

# Achieve



A publication of The Arc of Atlantic County, serving people with intellectual and developmental disabilities since 1961

**A Walk to Remember:**

## Families Take First Place in 9th Annual Step Up for The Arc Walk

We've always known that supporters of The Arc are a deeply dedicated bunch, but we learned just how dedicated you are at our 9th annual Step Up for The Arc Walk held on Saturday, October 29 on the Ventnor boardwalk.

Despite waking up to a nor'easter that pummeled our region with 50-mph winds, sleet and snow, walkers came out in full force - decked out in rain gear and with hundreds and even thousands of dollars in donations to support The Arc's programs.

We didn't see a drop in attendance that we expected - in fact just as many walkers (200) turned out this year as in previous years, and we most certainly didn't see a decline in the amount of money raised by walkers, who overall brought in more than \$24,000 to support our programs.

Thanks to the generous support from our friends at Holy Trinity Parish, who donated the event hall and helped throughout the day, we were able to host our walk festivities inside the hall at St. James Parish. We're grateful for everyone who helped out in their own special way, but two families of people we've supported deserve to be singled out for their extraordinary efforts on The Arc's behalf.

**Top Team Fundraiser: Team Dina**

Mary Ann and Jim Scoppa were looking for a way to honor the memory of their daughter, Dina, who passed away in January 2011 at the age of 35. Dina had Down syndrome and had been active in The Arc's programs for decades and volunteered at Step Up for The Arc every year. Her life was



so rich thanks to the friendships she made and the fun things she did through The Arc. As Mary Ann said, "We called her 'Driving Miss Daisy'. Dina was always asking us to take her to



some Arc function - she had more of a life than any of us in our family!"

Since Dina always volunteered at the annual Step Up for The Arc Walk, the Scoppas decided that forming a team in Dina's memory would be the perfect way to remember their daughter and contribute to the organization that helped make her life so special. By the date of the walk, Team Dina had nearly 60 members, and had raised more than \$6,000!

Mary Ann and her family were overwhelmed with the support they received from donors, but here at The Arc we were overwhelmed by Mary Ann and Jim's tireless work in the months leading up to the event to raise as much money as they could. The Scoppas are already geared up for next year, and invite other families to Step Up and challenge them!

**Top Individual Fundraiser: Lisa Damiano**

Lisa Damiano and her daughter Annie are big fans of The Arc. They've benefited from our Family Support services for 17 years and understand that those services are extremely dependent on fundraisers like Step Up for The Arc to continue. Lisa raised an impressive amount last year, but she set her goal higher this year, and actually doubled it, raising nearly \$2,700 to benefit the programs her daughter enjoys every weekend.



Lisa says, "Annie goes to the Saturday program, Friday night teen program and we get in-home respite. I don't know what we'd do without The Arc, and I wish more families would try it out. By raising money for The Arc, we're making sure that Annie can continue to get the services she needs, but we're also helping to make it possible for other families to receive services."

**Get Involved**

We hope you will join the Scoppas, Lisa and Annie and hundreds more for our 10th annual Step Up for The Arc Walk tentatively scheduled for Saturday, October 27, 2012 on the Ventnor boardwalk. Stay in the loop by signing up for our email list at [www.arcatlantic.org](http://www.arcatlantic.org) and follow us on Facebook!

**Above left:** Team Dina captian Mary Ann Scoppa, left, with friends Cathy Sawyer, Helene Rafferty and Pam Tyson. Mary Ann made up a special Team Dina shirt for everyone, each with a photo of Dina on the front.

**Below:** The entire team!

**Achieve with us.**



## Arc Residents Showcase Their Homes During Annual Board Tour

“Come on in! Follow me – I’ll give you a tour of the whole house,” Steven said to the group of Arc board members and staff who visited the Egg Harbor City group home he shares with five other men. Steven took them around, showing off bedrooms and where they watch TV and eat dinner, and the pool in the backyard.

This was just one of several stops along The Arc’s annual Board Tour in October offered to help reconnect members to the mission of the agency that they guide.

They heard about one resident who saved a kitten that became the new pet of one of their staff. Another resident had everyone laughing when she explained how she’s dressing up as the assistant manager at her group home for Halloween – “with a blonde wig and everything!” At another house, just as the group was leaving, a resident had already asked his staff to help him write an invitation to one of the board members to come swim at his home next summer.

New board member Peter Beck was very impressed with the homes. “This was my first look at The Arc from another perspective, and a very rewarding one I might add! The homes fit right into each neighborhood and are well kept and maintained,” Beck said.

Board chair Herb Hummel has been involved with The Arc for many years, but he always looks forward to visiting the group home residents. “What I notice most about these visits is how much like a family the residents and staff are. It’s obviously not just a job to the staff,” Hummel said.

Irv Singer, who runs The Arc’s new Northfield thrift shop and chairs our annual Golfing for Good Tournament, now in its third year, accompanied the tour to get to know a side of The Arc he is not so familiar with. “The tour heightened my awareness of The Arc and inspired me to



Loretta, left, was very proud to show off the group home she shares with three other women in Hammonton. She especially enjoyed connecting with Arc CEO Debbie Davies, pictured with her.

do a better job. As the thrift store manager, you sometimes forget that the purpose of what you’re doing is not necessarily to run a good store and make money. We’re also generating funds that make it possible for people who are very vulnerable to live their lives with dignity. It’s wonderful that there’s an organization like The Arc to help that along,” Singer said.

**Are you interested in visiting an Arc group home?** We’d be happy to accommodate your small group, and the residents would be thrilled to meet you and show off their homes. For more information, please contact Chief Development Officer Deborah Jewell at 609-485-0800 ext. 135.

