Annual Report
Fiscal Year 2018-2019

Empowering people with intellectual and developmental disabilities since 1954
Sixty-five Years of Advocacy, Support and Service Propels Us to our Future

Dear Supporters, Families and Friends of The Arc of Ventura County,

Over the past several months, The Arc of Ventura County has reflected upon our beginnings, celebrated our success and pondered the future – *what is positive and possible for us to accomplish over the next three years to ensure sustainable, inclusive, person-centered services?* We surveyed our stakeholders and conducted focus groups to develop a framework to achieve a three-year strategic plan built on the following refreshed mission statement and guiding principles:

**MISSION STATEMENT**
The Arc of Ventura County provides services and support to people with intellectual and developmental disabilities to achieve their goals toward a life of opportunity, choice, participation, and contribution.

**VISION STATEMENT**
Each individual is valued and experiences a genuinely satisfying life.

**CORE VALUES**

*We are safe.*
Safety in our programs and in the community is our number one priority.
We are trained in CPR, First Aid, and Crisis Prevention Intervention.
We ensure that the people we serve have information to be prepared for an emergency.

*We advocate.*
The Co-Advocates of Ventura County (CAVC) is open to all.
Opportunities for leadership, volunteerism and civic activism are provided.
We provide education and information about people with intellectual and developmental disabilities.

*We are respectful and inclusive.*
People are encouraged to reach further, be creative, and set ambitious goals.
Individual expression is supported.
Personal growth and informed choices are promoted.

*We are accountable.*
The Board of Directors ensures our financial health.
We cooperate and support each other.
We strive for excellence in all programs and services.

As it has been throughout our history, our achievements are really those of the people we serve, their families and loved ones, and of course, our direct support professional staff. We are very fortunate to have such a caring, enthusiastic and creative group of people who do our work, every day.

We are grateful for your support and theirs, and look forward to continued success and achievements at The Arc of Ventura County.

Sincerely,

John Grisafe
President

Patricia G. Schulz
Chief Executive Officer
# The Arc of Ventura County

**STATEMENT OF FINANCIAL POSITION**

as of the Month Ended June 30, 2019

With Comparative Totals for the Month Ended June 30, 2018

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$2,123,556</td>
<td>$1,956,740</td>
<td>18.59%</td>
<td>17.04%</td>
</tr>
<tr>
<td>Accounts Receivable - Net Allowance of $8,000</td>
<td>1,034,405</td>
<td>1,020,555</td>
<td>9.06%</td>
<td>8.89%</td>
</tr>
<tr>
<td>Unconditional promises to give, net of allowance</td>
<td>-</td>
<td>48,000</td>
<td>0.00%</td>
<td>0.42%</td>
</tr>
<tr>
<td>Deposits &amp; Prepaid Expenses</td>
<td>110,859</td>
<td>121,718</td>
<td>0.97%</td>
<td>1.06%</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>21,269</td>
<td>21,802</td>
<td>0.19%</td>
<td>0.19%</td>
</tr>
<tr>
<td>Property &amp; Equip. - Net Accum. Depreciation</td>
<td>8,133,383</td>
<td>8,313,865</td>
<td>71.19%</td>
<td>72.40%</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$11,423,472</td>
<td>$11,482,680</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

| Liabilities and Net Assets                                           |            |            |                                   |                                   |
| Liabilities                                                          |            |            |                                   |                                   |
| Accounts Payable and Accrued Expenses                                 | $107,605   | $140,938   | 0.94%                             | 1.23%                             |
| Accrued Payroll & Payroll Taxes                                      | 347,043    | 328,089    | 3.04%                             | 2.86%                             |
| Accrued Leave Pay                                                    | 400,012    | 381,109    | 3.50%                             | 3.32%                             |
| Capital Lease                                                        | 102,307    | 116,966    | 0.90%                             | 1.02%                             |
| Mortgages & Notes Payable                                            | 25,845     | 1,056,444  | 0.23%                             | 9.20%                             |
| **Total Liabilities**                                                | 982,812    | 2,023,546  | 8.60%                             | 17.62%                            |

| Net Assets                                                           |            |            |                                   |                                   |
| Unrestricted                                                         | 10,411,860 | 9,403,769  | 91.15%                            | 81.90%                            |
| Temporarily Restricted                                               | 28,800     | 55,365     | 0.25%                             | 0.48%                             |
| **Total Net Assets**                                                 | 10,440,660 | 9,459,134  | 91.40%                            | 82.38%                            |
| **Total Liabilities and Net Assets**                                 | $11,423,472| $11,482,680| 100.00%                           | 100.00%                           |
## The Arc of Ventura County

