

# 2017 ANNUAL REPORT



  
**The Arc.**  
Central Chesapeake Region

# 2017, A TIME of TRANSITION and PREPARING for TRANSFORMATION

- 1 Jeff's Story
- 2 Julie's Story
- 3 Zhane's Story
- 4 Building Update
- 4 Team
- 6 Donor Listing
- 8 FY17 Financial Statements



2017 saw a year of transition for The Arc Central Chesapeake Region, and as the new CEO, I'm excited to share a look at the past year with you.

We are creating a community of support that extends to 6 counties, helps over 1,000 children and adults live engaged, independent lives and employs 321 staff. This year in review is our opportunity to express our gratitude for your generosity and your chance to read about how, together, we change lives for people with a disability in our community.

The Arc Central Chesapeake Region exists to empower people with disabilities to reach independence and to connect families and the community with the resources they need. Everyone who comes to The Arc comes with their own story and a vision for themselves. We bring together a set of supportive services that are equally individualized and personalized. Our staff act as mentor, coach, and friend with the people we serve. You'll see those services reflected in the stories of Zhane, Jeff, and Julie.

But, many of the old stereotypes and attitudes have not changed, nor have the solutions designed to help people with a disability changed. So, in 2018, we're renewing our commitment to providing solutions, support, and advocacy that disrupts the status quo. I'm honored for the opportunity to lead this bold vision and invite you to join us in this renewed commitment.

*Jonathon Rondeau*  
Jonathon Rondeau, CEO



## JEFF'S STORY

Jeff lived his whole life in his family home. When his mother passed away, Jeff's brother worried about finding the right living situation for him; one that resembled the family and community environment Jeff was used to. With the help of The Arc Central Chesapeake Region, Jeff was able to transition into a residential setting and has been happily living with roommates for the last year. With the help of his team leader and support staff, Jeff is able to continue participating in the activities he loves while living in a home where he is valued and comfortable.