## Do You Have a Story? Share it in The Arc’s Blog!

This summer, we debuted *The Arc Blog: Stories, Successes, Special Moments in the Lives of People We Support*, which you can find at [arcatlantic.wordpress.com](http://arcatlantic.wordpress.com).

We’ve featured a story about a little boy in our summer camp program who scored his first basket. We showed a video of our Arc AnGels candlemakers who give a step-by-step explanation of how they create candles. We’ve shown how people we serve give back to the community by maintaining a garden at a local park and helping the homeless and other charitable causes during the holidays.



**But what’s missing from our blog is stories from people like you about how your life is better thanks to The Arc!** Whether you’re a family member, service recipient, donor, volunteer, Arc employee, or a community member who had a special experience with The Arc and the people we serve, we’d love to share your story in our blog!

To submit your story, please send it to [Beth Ann Spiegel at bspiegel@arcatlantic.org](mailto:bspiegel@arcatlantic.org) or mail it to her attention at our address: The Arc of Atlantic County, 6550 Delilah Road, Suite 101, Egg Harbor Township, NJ 08234. For more info, call 609-485-0800 ext. 136. (Please keep stories under 1,000 words - thanks!)

**Cover photo:** In each issue of Achieve, we’re featuring people we serve on the cover. This issue shows Gloria Brown, residential assistant manager at RMS Group Home with residents Gayle and Francis at the October Step Up for The Arc Walk. The residents and staff of RMS always generously support Arc events! Photo courtesy of Peter Mokover.

## Holiday Partners Help Out Hundreds in Need

It was another great year for The Arc's Holiday Partners program! Hundreds of people we serve and their families struggle to make ends meet, and the holidays prove to be an even more difficult time. Through an outpouring of support from the community, we were once again able to help every individual and family in need! We'd like to especially thank those who adopted a family, donated money, gift cards, and wrapped and delivered gifts. Special thanks also goes to Nicole Terzakis, our Social Services Director, and her staff and interns who manage a regular caseload while also coordinating this enormous task that benefits so many.



The Arc's Social Services Director Nicole Terzakis stands amidst hundreds of presents purchased by community donors for people we support and their families, who would not be able to have a holiday without the help of our community.



While some donors take care of every aspect of gift-giving, from purchasing to wrapping and delivering, many also make significant financial contributions that help us purchase gifts for families who aren't adopted. Volunteer Betty Warrington helps by wrapping gifts just a few days before delivery.

### A Little Giving Goes a Long Way

Holiday Partners recipients certainly don't take the generosity from strangers for granted, as you can see from this small sampling of thank-you messages that came to The Arc from families to be shared with donors. If you would like to be a Holiday Partner and make a difference next year, please call Nicole Terzakis at 609-485-0800 ext. 201.

*"Thank you for making my daughter's Christmas such a wonderful one. She was so happy Christmas morning! Please know that your generous spirit makes a difference in this world."*

*"Thank you very much for helping us out this holiday and the years past. I do believe there are angels among us and I know you are one of them."*

## Spotlight Players Winter Show Tells Stories of Warmth and Friendship

Our Spotlight Players performing arts club presented their Winter Show at the Milton & Betty Katz JCC in December. This heartwarming performance by The Arc's talented actors and singers explored how the cold winter months inspire feelings of warmth, generosity and togetherness. Performers sang some of their favorite winter tunes and acted out scenes about helping others, celebrating, and reflecting on the past as we enter a new year. **At left:** A choir performed on risers in front of the stage throughout the show. **Right:**



Tracy Musarra, left, and Fred Moore perform the one-act play "Your Love Will Keep Me Warm", based on O. Henry's Gift of the Magi. The performing arts program is made possible by the Atlantic County Office of Cultural and Heritage Affairs and the Alan Perskie Fund. **Save the Date!** The Spotlight Players will host their spring show, "50s Rock & Roll Sock Hop" on Sunday, April 22, 2012 at the Katz JCC in Margate, 2:00 PM. Call Becky Eisele at 609-485-0800 ext. 267 for more details or visit our website at [www.arcatlantic.org](http://www.arcatlantic.org).



Performance photos by Marc Lowenstein

## *We Get By With Help from Our Friends*

### The Buckley House Official Dedication Ceremony in October

The Buckley family has been contributing to The Arc of Atlantic County for many years through the Monica Buckley Memorial Foundation. The Foundation was established in honor of their daughter and sister Monica who was an Arc volunteer and an aspiring special education teacher. She tragically died in an accident when she was a freshman in college in the early 1980s, and the foundation was established to honor her memory and her



passion for people with I/DD. The foundation has hosted fundraisers every year to help raise money to support The Arc, which Monica loved dearly. Several years ago, the Buckylys made a commitment to pay off the mortgage of a wheelchair accessible home for two women in our Supportive Living program. The Buckley House was officially dedicated at a private reception in October. **Above left:** Marilyn Buckley and her children John Buckley and Marilyn O'Donoghue. **Above right:** Marilyn O'Donoghue with Buckley House resident Alex Morton.



### Atlantic City Electric Donates \$38,000 to The Arc of Atlantic County

For the second year in a row, The Arc of Atlantic County received an extremely generous contribution from Atlantic City Electric's Fall Charity Golf Classic. Lee Wasman, senior strategic planning manager at Atlantic City Electric and a member of The Arc's board of directors, presented The Arc with a check for \$38,000 in front of more than 100 service recipients, staff and board members at The Arc's annual Holiday Card Party. This party unites people we support for an evening of caroling, holiday bingo, and creating hand-made holiday cards to give to residents of local nursing homes.

