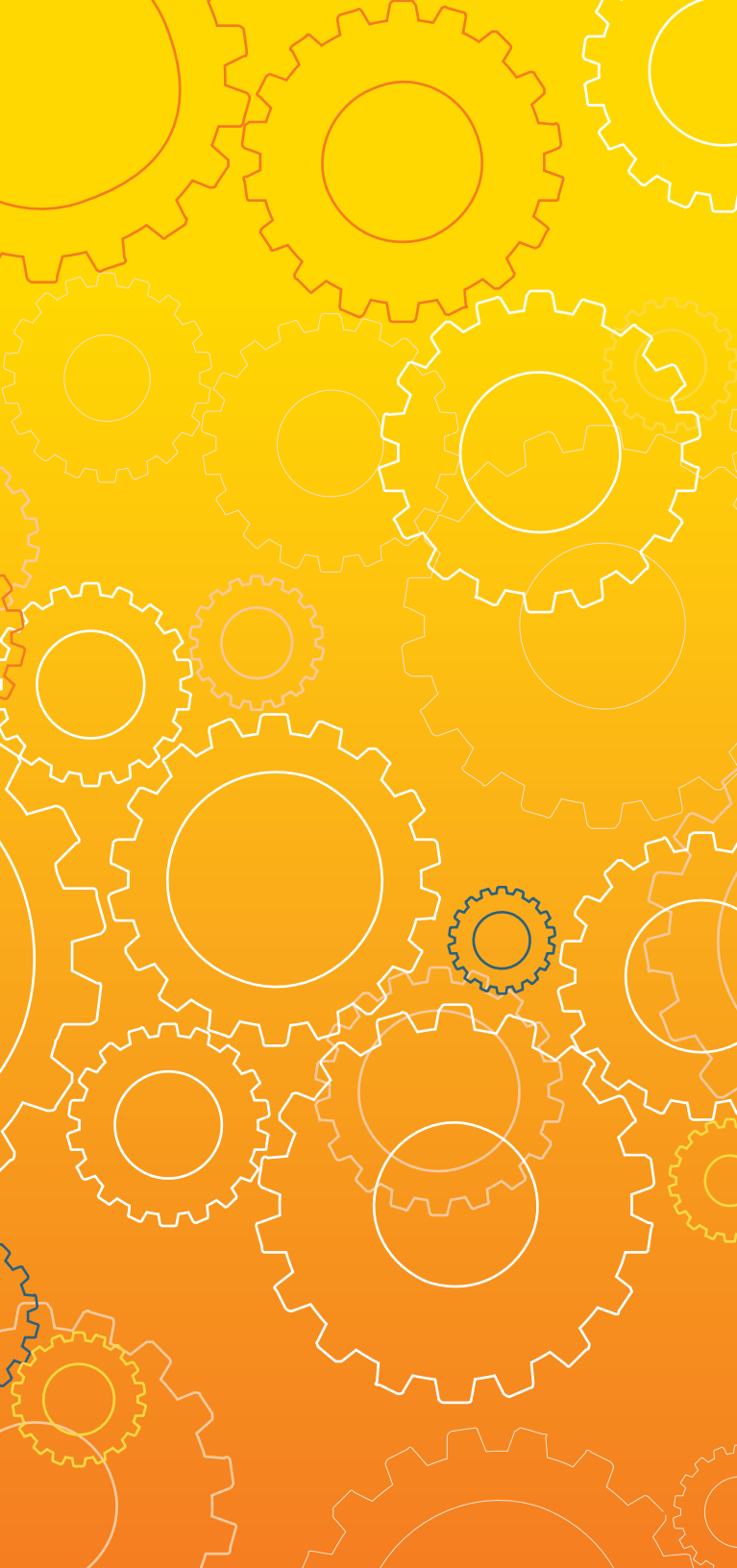
For people with intellectual
and developmental disabilities

Achieve with us.

2012 ANNUAL REPORT



ACHIEVING POWER



ACHIEVING POWER

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Welcome

June 2013

Dear Friends,

We are thrilled to share with you our accomplishments in 2012, which was truly a special year for The Arc. The pieces that make up what The Arc is and where it is going are coming together in a way which has allowed us to achieve incredible power. We are transferring that energy to the people we represent, empowering individuals with intellectual and developmental disabilities (I/DD) like never before.

With hands intertwined, chapters, staff and members of The Arc had an incredible journey. It started in early 2012, with a unique opportunity for The Arc to be showcased and brought into discussions at the highest level of our government – the White House. Our day-long event, a Community Leaders Briefing, was a testament to the respect The Arc garners in the corridors of power in Washington and to the incredibly impactful leaders we have throughout our network. The year closed with leading advocates for The Arc getting face time with both The President and Vice President of the United States, making the case that the nation's budget shouldn't be balanced on the backs of people with disabilities.

With nearly 700 chapters across the country, The Arc is constantly looking for ways to leverage our power and reach into more communities, cutting-edge industries, and other exciting arenas which empower people with I/DD. We've seized on an opportunity to grow in Montana, with a unique partnership with a statewide organization which offers national reach in the media. We extended the reach of our brand while providing an exhilarating experience for members of our chapters at race tracks across the country with The Arc Audi Racing Program.



Nancy Webster



Peter V. Berns

We dove into the burgeoning field of electronics recycling (e-recycling) to marry an innovative industry looking for dedicated workers to our constituents who want to work in the community. As a result, we are making full participation a reality thanks to ten dynamic chapters of The Arc and corporate funders.

And we are leading the way on addressing a major challenge facing people with I/DD – health disparities. Our HealthMeet® project is poised to be the game changer when it comes to improving the health and lives of people with I/DD, and major players like the Centers for Disease Control and Prevention trust us to execute this exciting initiative.

Now is the time to join us. The Arc is the biggest platform for people with I/DD to exercise their power, fight for their rights, and be counted in every community across the country. We know you will enjoy the ride as much as we do.

Sincerely,

Nancy Webster,
President

Peter V. Berns,
CEO

The Arc's Powerful Voice at the White House

President Obama Joins a Special Event for Leaders of The Arc



President Barack Obama speaks to The Arc in February, 2012.

