Dear Friends,

Although 2017 presented challenges, we are pleased to say that, once again, Arc of Onondaga has many wonderful things to report. This past year forced us to sit down and reflect on what matters most; finding ways to operate more efficiently while continuing to provide the high-quality services and supports that people want. Our continued culture shift from caregiver to supporter took center stage as we began to design programs around what matters most to the individuals we serve and move away from standard programmatic options.

We saw rate changes and cuts in several areas, increased examinations over meeting waiver requirements, decreased referrals to some of our long-standing programs, and lengthy openings in our residential homes due to OPWDD scrutiny over who can move. These changes forced us to examine all of the services we provide across the board to make sure we were utilizing all of our resources and capitalizing on the opportunities brought about by change. We saw a significant increase in the number of people supported through community hab, we opened a supportive apartment setting for people desiring increased independence, and we also assisted those we support from moving from an apartment setting to three smaller homes where they can be better integrated in their community.

As we focus more on the whole person and develop services and programs to meet their needs instead of finding programs for them to fit into, we realize that across every area of service, how we support people to lead full, inclusive lives falls into four very clear categories: enhanced partnerships and collaborations, increased self-advocacy, decision-making and independence, creative and innovative supports and services, and increased community inclusion and involvement.

Change is unavoidable, but, it’s finding the opportunities that lie within those changes that will inevitably lead to success. These four categories have helped not only the people we support, but the agency as a whole move forward during uncertain times. We’re excited to be able to serve our community in a new and dynamic way; we’re excited to help the people we support determine what matters most to them and help them achieve their goals, we’re excited to branch out from the standard model of delivering services, and we’re excited to share our successes with you!

Sincerely,

Ellen Gutmaker
Executive Director

Chris Centore
President of the Board of Directors

Board of Directors

Chris Centore
President

Chuck Seereiter
First Vice President

Jeannine Nolan
Vice President

Jim Moran
Treasurer

Mark Reid
Assistant Treasurer

Gordon Eyer
Secretary

Carol Bullard
James Cannon
Joyce Carmen
Jim Flynn
Young Lee
Chris Paronis
John Powers
Susan Scharoun
Klaus Schroder
Denise Stephens

Gone are the days when programs were offered in self-contained, segregated environments; 2017 brought about new and innovative approaches to the services Arc provides. The second annual Safety Fair aimed to educate those we support and their families about everyday safety must-knows, and Music for Life brought together seniors from our day hab with toddlers from the Salvation Army for an intergenerational exploration of music and dance. The Midler Melodies, Arc’s day hab singing group, took their show on the road holding two Facebook LIVE concerts, and performing around town at the Annual Achievement Awards Dinner, luncheons, public forums and retirement homes.
Increased Confidence, Decision-making and Independence

Increased self-advocacy leads to increased confidence. In 2017, several individuals supported through our clinic found the confidence to join self-advocate groups, take classes and begin community hab. Our day habs provided opportunities to increase independence including travel training and obtaining bus passes for the Centro bus system, and, we opened a supportive apartment - a residence designed to provide only the support needed - so people like Joe can live more independently.

John Humphrey, a veteran with a disability, was honored at the New York State Industries for the Disabled William B. Joslin Outstanding Performance Awards ceremony. Overcoming many obstacles in life, including unemployment and homelessness, John is a custodian at the Westcott Day Habilitation Center –an OPWDD site at which Monarch works on a NYSID Preferred Source contract. Missing just one day of work in the past four years, John, who does not drive due to his disability, rides his bicycle to and from work totaling over ten miles a day; even in the infamous Syracuse winters.
Sometimes, collaborations can look quite different. Through funds raised from the Arc Foundation’s Achievement Awards Dinner live “Raise a Paddle” auction and work performed by Syracuse’s Silver Hammers - a team of retired tradespeople - the old, outdated and troublesome kitchen at our Teall Avenue residence received a complete makeover. From design and aesthetics to accessibility and functionality, the project completely overhauled the kitchen, living room, bathroom and dining area, and rebuilt the small and challenging entry steps into the home, making the entire downstairs more comfortable for people with disabilities.

Partnerships and collaborations take many forms. In 2017, our supportive employment staff taught work readiness classes through the Syracuse City School District, and our Parkside students benefitted from hands-on learning activities with people from both our day habs and Bishop Grimes High School. Our five year-long partnership with the Redhouse Arts Center took a new shift as Arc actors had speaking roles for the very first time in the mainstage production of "The Secret Garden."
This past October “The Masque” brought over 150 people together to experience a true Elizabethan festival. In addition to the people supported through Arc, parishioners from local churches, actors from the Redhouse, performers from a local medieval society, agencies that support people with developmental disabilities, families and friends all came together for a magical evening of dining, dancing, entertainment and inclusivity.

Increased Community Inclusion and Involvement

The people we support are increasingly active members of their communities; creating strong connections and natural supports. Ray is a valued member of the work team at With Love Restaurant where he enjoys the satisfaction of earning a paycheck. Brian has worked for Wegmans for over 20 years and enjoys lunch with a co-worker every Wednesday at different eateries throughout town.