*Man, I really love living here. I really do. It's just great.*





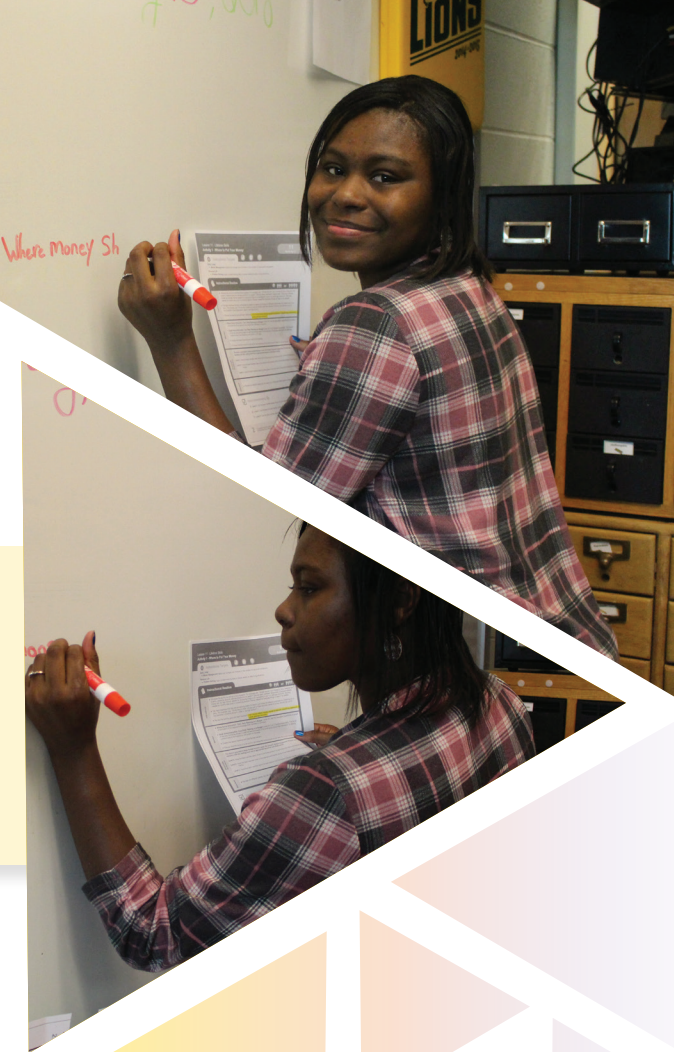
## JULIE'S STORY

Julie needed help. Between caring for her adult daughter, her ailing mother, and her full-time teaching position, she was overwhelmed and didn't know where to turn. With the help of The Arc Central Chesapeake Region's Family Services Team, Julie and her family were able to transition from part-time respite care, to full-time in home support services. Knowing that she has a reliable and knowledgeable helping hand, gives Julie peace of mind.



*Everyone at The Arc has really stepped up to help me get the help I needed.*

*I love learning, and I really like working with kids and getting to help them learn.*



## ZHANE'S STORY

Zhane has always had a passion for helping others. With the help of The Arc Central Chesapeake Region, Queen Anne's County High School, and a very special teacher, Zhane is working hard to turn her passion into a career. As a para-professional at Queen Anne's County High School, Zhane provides 1 on 1 support to students with disabilities. With the help of her job coach, Zhane is studying to pass the para-professional exam so that she can be licensed to work in any school.

# BUILDING CAMPAIGN UPDATE



## Promise it Forward Building Our Future

What started as a vision for the future six years ago is now a reality. We broke ground on our new Severn headquarters in October 2017 and are excited at the progress being made. Our new headquarters will be a model of accessibility, designed to meet the diverse needs of the people we serve, our community and staff. The 19,000 square foot renovation should be completed in time for a late summer 2018 move in.

# UPCOMING EVENTS



## GOLF TOURNAMENT

**May 7, 2018**  
The Golf Course at South River

Ready to hit the greens? Then join us for our Annual Golf Outing as we celebrate 20 years of the golf tournament. It's a day full of great food, friends... and golf! Enjoy breakfast from Chick-fil-a, lunch, and dinner from Adam's Ribs, and all you can drink beer, soda, and water.

In addition, enjoy great silent auction items including wine baskets, tickets to local events and autographed memorabilia, door prizes and our wine pull!



## PULL! FOR THE ARC

**September 28, 2018** | 9:00 a.m. – 2:00 p.m.  
511 Pintail Point Farm Ln, Queenstown, MD

What better way to spend a day than shooting clays on the farm and raising money for a great cause! You don't need to bring a thing. Your ticket includes ten stations, shells, guns, ear and eye protection and lunch. Register by September 12th for special pricing on individual and team registrations.



## VINE ARTS

**November 10, 2018** | 12:30 p.m. – 4:00 p.m.  
391 Dodon Road, Davidsonville, MD

Join us at The Vineyards at Dodon for a locally sourced lunch, a tour of the vineyards and the chance to capture the essence of this beautiful location (all art mediums welcome). Your ticket includes lunch, wine, and the choice of a winery tour, or the opportunity to paint the private vineyards.

For additional information or questions, please visit [thearcccr.org](http://thearcccr.org).

# SENIOR MANAGEMENT TEAM

**Jonathon Rondeau**  
Chief Executive Officer

**Martha Brown**  
Chief of Staff

**Javier Goldin**  
Chief Financial Officer

**Ronnie Kurlander**  
Senior IT Advisor

**Jeff Althoff**  
Director of Talent Development

**Tracy Davis**  
Director of Fiscal Management Services

**Angela DeMoreland**  
Director of Executive Services

**Karen Hoyer**  
Director of Quality Enhancement

**Amanda Richard**  
Acting Director of Workforce Development

**Jessica Sauers**  
Director of Operations, Chesapeake Neighbors

**Susan Weisgerber**  
Director of Community Living

Current list at time of printing.

