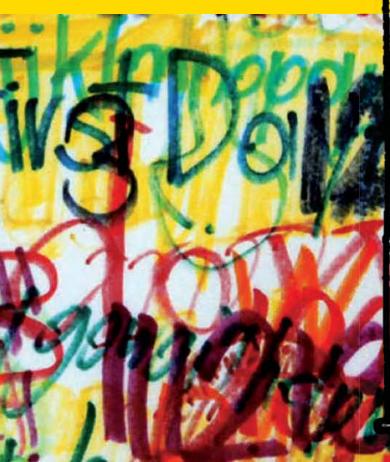
Opening Doors to a Bold Future





SUCCESS

SELF-EMPOWERMENT

COMMUNITY

CREATIVITY

CONNECTIONS

FAMILY

CAREER

DISTINCTION

SELF-RELIANCE

CARING

FRIENDSHIP

A NEW VIEW

PRIDE

EXPLORATION

TRANSFORMATION

FULFILLMENT

SATISFACTION

SELF-REALIZATION

CONTRIBUTIONS

PRODUCTIVITY

Young adults making friends, learning skills and having a blast during summer enrichment at Manhattanville College.





CABI DILIS

About Arc of Westchester

Our services focus on individual choice, future planning, community inclusion, and smaller, individualized residential options. We were founded in 1949 with a radical idea: that people with developmental disabilities have rights and expectations to make the most of their abilities as citizens of their communities. Regardless of external challenges, we strive to evolve, meet new challenges and create a sustainable foundation for the future.

Mission

To empower children and adults with developmental disabilities to achieve their potential based on personal choices, abilities and interests. This is accomplished through personcentered services, support to families, advocacy and leadership, which together inspire the community to value the inclusion of people with developmental disabilities.

Foundation Mission

To increase public awareness and to raise financial support from the community, generating income through long-term investments and distributing funds to support services for people with developmental disabilities in Westchester County.

Colleen works at the Westchester County **Board of Legislators. In** the thirteen years she has been employed by the Board she has assisted numerous legislators with tasks, including copying, filing, mailings, shredding, and packing boxes. "She approaches her work with enthusiasm and a pleasant attitude. She is a member of the BOL family and makes everyone around her happy," says **Tina Seckerson, Chief** Administrative Officer, Westchester County Board of Legislators.

BOARD OF

COUNT,

168.

RGANIL

ESTER COU

Photo courtesy of Debbie Rasiel

You Are the Key to Our Accomplishments in 2011.

Our donors, members, families, and community partners are key to the success of our programs. Thanks to your support, we are making a very real impact in the lives of our consumers. Impact that is measured not just in numbers but in lives led with dignity and distinction.

We continued our time-honored tradition of being the oldest and largest agency in Westchester County serving children and adults with developmental disabilities. Our Wellness Center served over 430 people, providing a variety of outpatient clinical services such as occupational and physical therapy, nutrition assessments and counseling, and psychotherapy.

More than 80% of the preschool children we serve went on to attend community kindergartens. Our Respite House provided overnight visits for both children and adults, allowing for invaluable relief for family members. Parents were able to rest easier knowing trained respite staff cared for their children.

Our crisis intervention hotline provided 24 hour a day support and response to urgent and emergency issues.

We provided services to over 2,000 individuals every day. We are there where they need us - whether it be at their job, at school, in their home, or at the Gleeson-Israel Gateway Center.

330 people were employed in jobs in our community. Through our nationally recognized model of employment, 80% of the young adults served are engaged in employment, compared to the national average of 27%.

240 adults lived in our safe, comfortable, supportive residences. We opened a brand new residence in Cortlandt Manor. 120 adults and their families were served by our guardianship services. These services are completely donor supported and provide legal guardianship for adults whose families are no longer able to care for them. Even at 6 years old, Mia has high expectations for herself. We are just going to sit back and gently guide her in the right direction! We know she will do wonderful things. We know that she is going to impact a lot of people in lots of wonderful ways.

proud mom of Mia Grace Kelly

"My daughter, Mia Grace Kelly, is a beautiful little girl who just happens to have Down syndrome. When she was born, we received information about the Children's School for Early Development and at four months old, she began to receive services in our home. As she got older, she enrolled in the Children's School program where she received the same excellent services and was also given the opportunity to attend pre-school classes with children typically developing along with children with developmental disabilities. I'm proud to say that she is now thriving at the local public school kindergarten. Arc of Westchester paved the way to her being where she is today.