### Harbor Diner Donates Thanksgiving Dinner to Arc Service Recipients

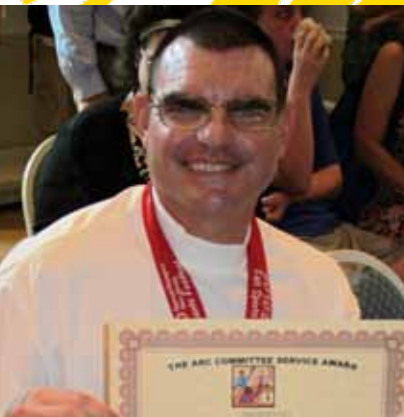
A very generous donation by the Harbor Diner in Egg Harbor City made it possible for nine people in The Arc's Supportive Living Program to enjoy a complimentary Thanksgiving Dinner with three of their staff. For many people in The Arc's services, visiting family for the holidays is not a reality, so gestures like this one made by Harbor Diner management make a huge difference. Thanks so much to everyone who helped make this special day possible!





**The Arc**  
of Atlantic County

# 50 years of service



**Fiscal Year 2011  
Annual Report**

**Achieve with us.**



# The Arc<sup>™</sup> of Atlantic County

## Vision

People have the opportunities and supports they need to live the lives they choose.

## Mission

The Arc of Atlantic County improves the lives of people with intellectual and developmental disabilities in our community. Through direct services, advocacy, education and prevention activities, we work in partnership with individuals and their families to make choices possible about how and where they live, learn, play and work.

## Core Values

Respect  
Teamwork  
Integrity  
Great Service  
Community Participation

## Board of Directors

Richard H. Walker, Jr., Esq., Chair  
Dot Saatkamp, 1st Vice Chair  
Lou DeCicco\*, 2nd Vice Chair  
Herb Hummel, Treasurer  
Holly Baker\*, Secretary  
Kevin McDonnell, Imm. Past Chair  
Anne M. Dillon\*  
Audrey Fischer  
Linda Gemmel\*  
Tom Hendrixson\*  
Donna Hogan  
Joe Polisano  
Diane Scarpa  
Lee Wasman

## Emeritus Board Members

Eugene M. Arnone  
Carmen G. Bannon, II  
Robert Frank  
Roy Goldberg  
Al Ruggiero

\*Family member or someone with I/DD



# New Beginnings

Dear Friends,

2011 was a time for many new beginnings at The Arc of Atlantic County. We're excited to share some of our greatest accomplishments this year, and thank everyone who helped make this all possible:



- **New Chapter in our History:** 2011 marked the 50th anniversary of The Arc of Atlantic County and our services in the community. We celebrated this anniversary in a number of ways throughout the year, and the keystone of that celebration was our 50th Birthday Bash, a fundraiser and dance party where we honored five key players in our organization's history.
- **New Brand:** The Arc of Atlantic County was one of more than 150 'early adopter' chapters across the country that launched a new, cohesive brand that eventually will unite all chapters of The Arc under one dynamic logo and tagline. With a strong national brand, we can expect greater awareness and support for The Arc in all communities.
- **New Funding Sources:** In May 2011, we opened "The Arc Makes Cents, Too! Thrift Shop" in Northfield to increase our funding sources and our capacity to serve more people. We were also the grateful recipients of many generous donations, including gifts from Atlantic City Electric, Cape Bank Charitable Foundation, and a number of individual donors who made multi-year commitments to ensure the financial stability of our agency as we expand.
- **New Homes & Residents:** In winter and spring of FY2011, seven new residents – most from the Vineland Developmental Center – moved into our brand new ranch-style homes in Galloway Township, affording them the privacy and sense of community they deserve and want.
- **New Budget Category:** 2011 was also the year that we broke the \$10 million mark, another reminder of how far we've grown since our agency's grassroots beginnings.

As exciting as all these new changes are, growth also comes with tremendous risk. Our budget is the highest it's ever been, and with that comes an even greater need for support through donations and for strong leadership to guide us as we grow. We hope those who are involved with The Arc will continue to support us to the best of your ability, and we invite those who have enjoyed learning about us from the sidelines to take this opportunity to get more involved.

Warmly,

*Deborah Davies*

Deborah Davies, PhD  
Chief Executive Officer

*Richard H. Walker, Jr.*

Richard H. Walker, Jr., Esq.  
FY11 Board Chair

# Birthdays and Brands

This fiscal year, we had the pleasure of celebrating our 50th anniversary of helping people with intellectual and developmental disabilities and their families. We were founded as part of a birth of a movement toward community inclusion, so we decided to celebrate our anniversary as a birthday.

Our national chapter of The Arc planned the launch of our new brand for March 1. We were careful to schedule our 50th Birthday Bash so it would fall as close to that date as possible to provide a venue for sharing our new brand with as many people as possible. We hosted 300 guests - our best turnout to date - at our 50th Birthday Bash on March 2 at the Carriage House in Galloway Township where we unveiled the logo and honored five Community Stars: AtlantiCare, Corporate Partner Star; Matthew Callaghan, Arc Volunteer Star; Shirley Massey, Arc Employee Star; Bert Hill, Arc Service Recipient Star; Milton & Betty Katz Jewish Community Center, Community Partner Star. A slideshow featured photos of special moments in The Arc's history, and guests enjoyed live music from the Kenny I Orchestra. It was a party to remember, which netted more than \$60,000 for our programs. Guests left with a clear image of how much our agency has accomplished in 50 years, what The Arc's needs are as we move into a new era, and who makes it all possible - (answer: everyone!).



