The Arc of Ventura County
STATEMENT OF FINANCIAL POSITION
as of the Month Ended June 30, 2018
With Comparative Totals for the Month Ended June 30, 2017

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>Percent of Financial Position</th>
<th>Percent of Financial Position</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$1,956,740</td>
<td>$1,857,620</td>
<td>17.04%</td>
<td>15.94%</td>
</tr>
<tr>
<td>Accounts Receivable - Net Allowance of $8,000</td>
<td>1,020,555</td>
<td>1,039,236</td>
<td>8.89%</td>
<td>8.92%</td>
</tr>
<tr>
<td>Unconditional promises to give, net of allowance</td>
<td>48,000</td>
<td>36,000</td>
<td>0.42%</td>
<td>0.31%</td>
</tr>
<tr>
<td>Deposits &amp; Prepaid Expenses</td>
<td>121,718</td>
<td>155,870</td>
<td>1.06%</td>
<td>1.34%</td>
</tr>
<tr>
<td>Investments</td>
<td>-</td>
<td>-</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>Notes Receivable</td>
<td>21,802</td>
<td>22,308</td>
<td>0.19%</td>
<td>0.19%</td>
</tr>
<tr>
<td>Property &amp; Equip. - Net Accum. Depreciation</td>
<td>8,313,865</td>
<td>8,542,644</td>
<td>72.40%</td>
<td>73.30%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$11,482,680</td>
<td>$11,653,678</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

|                      |            |            |                             |                             |
| **Liabilities and Net Assets** |            |            |                             |                             |
| **Liabilities**      |            |            |                             |                             |
| Accounts Payable and Accrued Expenses | $140,938 | $195,980 | 1.23%                        | 1.68%                        |
| Accrued Payroll & Payroll Taxes | 328,089 | 393,227 | 2.86%                        | 3.37%                        |
| Accrued Leave Pay     | 381,109    | 309,646    | 3.32%                        | 2.66%                        |
| Capital Lease         | 116,966    | 109,541    | 1.02%                        | 0.94%                        |
| Mortgages & Notes Payable | 1,056,444 | 1,352,448 | 9.20%                        | 11.61%                       |
| **Total Liabilities** | 2,023,546 | 2,360,843 | 17.62%                      | 20.26%                       |

|                      |            |            |                             |                             |
| **Net Assets**       |            |            |                             |                             |
| Unrestricted         | 9,403,769  | 9,222,817  | 81.90%                      | 79.14%                       |
| Temporarily Restricted | 55,365 | 70,019 | 0.48%                        | 0.60%                        |
| **Total Net Assets** | 9,459,134  | 9,292,836  | 82.38%                      | 79.74%                       |

|                      |            |            |                             |                             |
| **Total Liabilities and Net Assets** | $11,482,680 | $11,653,678 | 100.00%                     | 100.00%                      |
# The Arc of Ventura County

**STATEMENT OF ACTIVITIES**

**as of the Month Ended June 30, 2018**

*With Comparative Totals for the Year Ended June 30, 2017*

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
<th>Percentage of Support &amp; Revenue</th>
<th>Percentage of Support &amp; Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and Revenue</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Support</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$ 89,566</td>
<td>$ 87,531</td>
<td>0.68%</td>
<td>0.67%</td>
</tr>
<tr>
<td>Contributions-The Arc Foundation</td>
<td>1,205,683</td>
<td>1,155,000</td>
<td>9.11%</td>
<td>8.84%</td>
</tr>
<tr>
<td>Grant Income</td>
<td>75,500</td>
<td>71,000</td>
<td>0.57%</td>
<td>0.54%</td>
</tr>
<tr>
<td>Subsidies</td>
<td>147,922</td>
<td>111,822</td>
<td>1.12%</td>
<td>0.86%</td>
</tr>
<tr>
<td><strong>Total Support</strong></td>
<td>1,518,671</td>
<td>1,425,353</td>
<td>11.48%</td>
<td>10.91%</td>
</tr>
<tr>
<td><strong>Revenue and Gains</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tuition</td>
<td>$ 11,147,942</td>
<td>$ 11,027,737</td>
<td>84.26%</td>
<td>84.44%</td>
</tr>
<tr>
<td>Sales of Goods and Services</td>
<td>412,249</td>
<td>415,857</td>
<td>3.12%</td>
<td>3.18%</td>
</tr>
<tr>
<td>CACFP USDA Reimbursement</td>
<td>-</td>
<td>-</td>
<td>0.00%</td>
<td>0.00%</td>
</tr>
<tr>
<td>Rent</td>
<td>137,349</td>
<td>143,931</td>
<td>1.04%</td>
<td>1.10%</td>
</tr>
<tr>
<td>Transportation Revenue</td>
<td>2,879</td>
<td>11,429</td>
<td>0.02%</td>
<td>0.09%</td>
</tr>
<tr>
<td>Interest</td>
<td>799</td>
<td>5,008</td>
<td>0.01%</td>
<td>0.04%</td>
</tr>
<tr>
<td>Gain on Disposal of Assets</td>
<td>50</td>
<td>11,919</td>
<td>0.00%</td>
<td>0.09%</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>10,918</td>
<td>18,796</td>
<td>0.08%</td>
<td>0.14%</td>
</tr>
<tr>
<td><strong>Total Revenue and Gains</strong></td>
<td>11,712,185</td>
<td>11,634,677</td>
<td>88.52%</td>
<td>89.08%</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td>$ 13,230,856</td>
<td>$ 13,060,029</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

