



*For people with intellectual
and developmental disabilities*

2021

ANNUAL REPORT

 thearc.org

Dear Friends,

It is only because of your generosity and commitment that The Arc was able to make great strides for and with people with intellectual and developmental disabilities (IDD), their families, and their supporters in 2021.

We are thrilled to share with you a glimpse into our successes—and our determination and passion for our work—with this annual report. While we know you can't be in the trenches every day, your support allows us to fight on your behalf to protect and promote the human and civil rights of people with IDD.

People with IDD and their families are the heart and soul of everything The Arc does. In this report, you will learn about how your support impacted the lives of Neli and Mari. You will get to know leaders like Susan, Amparo, Jesus, and Martha. You will experience the power you have in our growing movement.

In 2021, we embarked on a new [Strategic Framework](#) to guide the pursuit of our vision for people with IDD to be valued members of their communities, with the opportunity to realize their full potential and a future that is secure. Our five strategies are:



BUILD THE MOVEMENT

Mobilize more people to be activists for change



EXTEND OUR REACH

Expand and sustain our presence as a critical part of the fabric of every community



SPEAK TRUTH

Work with people with disabilities and their families to amplify their stories



INNOVATE

Capitalize on the collective knowledge and creativity of our federation to envision, pilot, and implement programs



ADVOCATE

Aggressively advance the interests of people with disabilities and their families before the government

These strategies guide everything we do.

The Strategic Framework's launch coincided with the ongoing pandemic, which has underscored the urgent need for investment in and advocacy for our care infrastructure. Without a care system that works for everyone, far too many people with disabilities, their families, and support staff are left behind today. Out of the gate in 2021, together we secured a \$12 billion investment in home and community-based services and other aid. We celebrate this progress!

The pandemic also shines a light on the disparities faced by people with IDD in our society—particularly people of marginalized identities, including those who are Black, Indigenous, and people of color (BIPOC), LGBTQIA+, immigrants, and refugees. This year, The Arc launched a strategic planning process to ensure we create a clear vision to center access, equity, and inclusion (AEI) in all that we do.

We hope you are as inspired as we are when you review our 2021 highlights focused on three of the five strategies: Advocate; Build the Movement; and Speak Truth. We share where we are on our AEI journey, and proudly showcase the power of our federation of nearly 600 chapters.

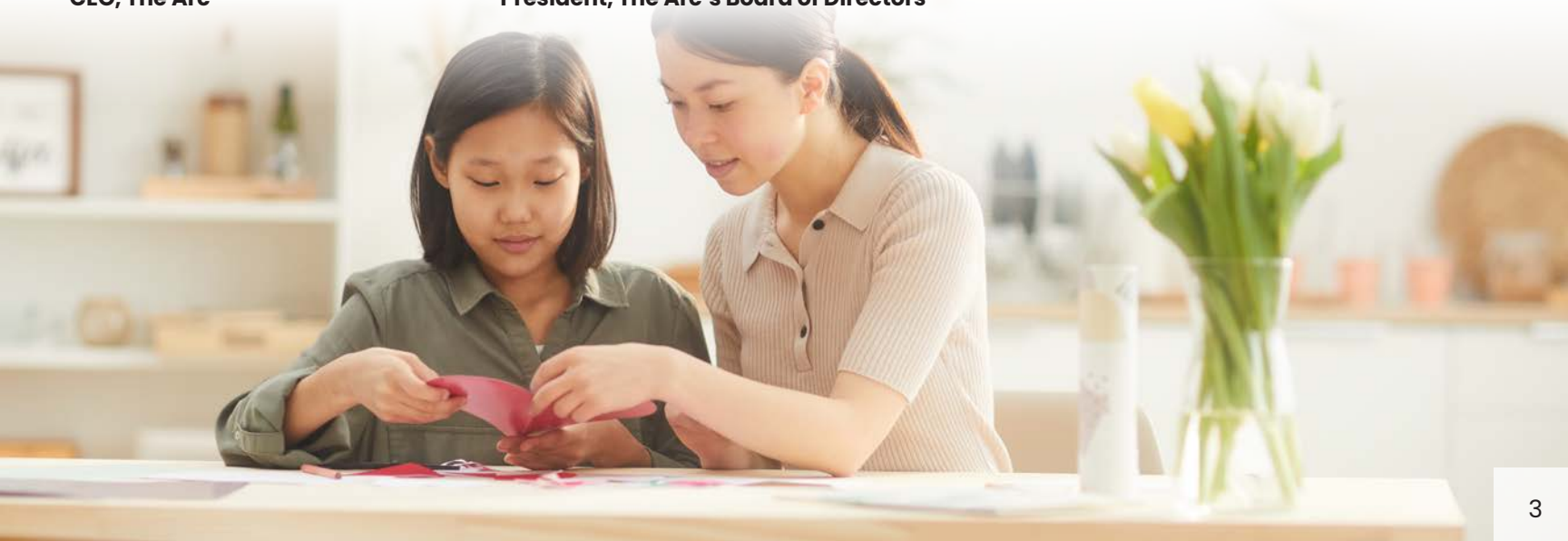
We hope you are pleased with what you have accomplished through your generous support for The Arc. We look forward to working with you to affect change in the year ahead.



Peter Berns
CEO, The Arc



Kenneth W. Oakes
President, The Arc's Board of Directors



The Arc's Story Is Still Unfolding...

More than 70 years ago, families refused to accept that their children were less worthy of inclusion because of their disabilities. Driven by their collective desire to raise their children at home—not in an institution—and for those children to have access to an education like everybody else, The Arc came to life.

In 1950, little was known about IDD. There were virtually no community-based programs or activities to assist in the development and care of people with IDD or to support their families. Doctors told parents that the best place for their children with disabilities was in institutions, hidden away from their communities. But The Arc's founding families wanted more.

We are grateful to those families that fought for equality, and for the many that followed and continue the work.

We are energized by the self-advocacy movement and all the individuals with IDD who bring forward their powerful leadership, advocacy, and vision for a more inclusive future.