In February, The Arc had a unique opportunity to bring 150 leaders from our chapters to the White House for a day-long series of briefings with top officials from the Obama Administration. The session, dubbed a Community Leaders Briefing and held just for The Arc, included an unannounced visit from President Barack Obama. The President addressed issues of critical importance to people with intellectual and developmental disabilities (I/DD) and their families, ending simply with, "I've got your back."

This surprise appearance by the President of the United States was the highlight of the day for many attendees, along with the opportunity to tell high level government officials directly how they can support people with I/DD to live in the community. Over the course of the day, leaders of chapters of The Arc were briefed on topics ranging from Medicaid to education to community living and employment for people with I/DD. Many of the speakers, including President Obama, referenced the impact advocates made during budget negotiations to protect Medicaid, and encouraged The Arc and others to continue these efforts.

Another unannounced speaker was then-White House Chief of Staff Jack Lew, who reiterated the President's opposition to turning Medicaid into a block grant. He also took questions from the audience, including Barbara Coppins, a member of the national board of directors of The Arc and a self-advocate, who spoke about the importance of self-advocacy by people with disabilities.

"I tell other self-advocates – you've got to get out there and advocate for yourself because you can't rely on other people to make change for you," said Coppins to Chief of Staff Jack Lew.

The Arc heard from Cecilia Muñoz, Director of the White House Domestic Policy Council, who spoke of their commitment to providing services and supports to all in need. Other speakers included high-level representatives from the Federal Housing Administration, Centers for Medicare and Medicaid Services, the Office of Management and Budget, and the Department of Justice.

Tom Perez, then-Assistant Attorney General for Civil Rights, Department of Justice, discussed the federal settlement with the Commonwealth of Virginia regarding people with I/DD who could live in the community but instead are confined to one of the state's five institutions. He spoke about the bipartisan work going on across the country to implement the *Olmstead* decision, which states that under the Americans with Disabilities Act (ADA), unnecessarily institutionalizing

a person with a disability who, with proper support, is capable of and who wants to live in the community can amount to discrimination.

After a tour of the East Wing of the White House, advocates from The Arc took part in policy breakout sessions that allowed for more detailed discussions on certain issue areas, like community living, family caregiving, education, and Medicaid.

The Arc had unique access to some of the most powerful people in our nation that day, and it's a testament to the strength of our network and the recognition that we are a respected voice in Washington.

"This unique, face-to-face opportunity to speak directly to people in positions to make change from within the government allowed leaders of The Arc to make the voices of the millions of people with I/DD heard at the White House. Our network seized on this opportunity, and we left the White House feeling a sense of accomplishment and inspiration for continued advocacy that we will take back to our communities to help grow our movement."

— Peter Berns, CEO of The Arc



Matthew Grafton, self-advocate from Alabama: "I felt very shocked when I met the President – it was a thrill! After a tour of the East Wing of the White House, I attended a meeting about the budget cuts of Medicare and Medicaid. I was able to voice my opinion on the matter to senior White House staff."

Advocacy in Tense Times – The Dual Power of a Parent and the National Voice of The Arc



Vice President Joe Biden has lunch with Americans to discuss the importance of middle class tax cuts, at Metro 29 diner in Arlington, Virginia, December 7, 2012. (Official White House Photo by David Lienemann)



The Arc's CEO Peter Berns greets President Barack Obama at a meeting at the White House regarding the budget in November. (Official White House photo by Pete Souza)

For The Arc's veteran, respected public policy team, the end of 2012 was like no other time in our nation's history. Threats to lifeline programs like Medicaid, Social Security, Supplemental Security Income, and Medicare had been looming for much of the year. With end-of-the-year expiration dates on a variety of federal policies, including tax provisions, the fate of programs that support millions of people with intellectual and developmental disabilities (I/DD) was at stake.

The Arc was on the frontlines - pressing federal officials at the highest level of government to address the nation's fiscal issues without doing so on the backs of people with disabilities.

At the table during these tense times were two key people for The Arc. One was our CEO, Peter Berns, who joined other leaders of civil rights organizations at a meeting with President Barack Obama and Vice President Joe Biden in November to discuss how the budget and tax negotiations would impact The Arc's constituents. And, representing

the parent perspective, was Bob Hage of New Jersey, who was invited to lunch with Vice President Biden to discuss how tax increases and benefits cuts would impact his family. Bob and his wife, Odette Adrian, are parents to twins Annika and Maya, who have disabilities, and their older brother Vann. Bob shared their poignant story with the Vice President, and made an impact on the debate.

After weeks of tense negotiations, both the Senate and House ended 2012 and ushered in 2013 by passing a measure to address the series of harmful tax increases and spending cuts that had been set to take effect January 1 (known as the "fiscal cliff"). While the law does not include any cuts in benefits for the entitlement programs, The Arc knows that this issue will take center stage going into the future rounds of budget negotiations. And as exemplified by Bob Hage, The Arc's network is filled with powerful advocates who don't shy away from raising their voices to defend the rights of individuals with I/DD.

“Bob, Would You Like the Chance to Meet with Vice President Biden?”

By Bob Hage, advocate from The Arc of New Jersey and father of two daughters with I/DD

My beautiful 9-year-old twin daughters, Annika and Maya, are the light of my life. Both my girls have severe developmental disabilities and are non-verbal and medically fragile. We’ve been involved with The Arc since Annika and Maya were very young – The Arc of New Jersey has given us a place to go with questions and has served as a vital link to other families like ours and resources and information that we couldn’t do without.

It was a typical Saturday – I was shuttling our 13-year-old son Vann from a hockey game while my wife, Odette, was home with the girls – when my phone rang and it was The Arc’s Senior Executive Officer, Public Policy, Marty Ford. Marty asked me – “Bob, would you like the chance to meet with Vice President Biden?”