*Expenses*

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$ 11,401,241</td>
<td>$ 11,333,701</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>1,604,751</td>
<td>1,615,879</td>
</tr>
<tr>
<td>Fund-raising</td>
<td>58,567</td>
<td>46,938</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$ 13,064,559</td>
<td>$ 12,996,518</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets</td>
<td>$ 166,298</td>
<td>$ 63,511</td>
</tr>
<tr>
<td><strong>Net Assets, Beginning</strong></td>
<td>9,292,836</td>
<td>9,229,325</td>
</tr>
<tr>
<td><strong>Net Assets, Ending</strong></td>
<td>$ 9,459,134</td>
<td>$ 9,292,836</td>
</tr>
</tbody>
</table>
Revenue Fiscal Year 2017/2018
Total Support and Revenue - $13,230,856

- Program Service Fees: $11,150,821
- The Arc Foundation Support: $1,205,683
- Sales of Goods & Services: $412,249
- Donations & Grants: $312,988
- Other Income: $149,116

Total Support and Revenue: $13,230,856

Expenses Fiscal Year 2017/2018
Total Expenses - $13,064,559

- Salaries, Wages & Benefits: $10,344,666
- Occupancy: $1,264,074
- Equipment and Supplies: $395,867
- Transportation: $404,151
- Communications: $173,371
- General Insurance: $123,609
- Professional & Database Hosting: $212,019
- Other Expenses: $146,802

Total Expenses: $13,064,559
Budgeted Revenue Fiscal Year 2018/2019
Total Support and Revenue $14,255,794

- Program Service Fees: $12,261,196
- The Arc Foundation Support: $1,235,000
- Sales of Goods & Services: $451,323
- Donations & Grants: $153,450
- Other Income: $154,825

Budgeted Expenses Fiscal Year 2018/2019
Total Expenses - $14,253,896

- Salaries, Wages & Benefits: $11,401,581
- Occupancy: $1,312,154
- Equipment and Supplies: $408,349
- Transportation: $458,941
- Communications: $175,050
- General Insurance: $133,055
- Professional & Database Hosting: $210,565
- Other Expenses: $154,201
Demographics

Gender

- Female: 345
- Male: 426
- Total: 771

Ethnicity

<table>
<thead>
<tr>
<th>Ethnicity</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Caucasian</td>
<td>394</td>
</tr>
<tr>
<td>Hispanic</td>
<td>301</td>
</tr>
<tr>
<td>Asian</td>
<td>41</td>
</tr>
<tr>
<td>African-American</td>
<td>15</td>
</tr>
<tr>
<td>Two or more races</td>
<td>10</td>
</tr>
<tr>
<td>N/A</td>
<td>6</td>
</tr>
<tr>
<td>Pacific Islander</td>
<td>3</td>
</tr>
<tr>
<td>Native American</td>
<td>1</td>
</tr>
</tbody>
</table>