And we are thankful for our many allies.

In a diverse and growing disability rights movement, we need all hands on deck, because our job is far from over.



Learn more about our history



Our Mission

The Arc promotes and protects the human rights of people with intellectual and developmental disabilities and actively supports their full inclusion and participation in the community throughout their lifetimes.



ADVOCACY

Our Persistence Pays Off

It is because of the generosity of staunch supporters like you that The Arc is the leading IDD advocacy organization. We work with people with disabilities, their families, and allies to ensure a full life in the community is attainable and their civil rights are protected.

We are unrelenting in our advocacy before the executive and legislative branches of government, and in the courts, pursuing change that improves the lives of people with IDD.



Together, We Won a Huge Victory in Disability Service Funding

Our relentless advocacy led to:

- \$12.7 billion in new federal funding for home and community-based services
- Significant increases in special education funding and preschool and infant and toddlers programs
- Support for affordable housing and rental assistance

Legal Victories



Nancy Baker Curtis and son, Charlie Curtis, challenged an Iowa state ban on mask mandates in schools.

In Iowa, we **challenged a state law prohibiting mask mandates in schools** as discriminating against students with disabilities. We won in court.

In Maryland, we **challenged vaccine discrimination against people with IDD**. This discrimination—which excluded people with IDD from vaccine eligibility in contradiction of state guidance—put lives at stake and violated federal laws. All six jurisdictions quickly made changes to comply—a health access victory for people with IDD.

In North Carolina, Texas, Arizona, and Washington, D.C., **we challenged**

discriminatory crisis standard of care plans and hospital no-visitor policies, and reached favorable outcomes in collaboration with states, hospitals, and the federal government. These standards determine who does and does not receive care in the event of a shortage of health care resources—with life and death consequences.

In West Virginia, **a federal court certified a class of students with disabilities**, many of whom are students of color, in our case challenging a school district's failure to provide the help these students need to thrive in general education classrooms in their neighborhood schools.

A Pardon, Years in the Making

Neli Latson faced unjust prosecution and abuse in the criminal legal system for more than a decade. Displaying courage and an urgency to bring about systemic change, Neli and his mother Lisa never gave up seeking justice and fighting for his freedom. They spoke truth: telling the world that multiply marginalized people, especially Black people, experience disparate treatment in policing, in the criminal legal system, and beyond.

Lisa displayed unwavering love and leadership, fighting for her son throughout this long ordeal.

After years of advocacy by The Arc of the United States, The Arc of Virginia, a coalition of other justice groups, and Neli's attorneys, Virginia Governor Ralph Northam granted Neli a full pardon. It is because of support from people like you that The Arc had the resources at our disposal to fight for Neli's freedom.



Read Neli's Story

Neli Latson, with family



BUILDING THE MOVEMENT

People + Money = Power To Make Change

With historic opportunities within reach, together, we **organized** and **mobilized** our national movement like never before.

What was at stake in 2021? The future of disability services. The opportunity for people with IDD to have the life they want in their community.

Home and community-based services, or HCBS, are the key to life in the community for people with IDD. But with too few resources and staff to go around, society is failing to live up to our commitment to independence and inclusion for all.

With your generosity, The Arc led by...



Mobilizing

We told 7,500 stories from The Arc's network at a non-stop, 24-hour vigil in front of the U.S. Capitol. Stories from people with disabilities in need of services. Direct support professionals sharing their pride in their profession and their need for a fair wage. Siblings helping support their sibling sharing their need for paid leave.

At key moments when it mattered most, our movement responded over and over again. We generated...

173,984



EMAILS



PHONE CALLS



TWEETS

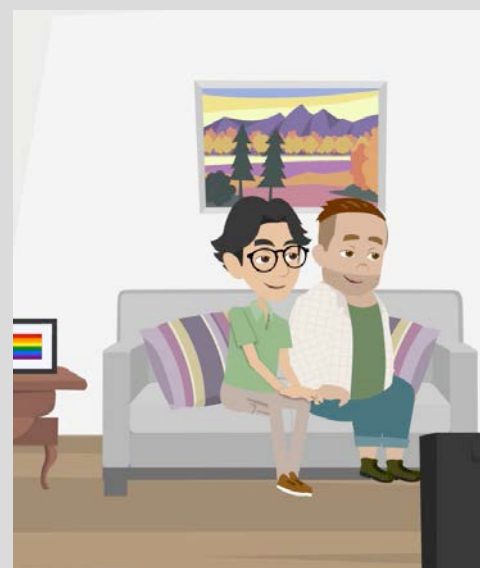
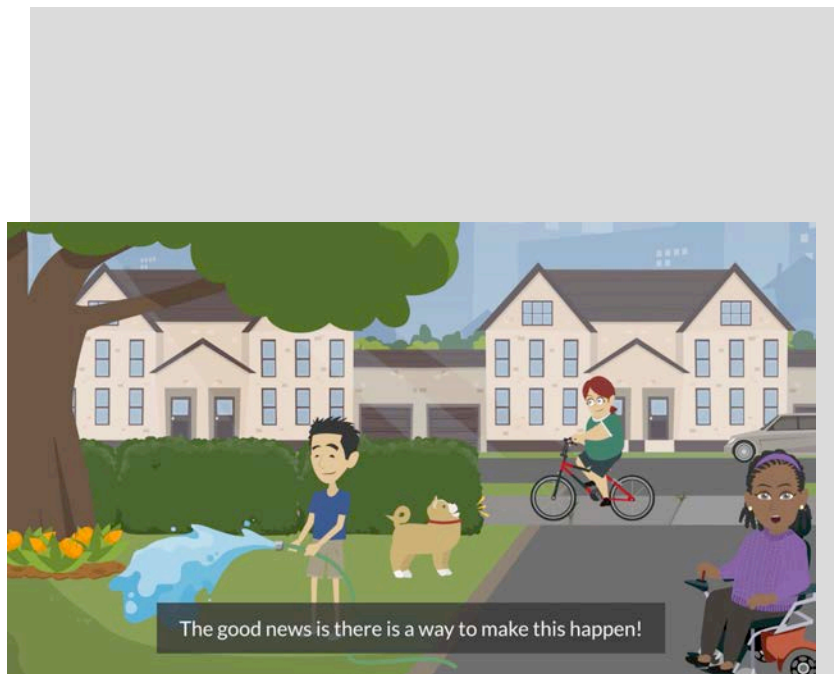