At the holiday time, individuals living in our residential programs spread cheer by baking and delivering cookies for their neighbors. People with limited mobility from our day hab programs were able to give back by baking brownies for the Samaritan Center, and our Participant Advocacy Council held a holiday food drive with proceeds to benefit the CNY Food Bank.
As we look to different ways to provide services, the need for the support of the Arc of Onondaga Foundation becomes evident. The work of the Foundation is an integral part of our ability to provide innovative, creative supports and services that otherwise might go unfunded. Giving to the Arc of Onondaga Foundation is a powerful statement of commitment, involvement and compassion to people with developmental disabilities.

2017 Audited Financial Information – Arc of Onondaga

Over 360 people receive day services at one of seven sites and almost 100 more people are employed by Monarch, Arc’s vocational division.

It takes over 600 full and part-time staff to provide Arc’s high-quality services to over a thousand individuals and their family members living in Onondaga County.

Expenses

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
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</thead>
<tbody>
<tr>
<td>Medical</td>
<td>20%</td>
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<tr>
<td>Income Development Services</td>
<td>15%</td>
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<tr>
<td>Community Residential Services</td>
<td>10%</td>
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<tr>
<td>Children’s Center</td>
<td>10%</td>
</tr>
<tr>
<td>Reintegration</td>
<td>10%</td>
</tr>
<tr>
<td>Community Reintegration</td>
<td>5%</td>
</tr>
<tr>
<td>Other</td>
<td>5%</td>
</tr>
</tbody>
</table>

Total Revenue: $281,377,251

Sources of Revenue

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individual Services / Day Hub</td>
<td>50%</td>
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<tr>
<td>Monarch Enterprises</td>
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</tr>
<tr>
<td>Income Development Services</td>
<td>10%</td>
</tr>
<tr>
<td>Community Residential Services</td>
<td>5%</td>
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<tr>
<td>Children’s Center</td>
<td>5%</td>
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<td>Reintegration</td>
<td>5%</td>
</tr>
<tr>
<td>Community Reintegration</td>
<td>5%</td>
</tr>
</tbody>
</table>

2017 Legacy of Love Society

Diamond Circle: ($10,000 & up)
- Mrs. Nancy K. Semelholz
- Mr. Paul Drescher & Co.
- Mrs. Carol Ann Fisher
- Mrs. & Mr. John Horsington
- Mr. Jim Moran
- Mr. Klaus Schachter
- Mr. Robert Walth

Ruby Circle: ($5,000 - $9,999)
- Ms. & Mr. David Bowlerick
- Mrs. Joyce Cermak
- Mr. & Mrs. Gordon Eyre
- Mr. & Mrs. William Fifer
- Ms. Michelle Giffen
- Ms. Ellen Gutmacher

Society

Gold Circle: ($1,500-$4,999)
- Ms. Evelyn Carbery Wagner
- Mr. & Mrs. Edward Babcock
- Mr. Stephen Fournier, Key Bank
- Mr. William Horsington
- Dr. & Mrs. John Scharf
- Dr. and Mrs. Howard Weinsteiner
- Mrs. & Mr. John Williams
- Ms. Cheryl Wood

Silver Circle: ($1,000-$1,499)
- Ms. Lynne Ryan
- Mr. Joseph Tracy

Bronze Circle: ($500-$999)
- Mrs. Mary Anderson
- Mr. & Mrs. Alfred Falcone
2017 Achievement Awards Dinner

$10,000 and up
Durham School Services

$5,000 to $9,999
American

$2,000 to $4,999
Abbott-Nastri Partnership

$1,000 to $1,999
Abbott-Nastri Partnership

$500 to $999
American

James Cannon
Joyce Carmen
Carrels Restaurant Group
Christian Brothers Academy
Susan and Craig Cobb
Doyle Security
Judith and Gordon Eyer
Fulton Savings Bank
Gary’s Auto
Sandra K. Gingold
Marian C. and Daniel J. Glauber
Ellen Gutmaker
K-Mase Productions
Charles and Elaine Liggett
MACH
Robert Manning
Oneida Nation Foundation
Paul delLima Company Inc.
Poter Heating & A/C-Perrone Plumbing
John Powers
Pro-Flex Administrators
Michael and Sandra Radziwon
Rite Aid Foundation
Lynne Ryan
Mary M. and Gary D. Salibrici
Susan Scharoun
Sclavo, Fettl, Gittarr, McGough & King
Lois D. and Wayne B. Scott
Anne and Charles Seelert
Rachel & Bob Squire
Carolyn Stark
Syracuse Fire Dept. Employees FCU
Syracuse Label & Surround Printing
Syracuse Stage
Terek Living Trust
Dan Volles
W.B. Mason
Dene Zografos
Up to $99
The Vincent Darden
Zach Erickson
Eleanor and Joseph Feitler
Latoya and George Gelsomin
Michelle Gillespie
James Hinton
Joanna Jewett
Patricia Killius
Donna and David Loveland
Tina Meehan
Lauren Merola
Modern Malt
Shannon Moore Carlson
Kristen and Robert Morey
James Pitts
Elizabeth Plyter
Michelle Podeswki
Michael and Sandra Radziwon
Megan Therrien

2017 Dunkin’ Run Arc Race

$5,000 to $9,999
Dunkin’ Donuts, Inc.