Marty’s question had barely sunk in before I was calling Odette and we were drafting our family’s biography to submit to the White House. While we have been involved with The Arc nationally, as stars of their re-branding public service announcement campaign in 2011, we had never had this kind of chance to advocate on behalf of Annika and Maya and millions of families like ours ever before. This was huge, and while Marty warned that many other organizations were responding to the White House’s request and we may not be chosen, I had a feeling that this was our chance to make a big impact.

Fast forward five days, and I was on a train to Washington, DC for a meeting with Vice President Biden.



The Big Meeting

It was an experience I will never forget. I joined six other Americans for a candid, in-depth discussion with Vice President Biden. I had brought along a photo of Vann, Annika, and Maya, and I shared

it with the Vice President. He immediately smiled, as any proud father would, and connected with our family’s story. Annika and Maya have defied so many expectations, and I’m immensely proud of my girls.

I shared with him that Annika and Maya go to speech therapy, which has been instrumental in moving them from being totally dependent on liquid tube feedings to eating all their nutrition from pureed foods. Currently, speech therapy’s primary goal is to help Annika and Maya learn to chew so they can eat solid food.

Both girls participate in weekly music and gymnastics classes for children with special needs. While music and gymnastics is recreational for most children, it is vitally important to Annika’s and Maya’s development. The music class focuses on building finger strength and coordination through piano and helps the girls to vocalize through singing. The gymnastics class concentrates on building muscular strength and endurance which is especially important for children with low muscular tone.

But if we had to face a tax increase in the thousands of dollars, some of their therapies and classes that help them develop could be cut from our family’s budget.

Not only did Vice President Biden listen, he clearly understands the challenges families like mine face, and I walked away trusting that he would do everything he can to protect my daughters’ futures.

Decades of Advocacy, Leading to a Helping Hand Out of Institutions and Into Virginia Communities



Tom Perez, then-Assistant Attorney General for the Civil Rights Division of the U.S. Department of Justice, and self-advocate Linda Whitlow at the announcement of the settlement.

The Arc's chapters are at the heart of our cause and on the front line in communities. Living our mission through grassroots efforts and advocacy at the local level, they help promote inclusion in communities across the country. In 2012, The Arc of Virginia's advocacy efforts were rewarded with a huge victory for individuals with intellectual and developmental disabilities (I/DD) in Virginia.

In January, the Commonwealth of Virginia and the U.S. Department of Justice (DOJ) announced an historic settlement (*U.S. v. Virginia Settlement Agreement*) requiring the state to provide community-based services for thousands of individuals with I/DD.

The day has arrived – more people in Virginia will have community options instead of being confined to an institution.

The signing of the court order later in the year meant that Virginia will finally move from a system that is reliant on large, segregated institutions to one that is focused on safe, integrated community-based services. The court acknowledged that moving towards a community-based system will enable the state to not only serve more people, but to serve them better.

And The Arc of Virginia was a major power player throughout the negotiations, fighting on behalf of the people they serve and their families who simply want a life like yours.

The agreement requires Virginia to provide over 4,000 new Medicaid Waivers to individuals who are living in institutions or at risk of institutionalization over the next 10 years. The agreement also requires the state to develop a community-based crisis system, opportunities for competitive employment, integrated housing, and a robust system of quality assurance. These services will help thousands of individuals with I/DD, including those with the

most complex support needs, receive the services they need to live in the community. As a result of the agreement and its provisions, the Commonwealth plans to close four of its five institutions, with the first closure scheduled to take place in 2014.

"The settlement incorporates the mandates of the Americans with Disabilities Act by ensuring that people with intellectual and developmental disabilities, including those with the most complex needs, have access to supports and services in integrated, community-based settings. We look forward to working with all stakeholders to help ensure transitions to the community are safe and person-centered," said Jamie Liban, Executive Director of The Arc of Virginia.

The Arc of Virginia has been a tireless advocate so that people in institutions could live in more integrated settings and so that people on Virginia's long waiting lists could receive services. Like all civil rights victories, there were many advocates working for a common cause leading up to this historic settlement. For its advocacy work, The Arc of Virginia was presented with The Arc's *Advocacy Matters!* Award during the 2012 National Convention.

Empowering people with I/DD to live in the setting of their choice was a concept that finally won over segregation – and many thanks to all the hands that helped along the way.

A Hands-On Day at The Race Track – Proving What People with I/DD Can Do

The roar of the engines. The expert pit crews working on the cars. The speed the cars travel. Does this sound like a place for people with intellectual and developmental disabilities (I/DD)? To Don and Laurie Istook of RS Werkes and The Arc, it does and is. That's why we teamed up to create The Arc Audi Racing Program in 2012, empowering people with I/DD to see what is possible in the world of employment and professional auto racing.

A partnership with RS Werkes and the Pirelli World Challenge Series, and funded in part by Volkswagen Group of America, The Arc Audi Racing Program invited groups of 20 people, including individuals with I/DD, their support staff and staff from select chapters of The Arc to be honorary pit crew members at races across the country, giving them a unique race day experience and helping to raise awareness of The Arc and I/DD among racing fans everywhere.

In the first year of the program, we caught the attention of award-winning film producer and director Heidi Reinberg, who traveled to the race in Sonoma, California in September to capture the experience at the race track with people with I/DD, including a pit crew member, who is raising awareness about what people with I/DD can do when given the chance.

Mark Heitt, who is Laurie Istook's brother and has an intellectual disability, is an important member of Don's racing crew, performing tasks like caring for the car's exterior and changing tires, alongside his coworkers.

Laurie says of her brother, Mark: "It just gives him a meaning and a purpose for his life. It gives him something to look forward to, and that's what we all want."

Professional race team owner Don Istook and his wife Laurie have empowered people with I/DD to see what is possible in their lives – whether that's a job on a pit crew like Mark, or becoming interested in a sport to which they may never have experienced up close. If that isn't enough, they are also opening the eyes of racing fans across the country to show them what individuals with I/DD are capable of in society. Two of Laurie's brothers, Mark and Tyson, have Fragile X, but this does not stop them from pursuing their interests and dreams.

"Being a special educator, I want people to see our crew members with intellectual disabilities out here and realize they have so much potential given the opportunity," said Laurie Istook.