Above: Our five Community Stars help Debbie Davies blow out The Arc's 50th birthday candles. Below: A front-page Press of Atlantic City article shared our anniversary with the community.

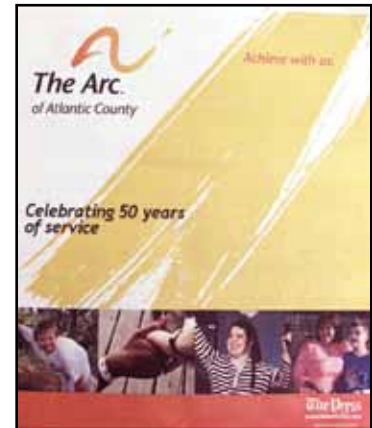


*"The Arc's vibrant new logo and tagline communicate the organization's commitment to promoting and protecting the human rights of people with I/DD and actively supporting their full inclusion and participation in the community throughout their lifetimes.*

*The Arc's logo is emblematic of the organization's embracing nature with the flowing 'catalyst' icon; a burst of energy is symbolic of our support of independence. The new tagline, Achieve with us, conveys The Arc as a provider of opportunity, hope, growth and change." - From www.thearc.org*



On February 25, the official anniversary of our incorporation, more than 100 staff, board members and service recipients joined us for a private birthday party at The Arc's office. John Miller, above, who has received support through The Arc's residential programs for 30 of the agency's 50 years, shows off a sweatshirt he won playing a quiz game about The Arc's history. Prizes included memorabilia like this sweatshirt with The Arc's old logo.



A 12-page insert about The Arc of Atlantic County was included in 50,000 issues of The Press of Atlantic City at the end of March. It included basic program information, testimonials from people we support and their families, and articles about how The Arc has made a difference in our community. It also was the perfect venue for promoting our new brand, and was provided courtesy of The Press of Atlantic City and local advertisers.

# New Way of Life

At the end of December, construction on our two new residences in Galloway Township was completed and we could begin the process of transitioning the residents into their new homes. Our first resident moved from the Vineland Developmental Center in mid-January, a very exciting moment for all of us! By the end of March, seven women – six from the Vineland Developmental Center and one from the community – were all moved in.

The new residents, who were selected for these homes in the previous year, had a chance to gradually become familiar with how their new lives would be before moving in. In summer of 2010, they took trips to the construction site to become familiar with their new neighborhood and what was available to them in the community. Staff were hired in the fall, and 30 days prior to the move staff began shadowing at the developmental center to learn all about the residents and ultimately help smooth the transition for these women from a large, institutional setting to a home where they each would have their own private unit and more individualized supports.

In the first six months, staff worked with residents closely to help them discover what activities they liked and didn't like. They helped them establish which day programs they preferred, what they liked to have for dinner and how active they wanted to be in the menu selection and preparation, and where they wanted to go to church. They also explored The Arc's recreation program and selected activities they wanted to participate in. One resident was thrilled to get involved with bowling - she hadn't bowled since she was a little girl.

In June, after the residents were all settled into their homes, The Arc hosted an open house, inviting neighbors, dignitaries, Arc staff, consumers and community members to meet them and learn more about the homes and the women who live there.



*Above: Estelle McGurk, a resident of one of the new Galloway group homes, was featured on the front cover of New Jersey Council on Developmental Disabilities' summer 2011 issue of People & Families magazine. The photo accompanied an article about Estelle and her new life outside of the developmental center. Estelle is quoted, "Now I have this family that takes care of me. We're like a second family here. People love me here."*

*Below: Estelle and all the new residents at Galloway I & II received a 'Leap of Faith' award for bravely choosing a new way of life at our annual Membership Meeting held in June.*



**Above:** Residents of Galloway I are pictured here with their residential manager Diane Kalin at the open house in June.

**Right:** Arc COO Pat Jones, contractor Sal Orapallo, Arc CEO Deborah Davies, and Cynthia DelRossi and Tammy Schiavo from Kitchen & Associates, the architecture firm who designed the new homes.



# New Funding Sources

## New Thrift Shop Opens in Northfield

This fiscal year, our dream of opening a second thrift shop to generate more unrestricted dollars for our programs finally came true. Our goal for this second shop was to have enough space to sell furniture, which is frequently donated to The Arc and often backlogs in our donated storage units before we can find a match for it in our residential programs. Selling furniture enables us to respond to more potential donors, provide people we support with a venue to shop for inexpensive furniture, and generate more funds to support our services.

We hired Irv Singer, a retired retail executive and chair of the Golfing for Good Tournament that benefits The Arc, to spearhead the search for a location and eventually manage the store and staff. In less than two months from securing the location in the Tilton Shopping Center in Northfield, the 5,000 square foot store was outfitted to meet our needs and filled with new and gently used merchandise. On May 28, the store officially opened to the public and by the end of June, more than 2,500 customers had walked through the doors generating more than \$37,000 in sales.

The new thrift shop not only provides us with another stream of funding, it offers another venue to promote our brand and the impact The Arc has on people with intellectual and developmental disabilities and their families. Oversized signage throughout the store features photos of people we support and testimonials about how The Arc has helped them.



