

IMPACT REPORT

2022




The Arc.
Gateway

OPPORTUNITY FOR
everyone



opportunity to look back

we are often so focused on looking ahead and pursuing greater reach and more impact, that we sometimes forget to glance back at how far we've come. Progress is not always linear. There are detours and unexpected bumps in the road, but **thanks to you**, we can navigate those from a place of strength and solidarity.

Let's take a peek at what we achieved together!

1,158 CLIENTS



13 PROGRAMS



ONE MISSION



to provide the
**best possible
life experiences**
for children & adults with intellectual
& developmental disabilities.

With partners like you, we create

opportunities to

**live
learn
work
grow**



12

**OUTINGS TO
THE PENSACOLA
LIBRARY**

9

**CLIENT ARTISTS
FEATURED AT
ART MUSEUM**

6

**GROUP HOMES
OFFERED A
FAMILY-LIKE
LIVING SPACE**

4

**DANCE
PARTIES AT
ZELICA GROTTO**

opportunity to hear from our leaders

As we reflect on the past year, we recognize that 2022 was our first post-pandemic year. It was a transitional year that allowed our agency to begin the shift back to a state of normalcy. The services that we provide to children and adults across our area never ceased, but some people chose to pause their participation in an abundance of caution. We are thrilled that this year brought back to us smiling faces and agency activities that had been missed by everyone!

With this evolution, we saw an increase in attendance at all our programs that in turn increased many of our revenues. Sales of our products have expanded as well and translates into more work opportunities for our client workers. Last year we saw the first rate increase to our adult services in almost two decades and allowed the entry wage for our Direct Support Professionals to rise.

We have continued to invest in our people, our programs and our facilities. Renovations following Hurricane Sally at Pollak Industries were completed so that the building is more modern and efficient. Membership numbers are rising. We have a newfound focus on our events, donor cultivation, and awareness of our mission in the community. The impact our social media has made on educating our followers has been tremendous!

It is important to note that we still have a lot of work to do. Funding for our services remains severely inadequate – for both children and adults. A lengthy waitlist exists across the state and even within our agency. Challenges to recruiting and maintaining qualified staff threaten the well-being of those we serve. But, we are committed to being resilient so that we can be a resource to people with disabilities and their families.

As the Board President and CEO, we want to thank all of our stakeholders for your continued participation, support and contribution to The Arc Gateway. Our continued success is due to you, and we are so grateful to each one of you. We look forward to seeing what 2023 holds for all of us!

Missy Rogers
Chief Executive Officer

Joseph McNair
Board President



BOARD OF DIRECTORS

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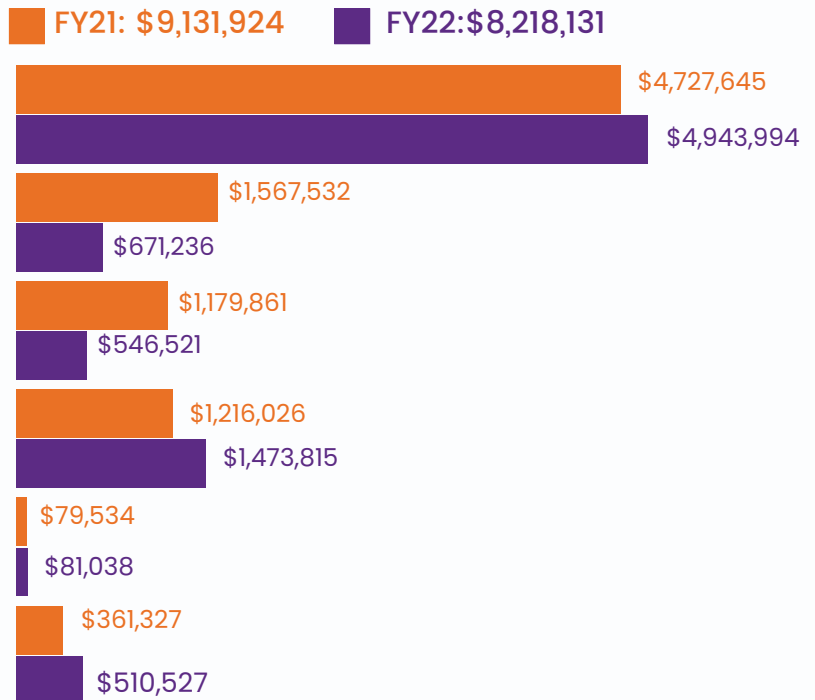
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THE ARC GATEWAY FINANCIAL REPORT

