Annual Report Fiscal Year 2017

Committed to providing exceptional supports to people with developmental disabilities, including autism, through collaboration, advocacy and empowerment.
**President’s Message**

The Arc of South Norfolk has been a driving force in advocacy for people with developmental disabilities for more than sixty years. We create change, mobilize families, engage volunteers and promote inclusion side by side with the people we serve bringing our combined voices and stories to Beacon Hill.

We are a leader in providing high quality services, and we significantly raise the bar on the quality of the programs and services we provide. The Arc of South Norfolk provides a vast array of programs, which include our William F. Abel Therapeutic Center, Family Support Program, Family Autism Center, Harbor Counseling, and our Social and Recreational Programs. In 2017, The Arc of South Norfolk employed 75 Full-time Staff and 85 Part-time Staff. We have engaged over 145 volunteers to give back to our communities—not just for, but alongside adults with developmental disabilities, including autism. We will be here to advocate for your needs, to help your voices to be heard, and to educate everyone on how legislative and funding changes can impact all of us.

We pledge our future commitment to you, and the core values that promote and protect those we serve. Our Family Autism Center continues to grow rapidly and currently serves more than 800 individuals. Our ALEC Project reached a major milestone this year in providing training for 40,000 First Responders!

Within this report, we recognize many of our donors who have allowed us to enhance and improve the quality of life for over 2,400 people. There are many more who support the work that we do every day, the work I have done for the past 34 years within this organization, and I remain in awe of your dedication and drive to support this organization and your loved ones.

With Gratitude and Appreciation,
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KayLee Blanchard, Director, Harbor Counseling Center

Lisa Knox, Director, The William F. Abel Therapeutic Center

Kayla Hanson, Director, Social & Recreational Programs

Brian Clark, Director, Family Autism Center

Susan Kagan, Director, Development

Elizabeth Parker, Director, Human Resources
Promoting Dignity and Inclusion

Driven by advocacy, our Adult Social & Recreational Program enhances the lives of participants through integration and encouragement to be a part of their community. Serving 398 adults ages 22 and over.
With a focus on health and well-being, our William F. Abel Therapeutic Day Habilitation Program supports adults ages 22 and over at our Westwood campus and West Roxbury location. 156 participants access a diverse array of services with encouragement and assistance from our highly qualified Staff.

Achieve with us.
Helping Families Within Their Communities

Our Family Support Program provides guidance and care to the entire family through education, training, respite, support groups and access to private and public services. With our whole-family approach, 419 families have received support and utilized our services in FY 2017.
In collaboration with MassHealth, our Adult Family Care Program helps families manage the specialized care their family member diagnosed with developmental disabilities requires to live in the community. We continue to grow, currently serving 44 families!
Requiring a specialized set of supports, our Family Autism Center meets the specific yet varying needs of children and adults diagnosed with Autism Spectrum Disorders. Founded in 1996, our program has grown exponentially each year and currently provides supports to 827 people throughout Norfolk County!
With over 40,000 First Responders trained on Autism Spectrum Disorders throughout the United States, the ALEC Training Program offers unique training that is like no other. Professionals in the field of First Response who have a loved one diagnosed with Autism present to their peers about the “best practices” during a crisis situation involving someone diagnosed with Autism. The program is currently undergoing expansion as it continues to receive national recognition.
Harbor Counseling offers direct behavioral and psychological counseling and psychiatric support specific to people diagnosed with developmental disabilities. Meeting with patients in a location convenient for them, our services are provided throughout eastern Massachusetts. Our community based model serves over 483 adults.

Building Management

Providing Property Management Services in conjunction with Lifeworks, Inc. for office space and two HUD funded residences with the community.
THANK YOU to our generous donors who contributed $100.00 or more to The Arc of South Norfolk! Your gifts help make a difference!

This list represents gifts received in Fiscal Year 2017, July 1, 2016 - June 30, 2017.

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### Fiscal Year 2017 Audited Financials

**Revenues**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Medicaid/Medicare</td>
<td>$4,948,338</td>
<td>63.96%</td>
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<tr>
<td>Dept. Developmental Services</td>
<td>$1,808,427</td>
<td>23.37%</td>
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<tr>
<td>Town Funding</td>
<td>$100,116</td>
<td>1.29%</td>
</tr>
<tr>
<td>Gifts &amp; Events</td>
<td>$284,134</td>
<td>3.67%</td>
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<tr>
<td>Investment*</td>
<td>$329,317</td>
<td>4.26%</td>
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<tr>
<td>Other</td>
<td>$266,861</td>
<td>3.45%</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$7,737,193</strong></td>
<td><strong>100.00%</strong></td>
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* excludes unrealized gains/losses

**Expenses**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Day Habilitation</td>
<td>$3,395,149</td>
<td>44.19%</td>
</tr>
<tr>
<td>Harbor Counseling</td>
<td>$960,352</td>
<td>12.50%</td>
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<tr>
<td>Family Support</td>
<td>$1,960,022</td>
<td>25.51%</td>
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<tr>
<td>Administration</td>
<td>$861,311</td>
<td>11.21%</td>
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<tr>
<td>Property Management</td>
<td>$156,163</td>
<td>2.03%</td>
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<tr>
<td>Fundraising/Events</td>
<td>$170,951</td>
<td>2.23%</td>
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<tr>
<td>Social/Recreation</td>
<td>$102,903</td>
<td>1.34%</td>
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<tr>
<td>Individual Advocacy/Support</td>
<td>$75,883</td>
<td>0.99%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$7,682,734</strong></td>
<td><strong>100.00%</strong></td>
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* Day Habilitation 44%
* Harbor Counseling 13%
* Family Support 26%
* Property Management 2%
* Administration 11%
* Fundraising/Events 1%
* Social/Recreation 1%
* Individual Advocacy/Support 1%
Office Hours
Office Hours are Monday through Friday 9:00 a.m. to 5:00 p.m.

Contact Us
For additional information please contact:
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Fax: 781-461-5950
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Westwood, MA 02090

Visit Our Website
www.arcsouthnorfolk.org