STORIES

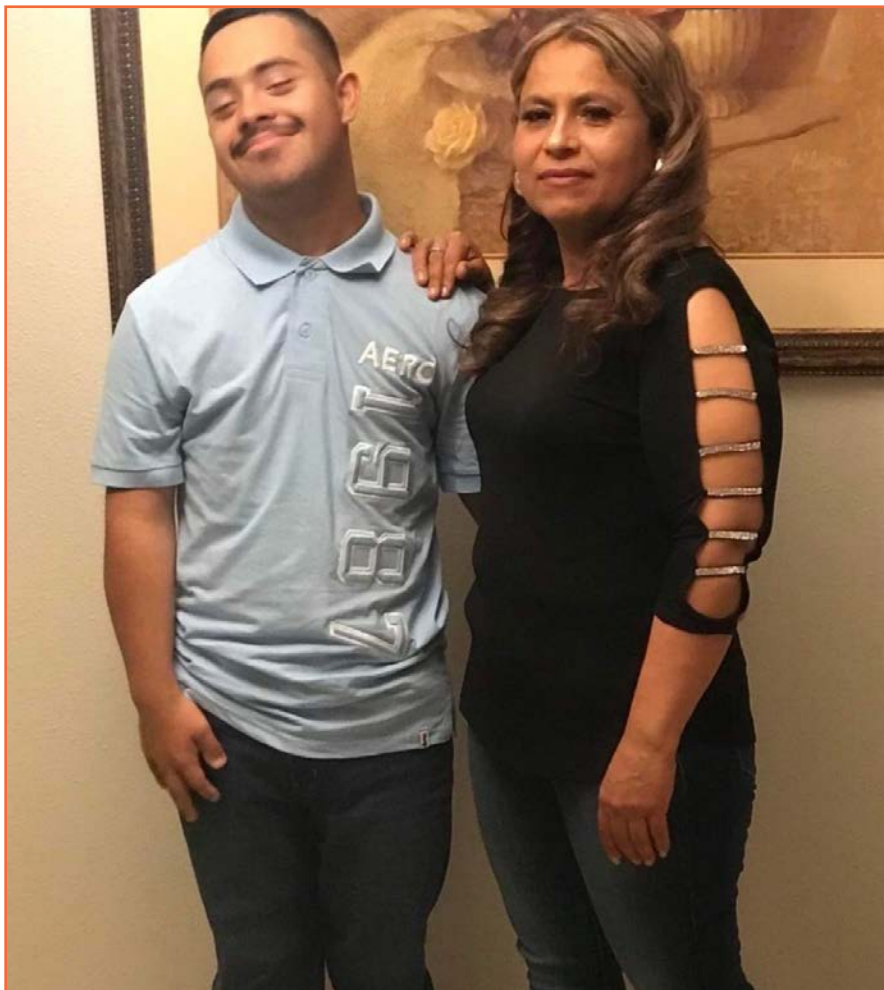
that we shared with members of Congress, demanding a historic investment in disability services.

Educating

We know that we will be a stronger movement if we have more allies in the broader public who, with a little bit of knowledge, can rally around people with IDD, their families, and support staff. Our website generated more than **3 million views**, and visitors watched videos educating on disability services and saving for the future with ABLÉ accounts; read personal stories on challenges and perseverance; and accessed content like virtual dance and cooking classes to help break the isolation of the pandemic.



Elevating New Leaders



Jesus and his mother, Amparo

The pandemic deepened existing disparities, heightening concerns for families—especially those who are multiply marginalized. Amparo and other mothers have joined forces with The Arc of California to launch a local chapter called Madres Unidas Para Una Mendota Con Igualdad of Arc.

Amparo and her young son Jesus have experienced discrimination and disparities because of their race and Jesus' disability. With their leadership and willingness to share their lived experience, we are building a stronger movement together.



**Watch
Amparo and
Jesus' story**

“I’ve always been very worried, since he was born...about the racism one sees in people. I now have learned that if I ask for something...for a service that I want for Jesus, and if they say no, I now know to ask them why he doesn’t qualify.”

Attracting More Resources

With generous support from long-time champions and new friends, we make a greater impact in people's lives.

Major donor
support up

37%

Individual
giving up

10%

\$2.17M

in new or
increased
funding from
foundations,
corporations,
and
government
grants





SPEAK TRUTH

To Anyone Who Will Listen, and Those Who Will Not

It's sharing personal experiences that wins over hearts and minds.

We amplify, call for the recognition of human dignity, and affirm contributions.

People with disabilities and their families demand change. Our generous contributors provide us with the gravitas and expertise to challenge decades-old injustices.

The Arc is a megaphone for their message.



With the Public

Susan from Ohio shares the importance of direct support professionals (DSPs), how their work impacts her and her family, and what it means when disability services are underfunded.

“I can live without the rock stars. I can live without the sports players who get millions of dollars...but I cannot have a life if there are no DSPs.”



Watch Susan's
Story

Amy and her family had to navigate a big change: moving from an institution to a group home. With the support of The Arc of Greater Prince William, Amy is now getting the help she needs in the community. Reflecting on this experience, Amy's sister said,

“There is always a fear of change, but in that change is a possibility for growth you may not have imagined before.”