Participants by Age

- Under 20: 4
- 20-29: 236
- 30-39: 186
- 40-49: 133
- 50-59: 125
- 60+: 87

Total participants: 771
ROSTER OF GIVING

General Operating Support
A Voice Discovered
Amazon Smile Foundation
Greg Andrews
Anonymous
John and Patricia Ansberry
  In Memory of Jeffery Shepherd
B & B Do-It Center
David and Mary Baker
Chris and Linda Bartelson
  In Memory of Erika Bartelson
Michael Barth and Muriel Norton
Bart and Michelle Bleuel
Jeanne Boger
Norma Bouweraerts
Tolosa Boxx
Bill and Kim Brown
  In Memory of Dick Biggs
Shirley Brown
California Self-Directed Services
John and Thelma Carabajal
George Carlos
Steve Carter
Mr. and Mrs. Richard Ceniseroz
Richard and Cynthia Chadwick
Dr. A.A. Channing and O.J. Parmelee
Hubert and Annette Chen
City National Bank
Raelynn Clare
Congregation Am Hayam
Diamond Ground Products, Inc.
Brian and Sherry Donovan
Lance and Jean Eaton
Rodger and Carolyn Embury
Salvador Enriquez and Karen Storey
Leslie Fair
Ernest Fanucchi, Sr.
Peter and Beth Favero
Richard and Wanda Ferrin
Katy and Orval Garrison
Louise Gerber
  In Memory of Naomi Gerber
Jeb Gist and Jane Mertens
Robert Gold
Brian Gooch
Sam and Susan Grasso
  In Memory of Erika Bartelson
Carol Greeby
Green Thumb International Hardware and Nursery
John and Mary Grisafe
Barry and Gerri Hickenbottom
Paul and Chana Hiranaka
  In Honor of Fred Robinson
Robert and Suzie Hogan
ICW Group Insurance Companies
Andre Jackson
Mary Kazmer
Gary and Delia Kellogg
  In Memory of Beverly Kellogg
Charles Kelly
Daryl Kibota
Knights of Columbus, Council #5272
Knights of Columbus, Council #8072
Knights of Columbus, Council #9969
Kroger
Andrew Kruse and Susan Rajcan
Ed and Susan Lacey
Diane Lane
Bernadette Lau
Eve Liebman
Zhong Yi Liu and Jean Xiao
Dorothy Loebl
Albert and Sharon Lopez, Jr.
LPL Financial
Andrew Mack
David and Virginia Marshall
Melwood Horticultural Training Center
Bill and Maria Misener
Morgan Stanley Foundation
George and Mary Morris
National University
Edward and Cheryl Neprud
Network for Good
Joe Norris
Brian and Jennifer O'Hop
Michael and Mary Platt, Sr.
Paul and Pauli Powers
Fred and Sharon Robinson
Benjamin Romero
Judy Rosander
Leland Rosenboom
Robert and Robin Rosso
Patrick and Nora Ryan
Arthur Sandford
Brian Schumacher
Dorothy Schupbach
Ralph and Shirley Shapiro
Susan Sher
  In Memory of Bessie Bales
Michael Silacci
Smidt Family Foundation
Stephen Smith
Regina Snyder
Katie Steele
  In Memory of Dick Biggs
Superior Sanitary Supplies
Swift Memorial Health Care Foundation
Ron and Cynthia Tamillo, Jr.
The Baltoro Trust
United Way
Linda Veltheon
Ventura County Credit Union
Ventura County Deputy Sheriffs' Assoc.
Ventura Emblem Club #157
Xuan Vu
Sandy Waterbury
Edward and Jane Waters
Gene and Pat West
Wholesome Harvest Baking
Paul and Ann Wiener
Matthew and Germaine Williams
Janice Willis
Jane Workman
Hank and Jane Workman
Louis Yparraguirre
Don and Margo Yunker
Jeanne Zappia

For the ‘A’ Street Program, Oxnard
Carlos Castellanos
Kathryn Doyle
Catherine Enderton
  In Memory of Isabel Harper
Ted Fleet
Mary Hansen
  In Honor of Teresa Figg
Char Holliday
La Rosa Taqueria de Michoacan
Oxnard Monday Club
Benjamin Romero
Jo Ann Rundell
Santa Barbara Maritime Museum
Michael and Marsha Sterling

Gene and Pat West

For the Arcade Program, Ventura
Steven Bouley
  In Honor of Michelle Bouley
Daryl Dennis
  In Memory of Judith Dennis
Charles and Kathryn Evans
  In Honor of Austin Evans
Valerie Flores
  In Honor of Gabriel Flores
Beatrice Foster
  In Honor of Zachary Coleman
Geraldine Gross
Joe Harwell and Michelle Daucett
In Memory of Carol Harwell
Donald and Cindy Lewis
In Honor of Kristine Lewis
Oxnard Monday Club
Robert and Lupe Piros
In Honor of Barry Pond Day
Gary and Carole Rigsby

