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The Advancement In Management (AIM) Award is presented by the Center for Nonprofit Advancement to a Greater Washington nonprofit organization for outstanding achievement in organizational management. The 7-month expansive competition highlights key competencies, promotes sustainable best practices, and recognizes innovation that leads to excellence in nonprofit management. After a thorough evaluation from our selection committee of experts, The Arc Prince George’s County won 2nd place in 2018 and was praised for its leading management practices. We are delighted to have The Arc among our community of high performing nonprofits.

Glen O’Gilvie, CAE
Chief Executive Officer
Center for Nonprofit Advancement
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We couldn’t support success stories like Daquan’s without the tremendous care, dedication, creativity and initiative of our entire Arc Family. If you haven’t yet invested in The Arc, now is your time!

Thank you for all you do to support The Arc Prince George’s County. Your financial support, advocacy and service make a world of difference and helps to change lives.

Kia Silver Hodge
Board Chair

Rob Malone
Executive Director

Daquan McKinney shares his job search experience and advice during our 3rd Annual Inclusion Works! Breakfast
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“We partner with The Arc Prince George’s County because we believe in their mission to create more inclusive work places. We also partner with The Arc on a national level because we believe we have a role to play in making sure technology helps bridge barriers.”

Adeyinka Ogunlegan
Manager, Government Affairs
Comcast NBCUniversal
INCLUSION WORKS! BREAKFAST SPONSOR
ARC PRINCE GEORGE’S COUNTY BOARD MEMBER
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We are making a difference!

Kia Silver Hodge, President
Master Mine Consulting

Cathy Coughlin, Vice President
Old Line Bank

Lori Brock, Treasurer
King & Spalding LLP

Anthony Zanfordino, Immediate Past President
Planned Systems Int’l

Greg Caroots
Old Line Bank

Karen Clay
DC Public Charter School

Tisa Clark
J.D. Clark Professional Services, LLC

Chris Collins
Self–Advocate

Lisa Greene-Henderson
Kaiser Permanente

Maya Garrett Loggins
Rose’s Place, Inc.

Yolanda Muckle
Long & Foster Real Estate, Inc.

Adeyinka Ogunlegan
Comcast NBCUniversal

Shirley Patterson
Federal Government Contracting Officer (Retired)

Curtis Randolph
Self–Advocate

Mike Retton
Stantec Consulting Services, Inc.

Jerry Sanford
Washington Gas

Andrea Shorter
ACS Business and Accounting Solutions, LLC

W.G. Pete Stokes
U.S. Army JAG Corps (Retired)

Anjolene Whaley
Keller Williams Preferred Properties

Tim York
Self–Advocate
Senior Leadership

Rob Malone
Executive Director

Becky Carter
Division Director, Family & Community Services

Deborah Goins
Division Director, Employment, Transportation & Day Services

Michelle Howell
Director, Nursing

Lorraine C. Holmes Settles, CFRE
Director, Business & Resource Development

Kelly Shaner
Division Director, Residential Services

Natosha Simpson
Director, Quality Advancement

Angela Sykes
Director, Finance

Christina Varga
Director, Operations

Audrey Weaver
Director, Human Resources
Employment Numbers

12 New Employment Partners
- 2U
- Old Town Trolley
- University of Maryland Capital Regional Hospital
- Burlington Coat Factory
- Maurice Electric
- Petsmart
- CW Resources

15 New Job Placements
- Prince George’s Community College
- Tropical Smoothie Cafe
- Zips Dry Cleaner, Laurel
- Zips Dry Cleaner, New Carrollton
- Zips Dry Cleaner, Temple Hills

4 New Community Activity Partners
- Alice Ferguson Farm
- Merkle Farm
- The Kennedy Center
- Prince George’s County Government
The Arc Prince George’s County 25th Annual Golf Tournament was a celebration of the support we have had from our faithful supporters over the years. More than 100 golfers braved a rainy day and even traveled from out of state to join us for the occasion. Proceeds from the event were used to continue moving the people we serve out into the community doing what they enjoy, rather than being in a facility-based day program. We also appreciated the participation of businesses that employ people with disabilities and champion our cause with grants that support other aspects of our work.
There were two events in one day! The Bowling Bash proceeds provided resources that help our organization support people as they pursue their interests and find employment.
From Internship to Employment: A Project SEARCH Success!

Project SEARCH is a business-led transition-to-work program that provides internships to high school students with disabilities. The program was designed to prepare young adults with intellectual and developmental disabilities for competitive employment in integrated work settings.

For more than 22 years, Project SEARCH has supported thousands of students nationwide and now operates more than 400 locations in six counties, including right here in Prince George’s County!

The Arc Prince George’s operates the only Project SEARCH program in the county in partnership with Prince George’s County Public Schools, The Maryland Department of Rehabilitative Services (DORS), The Maryland Developmental Disabilities Administration (DDA) and our 2018 host site, Joint Base Andrews.

Our 2018 Project SEARCH Program featured a 10-month internship rotation program for students with disabilities that combined classroom learning and hands-on work experience through internship rotations throughout Joint Base Andrews.