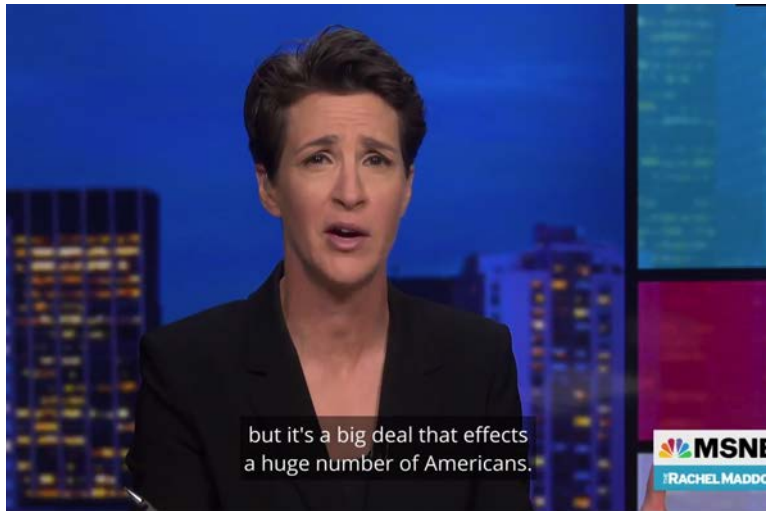


**Read Amy's
Blog**



With the Media

We elevated our message by working with the national media, including television journalists, to garner coverage.



“For 24 straight hours, disability rights activists camped outside the Capitol, and they talked about why so many lives rely on Congress passing Build Back Better, specifically the billions of dollars of support in that bill for home and community-based care for elderly and disabled people.

“That part of President Biden’s agenda has not gotten as much attention as some of the other parts, but *it’s a big deal* that affects a huge number of Americans. Right now, the number of elderly and disabled Americans that are on waiting list for that kind of care is about 800,000 people—*on the wait list.*” – Rachel Maddow

Last Week Tonight with John Oliver on HBO did an in-depth report on our community’s needs when it comes to disability services to live an independent life.

“The bigger fix here might be to try to make it easier for as many people as possible not to end up in these institutions in the first place, and instead, receive whatever support they need at home.”



With Corporate Champions

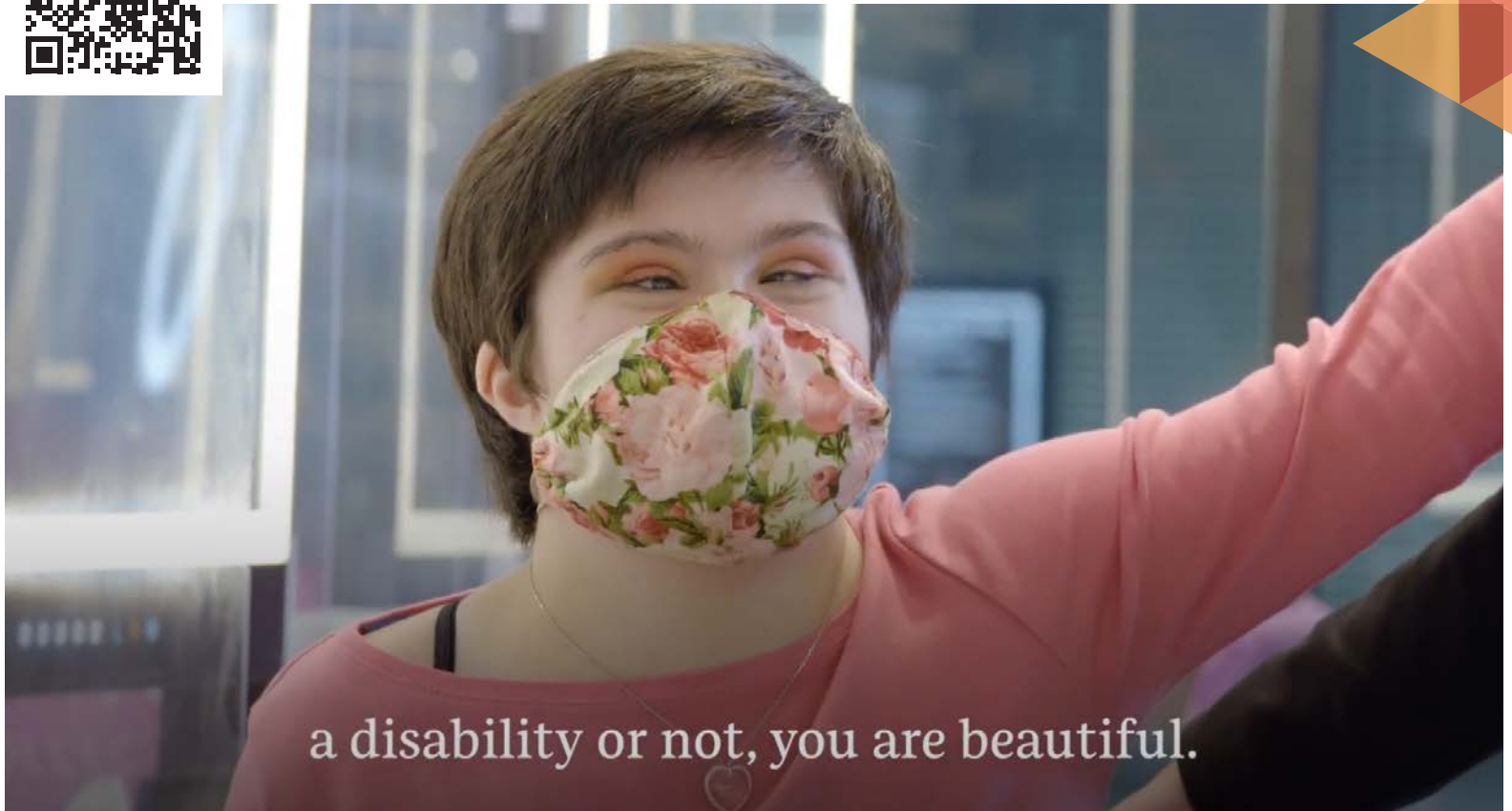
Sephora has demonstrated a deep commitment to creating an accessible and inclusive work environment for all.