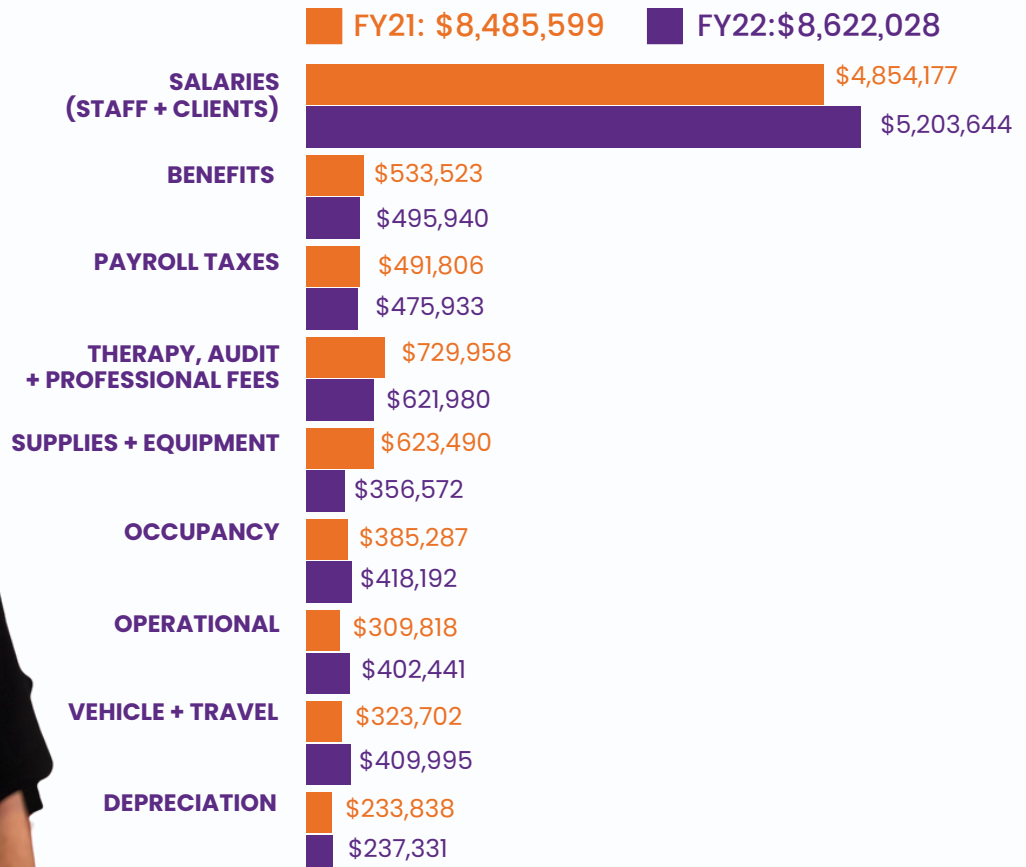


opportunity
to measure success

Public Support & Other Revenue



Expenditures





900
people received
vision rehab
services

children received pediatric therapies at
our Pearl Nelson Development Center.



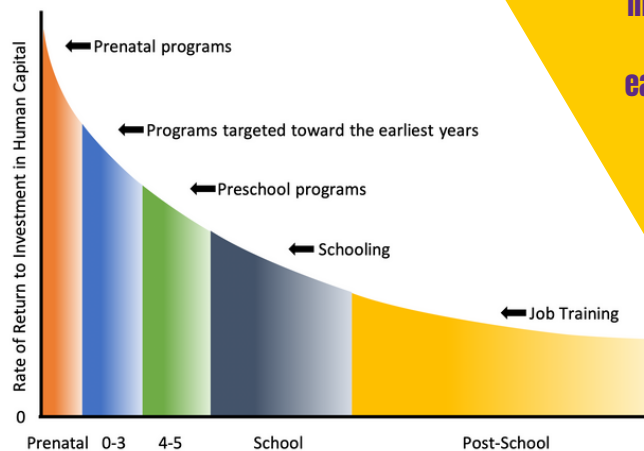
66
intern partnership
programs with
Florida colleges

of children met all
of their goals when they
completed treatment,
which exceeds national
benchmarks



1,700
speech therapy
sessions provided
through our
new telehealth
program

1600% ROI
realized for every
\$1 spent on early
intervention
services.



**"Investing in the continuum of learning
from birth to age 5 not only impacts
each child, but it also strengthens our
country's workforce today and
prepares future generations to be
competitive in the global economy
tomorrow."**

**Professor James Heckman
University of Chicago**



22
Senior Adult
clients served at

2 locations



120
puzzles
completed



150
pet therapy visits



1
chapter book
read

A BOY CALLED BAT



Our Senior Adult clients read a heartfelt story about a thoughtful boy on the autism spectrum and his pet skunk. The novel chronicles his challenges at school with friends and teachers and at home with his sister and divorced parents. The story is approachable, acknowledging that communication with others can be difficult for those whose minds work differently; yet it delivers a powerful message about discovering what you want and proving you can go after it, while building meaningful relationships along the way.