Arc of Westchester has given us the coping skills to raise a child with special needs. We were not prepared, but as overwhelming as that can be, it just seemed so natural when they guided us through the maze of acronyms and therapies. We have become better parents because of their support. We support Arc of Westchester financially because we want other children and their families to get the same quality of service and compassion that Mia has received. It is life changing."

Early diagnosis and treatment can change the life of a child with developmental disabilities. Our early intervention program serves children from birth through three years of age. Services include evaluations, service coordination, speech, occupational and physical therapy, and family support groups. Our preschool program has classes that serve children age three to five with autism and other developmental disabilities. Most of our students graduate to typical community kindergartens in their local school districts.

In 2011, 71 infants received evaluations, 78 children received early intervention services, 150 children were in preschool classes, and 115 children graduated from preschool.

My daughter is Mia Grace and she is: Confident, capable, tenacious, strong, and beautiful.

She will melt your heart!

My goals and dreams are to keep my job, to live out on my own some day and to have a job where I can be a secretary because I love to talk on the phone and interact with people. J Diana Hurt

Diana has a job she loves: entering data to create coupons for restaurants. She saves the money she earns for trips with the Arc of Westchester travel club. She feels independent traveling without her mom and dad. She says: "Being independent is good, because you are on your own, and you want to be out in the world doing your own thing and not having people telling you what to do."

As part of our summer enrichment program for young adults, Diana took part in a unique learning experience on the campus of Manhattanville College. All classes, dorms and meals allow for the full college experience with other students attending summer classes. Students enhance their creative thinking and verbal and social skills by creating a musical theater performance. They learn team-building and computer skills that will help them find and keep jobs.

The summer enrichment program is part of Arc of Westchester's broad spectrum of transition services. These services are offered in partnership with school districts to help young people succeed in their transition from school to work. We help young adults to take stock of their interests, abilities, resources and goals, and then take action. Job readiness classes, internship experience and job coaching, life planning and navigation services are all designed to provide a bridge to adulthood for these young people. 150 young adults took part in transition services in 2011. My name is Diana and I am: A very good friend and a good-hearted person. I am very giggly! The most important thing in my life is to help other people. I like people. I am nice, helpful, playful, beautiful and funny.

I told my friend, don't be afraid, we can move on from this. Being blind will not stop you from doing what you have to do for yourself. **77** _{Crystal Cruz}

"One of my friends just became blind. She didn't like being blind and she was afraid. One day I sat with her and talked her through it. I told her how it feels to be blind. Being blind will not stop you from doing what you have to do for yourself. You always have something in your heart, especially inside of yourself to know that you can do it even though you have a disability as well as being blind.

I told her it would be OK. Don't be afraid, I am blind too, we can move on from this. We can do things together that we never did before like reading Braille. She is learning how to read Braille and getting better at it. I am proud of myself because I taught her. I know if I can do it, I know that those out there with a disability can do it too."

Crystal is part of the Prevocational Program at the Ann Manzi Center. These services train adults for employment. The curriculum focuses on problem solving techniques, employer expectations and the communications skills they will use on the job.

Our people show their caring for each other and for the community in many creative ways. At the Mount Kisco site, they make their own greeting cards. Over the year, they sent many holiday, happy birthday, get well, thinking of you and thank you cards to consumers in the programs and to our troops overseas. The group donated \$180 to the Ronald McDonald House. They also volunteer at the Katonah Community Center, sorting and hanging clothing. Every month, they recycle cans and water bottles, collecting money for donations. They sent a \$170 donation for the Pacific Earthquake and Tsunami Fund through AmeriCares.

In Yonkers, program participants spend several days a week at The Sharing Community, where they serve meals to over 250 people at a time. There are many such examples where our volunteers contribute.

My name is Crystal and I am: Funny, smart, caring, respectful, passionate - definitely a very caring person!

I am a person who believes life is a learning lesson.
I never stop learning. There is no challenge I can't do.
I first think about it and then I figure it out. 77

Pasquale Ginese, President, Customer Service Council

"My first self-advocacy learning experience was actually from my Dad. He told me that the school system didn't want me in the school. He took me to the PTA meeting and he asked the school people to tell me they didn't want me in their class. I learned to speak up for myself. I also learned from him that he isn't always going to be here for me and I have to learn to have my own voice. That has helped me to speak up for others and encourage them to speak up for themselves. This is important to me.

I speak to senators and let them know that people with disabilities have a right to be included and not to cut services to them. I shared my successes and failures. Self-advocacy is not easy, you have to keep pushing, keep asking the same question again and again. I have learned as a self-advocate to go out there and it has really taken me places."