The company uses its platform to break down barriers and stereotypes about disabilities. They teamed up with former intern from The Arc Georgia, Martha Haythorn, to speak truth.

“To all those out there with disabilities, we have the ability to go to college, to fall in love, to grow and to learn. You deserve to be you, so be you and do you!”



Hear from Martha



a disability or not, you are beautiful.



Never Forgetting Entrenched Societal Inequities

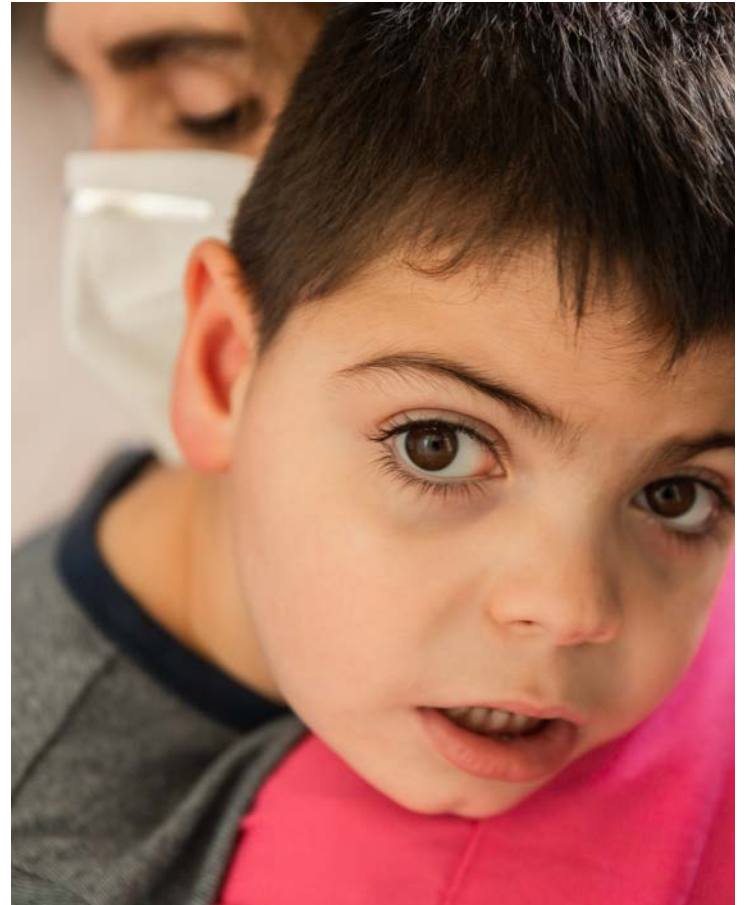
The pandemic has highlighted existing health inequities and deeply entrenched medical biases that threaten the lives of marginalized individuals and communities.

In response, The Arc, with a coalition of civil rights groups and legal scholars, published a profound report titled “*Examining How Crisis Standards of Care May Lead to Intersectional Medical Discrimination Against COVID-19 Patients.*”



Through partnerships like these, we work to prevent bias and stereotypes from seeping into medical decision-making processes.

**Read the
Report**



Our Access, Equity, and Inclusion Journey

A photograph of a man in a light blue checkered shirt kissing a woman on the cheek. The woman has dark hair and is wearing a blue top. They are outdoors with green foliage in the background.

Like we do, you probably see inequity for people with IDD all around us. We had to take action.

Following the end of our Diversity Strategic Action Plan in 2020, we reimagined our diversity work to focus on access, equity, and inclusion (AEI). We began developing our first AEI Strategic Action Plan to lay out our vision of the future with clear goals and strategies to carry us there and hold us accountable.

This plan will serve as our guiding light to help all levels of the organization pursue a deeper understanding of why AEI is important and build a fierce commitment to center AEI across all aspects of The Arc, internally and externally.

In partnership with our staff and Board of Directors, we launched and explored our first Inclusion and Identity Survey, garnering more insights into who we are, and will incorporate these insights into our future AEI work. We learned:

- **25% of our staff identify as a person with a disability**
- **17% of our staff identify as LGBTQIA+**
- **29% of our staff identify as people of color**

We provided disability awareness training and consultation to numerous chapters of The Arc and various external organizations, including NASCAR, Comcast NBCUniversal, and Human Rights Watch.

Our Center for Future Planning translated into Spanish new resources on decision-making and financial planning. Through social media and email outreach, we shared these with more than 350,000 primarily Spanish-speaking people. The Arc@School provided scholarships to low-income and marginalized families so they could better navigate the special education system and advocate for their children.

We kicked off a multi-year effort to review and improve the accessibility of the resources on our website and to demonstrate leadership with accessible online communication.

In partnership with a chapter of The Arc, AHRC Nassau in New York, we launched efforts to co-present a virtual AEI conference on the topic of racial justice and disability.

One of our state offices, The Arc of Rhode Island, expanded its Circles of Connections support program adding a Rainbow Group for LGBTQ+ people with disabilities, helping members make powerful, long-lasting friendships and connections while the isolation of the pandemic continued. The Latina Circle of Connections group provided a safe place for Latina women, both with and without disabilities, to share their experiences and collectively solve challenges they were facing with accessing the help they need.

