

2008 Audited Financial Information

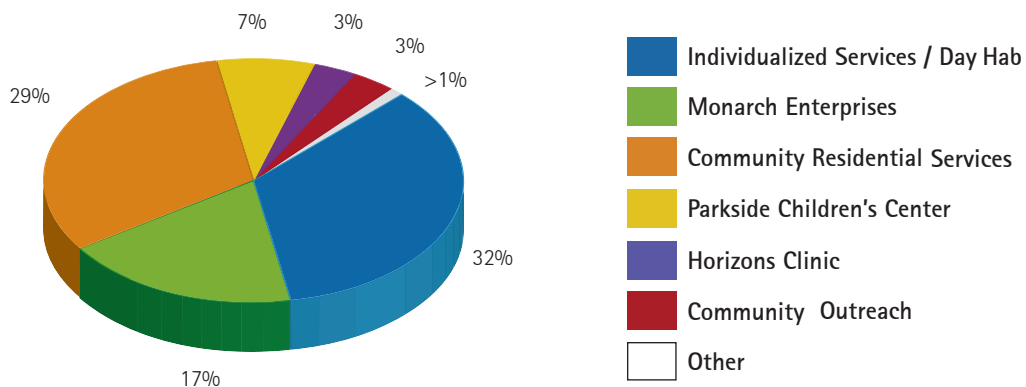
Expenses

Arc of Onondaga's services and programs cost over \$24 million to operate in 2008. New clients were welcomed into programs, consumers moved into newly constructed residences, and two entirely new programs were unveiled. Arc continues to expand to meet the growing needs of people with developmental disabilities in Onondaga County.

Among those Arc serves, more than 101 live in residential homes and apartment settings provided

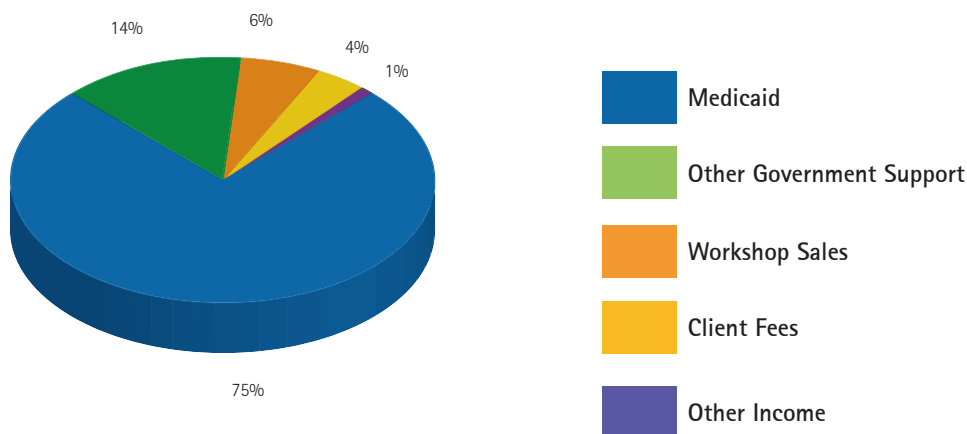
by Arc's Community Residence program. 338 people receive day services at one of 8 sites and over 355 more people are employed directly by Monarch Enterprises, Arc's vocational division. More than 500 Arc staff are needed to provide Arc's high-quality services.

Administration accounted for only 9.5% of expenses, at \$2.3 million, in 2008.



Total Expenditure: \$24,937,705

Sources of Revenue



Total Revenue: \$25,221,034

Annual Report 2008



Our annual report offers great hope even during these difficult economic times. With our strong administrative team, led by Stanford Perry, Arc of Onondaga has so far managed to weather a stressful state and national climate quite well. We are strong financially and programmatically, with many achievements to point to. We continue to develop our new marketing initiative for Monarch through the Gifford Foundation ADVANS grant (have you noticed the great looking logo on our truck?) and we opened a new community residence on Diffin Road. Of course, we must be vigilant and realistic as we work through state and federal cutbacks, figuring out ways to continue delivering excellent service. However, if the past is a good indication of the future, I have no doubt that Arc of Onondaga will continue to be the strongest nonprofit agency serving people with developmental disabilities in the county. Thank you to the employees, volunteers, and board members who help make it all happen.

Mary M. Salibrici
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President

Despite the challenging economic climate which has affected so many non-profits this past year, Arc of Onondaga is grateful to be able to celebrate our many achievements. Whether it be in the services we provide to the community, the obstacles overcome by the people we serve, or the enduring success we continue to demonstrate as an agency, Arc of Onondaga is proud of our accomplishments. Although this past year has provided us with many hurdles, our 2008 Annual Report reflects that teamwork, dedication, and a common belief in a mission can overcome many barriers.



Stanford J. Perry
Stanford J. Perry
Executive Director

Major Accomplishments | 2008

- Arc's three major fundraising initiatives, the Annual Achievement Awards Dinner, the Arc Race, and the Annual Appeal all netted the highest to date. The Race brought in record crowds with over 1,000 registered runners and walkers, the Achievement Awards Dinner raised over \$150,000 to help ensure Arc's future, and the Annual Appeal continued to increase in dollars donated despite the beginning signs of an uncertain economic climate.
- Horizons Clinic and Vocational Rehabilitation Services successfully collaborated efforts to ensure an enhanced vocational experience for the many consumers that participate in the Monarch work program. This collaboration will allow for a more holistic look at consumers vocational and clinical needs.
- Monarch increased sales for the fourth consecutive year, placed 26 people in jobs with their Employment Options program, and obtained new contracts through Enclaves with agencies such as Syracuse Hancock International Airport, the NYS Department of Motor Vehicles, Ram Manufacturing and WIC.
- Arc's Day Habilitation successfully utilized day habilitation units to 100% capacity and was able to reorganize positions within the department by merging "traditional" with "enhanced" services. Community Residence expanded capacity to serve over 100 residents for the first time.
- Program Development increased grant/contract funding from under \$100,000 to \$350,000 and increased name recognition with local, state and federal politicians.