Check out The Arc Audi Racing Program at www.youtube.com/thearcoftheus

Joining Forces to Achieve Greater Power and Influence: The Arc and AWARE, Inc.

In 2011, a simple conversation about magazine advertising and subscriptions led to an interesting meeting in The Arc's offices on the 12th floor of 1825 K Street in Washington, DC. K Street, not far from the U.S. Capitol and the White House, is well known for its lobbying and advocacy organizations eager to create relationships with Washington's power brokers. The parent company of *Apostrophe* magazine, a Montana publication for individuals with intellectual and developmental disabilities (I/DD), met with the marketing staff of The Arc to talk about how the magazine and our organization might work together.

As the conversation turned to common goals – improving the lives of people with I/DD – Larry Noonan, CEO of AWARE, Inc. dropped a bombshell.

"AWARE, Inc. is the largest service provider for people with I/DD in Montana," he said. "But we need to do more in the way of advocacy."

Larry knew his organization had all bases covered when it came to providing services on the ground in Montana. *Apostrophe* was just one of the arms of a fast-growing organization dedicated to making sure people with I/DD could fully participate in their communities. AWARE, Inc. already had productive relationships with state and local lawmakers in Montana. But Larry knew that his business and the people it serves were greatly impacted by federal public policy decisions, and he needed a voice in Washington.

In that moment, a simple meeting about advertising turned into the beginning of a beautiful relationship between AWARE, Inc. and The Arc.

Early in 2012, AWARE, Inc. became an affiliated chapter of The Arc

and our state chapter in Montana. They dove into activities such as the National Conference of Executives of The Arc (NCE) and the annual Disability Policy Seminar, where they could learn from other chapter leaders, sector organizations, and policy experts from across the country about how to be a strong grassroots advocacy force at the federal level. Although they already had significant brand awareness in Montana, they realized that affiliation with The Arc, with its long history of advocacy victories and programs for people with I/DD, would boost their reputation.

Likewise, The Arc quickly took full advantage of *Apostrophe*. With a quarterly column dedicated to the top issues affecting the I/DD community, regular advertising for The Arc's events and initiatives, and feature stories about the work of chapters of The Arc and notable people in our movement such as national board members Barbara Coppens and Kurt Rutzen (see photos), The Arc is being exposed to a whole new audience.



through The Arc's chapter network and national office, and with The Arc expanding its reach in Montana and among the magazine's readers. And late in the year, *Apostrophe* announced a deal with Barnes & Noble Book-sellers which put the magazine in more than 500 bookstores across the country – a huge step for the publication, The Arc's Montana chapter, and The Arc nationally. We look forward to a long and happy working relationship with such a dynamic organization that allows us both to achieve our goals of influencing policymakers in Washington, DC and reach broader audiences through the media.

Empowering Self-Advocates to Exercise Their Right to Vote



The National Forum on Disability Issues featured U.S. Rep. Cathy McMorris-Rodgers (R-WA) (left photo), Edward M. “Ted” Kennedy, Jr. (right photo), and attendees eager to hear from the candidates’ representatives on the issues.

In 2012, the nation’s airwaves were inundated with advertisements from both ends of the political spectrum. All the focus seemed to be on the candidates, but The Arc knew better and turned the focus to the truly important participants – the voters. Ramping up our “We’ve Got The Power!” campaign was a top priority, and we reached into communities across the nation to empower people with intellectual and developmental disabilities (I/DD) and advocates without disabilities to participate in our democratic process.

Through this program, we helped amplify the voices of people with disabilities as active participants in the political process. Working with Non-profit VOTE, a national, nonpartisan organization that partners with America’s nonprofits to help the people they serve participate and vote, and SABE’s (Self Advocates Becoming Empow-

ered) Project VOTE, The Arc offered access to webinars and other materials for advocates and members across the country. Everything done through this program was based on one central goal – to empower self-advocates and other disability advocates to participate in the political process and stand up for the issues that are important to them and their families.

We kicked off 2012 by launching an aggressive campaign of action alerts, webinars, blog posts, and social media messaging. Using these tools we were able to educate advocates about what their candidate’s stance on issues meant for them. An educated voter is an empowered one, and we wanted to

use all means possible to empower our advocates.

In September, The Arc joined approximately 80 other organizations in sponsoring the National Forum on Disability Issues in Columbus, Ohio. The non-partisan forum was the only national event that brought together representatives from President Barack Obama’s and former Massachusetts Gov. Mitt Romney’s campaigns and provided them with a platform to present their candidate’s policy positions on disability issues. The Forum was held in front of 500 attendees on-site, and thousands (including advocates from The Arc) who watched online.

Both campaigns sent representatives to speak on their behalf – President Obama sent Edward M. “Ted” Kennedy, Jr., and Governor Romney dispatched U.S. Rep. Cathy McMorris Rodgers (R-WA).

Kennedy and McMorris Rodgers both spoke about helping people with disabilities find jobs and educational opportunities, and Medicaid was a focus of discussion. While the two surrogates did not appear on stage together, they did take tough questions from moderator Frank Sesno, Director of the School of Media and Public Affairs at the George Washington University, and former CNN White House correspondent, anchor and Washington bureau chief.

Through our multi-platform approach, including voter and candidate education efforts as well as voter registration assistance, we empowered individuals nationwide to make educated decisions on Election Day. They exercised their rights, and demonstrated The Arc’s mission in action.

As people who care about the dignity, civil rights, and access for people with I/DD at all levels of society, it is our role to promote civic responsibility and participation in our democracy.

Employment, Empowerment, and Excitement – The Arc's eXplore eRecycling Initiative

Jobs are hard to come by, and sadly even more difficult to secure for individuals with intellectual and developmental disabilities (I/DD) in many cases. While members of The Arc know that individuals with I/DD deserve to work in integrated work settings and earn competitive wages, the harsh reality is only about 18% of people with disabilities are employed.

With this in mind, The Arc launched its "eXplore eRecycling" initiative, funded by a \$465,000 grant from the Walmart Foundation. Through the initiative, 10 chapters of The Arc received grants to help develop or enhance electronic waste management programs that offer community-based employment opportunities for people with I/DD.