# BOARD MEMBERS

**Steve Brennan**  
President

**Laura Austin**  
Vice-President

**Michele Tharp**  
Treasurer

**Kathy Creighton**  
Secretary

**Laura Carr**  
Past President

**Randy Ambuel**  
Director-At-Large

**Wes Campbell**  
Director-At-Large

**Kristi Davis**  
Director-At-Large

**Rich Donoho**  
Director-At-Large

**Greg Ferra**  
Director-At-Large

**Glenn Fleureton**  
Director-At-Large

**Paul Merkle**  
Director-At-Large

**Josh Miller**  
Director-At-Large

**Michael Steadman**  
Director-At-Large

**Jason Weisberg**  
Director-At-Large

**Kandace Williams**  
Director-At-Large

**Lois Williams**  
Director-At-Large



ABC Medical  
Bremer Acosta,  
Andrew & Catherine Adams  
Destiny Adkins  
Jeffrey Albright  
Alco Pharmacy  
Benjamin Alder, Jr.  
James Allen  
Clint Allgair  
Danny Alsamadi  
Kevin Althoff  
Amado & Andrea Alvarez  
Randy Ambuel  
Ricardo Anderson  
Shannon Angell  
Annapolis Watersports, LLC  
Anne Arundel Land Development  
Council (LDC)  
The Arc of the United States  
Karen Askew-Haab  
Kurt Austin  
Laura Austin  
Carol & Kathleen Bain  
Timothy A Baldwin  
Bank of Glen Burnie  
Dixie C Bare  
Dan Basham  
Harry and Linda Basiliko  
Nancy Bauer  
Joyce Baxter  
BB and T  
Penny & George Beazley  
Arthur & Darlene Becker  
Beidle Insurance Agency, Inc.  
Benkovich Orthodontics  
Heidi & Dan Berlin  
Mary & Tom Berlin  
Berman McAleer, LLC  
Robert Berryman  
Chunie Bharath  
Atlantic Biomedical  
Jack and Mary Blevins  
Stephanie & Wayne Boblitt  
Kevin Bohn  
Heidi & Ed Borys  
Deborah Bowers  
Stephen & Lisa Brennan

Dolores Brown  
Nichole Buckreis  
Holly Budd  
Joseph Budge  
Builder Guru Contracting  
Robert Burkhart  
John & Barbara Burroughs  
Michelle Butler  
Katherine Cahill  
Jan Caldwell  
Rick & Vicki Callahan  
Cambridge International  
Darlene Campbell  
Wesley Campbell  
Mark & Laura Carr  
Carol Carter  
Michael & Therese Cashen  
Centreville Rotary Club  
Centric Business Systems  
Gordon Chapline  
Erin Chesak  
Chesapeake Telephone Systems,  
Inc.  
Chesek Family  
Colleen Childs  
Theresa Claggett  
Amber Clark  
Tara Clifford  
Chris Collison  
Catie Comer  
Corvette Annapolis  
Norman Cotton  
Judith Coughlin  
The Country School  
The County Commissioners of  
Queen Anne's County  
Terry Coward  
Robert Craft  
Kathleen Creighton  
Sonja Crosby  
Judith Crutchfield  
Brian Curry  
Kim Curry  
Garrett Cutler  
Tracy Cutler  
Jacqueline Cwalina  
Jim Dacy

Howard Danley  
Larry & Louisa Day  
Victoria Day  
Donald & Jerry DeMoreland  
Doug & Angie DeMoreland  
Diversified Insurance Industries  
Jim Dodd  
Mark & Jennifer Doege  
Betsy & Francis Dolard  
Erin Domenech  
Christina & Rich Donoho  
Arnie Dordick  
David & Joy Douglas  
Barbara Drapet  
Robert Duckworth  
Jace Dumont  
Maire Duncan  
Robert and Carolyn Dunmyer  
James Dunne  
William David Dusold  
Shannon Duvall  
Wayne and Carol Eagleson  
Eastern Shore Dental Care  
Eaton Corporation  
Jason Edelen & Jodie Sandel  
Kim Elzey  
Donald English  
The Keating Family  
The Tharp Family  
Rachael Faulkner  
Federated Investors  
Ed Feinberg  
Gerald & Judith Feldman  
The Ferrier Family  
Fisherman's Inn  
Bob & Karen Fitzgerald  
Kevan Fitzhugh  
Jeanne Fitzmaurice  
Glenn Fleureton  
William Fortin  
David Fowler  
Daniel & Linda Fox  
Amelia Foxwell  
The Fusco Family Foundation  
Susan & Molly Gallant  
Detra & Chris Ganis  
Hazel Garland