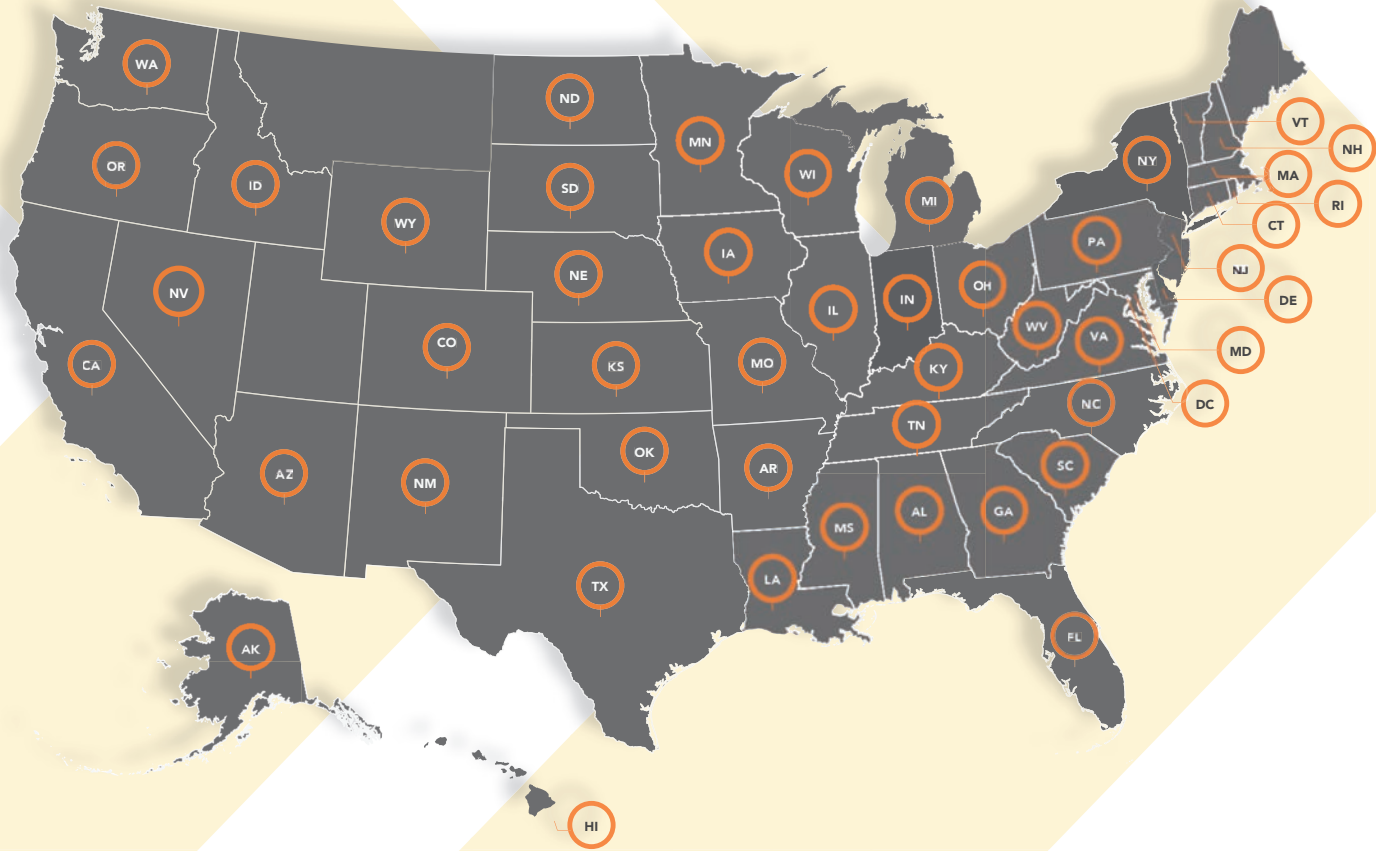
We are the first to acknowledge that we are in the early days of this journey, and we have a long way to go.

We are energized by the self-advocacy movement and actions led by marginalized communities who bring forward their powerful leadership, advocacy, and vision for a more inclusive future.

AND WE ARE THANKFUL FOR OUR MANY ALLIES.

In a diverse and growing disability rights movement, we need all hands on deck, because our job is far from over.

The Power of a Federation



588 chapters of The Arc • In 47 states plus Washington, DC

We tap into the collective knowledge from all of you in our nearly 600 chapters, our allies, and corporate partners.

We innovate. We create new opportunities. We meet the needs of people with IDD and their families. When The Arc's chapters were forced to rapidly shut down in-person services and shift to a virtual format, they worried they might not be able to sustain the services and programming that are critical to their communities.

We created [The Arc's Virtual Program Library](#) to allow people with IDD and caregivers to access robust and valuable virtual activities at home. Service providers can also find and share resources they can use to facilitate or deliver live, remote programming for people with IDD.



The pandemic has forced all of us online. Our longtime partner, Comcast NBCUniversal, recognized that this crisis threatened to cut off critical local support systems for people with disabilities at a time when they were needed the most and stepped up to quickly provide support. Comcast NBCUniversal generously provided grants with flexibility so chapters of The Arc could make the most impact in their fight to safely prevent isolation and support overburdened families. This allowed our chapters to explore new and innovative ways to engage families in the community, at times reaching even more people than in the past.

MEET MARI FROM THE ARC OF LANE COUNTY, OREGON



Mari wants to get her GED and go to cosmetology school. She had tried taking the GED prep classes at community college, but was often unable to attend due to a lack of transportation. Although her home has Wi-Fi, she had nothing more than a gaming console.

Now, she has purchased a laptop and works on educational modules at her convenience from home. With the support of a tech coach, she has learned to utilize Google Docs to write essays, Grammarly to help her with spelling, punctuation, and grammar, and Khan Academy to work through academic education modules. She is also using other websites to practice her reading and writing skills.

Mari is now enjoying the learning process and is feeling more independent and confident as she works at her own pace toward her educational goal.