Each chapter's grant allowed them to start or expand an electronic waste recycling program. They were also given the opportunity to interact with members of an Expert Advisory Committee made up of leaders from the e-recycling, environmental, disability, and business fields. As of November 1, 2012, 80 people with I/DD have either been hired or are receiving training in the

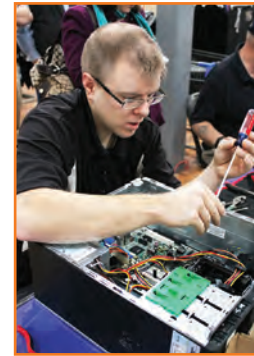
e-recycling field so that they are on the path of achieving the dream of employment.

Meet Andy – Achieving a Goal of Working in the Community

Andy used to work in a sheltered workshop, but now, thanks to The Arc's eXplore eRecycling program, he is earning a competitive salary working for Secure Recycling Services (SRS), a division of Kreider Services (a chapter of The Arc). Through the grant they received from eXplore eRecycling, Kreider Services was able to create five jobs for persons with disabilities in 2012. Andy and his colleagues were trained by project staff on collecting, dismantling, sorting, and inventorying electronic waste. For instance, they learned how to take apart central processing units, keyboards, and computer mice, and how to disassemble power cords and remove the copper wiring inside.

"My family is so excited for me to get this job..... I'm no longer a 'client'," Andy said of his new job.

Andy is right - he is an important asset to SRS. Working in an integrated work setting, he is showing his community just how much individuals with I/DD can do in any job.



ABOVE LEFT: In an electronics recycling demonstration at the Walmart Dixon, Illinois Super Center, Andy Fenwick de-manufactures a CPU as shoppers stop by to learn more about the electronics recycling efforts of Secure Recycling Services, a division of Kreider Services. Photo taken by Michael Krabbenhoef

ABOVE RIGHT: At the Secure Recycling Services' location on Palmyra Road in Dixon, Illinois, Mike Butler is one of five individuals from Kreider Services who is working in recycling services. Mike is extremely proficient and is shown here de-manufacturing a computer hard drive. Photo taken by Greg Gates

eXplore eRecycling Initiative Subgrantee Chapters:

- AHRC Nassau – Long Island, NY
- Genesee ARC – Batavia, NY
- Kreider Services - Dixon, IL
- Seneca Cayuga ARC – Waterloo, NY
- SouthStar Services – Chicago Heights, IL
- The Arc of Clarion and Venango Counties – Clarion, PA
- The Arc of Greater Haverhill-Newburyport – Haverhill, MA
- The Arc of Hamilton County – Chattanooga, TN
- The Arc of Madison County – Huntsville, AL
- The Arc of the Virginia Peninsula, Inc. – Hampton, VA

"The eXplore eRecycling initiative is a wonderful chance to show how individuals with intellectual and developmental disabilities can excel in cutting edge jobs while earning competitive salaries. By bringing together the disability and the e-recycling communities, we hope to create more employment opportunities for individuals with disabilities." – Peter Berns, CEO of The Arc

HealthMeet®: Empowering People with I/DD to Take Charge of Their Health

The Arc launched an exciting health promotion project, thanks to a new three-year cooperative agreement with the Centers for Disease Control and Prevention (CDC) in 2012. This new effort aims to raise awareness of and reduce the significant health disparities often experienced by people with intellectual and developmental disabilities (I/DD), including those with autism. Through offering free health screening events for people with I/DD, collection and evaluation of the health screening data, and the launch of an amazing array of evidenced-based and best practices training for key stakeholders, The Arc is leading the way toward a healthier life for people with I/DD.

Imagine someone with an intellectual or developmental disability going through a health screening to discover that they have an undetected health issue, like high blood pressure, an infected tooth, or an untreated issue on the bottom of their foot. Or maybe it's a hearing problem or blurry vision that shows up in the screening. Health professional volunteers conducting these screenings help identify areas of concern, and staff are on site to provide information, referrals, and linkages to local doctors. This effort is among the first to collect HIPAA-compliant health data on this population, data that will help bring more awareness and solutions to health issues that they face.

So what is our plan? To move thousands of people with I/DD of all ages through a basic, free, non-invasive health screening that is conducted by volunteer health professionals such as nurses or medical students. The CDC helped The Arc to shape the plan that focuses on five selected states/regions in which to work on implementing HealthMeet® initiatives. Working in a pilot phase with an eye towards replication opportunities, The Arc is working with The Arc of Massachusetts, The Arc San Francisco, The Arc of New Jersey, ACHIEVA in Pittsburgh, PA, and The Arc of North Carolina.

We are collaborating with some amazing national partners – the Association of University Centers on Disabilities (AUCD), the American Association on Intellectual and Developmental Disabilities (AAIDD), the National Down Syndrome Congress, and the National Association of County and City Health Professionals. Therap LLC is helping us to collect the data using state of the art technology, and the Elizabeth Boggs Center in New Jersey is helping with the data evaluation. The Arc's own National Self Advocacy Council is getting their growing network of people with intellectual disabilities involved.



Jennifer Dresen, Director, The Arc San Francisco Center for Health and Wellness, checks a client's blood pressure at a screening.

Closing the gap in healthy habits and lifestyles is key to the independence of people with I/DD, and the CDC has turned to The Arc to move the needle on this issue and empower people to take charge of their health. Join us on this journey, and you will make a real impact on the lives of people with disabilities across the country.

On the Road with The Arc

The Arc hit the road in 2012, holding conversations across the country in New York City, San Francisco, Chicago and Palm Beach, Florida to enlist supporters of The Arc in a discussion about what The Arc does on the national stage and how that impacts and supports the work of our chapters at the local level. Each “parlor meeting” was hosted by members of The Arc’s national Board of Directors in their local communities. The events were organized to enable selected supporters and board leadership from local and state chapters with the president of The Arc’s national Board of Directors as well as its CEO, Peter Berns, to openly discuss the important work The Arc is doing to protect

the rights of those with I/DD and strengthen The Arc as a national movement. The primary goal of these intimate meetings was to get influential stakeholders around the table. The discussion focused on our need to strengthen our advocacy for people at the local, state, and federal levels through public policy and via national initiatives such as School-to-Community Transition, eXplore eRecycling, and our newest initiative, HealthMeet®.

