

# FY 2014-2015 The Arc San Francisco

Federal Tax ID: 94-1415287

## STATEMENT OF ACTIVITIES

### REVENUE & SUPPORT

Total: \$10,179,400

Contracts &  
Private Pay  
\$537,800 (5.3%)

Contributions  
\$1,254,100 (12.3%)

Rentals & Other Income  
\$402,300 (4%)

State & Federal Funding  
\$7,985,200 (78.4%)

### EXPENSES

Total: \$10,529,000

Development  
\$409,600 (3.9%)

Administration  
\$931,000 (8.8%)

Program Services  
\$9,188,400 (87.3%)

Expansion and merger exploration costs impacted The Arc's resources and precluded the balanced budget we had anticipated. While no services for clients were affected, we have taken strategic steps to ensure we complete the next fiscal year in a positive position.

The complete 2014-2015 audited Financial Statements for The Arc San Francisco are available online at [www.thearcscf.org](http://www.thearcscf.org), or contact us at (415) 255-7200 to request a copy.



The Arc San Francisco  
1500 Howard Street  
San Francisco, CA 94103  
415.255.7200  
[www.thearcscf.org](http://www.thearcscf.org)

The mission of The Arc San Francisco is to serve people with intellectual and developmental disabilities by promoting self-determination, dignity and quality of life.

[www.givearcscf.org](http://www.givearcscf.org)

# Beyond Expectations

CEO Report: Looking Back, Looking Ahead in the New Year



February 2016

Dear Friend of The Arc San Francisco,

I have our many supporters to thank for helping us to create an historic year of achievement and impact at The Arc San Francisco.

Our focus on continuing education and lifelong learning has resulted in more graduating interns, new career path options, more clients in the workforce and improved health outcomes.

As our clients with developmental disabilities navigate a world of higher expectations, our new business, health care and education partners are adding to the solutions needed to respond to the demands of today's world.

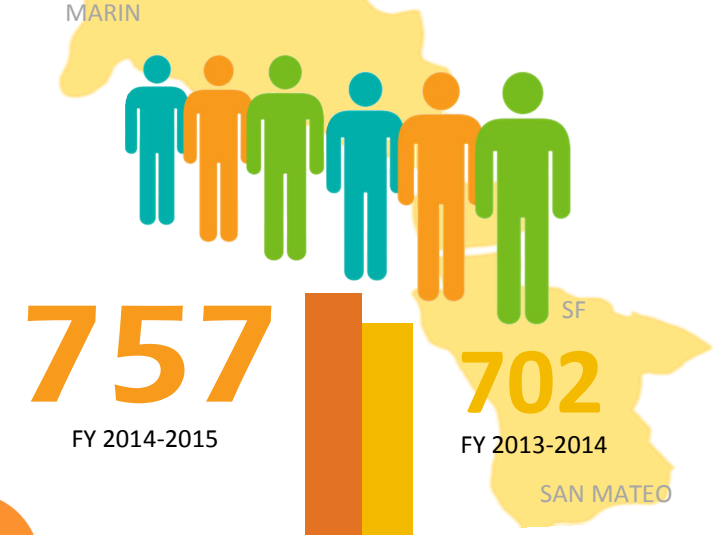
I'm happy to report the positive outcomes of the past year to you while setting the stage for what's in store in the months ahead.