For the Cochran Program, Simi Valley
Ronald and Jerra Davis
  In Honor of Ashley Singleton
Garden Fresh Restaurants, LLC
Daniel J. Gonzales
Charles Kelly
Knights of Columbus, Council #5803
Jeffrey and Esther Landres
Gaston and Gail Palombo
Michael and Mary Platt, Sr.
Benjamin Romero
Rotary Club of Simi Sunrise
Steve and Kim Singleton
Shirley and Laverne Steinke
Paul and Alexis Teplitz

For Community Employment Services
George Carlos
City of Simi Valley Community Projects Grant
Andrea Cole
  In Memory of Thomas Lucero
San Buenaventura Women's Club

For the Digital Literacy Program
Disability Communications Fund

For the Heritage Valley Program, Santa Paula
Rick and Susan Hynes
Colin Duncan and Julie Knudsen
Belen Marsh
Robert and Maria Ouwendijk
  In Memory of Maria Peinado
Hilde Peinado
  In Memory of Maria Peinado
Benjamin Romero
Santa Paula United Methodist Women

For the MOVE Program
Rodger and Carolyn Embury
Alan Grossman
Eve Liebman
Robert and Lupe Piros
Valerie Weinstein
ROSTER OF GIVING (CONT.)

For the Ojai Enrichment Center
Bliss Frozen Yogurt
Patricia Lawson
Robert and Eleanor Nelson
Roberta Orvis
Benjamin Romero
Jannette Wahl
  *In Honor of Rachel Wahl*
Dan Willey
  *In Honor of The Ojai Enrichment Center Staff*

For the Ojai Enrichment Center
  *In Memory of Zachary Scott Bovee*
Mr. and Mrs. Burdette
Mr. and Mrs. Richard Fausset
Mary Kazmer
June Lovell
Don and Cynthia Nelson
Jason and Brooke Queen
Peter Seery
June Seery Lovell

For Project R: Rethink, Reconsider, Respect
Orven Blinzler
  *In Honor of Deborah Biggs*
Ed Blinzler
  *In Memory of Dick Biggs*
Orven Blinzler
  *In Memory of Dick Biggs*
Robert and Marce Cabrera
City of Ventura
Andrea Cole
  *In Memory of Thomas Lucero*
David and Virginia Marshall
  *In Memory of Ryan Roach*
McCune Foundation

For the Simi Valley Day Program
Jeffrey and Sheryl Banks
Richard and Cynthia Chadwick
Mani Gaur and Vandana Acharya
Malie Jamshidinia
Knights of Columbus, Council #5803
Adelaida Moering
Steve and Stacy Primack
Benjamin Romero
George Carlos

For the Skyway Day Program, Camarillo
Randy Adler
  *In Honor of Jeffrey Adler*
Joe and Maria Bermudez
  *In Honor of Luz Bermudez*
Dick and Sondra Biggs
Jennifer Cruz
  *In Honor of The Skyway Staff*
Neal and Janet Dixon
  *In Memory of Isabel Harper*
Scott Dortch
Steve and Karen Nishimori
  *In Honor of Craig Nishimori*
Benjamin Romero

For the Skyway Day Program
  *In Memory of Dick Biggs*
The Hughes Family
Mary Rigali
Fred and Sharon Robinson

For TIL East Program
Dennis and Diane Gordon

For The TIL West Program
Dennis and Diane Gordon
Linda Lewis
Tatiana Von Klan
  *In Memory of Francis X. Riegler, Sr.*

For the Walker Street Day Program
Eric R. Allison
Tim and Cher Austin
  *In Honor of Spencer Austin*
Barbara Best
Verna Gomez
Frank C. Phillips
Salvador and Carmen Ruvalcaba
Jean Thompson
  *In Honor of Spencer Thompson*
BOARD OF DIRECTORS

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Eve Liebman, Vice President
Jeanne Kvale, Secretary
Rodger Embury, Treasurer
Bob Hogan, Immediate Past President

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Tad Endicott
Daryl Kibota
Ryan Paris
Mary Platt
Kathy Raffaelli
Sandy Waterbury

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