Emphasizing the importance of synergy between the national, state, and local offices, each event demonstrated how we are stronger and more influential standing as one unified organization.



Advocates gather in San Francisco to discuss strengthening and growing The Arc.



Disability Policy Seminar attendees gather to hear speakers during the Capitol Hill Reception.



Senator Tom Harkin (D-IA) speaks during reception on Capitol Hill.



The Arc’s public policy team provides in depth policy analysis for members and chapters on hot topics like The Affordable Care Act and deficit reduction.

The Arc's 2012 Convention – An International Affair



Last year, The Arc played host to more than 700 disability advocates from across the globe during The 2012 National Convention and International Forum. The theme for the event, “Achieving Inclusion Across the Globe,” reflected The Arc’s partnership with Inclusion International. The four day event gave world renowned advocates, self-advocates, experts in the disability field, and family members of individuals with I/DD the opportunity

to come together and discuss shared experiences, policy, and advocacy techniques.

In addition to participation from across the United States, more than 25 countries including the U.K., Germany, China, Cambodia, Israel, New Zealand, Malwai, Spain, Panama, and Kenya came together to promote the concept of inclusion for people with intellectual and developmental disabilities.

Self-Advocates, In Their Words

When it comes to highlighting the priorities of the disability community and fighting for equality there is nothing more powerful than the voice of self-advocates. The Arc has always known that stories from self-advocates are not only compelling, but key to promoting the full inclusion of individuals with I/DD.

To better highlight self-advocates and their message, The Arc has partnered with the Research and Training Center on Community Living at The University of Minnesota to promote Self-Advocacy Online, www.selfadvocacyonline.org. This website is a powerful tool to assist and empower self-advocates across the country. Check out some exciting new interviews at www.selfadvocacyonline.org/stories/ with self-advocates and hear from them what they think about a variety of topics.

Our 2012 national events would not have been possible without the support of our organizational sponsors.

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Special Needs Alliance

The Meltzer Group
Managance Consulting &
Coaching

The Arc of Northern
Virginia Special Needs
Trust

Vibrant Creative
BB&T
NADD

2012 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.

In 2012, The Arc continued its participation in Charting Impact, a joint project of Independent Sector, Guidestar, and the BBB Wise Giving Alliance. Charting Impact is an online service that provides individual, foundation, and corporate donors with the answer to five questions about nonprofits they are considering supporting.

The Arc on a 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.

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Phyllis and Jerome Lyle Rappaport Charitable Foundation
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Mr. Troy Wade
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Mrs. & Mr. Emile Werk
Mrs. Julie & Benjamin Westra
Mr. Mortimer Zuckerman

Protector's Circle
(\$5,000 - \$14,999)

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Bergen Foundation
Mrs. Glenys & Mr. Doug Church**
Eta Phi Beta Sorority
Ms. Nancy Shor & Mr. Charles Binder
William M. Weiss Foundation

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

T. Rowe Price Foundation

Protector's League
(\$30,000 - \$49,000)

MetLife
Mutual of America
Mr. George Roche
Self Advocates Becoming Empowered (SABE)

Activist's Alliance
(\$50,000- \$199,999)

Administration on Intellectual and Developmental Disabilities
Alcoa Foundation
Autism Speaks
Nevada Governor's Council on Developmental Disabilities
Northrop Grumman
The Taft Foundation

University of Kansas Center for Research, Inc.

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

Anonymous Gift
AT&T Foundation
Evelyn Flinn Trust*
Morella R. Hansen Trust*
May and Stanley Smith Charitable Trust
Walmart Foundation

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

Achieva Resources Corporation, Inc., Indiana
Advocacy Resource Coalition for People with Developmental Disabilities of Mesa County, Colorado
ARC Advocacy & Resource Center of Ottawa County, Michigan
BARC, California
Brockton Area Arc, Massachusetts
Charles River Arc, Massachusetts
Clinton ARC***, New York
Community Advocates, Michigan
Genesee Arc, New York
Greater Waltham ARC, Massachusetts
Northeastern Pinal County Arc, Arizona
Passages, Inc., Indiana
Rush County Arc, Indiana
The Arc of Adams-Clay, Nebraska
The Arc of Barnes County, North Dakota
The Arc of Benton County, Oregon
The Arc of Bergen and Passaic Counties, Inc.***, New Jersey

The Arc of Bleckley County, Georgia
The Arc of Cedar Valley, Iowa
The Arc of Central Oregon, Oregon
The Arc Clark County, Ohio
The Arc of Clarke County, Alabama
The Arc of Colorado, Colorado
The Arc of Craven County, North Carolina
The Arc of Cumberland County, Tennessee
The Arc of Delaware County, New York
The Arc of Douglas County, Kansas
The Arc Eastern Shore, Virginia
The Arc of Greater Beaumont, Texas
The Arc of Greater Boone County, Indiana
The Arc of Harrisonburg and Rockingham, Virginia
The Arc Jackson County, Oregon
The Arc Jacksonville, Florida
The Arc of Jefferson County, Alabama
The Arc of Jefferson & Nearby Counties, Iowa
The Arc Lucas County, Iowa
The Arc of Mecklenburg County, Inc., North Carolina
The Arc of Milam, Texas
The Arc of Monmouth, New Jersey
The Arc of New London County, Inc., Connecticut
The Arc of Northwest Wayne County, Michigan
The Arc of Onondaga, New York
The Arc of Owensboro, Kentucky
The Arc of Prince George's County, Maryland

The Arc of Pueblo, Colorado
The Arc of Putnam County, Inc., Florida
The Arc of the Quad Cities Area, Illinois
The Arc Range, Minnesota
The Arc of San Diego, California
The Arc of Spring Branch Memorial, Texas
The Arc of Umatilla County, Oregon
The Arc of Ventura County, California
The Arc of Wayne County, Pennsylvania
The Arc of Yakima County, Washington
Westchester Arc, New York