## Corporate, In-Kind and Individual Gifts Boost Residential Expansion

In FY11, Egg Harbor Township administrators committed to donating 20 building lots to The Arc of Atlantic County over 10 years to help us address the need for more affordable and accessible housing for people with developmental disabilities. With this commitment, we were able to move forward with our campaign to raise funds to support expansion. Cape Bank Charitable Foundation stepped up to the plate with a \$250,000 commitment over five years. Atlantic City Electric also contributed \$45,000 to support this effort. We garnered additional support from other community leaders by hosting receptions in August and November and providing information about The Arc and our impact on the community.



**Above:** Atlantic City Electric executives presented The Arc of Atlantic County with a check for \$45,000 in December at the new Galloway homes to help fund our residential expansion.



**Left:** Emeritus Arc board member Gene Arnone with Jody and David Tilton at the November 2010 donor reception at The Arc's Galloway Homes. These receptions brought together influential people in our community to learn more about The Arc and the residential expansion program.



**Right:** Arc Chief Development Officer Deborah Jewell with Sam Pignatelli, of Hammonton, at the August reception at Trump Marina.

# New Budget Bracket



This report is for Fiscal Year 2011: July 1, 2010 to June 30, 2011. The addition of two new residential programs and a thrift shop brought The Arc's budget above the \$10M mark for the first time in our agency's history. We increased the number of people we serve in residential, recreation and employment services, increased our total number of employees by 12%, and increased our fundraising revenue by 160%.

## Individuals and Families Served

Residential Services	151
Employment Services	98
Recreation	282
Family Support/Real Life Choices*	424
Case Management	157

\*A person may use more than one Family Support service

## The Arc Employees

Full time	216
Part time	45
Substitutes	15

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**Total Employees** **276**

## Operating Revenues

Contract Revenue	\$9,408,363
Program Fees	648,578
United Way	46,212
Charitable & Foundation Support	180,741
Fundraising	165,621
Thrift Shop	136,908
Capital Support	362,643
Other	34,529
HUD Housing Assistance	87,174

**Total Operating Revenue:** **\$11,070,769**

**Net gains on non-operating investments and property:** **\$1,218,501**

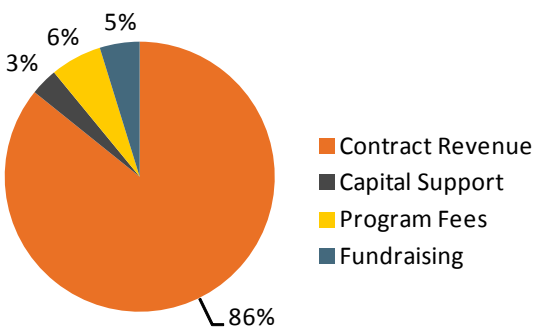
## Operating Expenses

Direct Service	\$9,021,724
General & Administrative	1,098,423
Thrift Shop	106,480
Development/Community Relations	310,556

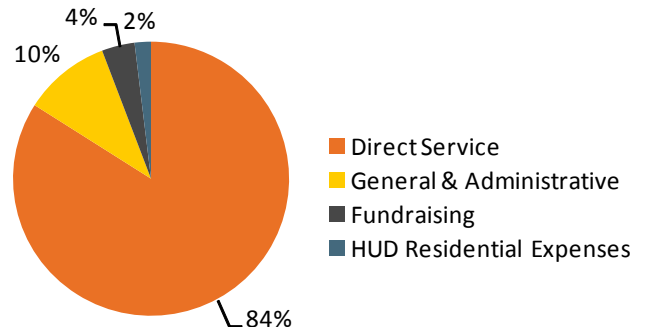
**HUD Residential Expenses** **206,643**

**Total Operating Expenses:** **\$10,743,826**

### Operating Revenues



### Operating Expenses



Financial Audit by Capaldi, Reynolds & Pelosi, Certified Public Accountants  
Consolidated financial statements are available upon request

# Generous Supporters

The Arc of Atlantic County publicly thanks our donors and members for their generous support during fiscal year 2011 (July 1, 2010 through June 30, 2011). We have made every effort to present a complete and accurate list. If we have omitted you or placed you in an incorrect group, please contact Chief Development Officer Deborah Jewell at 609-485-0800 ext. 135.

## Major Funding Sources

Division of Developmental Disabilities  
Division of Vocational Rehabilitation  
Department of Children and Families  
Office for the Prevention of Developmental Disabilities

## \$25,000 and Above

Atlantic City Electric  
Peter and Debbie Beck  
Cape Bank Charitable Foundation  
United Way of Atlantic County  
Richard H. and Millicent Walker

## \$10,000 to \$24,999

AMI Foundation Inc.  
Caesars Foundation  
Monica Buckley Memorial Foundation  
NJ Coalition for Battered Women  
Al and Gail Ruggiero

## \$5,000 to \$9,999

Holly Baker  
Charles and Susan Bisciegli  
Deborah Davies  
Bob and Bev Frank  
Herbert G. Hummel  
Odessa F. and Henry D. Kahrs Trust  
TD Charitable Foundation  
Timbrook Family Foundation

## \$1,000 to \$4,999

Atlantic County Office of Cultural & Heritage Affairs  
Carmen Bannon  
Cars 4 Charities  
Louis and Pam DeCicco  
East Coast Wholesale  
The Gold Foundation  
William Gormley  
Bryan Griffiths  
Margaret Ireland and Mary Geary  
Pat Jones  
Jill and John Lemon  
Kevin and Pat McDonnell  
Ocean City Home Bank Foundation  
Joe Polisoano  
Joseph Simone  
Stroser Foundation  
United Way of the National Capital Area