The Customer Service Council is a board-level group of people with developmental disabilities. The Council represents all of the 2,000 individuals who receive services from Arc of Westchester every day. The Council holds annual elections of officers, publishes a newsletter, and directly contributes to decisions on Arc of Westchester's strategy and operations. At the Gleeson-Israel Gateway Center, there is a room designated for the meetings and activities of the Council. There is a plaque on the wall with the Council's slogan, "Nothing About Us Without Us."

"Nothing About Us Without Us"

Arc of Westchester Self-Advocates

My name is Pasquale and I am:

Determined, truth-seeking, self reliant and caring.

A Bold Future: Insights and Inspiration from Arc of Westchester Leaders Sheryl Frishman, President, and Ric Swierat, Executive Director

Ric: Sheryl, over the past few years, we have widened our outreach and services to an ever-expanding range of individuals and their families – many of whom are on the autism spectrum. We are working with families who have struggled with finding the right services and opportunities for their children. Thanks to strong leadership and support from committed families, donors, and community partners we are now regarded as not only a traditional provider of services but as a support for people making choices, realizing possibilities, and creating their own lives.

Sheryl: I am so proud of that progress. Arc of Westchester is constantly evolving to meet the changing needs of our consumers, of our community. Current statistics show that one out of 88 children in America is on the autism spectrum. That's staggering! We have to figure out how to provide kids, like my son Aaron, the bold, bright future they deserve. Aaron was diagnosed with severe autism at age 2. Because of the incredible services and expertise at Arc of Westchester, Aaron has been able to remain at home and participate as a cherished member of our family. But as Aaron and kids like him grow up, we need to rethink the ways we provide support.

Ric: One way we will continue to evolve is through our families and self-advocates. They have a say in how we support their children and help them build their futures. It's like a family around a dinner table, making decisions and planning for the future. It is central to our mission to include our consumers and their families in our planning and evaluation processes. Who knows better what the

real issues and needs are? Who has a bigger stake in the outcomes? No one.

Sheryl: I'm glad you mentioned that. We had our start as a group of committed parents and we have maintained that connection even as we have grown into the largest provider of services to people with developmental disabilities in Westchester County. Along the way we realized the need to partner with self-advocates as well and what an impact that has made. Working together in collaboration—we are a powerful force in our local community and at the state level as we advocate for change and support.

Ric: We're learning from our self-advocates what they need and we're learning not to get in their way. One of the ways we are able to do this is through the use of technology. Devices like Smartphones and low-tech walkie-talkies enable us to give support without intruding as people go about their lives. True self-advocacy means it's up to them to ask for the support they need. And, of course, we all need support in one way or another.

Sheryl: Yes, one of the most important things I have learned is that there is no "one size fits all" in terms of support. For example, people on the autism spectrum have taught us that job training is different for them than it may be for someone with Down syndrome. They often don't need social breaks from work as much as they need some downtime. We are working to recognize all of these unique needs and make sure they are all



being met in a way that is beneficial to the individuals and their families.

As I think about Aaron's future, I know I can't rely on services provided by public benefits. Parents must invest and plan for their children's futures. I see great things ahead for Aaron because of what I have learned here at Arc of Westchester. I feel privileged to be able to provide this vision of a bold future to our entire community.

Ric: As we move into a new era of managed care, customer satisfaction will be key to success. The

customers will make choices as they move from service to service. Our customers always lead us back to our mission. The funding and regulations don't drive the supports and programs. We are always learning from the people we serve what is important to them, and we help them achieve it.

I wish all the parents who founded Arc of Westchester 65 years ago could be part of our conversation today. I know that they would be proud of the way the organization has lived up to their original goals and dreams. I know I am.

Above from left: Sheryl Frishman, Jenna Loccisano and Ric Swierat

Donor Support Opens Doors to Lives of Distinction

A candid conversation with Arc of Westchester Foundation leaders, Larry McNaughton, President, and Anne Sweazey, Executive Director

Anne: Larry, I came across this great quote the other day: "The doors we open and close each day decide the lives we live." It really got me thinking about the many conversations I had with donors this year about their motivations for giving. Time and again, I see their eyes light up and their hearts open when they talk about the individuals who are living full and dignified lives because of the support they receive here at Arc of Westchester.

Larry: I agree. I was sitting with a generous donor last month at our Employer Recognition Breakfast. She was tremendously moved by the self-reliance of our consumers and the sensitivity and caring of the business people who employed them. When I thanked her for her recent gifts she said "When I see concrete examples like this of lives changed, I know I made the right decision. There will be more support coming from me, I promise!"