Sincerely,

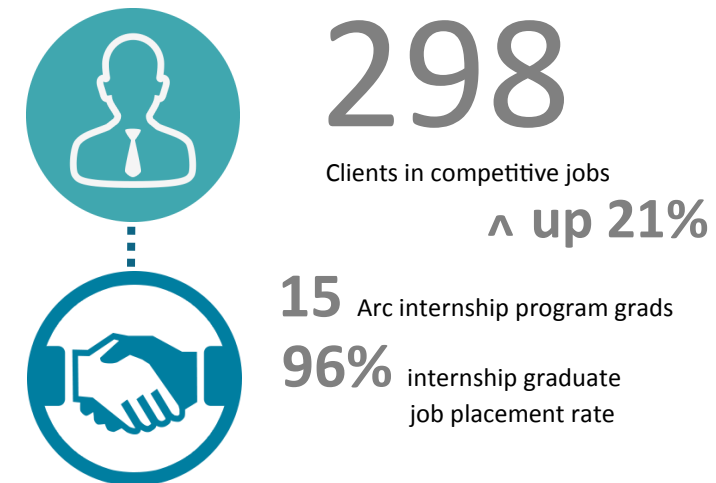
*Glenn*

Dr. Glenn Motola, CEO

## Client Enrollment



## Employment



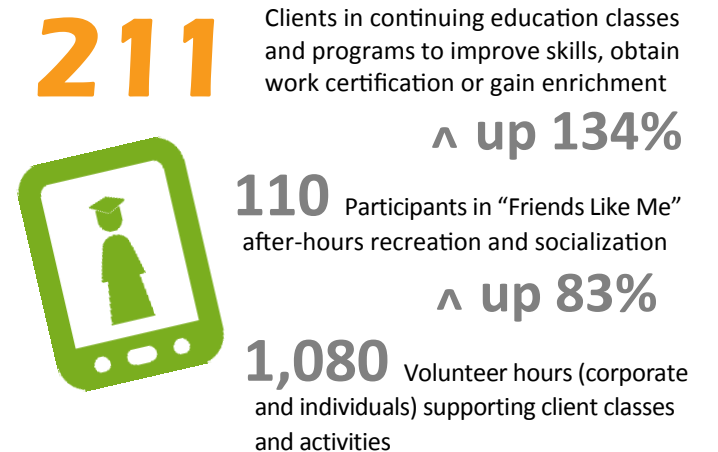
## HIGHER ED, LEARNING & EARNING: THE RESULTS ARE IN

A recent survey of 11,599 adults with developmental disabilities in 16 states found that only 14.7% were competitively employed.<sup>1</sup> The Arc San Francisco reports that in FY 2014-2015, 51% of work-eligible clients were competitively employed.

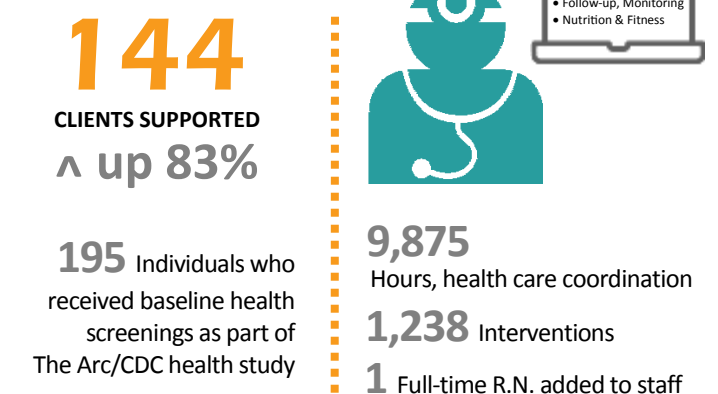
"Students with intellectual disabilities who had some type of post-secondary education experience were much more likely to obtain competitive employment, required fewer supports, and earned higher wages. Additionally, students had increased self-esteem and expanded social networks that included students without disabilities, and all involved had overall higher expectations for these students."<sup>2</sup>

<sup>1</sup>Human Services Research Institute, 2012  
<sup>2</sup>UMass, Boston Post-secondary Education Options for Students with Intellectual Disabilities, Debra Hart, 8/2006.

## Education & Recreation



## Health & Wellness





### Air Travel and Disabilities: Access to Anywhere

SFO, JetBlue and The Arc San Francisco joined forces in 2015 to launch a special air travel program called “Ready, Set, Fly.” Over 140 children and young adults with disabilities and their families participated in workshops and on-board practice sessions with assistance from The Arc’s clinical support team, helping families to navigate the myriad challenges of flying.

Our partnership with SFO will expand air travel support for our disability community, and also create new job opportunities for Arc clients at the airport.

### Corporate Volunteers

Groups from Radius, Google, Salesforce, Dolby and others worked with Arc staff to supplement classes in career development while also helping our systems team develop improved tech access for our clients. Plus, our individual volunteers brought animal therapy, art collaborations and welcome friendship to clients at our three locations.

### The power of partnership

Partnership at every level is the story of our success in the past year. In addition to generous individuals who have supported our mission, we are grateful for corporate partners like **Hanson Bridgett** (Holiday Challenge), **AT&T** (Client Technology Access), **State Street**, **PG&E** and **Wells Fargo** (Client Employment Services), **Emergence Capital Partners** and **Echo Technology Solutions** (Arc Angel Society) and **Union Bank** (Presenting Arc Angel Sponsor), and grantor organizations such as **San Francisco Foundation**, **Carl & Celia Berta Gellert Foundation** and **California Wellness Foundation** (Health Advocacy).