## \$500 to \$999

David and Norma Blecker  
Donna Buzby  
Euro Line Designe, Inc  
Fox & Roach Charities  
Galloway PAL  
Linda and Charlie Gemmel  
Tom and Janet Hendrixson  
Deborah Jewell  
James Klinghoffer  
Lewes Leitner  
David and Carolyn Middlebrook  
Ervin and Shannon Nixon  
Sal and Patti Orapallo  
Ted and Lois Ridgway  
Robert Rothhouse and Patsy Guerrina  
Dot and Herman Saatkamp  
Jim and Mary Ann Scoppa  
Jo Frances Stow  
United Way of Southern Pennsylvania  
Lee Wasman

## \$250 to \$499

America's Charities  
The Arc of New Jersey  
Alan and Kris Arcuri  
Atlantic City Hilton Dealers Assoc.  
Therese Connell  
Kline Construction

Joe and Lisa Damiano  
Anne and Charles Dillon  
Audrey Fischer  
Fidelity Charitable Fund  
Pat and Kristen Geubtner  
Howard and Gayle Gross  
Mary Hardwick  
Sean Jermyn  
Knights of Columbus, St. Joseph's 10220  
McAllister Fuels  
Scott and Jackie McKnight  
Cariona McSweeney  
Mobility Transportation Services  
Harold Moskowitz  
Domenic Palmiere  
Thomas Reynolds  
Tina Shutz  
Joe Silipena  
Hakeema Sumner  
The Gap Foundation  
The Press of Atlantic City  
Wells Fargo Community Support Campaign

## The following donors sponsored Arc fundraising events at the level of \$1,000 or more.

21 Down: Down Syndrome Awareness Group  
ACCU Staffing  
Atlantic City Electric  
Atlantic County Utilities Authority  
Gene and Cindy Arnone  
AtlantiCare  
Bollinger Insurance  
Borgata Heart & Soul Foundation  
Bunzl Mid-Atlantic Region  
Caesars Entertainment, Inc.  
Matt Callaghan  
Cape Bank Charitable Foundation  
Community Counselling Service  
Doolim Corporation  
Fitzpatrick, Bongiovanni & Kelly  
The Gold Foundation  
Gold Transportation  
Horizon BCBS of New Jersey  
I. Rice & Co., Inc.  
Levine Staller, Attorneys at Law  
Martin Company  
Sal Orapallo  
Parke Bank  
South Jersey Industries  
Stalker & Associates  
Tropicana Casino & Resort  
Village Super Market Inc./Shoprite

## Membership

Bill and Karen Aarons  
Vince Accardi  
Bob and Joyce Anderson  
Gene and Cindy Arnone  
Holly Baker  
Sheldon and Joyce Bank  
Carmen and Theresa Bannon  
Ellen Barbieri  
Peter and Debbie Beck  
Pat Beebe  
John and Debbie Bieniakowski  
Dennis and Margie Boreen  
Rozella Bower  
Gloria Burchell  
Tom and Letty Chadwick  
Bill and Laura Clements  
Rick Collins  
Michael and Joan Colondrillo  
Elaine Connor  
Andrea Connor  
Christine Cox  
Janine Dalton  
Joe and Lisa Damiano  
Debbie Davies  
Joe and Lela Davis  
Carole Davis-Hayes  
Louis and Pam DeCicco

Marc and Dawn DePlato  
Frank and Anna Devito  
Anne and Charles Dillon  
Cliff and Regina Dirkes  
Matt Doran  
Latoya Eckard  
Audrey and Norman Fischer  
Bob and Kathy Fisher  
Hilda Fonville  
Bob and Bev Frank  
Alan and Sheila Friedman  
Ashton Frohner  
Linda and Charlie Gemmel  
Henry Gertzen  
Pat and Kristen Geubtner  
Kelly Gifford  
Stephanie Glaymon  
Roy Goldberg  
Bobbie and Paul Gorman  
Walt and Tree Greiner  
John Hale  
Kerry Harper-Wentzell  
Tom and Janet Hendrixson  
Jackquyn Hill  
Jim and Donna Hogan  
Herbert G. Hummel  
Mark Jacoby  
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Pat Jones  
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Patricia Wicker  
Troy Williams  
Ann Marie Zglinicki

## 3rd Annual I. Rice & Company Golfing for Good Tournament Raises \$45,000 for The Arc's Recreation Program

Since the Golfing for Good tournament began in 2009, The Arc has gained a whole new group of friends and supporters who have helped improve our recreation program significantly. In three years, the tournament has raised \$100,000 to help more people with I/DD learn new skills, build self-esteem and make long-lasting friendships through Special Olympics sports training, dances, trips, and adult evening classes.

This event is the success that it is thanks to the leadership of Irv Singer and Steve Kuhl, as well as the generous contributions of hundreds of sponsors, raffle donors, golfers and volunteers. Thanks to the funds raised from the tournament, we're now offering more Adult Evening Classes and we added two new sports. We were also able to accept 50 new participants this past year thanks to funds raised from Golfing for Good. For many of these new participants, it was their first time playing a sport or learning a new skill!

There were many highlights to this year's tournament, including celebrity golfer Vince Papale, former Philadelphia Eagle and subject of the hit Disney film "Invincible". Papale was especially great with the people we support and posed for many photos and signed footballs for them. During the lunch program, parent Jacky Scott spoke about her daughter, Tracy Musarra, and her friends Matt Roman and Dan Miller. All three enjoy the recreation program and spoke about how The Arc has helped them achieve their goals. We also held the drawing for our "RemArcable Raffle" and announced the five big winners!

For more information and photos from the 2011 Golfing for Good Tournament, visit [www.arcatlantic.org/events/GolfingforGood.asp](http://www.arcatlantic.org/events/GolfingforGood.asp).