The innovative and unique efforts of Arc of Westchester to support lives of distinction for our consumers has been the true inspiration for giving for many of our donors. We only need to point to the full lives our consumers are leading for them to know that their dollars are well spent.

Anne: Yes, and as anyone who has ever visited us here at The Gleeson-Israel Gateway Center knows, there is inspiration waiting around every corner. From the beautiful client-created artwork adorning the walls, to the professionals who come together to share their expertise, to the learning and the opportunities for friendship, people can truly see their donations come to life. And, of course, most important is what happens beyond these walls, out in the community. It is truly something to marvel at!

A key to this is our Foundation Board members. They bring creativity to every conversation—a new way to fulfill a need or a source of funding we hadn't thought of before. For example, our Board member, Laura Saggese and her husband, Ed, created an enormously successful matching gift campaign. Ed shared his personal story about how his older brother Joe had found a satisfying and peaceful home with Arc of Westchester. That campaign was the most successful in our history and I believe that a big part of its success was because

2011 RESULTS

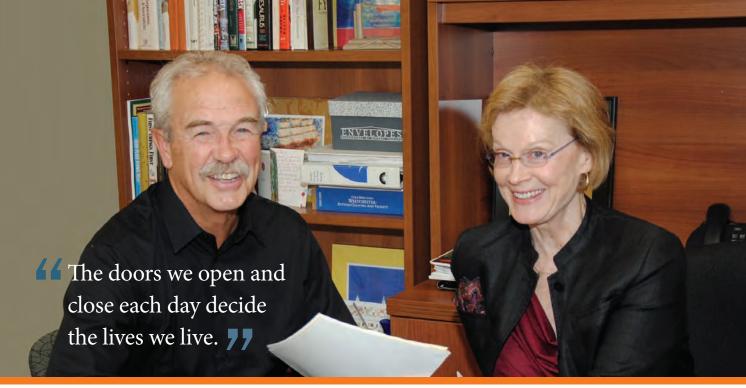
Every year, the Foundation contributes to Arc of Westchester programs through foundation and corporate grants and from contributions from individual donors earmarked for programs. Corporate and foundation grants were \$273,755 in 2011 compared to \$267,800 in 2010.

Net proceeds from A Matter of Taste in 2011 were over \$127,000, the highest in the event's history. Net proceeds from Golfing for Kids in 2011 were \$120,000.

The Foundation manages pooled supplemental needs trusts for the benefit of seven individuals with disabilities. On December 31, 2011, the trusts had assets of \$696,358.

Funds for the Future are long term capital funds held by the Foundation for the future security of Arc of Westchester programs. Those funds totaled \$1,544,683 on December 31, 2011.

	2011	2010
Total liabilities and net assets:	\$3,102,021	\$3,237,586



people were able to connect on a deep and personal level with Ed's story.

Larry: That's right Anne. The personal stories of our consumers are very powerful. I've met some very generous folks in the last year who have chosen to support us but have no personal connection to Arc of Westchester. They give because they recognize the need to support people living with developmental disabilities in their communities and they see the real impact Arc of Westchester makes in these individuals' lives. That is really inspiring to me. The whole community wins with generosity like that.

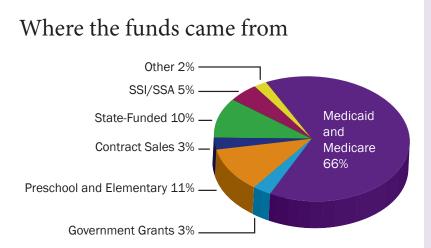
Anne: We are so lucky—we get to see both sides. We get to see the tremendous effect that donors have on

Above from left: Larry McNaughton and Anne Sweazey

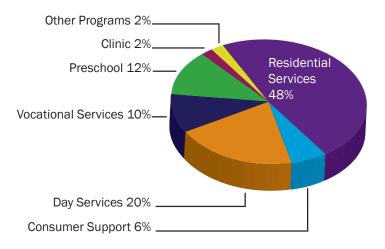
individual lives—the doors that are opened because of their generosity. And we get to see the satisfaction that donors feel from giving. Working with the people who need our support as well as the people who are giving has made my life immeasurably better. I am so grateful to be able to witness such generosity and transformation firsthand.

Larry: I agree. I definitely notice a change in demeanor after someone has made the decision to support our consumers. There is a peacefulness about them, a little more sense of purpose—perhaps even a greater sense of meaning.