**STATEMENT OF ACTIVITIES**

**as of the Month Ended June 30, 2019**

With Comparative Totals for the Year Ended June 30, 2018

<table>
<thead>
<tr>
<th>Support and Revenue</th>
<th>2019</th>
<th>2018</th>
<th>2019 Percentage of Support &amp; Revenue</th>
<th>2018 Percentage of Support &amp; Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$77,339</td>
<td>$89,586</td>
<td>0.54%</td>
<td>0.68%</td>
</tr>
<tr>
<td>Contributions-The Arc Foundation</td>
<td>$2,039,891</td>
<td>$1,205,683</td>
<td>14.35%</td>
<td>9.11%</td>
</tr>
<tr>
<td>Grant Income</td>
<td>41,000</td>
<td>75,500</td>
<td>0.29%</td>
<td>0.57%</td>
</tr>
<tr>
<td>In-kind Facility Use</td>
<td>171,822</td>
<td>147,922</td>
<td>1.21%</td>
<td>1.12%</td>
</tr>
<tr>
<td><strong>Total Support</strong></td>
<td>2,330,052</td>
<td>1,518,671</td>
<td>16.39%</td>
<td>11.48%</td>
</tr>
<tr>
<td><strong>Revenue and Gains</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tuition</td>
<td>$11,248,226</td>
<td>$11,147,942</td>
<td>79.13%</td>
<td>84.26%</td>
</tr>
<tr>
<td>Employment Service Contracts and Sales</td>
<td>455,239</td>
<td>412,249</td>
<td>3.20%</td>
<td>3.12%</td>
</tr>
<tr>
<td>Rent</td>
<td>150,619</td>
<td>137,349</td>
<td>1.06%</td>
<td>1.04%</td>
</tr>
<tr>
<td>Transportation Revenue</td>
<td>-</td>
<td>2,879</td>
<td>0.00%</td>
<td>0.02%</td>
</tr>
<tr>
<td>Interest</td>
<td>1,431</td>
<td>799</td>
<td>0.01%</td>
<td>0.01%</td>
</tr>
<tr>
<td>Gain on Disposal of Assets</td>
<td>11,117</td>
<td>50</td>
<td>0.08%</td>
<td>0.00%</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>18,358</td>
<td>10,918</td>
<td>0.13%</td>
<td>0.08%</td>
</tr>
<tr>
<td><strong>Total Revenue and Gains</strong></td>
<td>11,884,990</td>
<td>11,712,185</td>
<td>83.61%</td>
<td>88.52%</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td>$14,215,042</td>
<td>$13,230,856</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><em>Expenses</em></th>
<th>2019</th>
<th>2018</th>
<th>2019 Percentage Expenses</th>
<th>2019 Percentage Expenses</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$11,666,457</td>
<td>$11,401,241</td>
<td>88.16%</td>
<td>87.27%</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>1,506,875</td>
<td>1,604,751</td>
<td>11.39%</td>
<td>12.28%</td>
</tr>
<tr>
<td>Fund-raising</td>
<td>60,184</td>
<td>58,567</td>
<td>0.45%</td>
<td>0.45%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$13,233,316</td>
<td>$13,064,559</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
</tbody>
</table>

| Change in Net Assets | $981,526 | $166,298 |

| Net Assets, Beginning | 9,459,134 | 9,292,836 |

| Net Assets, Ending | $10,440,660 | $9,459,134 |
Revenue Fiscal Year 2018/2019

- Program Service Fees $11,248,226
- The Arc Foundation Support $2,039,891
- Service Contracts and Sales $455,239
- Donations & Grants $118,339
- In-kind Facility Use $171,822
- Other Income $149,116

Total Support and Revenue = $14,215,042

Expenses Fiscal Year 2018/2019

- Salaries, Wages & Benefits $10,444,040
- Occupancy $1,313,608
- Equipment and Supplies $391,178
- Transportation $448,709
- Communications $183,137
- General Insurance $126,963
- Professional & Database Hosting $164,532
- Other Expenses $161,349

Total Expenses = $13,233,516
Budgeted Revenue Fiscal Year 2019/2020
Total Support and Revenue $14,661,958

- Program Service Fees: $12,412,430
- The Arc Foundation Support: $1,235,000
- Service Contracts & Sales: $515,853
- Donations & Grants: $142,600
- In-Kind Facility Use: $171,822
- Other Income: $184,253