### Attention Families and Caregivers: We're Here for You!

The Arc of Atlantic County's case managers are experienced and highly skilled in helping families of people with developmental disabilities navigate all of the systems and opportunities available. Below are some of the most common issues we help with, but please feel free to contact our social services director Nicole Terzakis with any of your questions or concerns at 609-485-0800 ext. 201 or [nterzakis@arcatlantic.org](mailto:nterzakis@arcatlantic.org):

- **Applying for DDD Services:** Does your loved one with an intellectual or developmental disability (I/DD) need to apply for services with the Division of Developmental Disabilities (DDD)? The first step is to call their office at 609-476-5200 and ask for the intake screener. They will then take your loved one's information and mail you an application. If you need help filling it out, The Arc's Social Services Department can help you through the process.
- **Legal Guardianship:** Do you need to apply for legal guardianship of your child or loved one with I/DD? We can help you through this daunting process. Whether you hire an attorney or choose the pro se (on your own) route, The Arc's case managers will help you from start to finish.
- **Residential Placement:** Do you need to add your loved one's name to the DDD residential placement list? Your loved one must be eligible for services with DDD already. Then, contact the case manager to add your loved one's name. If the caretaker is over 55 years old the individual will be automatically added to the Priority Wait List for Placement. If the caretaker is under 55 or the individual is a child, he or she will be added to the General Wait List for Placement.



## Arc Service Recipient Honored for 20 Years of Employment

Through The Arc's Supported Employment Services, many people with intellectual and developmental disabilities (I/DD) are able to find meaningful and often lasting employment in our community. Each individual is assigned a job coach, who provides support throughout the hiring process and helps with any on-the-job issues that may arise.

Among our many employment success stories, the story of Tom Keown shines especially bright! Tom recently received his gold watch for 20 years of employment with Boscov's Department Store, where his role is recycling hangers and garbage.

Tom's job coach, Christian Smith, has worked with him since July of 2011. Since then, Christian has seen Tom's appreciation for his work and his role as not only an employee, but a Boscov's family member, "He can be counted on to give you the latest scoop about the Phillies and he has the same passion for his work."

Maureen Yuhasz, Coordinator of Supported Employment, has worked with Tom for the past 11 years, and has seen him blossom in his role at Boscov's. "Tom is extremely independent and knowledgeable regarding his job duties, and accepts new responsibilities with ease. He is a success story and he makes us proud to be a part of his life."

Barry Shaak, Boscov's store manager, has known



Tom Keown, left, receives a gold watch for 20 years of employment from Boscov's general manager Barry Shaak.

Tom since he hired him over 20 years ago, and has nothing but great things to say about him. "One thing about Tommy- he is very aware. Sometimes people underestimate his intelligence. He's a great guy. Everyone likes Tommy."

Barry believes that when people with I/DD are matched with the right job, it helps them to have a sense of self worth. He would recommend hiring someone from The Arc to any employer. He made sure to remind us that Tommy, as he calls him, is an essential member of the Boscov's team. His co-workers look after him, and they are also proud to work for a company that would give someone like Tom a chance.

When given the opportunity to be employed in their community, people with disabilities often become very dedicated and loyal long-term employees just like Tom. Not only does this experience provide the business with skilled employees and positive community relations, but it provides an unforgettable and rewarding experience for everyone involved.

The Arc is always looking for new employers who want to know more about our program and are interested in employing people with disabilities. Feel free to contact Maureen Yuhasz at: 609-485-0800 x225 or email her at [myuhasz@arcatlantic.org](mailto:myuhasz@arcatlantic.org).

## New Arc Thrift Store in Northfield Accepting Furniture Donations

Are you looking to donate your gently used furniture to a good cause? Or, are you on the hunt for some unique furniture pieces but don't want to spend a fortune? Then visit our newest thrift store in Northfield!

With nearly half of our 5,000 square feet of floor space dedicated to furniture and with our new furniture pick-up and delivery truck pictured at right, The Arc Makes Cents, Too! Thrift Shop is your destination for all your furniture needs, whether you're shopping or donating.

**Donating:** We accept most types of furniture, as long as it is in gently used condition without damage, *except for:* used mattresses, boxsprings and bed frames, and items that need repair or significant refinishing. All items are carefully reviewed by our staff before confirmation that we can accept your donation, but once we do, pick-up is free! Just call the store at 609-241-9333 to get started.

**Shopping:** Because we're so choosy about the furniture we accept, you can be sure that all items are ready to become a part of your home. We offer 25% off furniture every Friday and Saturday, and seniors receive 20% off every Tuesday, which also applies to furniture. Visit our shop in the Tilton Shopping Center at 331 Tilton Road in Northfield, NJ and see what we have in store for you!



## Introducing New Board Members Peter Beck and Lauren Sallata

The Arc of Atlantic County is pleased to include Peter Beck and Lauren Sallata as members of our board of directors. Sallata and Beck bring leadership skills and a commitment to expanding our philanthropic capabilities that will help us as we grow our residential program over the next several years.



*The Arc's newest board member Peter Beck is pictured with his wife Debbie, right, and the athletes they coach, Michael and Sarah.*

Beck is an Ocean City, NJ resident who brings with him more than 40 years of experience running his family business, Lawrence-McGadden Co., in Philadelphia, PA, which made industrial wood finishes for products ranging from cabinetry to musical instruments. Beck came to The Arc more than seven years ago as a volunteer in The Arc's

golf program, when he and his wife Debbie were recruited as golf partners to help athletes Michael Chane and Sara Misal compete in the Special Olympics. Peter and Michael play three qualifying rounds and two tournaments together each season.