We need to always remind ourselves that the funds we raise are for very real and practical purposes and it comes right down to a very simple mantra: Can we help make a life better in some way? Yes, we truly can. That's it and that's all.



Where the funds went



The question is - Does my gift improve the quality of life and productivity of Arc of Westchester clients?

The answer - Absolutely. And seeing clients in a work environment, collecting a paycheck, and developing an enhanced sense of self-worth is more than gratifying.

Mitch Benerofe Employer and Longtime Friend

"There's nothing like a first paycheck!" says Katie.



Arc of Westchester Financial Statements

Statement of Fund Balances December 31, 2011 (Dollars in thousands)

Assets

100000	
Cash and cash equivalents	11,761
Accounts receivable	9,425
Prepaid expenses and other assets	418
Due from affiliates	58
Assets held in custody	2,382
Security deposits	44
Assets limited as to use	1,914
Fixed assets, net	24,520
Total Assets	50,522

Liabilities and Fund Balance

3,912
2,012
1,408
2,220
1,222
831
12,041
23,646
26,876
50,522

Statement of Revenues and Expenses Year ended December 31, 2011 (Dollars in thousands)

Operating Revenues	
Program revenue	50,728
Other revenue	2,376
Total Revenue and Other Support	53,104

Operating Expenses	
Personal services and fringe benefits	38,369
Other than personal services	9,971
Equipment - provider paid	815
Property - provider paid	3,543
	52,698
Excess of Revenue and Gains	
over Expense	406

When we see concrete examples of lives changed, we know we made the right decision to give.

John and Susan Walker Parents

OUR DONORS 2011

Generous donors ensure superlative services. We are grateful to the following members and donors for their gifts in 2011. We wish we could list everyone! A complete list of 2011 donors is on our website, www.westchesterarc.org.

Shooting Stars \$50,000 +

Golfing for Kids A Matter of Taste The Tudor Foundation, Inc.

Diamond Stars \$25,000-\$49,000

The Estate of Annette Edwards The S & L Marx Foundation The Taft Foundation The UPS Foundation The Walbridge Fund Ltd.

Platinum Stars \$15,000-\$24,999

Mrs. Cynthia Ferguson Estate of Gabriel Rubino The New York Community Trust RBS Greenwich Capital

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Our nonverbal son lives in an Arc of Westchester residence. We give to the Arc because the high caliber of the staff, the spotlessness of his home and the devoted care he gets keep him happy and allow us to rest easy.

> Elaine and Steven Masket Parents

Legacy of Love Society

We gratefully recognize those people who have included Arc of Westchester Foundation in their estate plans. These far-sighted and generous people help to ensure future services for developmentally disabled people in Westchester County.

Fulfilled Gifts

Mr. Eugene Small

Robert Blauner Neil Cifichiello Murray Collier **Constance Dimond** Thomas Doran Annette Edwards Miriam G. Ekstein Marjorie A. Elbers Alfred S.Gano Gerard Gleeson and Family Jean Gustafson Pauline C. Halpin Helen M. Harris William Jarad Horton James B. Hosmer Edward H. Hussey Mary A. Jensen Heinrich Joachim

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YOU ARE THE KEY TO COMMUNITY FUNDRAISING

Event Highlights



Paul Stevelman accepting the Family Partnership Award on behalf of his family at A Matter of Taste.



At A Matter of Taste, a line up of generous chefs with News 12 Westchester Anchor, Brian Coneybeare, master of ceremonies.



Ed, Laura, and Joe Saggese enjoying the 2011 Spring Ball together.



Master auctioneers, Larry McNaughton and Ric Swierat, displaying Alex Masket's artwork.



Anne Sweazey accepting a generous check from Hudson Valley Bank from Moira Kiernan and Jennifer Marron.



At Golfing for Kids, Ralph and Annette Mauro, along with their children, accept the Family Partner Award.



At Golfing for Kids, Dr. Peter Richel and his family celebrate his acceptance of the 2011 Caring for Kids award.



Another great day for our golfers at the 11th Annual Golfing for Kids.



Gallery 265 celebrates the creative and artistic accomplishments of individuals with developmental disabilities.

Creating art enhances self-esteem, individuality and creative thinking. Our art classes enable individuals to share their cultures, experiences, and feelings and to come together in a nurturing and supportive community. Even those who are shy or nonverbal can use art to communicate their thoughts and ideas. We invite you to cherish these extraordinary works of art and join each of our artists on a journey of artistic exploration.



Joe Saggese





David Majsak



Mount Kisco Day Habilitation



John Israel



Anonymous



Peter Gallagher

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