Budgeted Expenses Fiscal Year 2019/2020
Total Expenses - $14,520,136

- Salaries, Wages & Benefits: $11,551,495
- Occupancy: $1,283,819
- Equipment and Supplies: $410,147
- Transportation: $512,927
- Communications: $207,202
- General Insurance: $133,055
- Professional & Database Hosting: $247,640
- Other Expenses: $173,851
Demographics

Number of Individuals Served = 809

Gender

- Transgender: 1
- Female: 359
- Male: 449

Participants by Age

- Under 20: 262
- 20-29: 189
- 30-39: 137
- 40-49: 127
- 50-59: 88
- 60+: 6

Ethnicity

- Caucasian: 408
- Hispanic: 323
- Asian: 44
- African-American: 13
- Two or more races: 13
- N/A: 5
- Pacific Islander: 2
- Native American: 1

Number of Years Served

- Under 1: 64
- 1-5: 331
- 6-15: 236
- 16-20: 63
- 20+: 115
Roster of Giving

For General Operating Support
Curtis Adams
Amazon Smile Foundation
Gregory Andrews
Anonymous
Barbara Antilla
Steve and Alina Avalos
Chris and Linda Bartelson
  in memory of Erika Bartelson
Sondra Biggs
Bart and Michelle Bleuel
Ed Blinzler
Charleen Boxx
Jim and Connie Brooks
  in memory of Mary E. Bovee
John and Thelma Carabajal
Steve and Monica Carter
Mr. and Mrs. Richard Ceniseroz
Richard and Cynthia Chadwick
Hubert and Annette Chen
Alfred and Alvina Contarino
Robert and Maria Davila
Gerald and Betty DeFreece
  in honor of James Rosso
Debbie DeGoey
Robyn Dueker
Brad Dykes
Lance and Jean Eaton
Ernest Fanucchi
Mr. and Mrs. T.A. Faragher
Peter and Beth Favero
Linda Fisher
Basilio Gonzales
Carol Greeby
John and Mary Grisafe
Jeri Gross
  in memory of Betsy Gross
Richard Guttmann
  in memory of Ronnie Steigerwald
Gerardo Hernandez
  in honor of Christy Ramos
Barry and Gerri Hickenbottom
Paul and Chana Hiranaka
  in honor of Fred Robinson
Karen Katz
  in memory of Robert Routolo
Mary Kazmer
Gary and Delia Kellogg
  in memory of Beverly Kellogg
Charles and Veronica Kelly
Daryl Kibota
Franklin and Shizuko Kleiger
Knights of Columbus, Council #8072
Knights of Columbus, Council 9969
Kroger
Marcie Kullback
Jeanne Kvale
Ed and Susan Lacey
Matthew and Teresa Lallo
  in memory of Kathleen O'Hagan
Diane Lane
Zhong Yi Liu and Jean Xiao
Dorothy Loebel
Albert and Sharon Lopez
Margaret Lopez
Christina Luna
David and Virginia Marshall
  in memory of Ryan Roach
Melwood Horticultural Training Center
Myers, Widders, et al
Robin Nahin
  in honor of Firestick Pottery Studio
Petronila Nelson
Network for Good
Daniel Newman
Brian and Jennifer O'Hop
Ojai Valley Retired Men's Club
  in memory of Tom Jameson
Bobbie Orvis
Joe and Pat Paulucci
Paul and Pauli Powers
Judy Rosander
Bob and Robin Rosso
John and Bonnie Rupert
  in honor of Mara Rupert
Art Sandford
Jan Schulman
Peter Seery
  in memory of Zachary S. Bovee
Keith and Dianne Selbrede
  in memory of Shirley Jones
Richard and Leslie Selfridge
Joan Shannon and Linda Shannon
Mike Silacci
Stephanie Smith
Stephen Smith
SourceAmerica
Bill and Susan Swisher
Humera Syed
David and Sherryyee Torres
Michael and Karen Turek
Linda Veltheon
Ventura Elks Lodge #1430
  in memory of Darlene Benz
Xuan Vu
Sandra Waterbury
Janice Willis
Don and Margo Yunker
For the ‘A’ Street Program, Oxnard
Tom Figg
  in honor of Teresa Figg
Judy Hansen and Teresa Figg
Oxnard Monday Club
Rafael and Priscilla Ramirez
Michael and Marsha Sterling