Beck says, "After retiring, I had more time to devote to an organization where my time could make a difference. The Arc provides such an important service to people with intellectual and developmental disabilities and their families, and I'm thrilled to be an even bigger part of The Arc by serving on the board."

Lauren Sallata is Vice President for Solutions and Alliances for ACS, a Xerox Company, in their Government Solutions Sector practice. In this position, she oversees both strategic and ecosystem partners, new solution development and related go-to-market responsibilities.

Sallata received a Master of Business Administration degree from the Fox School of Business at Temple University, and a Bachelor of Science in Communication from University of Miami. She has also completed Executive Education coursework at Harvard Business School, and has served on the Boards of both the Women's Regional Business Council and the Philadelphia Chapter of the American Marketing Association, and volunteered for Philadelphia Cares. Sallata divides her time between New Jersey and New York.



## March is Developmental Disabilities Awareness Month!

Thanks to the advocacy efforts of The Arc in the 1980s, President Ronald Reagan officially declared March to be Developmental Disabilities Awareness Month in 1987. For nearly a quarter of a century, The Arc and its network of 700+ chapters across the country, including The Arc of Atlantic County, have fostered respect and access for individuals with intellectual and developmental disabilities. We have made tremendous progress in promoting and protecting the rights of people with I/DD and creating opportunities for them to live, learn and work as valued members of their communities. But there is much work left to do.

In 2012, a pivotal national election year, we are fighting to protect support systems in the face of tough economic times and drastic budget cuts. Since many people with disabilities rely on publicly funded services to fully participate in their communities, policymakers and candidates need to know you are concerned about continuing these vital services. Take advantage of Developmental Disabilities Awareness Month to make your mark on this election by getting involved and getting active today.



### What Can You Do?

- **Jump in.** Contact The Arc of Atlantic County to volunteer or donate at 609-485-0800 or [www.arcatlantic.org](http://www.arcatlantic.org).
- **Speak out.** Contact your legislator or candidate today and let them know you expect them to support public policy to assist people with I/DD.
- **Spread the word.** Educate yourself about issues important to the I/DD community and tell the world what you found out. Use March as a great excuse to post your positive thoughts about the I/DD movement on your Facebook page or Twitter account. Follow The Arc of Atlantic County on Facebook and Twitter and express yourself. Or, send a letter to the editor of your local newspaper explaining to your community why they should care about people with I/DD.

Join us during March to help raise awareness. Find out more about I/DD and what you can do at [www.arcatlantic.org](http://www.arcatlantic.org)!

## Thank You for Helping Us Grow!

(Donors listed made a gift of \$25 or more between June 1, 2011 and December 31, 2011 - Note: Event sponsorships are not included)

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### Looking Ahead: Legacy Giving

The critical need for affordable and accessible housing for people with disabilities will not be resolved overnight. The Arc of Atlantic County will remain at the leading edge in addressing this problem by providing housing, services and support. But we can't do that without your help—now and in the future. Remembering The Arc in your Will, in a life insurance policy or through another planned giving mechanism may offer significant tax benefits while insuring that the important work we do continues. Check with your estate planning professional for more information or call Deborah Jewell, The Arc Chief Development Officer at 609-485-0800, ext. 135.

### Special Thanks to Our 2011 Holiday Partners!

**Organizations:** Arc Supportive Living Program • Atlantic County Library - Pleasantville Branch • AtlanticCare IT Department • Atlantic City Women of the Moose • Borgata Sales Dept • Brigantine Library (in memory of Lesa Keener) • Bunting Family Pharmacy • Cologne Busy Bees 4-H Club • Delta Zeta Omicron Beta Sorority of Stockton College • FAA • FEMALES Club, Stockton College • Gold Transportation • Greater Atlantic City Chamber of Commerce • H. Ashton Marsch School • Jersey Shore Pharmacy • Life in Christ Outreach Ministries • Lucky Ladies Card Club • Merrill Lynch • Morey's Piers • Occupational Therapy Dept Health South Rehab Hospital of Toms River • Organization • Our Lady of Sorrows Church • South Jersey Industries Human Resources Department • Stockton College School of Health Sciences • Stockton College School of Institutional Research • Stockton College Graduate & Continuing Studies • Stockton College Office of the Provost • Stockton College School of Business • Stockton College Social Work Club • The Arc's Adult Training Center • The Arc Makes Cents, Too! Thrift Shop • Yoga Nine

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**Vision**

People have the opportunities and supports they need to live the lives they choose.

**Mission**

The Arc of Atlantic County improves the lives of people with intellectual and developmental disabilities in our community. Through direct services, advocacy, education and prevention activities, we work in partnership with individuals and their families to make choices possible about how and where they live, learn, play and work.



# WANTED

Your Attendance at The Arc of Atlantic County's Annual Tribute Dinner

## HOW THE WEST WAS FUN!

**Thursday, March 29, 2012**

The Carriage House • Galloway, NJ

*Join us for a round up of all The Arc's friends and a honky-tonkin', boot stompin' good time!*

Cocktail Hour • Dinner • Dancing with the Kenny I. Orchestra • Silent Auction • Photo Booth • Awards program honoring three outstanding Arc partners:

*Cape Bank Charitable Foundation  
The Scoppa Family  
NJ District Kiwanis Clubs, Division One*

To purchase tickets, tribute book ads, sponsorships or to donate an auction item, call Deborah Jewell at 609-485-0800 x135 or visit [www.arcatlantic.org](http://www.arcatlantic.org).