Floyd Garrett  
Rhonda Garrett  
Steven and Krista Geddes  
Douglas Gefre  
Andrew Gehman  
Diana Gerhardt  
Pearl Getz  
John & Minnie Gillett  
John & Sharon Gloss  
Tim & Lori Gough  
Sara Gray  
Robin Gray  
Frances Grimes  
William Grubbs  
Kimberly Scheidle  
George & Nancy Guthrie  
Daniel Haertle  
Michelle Harrison  
Christian Hartman  
Haselman Quality Air  
Allen Hatton  
Eugene & Lynn Hayden  
Kim Herman  
Paul & Karen Herman  
Diane Hilliker  
Stephen & Esther Hoffman  
Homes for America  
Diane Hood  
Marcy Hyatt  
Iliff. Meredith, Wildberger and  
Brennan, PC  
David Ingram  
Island IT Consultants, Inc  
Ivey League MMA  
J.M. Mullen Electrical Services, Inc.  
Charlie Jacquette  
Mike & Debbie Janis  
Jefferson Leasing  
John's Shredcycle, LLC  
Mary Johns  
Chris Johnston  
Kayla Jones  
Kris Kadlec  
Bob & Betty Keeley  
Jennifer Kelley  
Kent Island Elks Lodge  
The Kent School

Mary Kirkpatrick  
Josephy & Kimberly Knapp  
Knights of Columbus Council  
#10966  
Kelli Knisley  
Mary Ann Koller  
Molly Krakauer  
Beate Kreiner  
Deborah Krueger  
Anastasia Kulick  
Ralph Kuser  
Sarah Kuser  
Darla Lamanca  
Doris Lamanca  
Joseph & Judith Lamanca  
The Lapinski Family  
Adrianne and Phil Lasker  
Fred and Linda Leftrict  
Allen Lerner  
Richard Lerner  
Dorothy Lewis  
Orville & Marion Lewis  
Pamela Lewnes  
Liff & Walsh, LLP  
Tom Lindsay, Jr  
Iris Littig  
Angela Little  
Kelly Integral Solutions, LLC.  
Sinclair Prosser Law, LLC  
Long & Foster Annapolis  
James & Maria Long  
Loudoun Habitat for Humanity  
Janelle Lucarino  
Mary Mack  
Doug Maisel  
Elizabeth Malmendier  
Cheryl Malone  
Valerie Manuel  
Cristy Marchand  
Mark Cascia Vineyard  
Maryland Charity Campaign  
Maryland Live  
Milo Mason  
Sally Masterberti  
Emily McArdle  
Diane & Jim McComb  
Kathleen & Don McGlew

Alfred and Nancy McGuckian  
Cynthia Mckamey  
Adam Merkle  
Andrew Merkle  
Paul Merkle  
Ted & Bunny Merkle  
Larry Metzler  
Mid Atlantic Networking  
Audrey Miller  
MITC  
James Mitchell  
Patricia Mitchell  
Mo' Better Lawns, LLC  
Maryann Montgomery  
Michelle T Mosby  
Kathy Moyer  
Mullen, Sondberg, Wimbish &  
Stone, PA  
Gerald & Molly Mullins  
Brendan & Kari Murphy  
Tracy Murray  
Mutual of America  
Denny Neagle, Sr  
Stefanie Neubert  
Gail Newcomb  
Martin O'Callaghan  
Sandura O'Meara  
Robert T. Parker, Jr.  
Jay Patel  
Michael Payne  
Denise Peach  
Desiree Peck  
Bobbi Pedrick  
David & Jill Pelovitz  
Sandra Pennoyer  
Meletta Peterson  
Lenny Pettersen  
Nancy Pineles  
Leo and Linda Pluswick  
PNC  
Chris Pollos  
William Post  
Anne Potter  
The Powell Family  
Jayne Prin  
Progressive Title Corp  
Mac & Debra Ramsey