* Bequest gift

** National board member

*** Car donations

Thank you to the following supporters and chapters of The Arc for your contribution to the Disaster Relief Fund to aid those affected by Hurricane Sandy

ADVOCACY Denver, Colorado
Mr. Jim Baldwin
Ms. Lois Cipalo
The Corrigan Family
Delta Projects
The Honorable Rene Gonzales

Indiana Conference of Executives of The Arc, Indiana
Ms. Halima Jabulani
Janus Developmental Services, Inc.
Mrs. Sheila Luminati
Mr. Ralph Owen
Ms. Elizabeth Pell
Ms. Sandra Santos
Ms. Ellen Seidman
Ms. Carol Surett
The Arc of Adams County, Colorado
The Arc of Tuscaloosa County, Alabama
The Arc of Washington State, Washington
Mrs. Mary Beth Vargus & Mr. Leo Sarkissian
Mrs. Barbara Yoffee
Mrs. Daniel Zaklan

Note: Donors listed are for the period of January 1, 2012 through December 31, 2012. 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.

Thank you to our organizational sponsors and members

arc Thrift Stores
BB&T
Care.com, Inc. *
CARF International
Diversified Nonprofit Services
Essential Learning*
Graystone*
Hammer Travel*
Irwin Siegel Agency, Inc.*
Livingston County Mental Health Board
Managance Consulting & Coaching
MARSH
MediSked*
MetLife Center for Special Needs Planning
Mutual of America*
Orion Fleet Intelligence
Rest Assured
Special Olympics North Carolina*
Special Needs Alliance
The Arc of Northern Virginia
Special Needs Trust
Spend Down*
The Meltzer Group
Vibrant Creative
Volkswagen Group

*Organizational membership

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 which, in 2012, provided pro-bono services valued at \$54,730.00.

INDEPENDENT AUDITORS' REPORT

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

We have audited the accompanying combined financial statements of The Arc of the United States (The Arc) (a non-profit organization), which comprise the combined statement of financial position as of December 31, 2012, and the related combined statements of activities and change in net assets, functional expenses and cash flows for the year then ended, and the related notes to the combined financial statements.

Management's Responsibility for the Financial Statements: Management is responsible for the preparation and fair presentation of these combined financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of combined financial statements that are free from material misstatement, whether due to fraud or error.

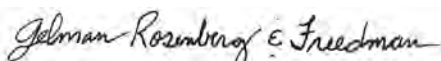
Auditor's Responsibility: Our responsibility is to express an opinion on these combined financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the combined financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the combined financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the combined financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the combined financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the combined financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion: In our opinion, the combined financial statements referred to above present fairly, in all material respects, the combined financial position of The Arc as of December 31, 2012, and the combined change in net assets and their combined cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

Report on Summarized Comparative Information: We have previously audited The Arc's 2011 financial statements, and we expressed an unmodified audit opinion on those audited financial statements in our report dated April 14, 2012. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2011, is consistent, in all material respects, with the audited financial statements from which it has been derived.


GELMAN, ROSENBERG & FREEDMAN
CERTIFIED PUBLIC ACCOUNTANTS

April 14, 2013

COMBINED STATEMENT OF FINANCIAL POSITION AS OF DECEMBER 31, 2012

ASSETS

CURRENT ASSETS

| | |
|---|-------------------|
| Cash and cash equivalents | \$ 1,587,002 |
| Investments (Notes 2 and 10)* | 12,014,405 |
| Accounts receivable and advances, net of allowance for doubtful accounts of \$80,476 and \$143,454, for 2012 and 2011, respectively | 538,042 |
| Grants receivable | 335,180 |
| Prepaid expenses | 4,429 |
| Total current assets | <u>14,479,058</u> |

FIXED ASSETS

| | |
|---|------------------|
| Furniture and equipment | 1,483,351 |
| Less: Accumulated depreciation and amortization | <u>(507,424)</u> |
| Net fixed assets | <u>975,927</u> |

OTHER ASSETS

| | |
|--|------------------|
| Other assets | 6,726 |
| Investment held for beneficial interest in perpetual trust (Notes 3 and 10)* | 1,136,150 |
| Total other assets | <u>1,142,876</u> |

TOTAL ASSETS

\$16,597,861

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

| | |
|--|----------------|
| Accounts payable and accrued liabilities | \$ 565,160 |
| Deferred revenue | - |
| Due to related parties (Note 6)* | 32,405 |
| Grants payable | 456 |
| Total current liabilities | <u>598,021</u> |

LONG-TERM LIABILITIES

| | |
|-------------------------|------------------|
| Deferred rent (Note 7)* | 1,029,279 |
| Total Liabilities | <u>1,627,300</u> |

NET ASSETS

| | |
|-----------------------------------|-------------------|
| Unrestricted: | |
| Undesignated | 864,114 |
| Board-designated (Note 4)* | 609,682 |
| Total unrestricted net assets | 1,473,796 |
| Temporarily restricted (Note 5)* | 11,368,519 |
| Permanently restricted (Note 11)* | 2,128,246 |
| Total net assets | <u>14,970,561</u> |