Institutional Giving

Grants and Gifts

Leadership Circle

(\$500,000 - \$999,999)

Comcast NBCUniversal*

May & Stanley Smith Charitable Trust

National Domestic Workers Alliance*

Activist's Circle

(\$250,000 - \$499,999)

Association of University Centers on Disabilities (AUCD)

Corporation for National and Community Service (CNCS)

National Association of Councils on Developmental Disabilities*

The Progressive Insurance Foundation

The Rockefeller Foundation

Advocate's Circle

(\$100,000 - \$249,999)

Anonymous

Arizona Statewide Independent Living Council

Community Foundation for Greater Atlanta

Open Society Foundation

International Association of Chiefs of Police (IACP)

University of Cincinnati

Verizon Foundation

Defender's Circle

(\$50,000 - \$99,999)

Arizona Developmental Disabilities Planning Council

Passport Foundation

Rhode Island Developmental Disabilities Council

Rhode Island Foundation

Sephora

The John Merck Foundation

United Way of Greater Atlanta

WITH Foundation

Protector's Circle

(\$25,000 - \$49,999)

Centers for Disease Control Foundation

Christopher & Dana Reeve Foundation

CUNA Mutual Foundation

Forsythia Foundation

Mutual of America

Southwest Institute for Families & Children

The Coca-Cola Foundation

Family's Circle

(\$10,000 - \$24,999)

Arizona Coalition to End Sexual and Domestic Violence

CNA

Pediatric Epilepsy Research Foundation (PERF)

Skadden Foundation

The Arc of Massachusetts

The Council of State Governments Justice Center

The Selective Insurance Group Foundation

Walmart

Wisconsin Board for People with Developmental Disabilities (WBPDD)

Friend's Circle

(\$5,000 - \$9,999)

Georgians for a Healthy Future

Inclusa

Military Impacted Schools Association (MISA)

Old National Bank Foundation

State of Georgia

University of Arizona

University of Georgia

University of Illinois

University of Michigan

Wispect Inc

Supporter's Circle

(\$2,000 - \$4,999)

Bader Rutter

Moran-Venture Charitable Foundation

People First Wisconsin

University of Massachusetts Medical School

National Corporate Sponsors

Change Agent

(\$25,000+)

Mutual of America
Comcast NBCUniversal
Therap

Advocate

(\$15,000+)

Amazon Business
MediSked
Mercer
The Coca-Cola Company

Supporter

(\$10,000+)

Advance Your Reach
Anthem
Pfizer
StationMD
TruFit

Friend

(\$5,000+)

CIL
ContinuumCloud
DirectCourse
Genoa Healthcare
Granite
Guardian Pharmacy Services

MassMutual
National Datacare
Nonstop Wellness

Participant

(\$3,000+)

Brown Advisory

Gifts In-kind

Association of University Centers
on Disabilities (AUCD)
Comcast NBCUniversal
DiversityComm
Mercer
OneCause

*The Arc extends its deepest appreciation to those who have made major multi-year commitments.



The Arc of the United States and The Arc of the United States Foundation

\$50,000 and above

Carol and Tom Wheeler

\$15,000–\$49,999

Charles Binder and Nancy Shor

Neil Hawkins

Sari Hornstein

David and Patricia Kepler

\$5,000–\$14,999

Quincy and Zelia Abbot

Rebecca Alson–Milkman and
Craig Thomas

Cynda and Marcel Arsenault

James and Lisa Batty

Peter Berns and Melissa Zieve

Patrick Chapman

Robert W. Deutsch Foundation

Nancy Disman

Hugh Evans

Deborah Harris

Guha Krishnamurthi

The Help for People Foundation

Frederick Misilo

Laurie Oseran

Meredith and Samuel Sadoulet

Peter Shields and Leslie Werner

Rick Stamberger

Martha Elaine Sweeney

Nancy and Robert Webster

Kenneth Wirfel and June
Eichbaum

\$2,000–\$4,999

Anonymous (2)

Jeffrey C. Ackemann

Catherine Anders

Paul and Roberta Bonanto

Hank Chambers

David and Cynthia Edelson

Douglas and Glenys Church

Jillian and Scott Copeland

Kristopher Dawsey

Karen and Greg Dimit

Brenda and William Doss

Rachel Dunevant

Craig Ehrlich

Marty Ford and Jeffrey Schwamm

Sam Gardner

Glenn Griffin

Michael and Candace Herbst

Patricia Hollobaugh

Burt Hudson

Judy and Marc Isaacs

Trudy and Howard Jacobson

Cathy Jenkins

Peter and Susan Keisler

Kay Kendall and Jack Davies

Laura Kennedy

Subramaniam and Manjula
Krishnamurthi

Janet Lonney

Don Martines

Henry & Hannah Millson

Steve and Dianna Morgan

Randall Patrick

Public Welfare Foundation

Larry Roduner

Vikram Savkar

Jack and Connee Schoon

Robert Seibold

Cliff Sloan

Faye Tate

Theresa and Harvey Varnet

Jose Velasco

Eric Washington

Anne Ziobrowski

Bequests

Thomas and Sylvia Coppens Trust
\$1,577,833

Ehler O. Gregory Trust \$77,000

Koechlin Family Trust \$24,312

Estate of John A. Nargi \$14,089

Leah Sommers Trust \$87,900

Grant Stobbe \$3,009

Listing includes donors who gave \$2,000 or more in 2021. The Arc thanks the thousands of individuals who supported the organization in 2021. We apologize for any errors or omissions in the listings. For corrections, email donorsupport@thearc.org.

Chapter Contributions

The Arc of Adams-Clay

AHRC Nassau

The Arc of Central Alabama

The Arc Cumberland County

The Arc of Dodge County

The Arc of Erie County, NY

The Arc of Geneva County

The Arc Jefferson - St. Lawrence

The Arc of Lehigh & Northampton Counties

Lifeworks

MARC Community Resources, Ltd.

The Arc Nature Coast

The Arc of New Mexico

The Arc of North Carolina

The Arc of Northeastern Pennsylvania

The Arc Ocean County Chapter

The Arc of the Pikes Peak Region

UCP Seguin of Greater Chicago

St. Louis Arc

The Arc of Washington State

The Arc of Wayne County

In-Kind/Pro-Bono Spotlight

The Arc of the United States appreciates in-kind contributions of service. We would like to extend a heartfelt thank you to the following law firms that provided pro bono legal services: **Allen & Overy** valued at \$128,932; **Arnold & Porter** valued at \$478,935; **Buckley** valued at \$139,093; **Chapman & Cutler** valued at \$9,430; **Clyde and Co.** valued at \$495; **Davis Wright Tremaine** valued at \$706,919; **DLA Piper** valued at \$944,281; **Epstein Becker Green** valued at \$725; **Latham & Watkins** valued at \$1,775,900; **Reed Smith** valued at \$815,000; **Wilmer Hale** valued at \$2,722,086; and **Wright Close & Barger** valued at \$18,300.