David Rausch  
Charles & Bev Remmers  
Matthew Rick  
The Ricketts Family  
Cassandra Ringgold  
Scott & Mary Ann Robinson  
Bea Rodgers  
Rosenthal & Associates  
David & Carol Rosenthal  
Alexander & Sandra Rossbach  
Anthony and Rita Rossi  
John Rosso  
Don Rowe  
Corey Rupertus  
Rolf Ryden  
Victoria Sanders  
The Sandridge Family  
Tony Sarkady  
Joyce M. Savage  
Stephen & Julia Schad  
Danny Schaub  
Kenneth & Katy Schieman  
Karen Schinault  
Lauren Seldomridge  
Severn Savings Bank  
Sharon Richardson  
Sheehan's Damage Appraisals  
Ivette Sherman  
Tom Shock  
Amy Shuckhart  
Tawni Sikon  
Fran Silverman  
Mark Skoczynski  
Mike & Kelly Skoczynski  
Cheyenne Sky  
Elaine Slaugh  
Donald Small  
Nancy Smith Hart  
Gail Smith  
Joanna Smith  
Kathy Smith  
Harriett Sockwell  
Alice & Theodore Sophocleus  
David Southwick

St. Bernadette Parish  
Dr. Robert & Mary Stag  
Michael Steadman  
Kathleen Stephan  
Denise Stephanos  
Lee Stierhoff  
Sara Stinchcomb  
Stoked Wood Fired Eatery  
Thomas Sullivan  
Margaret Swift  
Daniel & Janie Symancyk  
SRC Technologies  
The Columbia Bank  
Rowell Thibodeau  
Kate Thomas  
Bethany Tinsley  
J & J Trim  
Gerry Troisi  
Norman Tyson  
Laura & Jeffrey Van Leliveld  
Charles & Beth Vorsteg  
Karen Vorsteg  
Matt Vorsteg  
Wanda Walch  
Joseph A Warfield  
Eric Waterman  
Debra Watkins  
Jennifer Webb  
Zandreal Webley  
Harry and Kimberly Weitzel, III  
Karen Whaley  
Dave & Annette Wheeler  
John Wheeler  
Rebecca and Tim White  
Kandace Williams  
Krista Williams  
Tawanda Williamson  
Ed & Pat Worff  
Robin Wrather  
Josephine Young-O'Neal  
Sylvia P Zborowski  
Nicole Zimmerman

*thank you* **DONORS**

# FY17 FINANCIALS

## ASSETS

Consolidated Statement of Financial Position | June 30, 2017

CURRENT ASSETS	2017	2016
Cash & Cash Equivalents	\$ 9,595,708	\$ 5,837,777
Investments	2,113,345	2,105,297
Due from State of Maryland	22,915	490,911
Accounts Receivable, Other	93,729	121,695
Accounts Receivable, Clients, Net of Allowance for Doubtful Accounts	2,380	9,869
Unconditional Promises to Give	34,350	28,050
Prepaid Expenses	305,597	163,787
Total Current Assets	12,168,024	8,757,386
PROPERTY & EQUIPMENT NET		
Net of Accumulated Depreciation	9,043,548	8,603,134
OTHER ASSETS		
Unconditional Promises to Give, Net of Discount	\$ 27,825	\$ 13,983
Security Deposits and Escrows	211,982	174,438
Total Other Assets	239,807	188,421
Total Assets	\$ 21,451,379	\$ 17,548,941