The combination of instruction and immersion helped prepare the student-interns with skills that match labor needs in today’s integrated workforce. 2018 Project SEARCH graduate Julian Thomas interned at Joint Base Andrews’ Outdoor Recreation Department (ODR) and was offered employment at ODR after graduating from the program. Julian’s supervisor, Jamal Partman, sat down with our Project SEARCH Coordinator Eugenia Ebb to share his thoughts about the program and his newest hire.
How did The Arc help you on-board your new employee?
“The Arc provided a lot of information that was useful in getting to know Julian. Things that Julian might not have seen about himself from his perspective. I believe [The Arc] did a great job of being hands-on but not too much to the point where Julian was solely relying on The Arc to provide all communication. [The Arc] really allowed Julian to be more mature and independent.”

What training/skills did Julian come to the position with?
“Julian came with the enthusiasm it takes to work at Outdoor Recreation (ODR). ODR deals with customers on a daily basis. It is not always easy in customer service and so you need the right mindset every day, Monday through Saturday. Julian came in with the right attitude. Also being physically able to move equipment from area to area was a good skill that Julian came on-board with. To work at ODR you have to lift at least 50 pounds. He fit right in.”

What was the biggest challenge you faced in hiring someone with a disability?
“I think the biggest challenge for me personally was making sure that I never excluded Julian from a task. I can only speak for myself but I never wanted him to feel like he couldn’t do something. Even if it was obviously a difficult task, we wanted to pair him up with someone capable so that if he couldn’t do it alone, we would have someone to help him get the job done. Julian, just like any other employee, deserves a chance at learning, growing and developing a new skill.”

Julian’s success is a direct result of his desire and determination to find fulfilling employment. With the support of The Arc’s Employment Services Team, our expertise at matching the right candidates with the right jobs, and our partners like Joint Base Andrews, Julian is excelling at his job and making an impact.
Our 3rd Annual Inclusion Works! Breakfast was our largest yet, bringing out more partners and business leaders than ever. We were honored to have Congressman Anthony Brown join us, and receive a proclamation from the State of Maryland delivered by Deputy Assistant Secretary John Brennan. Thanks to the continued support of our sponsor Comcast NBCUniversal, we hosted more than 150 business leaders, job seekers and community partners to celebrate the benefits of inclusive hiring.

Our Employment Services Team led a workshop called “Five Myths about Hiring People with Disabilities,” giving leaders an opportunity to learn from job coaches and job developers in the field. A very special thanks to our emcees Jim Coleman of the Prince George’s Economic Development Corporation and Keith Coburn, an Arc Employment Services participant now working full-time at the Federal Communications Commission.
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Traveling this Journey as Members

Kennedy Davenport’s mom, TjaMeika Davenport, a parent advocate, and member of The Arc Prince George’s County, recently shared, “The importance of connecting with other families can’t be overstated; membership at The Arc gave [my family] the opportunity to meet other families who are walking the same path. We’re traveling this journey together and our common ground is that we are caring for a loved one with a disability. Through membership we can connect with people we may never have met in our social circles, our civic groups, sororities, or churches. We not only encourage each other in difficulties, but we deepen our knowledge and ability to support our loved one.

The Arc helped me with the big picture of my child’s life and membership connected me… with people who understand. —TjaMeika Davenport
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“I’ve learned from other families about successes and challenges and it has helped me see the big picture for my child’s life. At workshops, there are often families at various life stages, supporting their teenager, or their spouse, or parent. The Arc cares for the whole person and we can stay connected with each other and build those lasting relationships for us as caregivers, as well as our loved ones.”

GET INVOLVED

Become a member by joining online or call Outreach & Membership Manager Melonee Clark at 301-925-7050.
The Benefits Enrollment Center Educates, Screens, and Assists

We serve residents ages 18 years old and up.

» We educate community stakeholders, families and persons with disabilities about available benefits.
» Screens to determine eligibility for multiple federal, state and private benefits.
» Assists with completing and submitting applications.

$5 Million

The Arc Prince George’s County has changed lives by signing up County residents for more than $5 Million worth of federal benefits.
48 Residential Properties in Prince George’s County
Mardi Gras
In May Annual
Meeting and
Employee Gala

May 2018
Upper Marlboro, MD
Financials

### Revenue by Source

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Fees</td>
<td>$24,524,954</td>
</tr>
<tr>
<td>Grants</td>
<td>$627,989</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$297,468</td>
</tr>
<tr>
<td>Other (Savings &amp; Investment Interest, Sales to Public/Contract, etc.)</td>
<td>$4,471,737</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$29,922,148</strong></td>
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### Expense by Program

<table>
<thead>
<tr>
<th>Program</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential Services</td>
<td>$15,003,544</td>
</tr>
<tr>
<td>Adult Day Services</td>
<td>$6,173,989</td>
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<tr>
<td>Transportation Services</td>
<td>$1,172,622</td>
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<tr>
<td>Administrative</td>
<td>$2,854,055</td>
</tr>
<tr>
<td>Other (Infant &amp; Toddlers, Autism Waiver, etc.)</td>
<td>$1,242,863</td>
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<tr>
<td>Fundraising</td>
<td>$309,914</td>
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<tr>
<td>Family/Community Supports</td>
<td>$2,500,397</td>
</tr>
<tr>
<td>Employment Services</td>
<td>$1,669,617</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$30,927,001</strong></td>
</tr>
</tbody>
</table>

82% of revenue comes from Program Fees, 15% from Fundraising, and 2% from Other sources.
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“The Arc is a true community partner. We have come together to support employment in the county through several events targeting…the most underserved of our neighbors.”