Thank you for making a difference!

FY  
2015-  
2016

## The Road Ahead in the New Year

As CEO at The Arc San Francisco, I believe strongly in the correlation between post-secondary education and increased employment opportunities. I know that, with the right supports, individuals with developmental disabilities can achieve success at levels higher than ever thought possible.

To that end, in the months ahead we will be directing our attention to these exciting partnerships and initiatives:

### The Arc SF Path to College, Careers and Success

The Arc San Francisco is leading a group of representatives from the three largest educational institutions in San Francisco toward creating more college access for students with developmental disabilities.

The Arc and SFUSD, City College and UCSF are collaborating to ensure the funding and structure are in place to increase the number of students with DD in college, and to increase the hire-ability and employment success of these individuals.

In addition to accessing workforce development training, new social relationships and experiences in college can lead to greater independence and a clearer understanding of one’s place in the world. This exciting partnership will continue to remove barriers to educational and employment opportunities for those we support.

### Education Navigators

The Arc will be adding new Education Navigators to its team to support the access and learning of Arc clients seeking higher education. Supported learning is the road to higher



achievement. Our navigators will assist clients with class registration, study plans, test accommodations and helping students achieve personal education, enrichment and/or career goals.

### Internships

Our “Project SEARCH” internship programs at PG&E and the California Academy of Sciences have a 96% placement rate for our client-graduates who emerge prepared to meet the demands of the competitive marketplace. Going forward, we hope to add new internships at Bright Horizons, the San Francisco International Airport and other sites, leveraging a proven model that includes a 9-month client rotation through a variety of skills-building departments.

### Health Care

In the months ahead, our Health Advocacy team will become more specialized to address the specific aging and mental health needs of the population we serve. Also, we will be exploring the health needs of “transition age” (18-21) youth to ensure that developmentally appropriate health care services are available as these individuals move from adolescence to adulthood. Plus, we plan to expand service capacity to 165 clients while creating a new measurement system that captures performance data toward improving health outcomes.

In addition, we will be developing more clinical supports in occupational and behavioral therapies plus speech and language to ensure that clients with physical, developmental, social or emotional challenges have access to specialized assistance that promotes more independent, productive, and satisfying lives.

### Tele-Advocacy

Our tele-advocacy pilot will help participants use smartphones to achieve health goals, tracking exercise, weight, follow-up appointments, medication management and other benchmarks. This easy-to-use technology will promote wellness check-ins while providing a more comfortable means of communication for many families and clients.

### Systems That Enhance Accountability

Working with UCSF, Arc health care and education teams are building new tracking systems that better measure program impact in two key areas: Continuing Education and Health & Wellness. Using SMART\* metrics, we will aggregate and analyze data from client baseline health screenings as well as post-secondary course enrollment and completion. Outside funders rely on clear outcome metrics to support funding decisions, and our systems will ensure that we can compete with other grantees for successful funding.

### Housing

The Arc will provide Independent Living Services at two HUD-funded Arc/Mercy Housing projects, one at 6th and Howard, the other at Page and Masonic in San Francisco, which are on track for completion by late 2016, with affordable units for 36 individuals with developmental disabilities. We have also begun exploratory conversations to consider incorporating housing into our 11th and Howard Street, San Francisco, location.

\*Specific, Measurable, Achievable,  
Results-focused and Time-bound

## A Note of Thanks

Our achievements this past year and the exciting forward movement we have planned would not be possible without the vision and commitment of our staff, partners, parents—and especially individuals like you. I am grateful to have such a community of caring partners to share our accomplishments and goals for the months and years ahead.

Together, we can continue to advance the dreams and aspirations of our clients, increasing our impact through collaboration and imagination.

*Glenn*

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“The time is now to eliminate the barriers that prevent people with developmental disabilities from achieving self-sufficiency and economic stability.

The Arc SF Path to College will begin to break the cycle of poverty and dependence for this chronically under-employed population.”

—Kristen Pedersen  
Director of Education and  
Employment  
The Arc San Francisco