For the Arcade Program, Ventura
Steven Bouley
  in honor of Michelle Bouley
Charles and Deborah Clark
  in honor of Zachary Clark
Connie Coleman
  in honor of Zachary Coleman
Charles and Kathryn Evans
  in honor of Austin Evans
Valerie Flores
  in honor of Gabriel Flores
Jean Foster
Louise Gerber
Antoinette Lewis
  in honor of Kristine Lewis
Cynthia Lewis
  in honor of Kristine Lewis
Sam and Denise Martin
Bill and Maria Misener
Oxnard Monday Club
Oscar Pena and Melissa Fouche-Pena
Robert and Lupe Piros
Gary and Carole Rigsby
Rodney and Jean Smith

For the Cochran Program, Simi Valley
Peter and Clarice Amato
  in honor of Ashley Amato
Anthony and Gayle Callaway
Center for Spiritual Living Simi Valley
Ronald and Jerra Davis
Dale and Diane Eleniak
James and Linda Fults
Daniel and Tina Gonzales
James and Georjean Hargraves
Charles and Veronica Kelly
Gaston and Gail Palombo
Michael and Mary Platt
Mary Platt
  in honor of Catherine DiSanto
Sorenson Business Consulting
Westlake Sunrise Rotary

For Community Connections
Marion Moskowitz
  in honor of David K. Moskowitz

For Community Employment Services
Alan Grossman
Island Packers
Bernie Lau
  in honor of Daniel Lau
Richard MacDonald
  in honor of Meredith M. MacDonald

For the Digital Literacy Program
Shelbi Hamilton
Andrew Heape

For the Heritage Valley Program, Santa Paula
AMP Live Events
Trevor Greene
Susan Hynes
Michael Juarez
Belen Marsh
Hildeliza Peinado
  in memory of Maria Peinado
  in honor of Rodrigo Peinado
Wilmer Rivera
Gerald and Barbara Rothermel
Dr. Jerald Somdahl
Susana Toxqui
Roster of Giving (cont.)

For the MOVE Program
Eric Allison
Shelbi Hamilton
Eve Liebman
Robert and Lupe Piros

For the Ojai Enrichment Center
Rodger and Carolyn Embury
Firestick Pottery Studio
Doug and Barbara Hoff
Thomas and Christina Lane
Linda Maher
  in memory of Mary E. Bovee
Richard and Ginger Maxwell
  in honor of Robert Maxwell
Doug McDonald
Robert and Eleanor Nelson
Ojai Women’s Fund
Elizabeth Rajcan and Andy Kruse
Pamala Russell
  in memory of Mary E. Bovee

For Project R: Rethink, Reconsider, Respect
City of Ventura
Shelbi Hamilton
The McCune Foundation
Joe and Carol Piros
Eugene and Pat West
  in memory of Patrick West
Eduardo and Rosa Zapata
  in honor of Eduardo Zapata

For the Skyway Day Program, Camarillo
Randy Adler
  in honor of Jeffrey Adler
Raja Anugula
John and Tayebeh Baigio
Jennifer Cruz
DaVita Camarillo Dialysis
Neal and Janet Dixon
Scott and Lori Dortch
Marci Lang
  in honor of Jenna Lang
Genaro and Linda Romano
  in memory of Terry Wright

For the Simi Valley Day Program
Luly Antimo
Richard and Cynthia Chadwick
Michael and Deborah Traffenstedt
For the TIL Program
Orval and Katy Garrison
Dennis and Diane Gordon
Paul and Ann Wiener
  in honor of Samuel L. Wiener

For the Walker Street Program, Ventura
Timothy and Cher Austin
  in honor of Spencer Austin
Carl and Kristen Belshe
  in honor of Ethan Belshe
Barbara Best
Buena High School Leadership Class
Tony Cortez and Dawn Cortez
Sal Enriquez and Karen Storey
Alfonso and Verna Gomez
Kiwanis Club of Ventura
Michelle LaPointe
Robin and Susan Locke
Salvador and Carmen Ruvalcaba
BOARD OF DIRECTORS
Fiscal Year 2018-2019

**Officers**
John Grisafe, President
Eve Liebman, Vice President
Jeanne Kvale, Secretary
Rodger Embury, Treasurer
Bob Hogan, Immediate Past President

**Directors**
Cynthia Chadwick
Connie Coleman
Tad Endicott
Daryl Kibota
Ryan Paris
Mary Platt
Kathy Raffaelli
Fred Sager
Sandy Waterbury

Patricia Schulz, CEO

Achieve with us.