Skylar Wyche
Business Consultant
Employ Prince George’s
JOB DEVELOPMENT PARTNER
Arc Donors

**TITAN CIRCLE**
Cumulative Giving $10,000
Since 1999

- Alco Pharmacy
- Mr. & Mrs. Bruce Andrews
- Mr. & Mrs. Maxwell Ballanger
- Bancorp Bank
- Mr. & Mrs. Paul Bauer
- Berenbaum Family Foundation
- Mr. & Mrs. Don Blakley
- Blue Cross Blue Shield Association
- Bob Grill General Contractor, Inc.
- William & Donna Bryant
- CareFirst
- Wayne & Denise Coleman
- The Columbia Bank
- Comcast
- Commercial Insurance Managers
- Thomas Dugan
- Sarah Earwicker
- Susan Eicher
- Ruth Eicher
- Marilyn Farrell
- William & Linda Fern
- Clifford George
- George Preston Marshall Foundation
- Helen Goldsmith
- Col. & Mrs. James Hall
- Hays Companies of Maryland
- Nicholas & Irene Huchyj
- Household Finance
- Johnny’s Auto Service
- Kaiser Permanente
- Evelyn King
- Knights of Columbus #02577
- Knollwood Development Corporation
- Barbara Lampe
- Mr. & Mrs. Richard Lee
- Mary Jo McGovern
- Melwood Horticultural Training Center
- Mullen, Sondberg, Wimbish & Stone
- National Council on Aging
- Mr. & Mrs. John O’Connor
- Old Line Bank
- Craig & Betsy Parker
- Wesley & Connie Paulson
- Pepco
- Betsey & Pat Petit
- Mr. & Mrs. Jack Ramsey
- Mr. & Mrs. Ray Revels
- Safeway Foundation
- Kenneth & Lucille Taylor
- TD Charitable Foundation
- TEGNA Foundation
- Greater Washington Community Foundation
- William S. Abell Foundation Inc.

**LEGACY MEMBERS**

*Estate Giving*
- Estate of Robert Adams
- Bruce & Corky Andrews
- Sally Boarman
- Todd Carton
- Edward & Janet Ciesielski
- Estate of Gilmore Clark
- Estate of Helen M. Danish
- Thomas Dugan
- Warren & Mary Funk
- Estate of Teresa D. Funke
- Estate of Kemper Hensley
- Marta Jones
- Estate of Anton Kragh
- Martin & Barbara Lampe
- Ellen Markham
- Joseph Polanin
- Beatrice Rodgers

*Estate Giving*
- TD Charitable Foundation
- TEGNA Foundation
- Greater Washington Community Foundation
- William S. Abell Foundation Inc.

**THE ARC SOCIETY**

$250+ Annual Giving

- Bruce Andrews
- Floyd Bagby
- Jerald Baker
- Debra Baranyi
- Paul Bauer
- Thomas Bean
- Alvin Bean
- Patricia Bowden
- William & Donna Bryant
- Kyle Chadwick
- Jane & Mark Chandler
- Herta Clark
- Wayne & Denise Coleman
- Cathy Coughlin
- Philip Danahy
- Norman & Sylvia Dodge
- Dane Donaldson
- Sarah Earwicker
- Susan Eicher
- Ruth Eicher
- Veronica Fern
- Kathleen Fern
- William & Linda Fern
- Maya Garrett-Loggins
- Deborah Goins
- Helen Goldsmith
- James Hall
- James Halle & Bettye Hawkins
- Nicholas & Irene Huchyj
- Bernadene Michelle Howell
- Sandra Kellstrom

- Barbara Lampe
- Julia Laulis
- Richard Lee
- Roy Lefever
- Anthony Malanoski
- Rob & Jualecia Malone
- Karen Martin
- Latoya Anteva
- Morris-Quattrococchi
- Craig & Yolanda Muckle
- Shirley Patterson
- Wesley & Connie Paulson
- Betsey & Pat Petit
- Jack Ramsey
- Michael & Linda Retton
- Charlean Rice
- Anthony Richards
- Paul Rowe
- Lorraine Settles
- Ezel Silver
- Kia Silver-Hodge
- Steven Slojkowski
- Natosha Simpson
- Donna Stevenson
- William & Patricia Stokes
- Morgan & Susan Williams
- Grace Williams
- Anthony Zanfordino
Upcoming events

**Annual Meeting**
Thursday, May 9, 2019

**Do MORE 24**
May 22–23, 2019

**Inclusion Works! Breakfast**
Thursday, October 10, 2019

**Giving Tuesday**
Tuesday, December 3, 2019

**The Arc Society Appreciation Reception**
Thursday, December 12, 2019