$2,000 to $4,999
Durham School Services
Brown & Brown Empire State
KeyBank Investments
UPS

$1,000 to $1,999
Anaren, Inc
Kinney Drugs Foundation
AmeriCar
Raymour & Flanigan

$500 to $999
Community Bank
Excellus Blue Cross/Blue Shield of CNY
Lan-Co Companies
The Bank of New York Mellon
Upstate Medical University
Galaxy Communications
SUNY Upstate Medical University
BPAS
INFICON, Inc.
Pathfinder Bank
VNA Hometcare

$100 to $499
Oneida Nation Foundation
AAV Electrical
Friends of the Zoo
Harmony Architectural Group
OneGroup
Pro-Flex Administrators
Funds2Org, LLC
BNY Mellon
Jeffrey’s Auto Body
K-Mase Productions
Mackenzie Hughes LLP

Up to $100
Tina Meehan

2017 Annual Appeal and General Contributions

$10,000 and above
KeyBank National Association
Naomi B. Chambers Charitable Trust
NYSARC
P. Drescher Co., Inc.
Dr. Klaus Schroder

$5,000 to $9,999
Carol Fisher

$2,000 to $4,999
Masae K. Bernholz
Judith and Gordon Eyer
Rotary Club of DeWitt, Inc.
Mary M. and Gary D. Salibrici

$1,000 to $1,999
Building Energy Technologies
Joyce Carmen
Barbara Davis
Ellen Gutmaker
William Horsington
James Moran
James Pitts
Brian and Amorelle Pompo
Sandra Rivera
Ann Ron Aquina
Carol Stark
United Way of CNY
Robert J. Walsh
Wegmans Food & Pharmacy

$500 to $999
Alyssa Benedict
The Benevolence Community Fund
Tiffany Bird
Sean & Theresa Broderick
Vincent Darden
Michelle Gillespie
Daniel Bingham & Ms. Gail Hamer
KeyBank Foundation
OneGroup
Dona and David Loveland
Susan and Dale Marris
Jon and Donna Miles
Sarah and Edward Moran
Network for Good
Jeannine Nolan
Mark Reid
Susan Scharoun
Vincent Darden
Donna and David Loveland

$100 to $499
Twin Trees Too!

$500 to $999
General Contributions
2017 Annual Appeal and Girls On the Run

$10,000 and above
Michael Ball
B. Thomas & Mrs. Valerie Blackford
Fred Bohemier
Carol Bullard
James Cannon
Alfred Cappuccilli
Chris Centure
Joseph and Janice Charles
Christopher Wood Phillips Foundation
Community Health Charities of New York
Kathy B. Conahan
John Hassett & Ms. Judith Crawford
Castle Crown
Jamie and John Cucinotta
Jack Dee
Edgewood Gallery
Zachary Erickson
Mark and Lauren Eyer
Philip F. and Risa Fram
Gary Freeman
Lena and George Gelsomin
Sandi Davis
Mark C. and Daniel J. Glauber
Thomas Haher
Dee Dee Murray
Michael Herbst
Pamela Horsington
Independent Retirement Partners, LLC
Joan Hubert
Matt Hulst
John Mallan
Elena and John Massaro
Matt McCabe
Tina Meehan

$500 to $999
Lauren Merola
Joseph Metallo
Scott National
Shannon Moore-Carlson
Bobette Morin
Margot Parison
Jacquie Parshall
Elizabeth Plyter
Donna and David Loveland
Susan and Dale Marris
Jon and Donna Miles
Sarah and Edward Moran
Network for Good
Jennings
Dona and David Loveland
Susan and Dale Marris
Jon and Donna Miles
Sarah and Edward Moran
Network for Good
Jeannean
Mark Reid
Susan Scharoun
Marvin and John Skopek
Marlin and Russell Smith
The Sutton Real Estate Co. LLC
UPS
John Williams
Sheryl and John Wood

$100 to $499
Twin Trees Too!
Camille and Anthony Alo

2017 Annual Appeal and General Contributions

$10,000 and above
KeyBank National Association
Naomi B. Chambers Charitable Trust
NYSARC
P. Drescher Co., Inc.
Dr. Klaus Schroder

$5,000 to $9,999
Carol Fisher

$2,000 to $4,999
Masae K. Bernholz
Judith and Gordon Eyer
Rotary Club of DeWitt, Inc.
Mary M. and Gary D. Salibrici

$1,000 to $1,999
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$100 to $499
Twin Trees Too!

$500 to $999
General Contributions
2017 Annual Appeal and Girls On the Run
Arc of Onondaga
600 South Wilbur Ave.
Syracuse, NY 13204

Arc of Onondaga is an Equal Opportunity Employer

www.arcon.org