TOTAL LIABILITIES AND NET ASSETS

\$16,597,861

**COMBINED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS
FOR THE YEAR ENDED DECEMBER 31, 2012**

| | Unrestricted | Temporarily Restricted | Permanently Restricted | Total |
|--|---------------------|---------------------------|---------------------------|---------------------|
| REVENUE | | | | |
| Contributions | \$ 680,930 | \$ 1,144,845 | \$ - | \$ 1,825,775 |
| Government grants | 1,365,341 | - | - | 1,365,341 |
| Sub-contract revenue | - | - | - | - |
| Investment income (Note 2 and 3)* | 611,830 | 490,177 | - | 1,102,007 |
| Bequest income | 210,425 | 4,452,777 | - | 4,663,202 |
| Advertising | 50 | - | - | 50 |
| Contributed services (Note 9)* | 54,730 | - | - | 54,730 |
| Affiliation and chapter fees | 2,436,347 | 57,798 | - | 2,494,145 |
| Royalty income | 60,746 | - | - | 60,746 |
| Registration fees | 617,734 | - | - | 617,734 |
| Program service fees | 64,219 | - | - | 64,219 |
| Other income | 7,239 | - | - | 7,239 |
| Net gain (loss) in perpetual trust (Note 3)* | - | - | 78,922 | 78,922 |
| Net assets released from donor restrictions (Note 5)* | 1,126,618 | (1,126,618) | - | - |
| Total revenue | 7,236,209 | 5,018,979 | 78,922 | 12,334,110 |
| EXPENSES | | | | |
| Program Services: | | | | |
| Chapter Excellence | 1,051,798 | - | - | 1,051,798 |
| Public Education | 485,689 | - | - | 485,689 |
| Public Policy | 1,149,041 | - | - | 1,149,041 |
| National Initiatives | 2,620,633 | - | - | 2,620,633 |
| Chapter Organizing and Advocacy | 306,190 | - | - | 306,190 |
| Total program services | 5,613,351 | - | - | 5,613,351 |
| Supporting Services: | | | | |
| Management and General | 796,507 | - | - | 796,507 |
| Fundraising | 409,169 | - | - | 409,169 |
| Total supporting services | 1,205,676 | - | - | 1,205,676 |
| Total expenses | 6,819,027 | - | - | 6,819,027 |
| Change in net assets | 417,182 | 5,018,979 | 78,922 | 5,515,083 |
| Net assets at beginning of year | 1,056,614 | 6,349,540 | 2,049,324 | 9,455,478 |
| NET ASSETS AT END OF YEAR | \$ 1,473,796 | \$11,368,519 | \$ 2,128,246 | \$14,970,561 |

* Explanatory notes included in the full 2012 audited financial statement for The Arc are available at www.thearc.org

OFFICERS AND DIRECTORS

(as of December 31, 2012)

OFFICERS

| | |
|--|--|
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Stacy Taylor
San Diego, California

The Arc's Social Media Growth

2011

2012

In April, during Autism Awareness Month, The Arc hosted a Twitter chat with the Centers for Disease Control and Prevention (CDC) on the latest data on the prevalence of autism and the resources available to people with autism spectrum disorders and their families.

The Arc's social media footprint includes platforms for The Arc's national organization and Autism NOW: The National Autism Resource & Information Center, a national project of The Arc (www.autismnow.org), as well as a new blog dedicated to our chapters which launched in 2012 (www.wearethearc.org).

Follow Us Online



Unique Visitors to thearc.org

339,967

405,568

+19%

Unique Visitors to autismnow.org

19,958

48,796

+144%

Unique Visitors to wearethearc.org

625

N/A

Facebook Likes at EOY (The Arc)

4,997

8,663

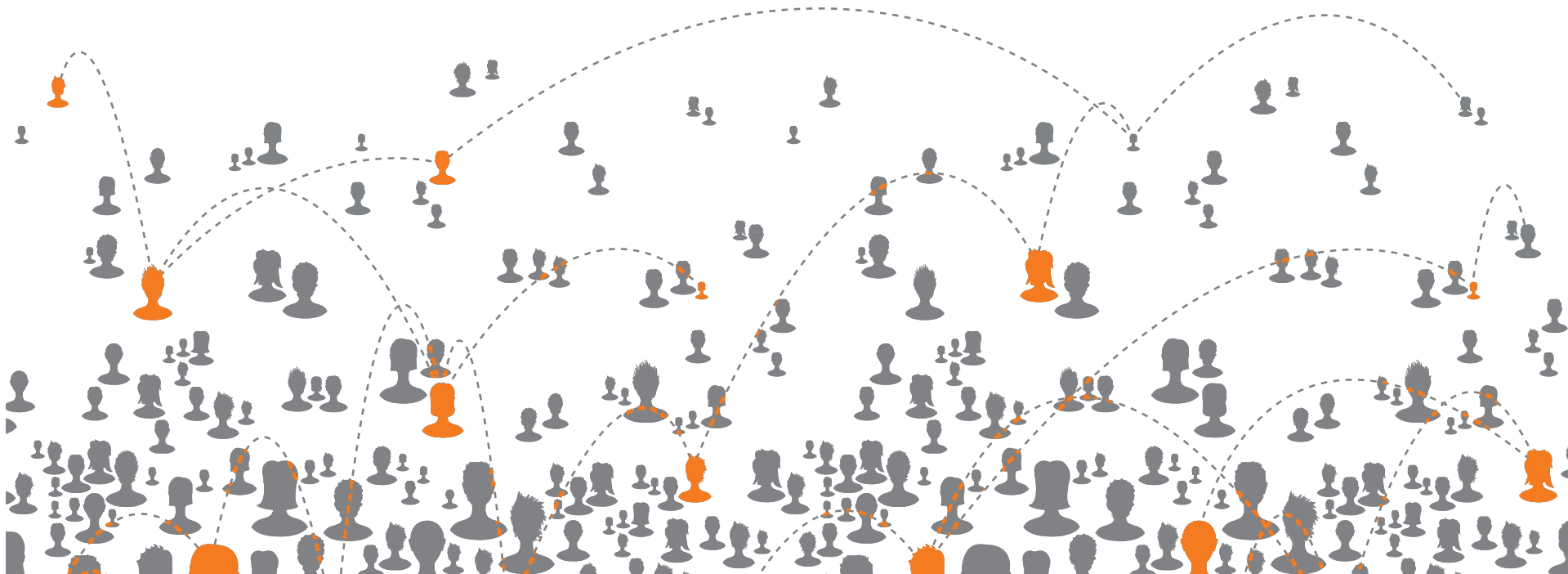
+ 73%

Facebook Likes at EOY (Autism NOW)

1,016

9,446

+ 830%



Achieve with us.





*For people with intellectual
and developmental disabilities*

Achieve with us.

1825 K Street NW, Suite 1200
Washington, D.C. 20006
800-433-5255
Contact us: info@thearc.org
www.thearc.org