## LIABILITIES & NET ASSETS

Consolidated Statement of Financial Position (Cont.) | June 30, 2017

CURRENT LIABILITIES	2017	2016
Accounts payable, trade	\$ 920,036	\$ 712,425
Due to State of Maryland	6,235,711	4,347,346
Accrued Vacation	213,607	209,141
Accrued Salaries and Related Taxes	1,086,622	878,340
Client Funds	93,116	87,875
Deferred Revenue	85,280	75,211
Capital Lease Obligations	88,171	89,615
Mortgages and Notes Payable	209,723	192,334
Total Current Liabilities	8,932,266	6,592,287
LONG-TERM LIABILITIES		
Capital Lease Obligations	\$ 252,206	\$ 187,842
Mortgages and Notes Payable, Net of Debt Issuance Cost	6,336,503	5,498,228
Participation Liability	114,607	99,338
Total Long-Term Liabilities	6,703,316	5,785,408
Total Liabilities	15,635,582	12,377,695
NET ASSETS		
Unrestricted	\$ 2,853,729	\$ 95,906
Unrestricted - Board Designated	500,000	2,140,000
Unrestricted - Investment In Plant	2,042,338	2,535,777
Temporarily Restricted	419,730	399,563
Total Net Assets	5,815,797	5,171,246
Total Liabilities and Net Assets	\$ 21,451,379	\$ 17,548,941

Consolidated Statement of Activities | Year Ended June 30, 2017  
With Summarized Financial Information for the Year Ended June 30, 2016

## REVENUES, GAINS AND OTHER SUPPORT

	Unrestricted	Temporarily Restricted	TOTAL	
			2016	2017
New Directions Waiver Revenue	\$ 23,527,198	\$ -	\$ 23,527,198	\$ 17,748,139
Less: New Directions Waiver expenses	(22,571,962)	-	(22,571,962)	(16,942,225)
Net New Directions Waiver	955,236	-	955,236	805,914
State of Maryland - DHMH fees and DHR grants	13,961,697	-	13,961,697	14,434,243
Program Fees	525,853	-	525,853	553,283
Donated goods, Services and Rent	437,154	60,000	497,154	316,424
Rental Subsidy	367,627	-	367,627	337,647
Other Grants	219,334	-	219,334	308,771
Contributions	131,827	-	131,827	74,768
Gain(Loss) on Disposal of Equipment	38,028	-	38,028	(34,886)
Special events - Net of Direct Expenses	23,295	-	23,295	40,989
Investment Income	17,493	-	17,493	12,377
United Way Funding	9,752	25	9,777	12,918
Insurance Proceeds	-	-	-	61,455
	16,687,296	60,025	16,747,321	16,923,903
Net Assets Released From Restrictions	39,858	(39,858)	-	-
Total Revenues, Gains and Other Support	16,727,154	20,167	16,747,321	16,923,903

## EXPENSES

PROGRAM SERVICES				
Residential	\$ 7,448,237	\$ -	\$ 7,448,237	\$ 7,464,692
CSLA/ Personal Support	2,619,524	-	2,619,524	2,708,800
Individual Support Services	1,592,244	-	1,592,244	1,782,714
Day / Supported Employment	1,652,692	-	1,652,692	1,690,193
Other Programs	404,805	-	404,805	376,011
Family Support Services	143,805	-	143,805	208,499
Total Program Services	13,861,307	-	13,861,307	14,230,909
SUPPORTING SERVICES				
Management and general	\$ 2,109,954	-	\$ 2,109,954	\$ 1,830,023
Fundraising	131,509	-	131,509	87,380
Total supporting services	2,241,463	-	2,241,463	1,917,403
Total expenses	16,102,770	-	16,102,770	16,148,312
Change in net assets	624,384	20,167	644,551	775,591
Net Assets at Beginning of Year	4,771,683	399,563	5,171,246	4,395,655
Net Assets at End of Year	\$ 5,396,067	\$ 419,730	\$ 5,815,797	\$ 5,171,246



931 Spa Road, Annapolis, MD 21401 | [thearcccr.org](http://thearcccr.org)