The total value of pro bono legal services in 2021 was \$7,740,096.

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

AS OF DECEMBER 31, 2021
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2020

ASSETS

	<u>2021</u>	<u>2020</u>
CURRENT ASSETS		
Cash and cash equivalents	\$ 2,609,458	\$ 1,635,717
Investments	13,022,138	10,808,557
Accounts receivable, net of allowance for doubtful accounts of \$103,500 and \$55,000, for 2021 and 2020, respectively	1,022,640	1,590,565
Grants receivable	120,851	107,586
Prepaid expenses	<u>135,429</u>	<u>118,615</u>
Total current assets	<u>16,910,516</u>	<u>14,261,040</u>
FIXED ASSETS		
Furniture and equipment	1,491,721	1,913,186
Vehicles	21,859	21,859
Website	<u>886,221</u>	<u>886,221</u>
	2,399,801	2,821,266
Less: Accumulated depreciation and amortization	<u>(2,212,320)</u>	<u>(2,440,004)</u>
Net fixed assets	<u>187,481</u>	<u>381,262</u>
OTHER ASSETS		
Security deposit	50,257	50,257
Investments held for beneficial interest in perpetual trust	1,571,792	1,448,913
Investments, net of current portion	992,097	992,097
Deferred compensation investments	<u>336,184</u>	<u>253,697</u>
Total other assets	<u>2,950,330</u>	<u>2,744,964</u>
TOTAL ASSETS	<u>\$ 20,048,327</u>	<u>\$ 17,387,266</u>

LIABILITIES

	<u>2021</u>	<u>2020</u>
CURRENT LIABILITIES		
Accounts payable and accrued liabilities	\$ 1,132,813	\$ 1,078,843
Due to related party	-	6,042
Deferred revenue	38,614	65,252
Refundable advance	-	88,500
Deferred rent, current	192,253	181,562
Accrued contingency liability	<u>160,000</u>	<u>160,000</u>
Total current liabilities	<u>1,523,680</u>	<u>1,580,199</u>
LONG-TERM LIABILITIES		
Deferred rent, net of current portion	85,095	277,347
Deferred compensation	<u>336,184</u>	<u>253,697</u>
Total long-term liabilities	<u>421,279</u>	<u>531,044</u>
Total liabilities	<u>1,944,959</u>	<u>2,111,243</u>
NET ASSETS		
Without donor restrictions:		
Undesignated	5,731,621	2,768,734
Board designated	<u>609,682</u>	<u>609,682</u>
Without donor restriction net assets	6,341,303	3,378,416
With donor restrictions	<u>11,762,065</u>	<u>11,897,607</u>
Total net assets	<u>18,103,368</u>	<u>15,276,023</u>
TOTAL LIABILITIES AND NET ASSETS	<u>\$ 20,048,327</u>	<u>\$ 17,387,266</u>

CONSOLIDATED STATEMENT OF ACTIVITIES AND CHANGE IN NET ASSETS

AS OF DECEMBER 31, 2021
WITH SUMMARIZED FINANCIAL INFORMATION FOR 2020

	2021			2020
	Without Donor Restrictions	With Donor Restrictions	Total	Total
REVENUE AND SUPPORT				
Contributions	\$ 1,299,187	\$ 98,232	\$ 1,397,419	\$ 4,033,839
Affiliation and chapter fees	2,818,539	-	2,818,539	2,848,151
Contributed services	7,740,096	-	7,740,096	4,706,407
Bequest income	1,738,956	77,000	1,815,956	255,660
Registration fees	653,107	-	653,107	310,085
Grants	2,075,435	2,084,409	4,159,844	1,774,124
Program service fees	351,349	-	351,349	412,272
Contracts	700,626	-	700,626	651,263
Investment income, net	1,006,263	731,107	1,737,370	1,614,365
Royalty income	120,713	-	120,713	90,682
Other income	80,685	-	80,685	10,323
Net gain in perpetual trust	-	122,879	122,879	128,541
Net assets released from donor restrictions	<u>3,249,169</u>	<u>(3,249,169)</u>	<u>-</u>	<u>-</u>
Total revenue and support	<u>21,834,125</u>	<u>(135,542)</u>	<u>21,698,583</u>	<u>16,835,712</u>
EXPENSES				
Program Services:				
Chapter Leadership and Development	2,740,886	-	2,740,886	2,323,485
Public Education	624,042	-	624,042	1,591,479
Public Policy	10,473,877	-	10,473,877	6,781,857
Program Innovation	<u>2,934,401</u>	<u>-</u>	<u>2,934,401</u>	<u>3,229,500</u>
Total program services	<u>16,773,206</u>	<u>-</u>	<u>16,773,206</u>	<u>13,926,321</u>
Supporting Services:				
Management and General Fundraising	605,391	-	605,391	495,784
	<u>1,492,641</u>	<u>-</u>	<u>1,492,641</u>	<u>1,071,245</u>
Total supporting services	<u>2,098,032</u>	<u>-</u>	<u>2,098,032</u>	<u>1,567,029</u>
Total expenses	<u>18,871,238</u>	<u>-</u>	<u>18,871,238</u>	<u>15,493,350</u>
Change in net assets	2,962,887	(135,542)	2,827,345	1,342,362
Net assets at beginning of year	<u>3,378,416</u>	<u>11,897,607</u>	<u>15,276,023</u>	<u>13,933,661</u>
NET ASSETS AT END OF YEAR	<u>\$ 6,341,303</u>	<u>\$ 11,762,065</u>	<u>\$ 18,103,368</u>	<u>\$ 15,276,023</u>

This is unaudited financial information and the complete audit report is maintained by The Arc of the United States and available on our website, thearc.org.

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The Arc

*For people with intellectual
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