**opportunity
for lifelong impact**

71 clients served at Pollak Training Center in the Adult Enrichment & ShredWorks programs



\$101,820 GRANT



received from IMPACT 100 to retrofit a 26 ft. truck and create a Mobile Shredding service



35 NEW shredding customers



110 TONS OF PAPER processed in our secure shredding facility

62%



of adults with intellectual disabilities employed in a competitive setting have been at their job 3 years or more

[Journal of Vocational Rehabilitation]

opportunity to learn new skills

75

STUDENTS IN THE PALS PROGRAM

2895

HOURS OF ON THE JOB TRAINING COMPLETED AT 33 COMMUNITY BUSINESSES

73%

STUDENTS EMPLOYED AT TIME OF GRADUATION



Helping those with disabilities find meaningful employment facilitates greater **INDEPENDENCE.**



58

clients work at Pollak Industries, a work program focused on manufacturing



50K

plant sleeves made for use by florists, nurseries and retail businesses



1K

concrete parking bumpers manufactured



3

tons of Mardi Gras beads processed for resale



4K

Brain Bags packed for Studer Community Institute's initiative



19K

bottles packaged for Pensacola Brewery



23K

in sales generated by the ReSaw construction stakes program

60

EMPLOYMENT SERVICES CLIENTS WERE PROVIDED WITH GUIDANCE + SUPPORT IN GETTING HIRED

15

NEW EMPLOYMENT OPPORTUNITIES WERE SECURED

480

HOURS OF ON THE JOB TRAINING WAS COMPLETED

93%

OF CLIENTS REMAINED IN THEIR JOBS 12 MONTHS LATER

14

LOCAL PARTNERS EMPLOYED OUR CLIENTS, INCLUDING VANNOY'S TIRES, WHERE ELIJAH WORKS



opportunity
to earn a paycheck

16 vehicles in The Arc Gateway Fleet



167K

miles driven by
our transportation team

122

clients transported
each month



250

trips
per day

1 new MVP
partner
branded our
2015 Sprinter Van



opportunity to get out and about

To empower our clients in utilizing public transportation, South Santa Rosa clients took on the Escambia County area Transit. Not only did they learn about bus fair, routes and etiquette, but also, clients learned about different people, neighborhoods and challenges that others may be facing. The experience led to so many amazing conversations during the ride and over the next few weeks. This educational adventure was the impetus for focusing on community inclusion and ways we can all give back to our community.

21

clients
served

6

new
clients

12

community
outings

37

miles on
ECAT



The South Santa Rosa program focused on community outings like art galleries, restaurants and parks.



6
group homes



34
residents



37K
meals



468
loads
of laundry



It is estimated that 25% of people dealing with housing insecurity are individuals with disabilities.

We **empower** people with intellectual & developmental disabilities to **thrive** by living in the residential setting that helps them **achieve** the level of independence they desire.

opportunity
to live independently



OLIVER'S STORY

Oliver has participated in multiple programs of The Arc Gateway for over 30 years. Through our partnership with Armstrong World Industries, he had purposeful work cutting, labeling, and packaging commercial and residential ceiling tiles that were shipped worldwide.

Oliver successfully lived in his own apartment, with regular visits and encouragement from our Supported Living Coach. As his needs changed, our team of caring professionals discussed the benefits of transitioning into one of our group homes, where he would live with 5 other men.

Initially, he was somewhat apprehensive and resistant to the change, so our residential services team slowly began to acclimate Oliver to the group home with short visits. In September, Oliver retired from his position at Armstrong World Industries, moved into his new group home and began attending our Senior Adult program each day.

He is thriving and extremely happy with the move, which gives him increased social engagement, a broader community of friends and additional recreational opportunities. Oliver says his group home is

THE BEST THING EVER!





FAMILY MEMBER
STAFF *client*
advocate **donor**
VOLUNTEER
FIND WHERE YOU FIT AT THE ARC GATEWAY
opportunity
>> for everyone



learn more

My passion is supporting and serving others, so it is with great pride that I serve as the Board President for The Arc Gateway Foundation.

In 2016, my role model Belle Bear, whom we all know and who has done great things for this organization, invited me to serve at The Arc Gateway, tapping into my experience as an event producer with the tenacity to **GET STUFF DONE**.

Over the last seven years, I have worn many hats as a committee member or an event chair. These roles thoroughly prepared me for the position I am in now and armed me with first-hand knowledge and varied perspectives of how to successfully execute our signature fundraising events. The clients and their family members, as well as the staff of The Arc Gateway, depend significantly on these initiatives to fuel our mission.

I am currently halfway through my term as President, and I have been consistently delighted with the fresh energy and momentum offered from the Foundation Board Trustees, which includes many new trustees. I recall chairing my first meeting, during which I laid out the necessary commitments and actions that would be required of our team in order to achieve the goals that had been set forth. I sought to have a team of driven doers - not merely seat fillers. The entire group accepted the challenge, and we immediately rolled up our sleeves and got to work on our Crab Cake Cook-Off.

Even with a new Advancement team at the agency, we delivered the highest earning Crab Cake Cook-Off in Arc Gateway history. We also introduced a new event, Over the Edge, bringing a fresh and exciting opportunity for our community supporters. We didn't stop there and continued to set high expectations for the Foundation.

I would like to thank Stephen Rampersad, Chief Advancement Officer for his gracious partnership and guidance during my Presidency. I have no doubt that together with our new trustees joining this year, our amazing Foundation Board will advance our mission - and do so with gusto.

Madrina Ciano
Foundation Board President



THE ARC GATEWAY FOUNDATION FINANCIAL REPORT



opportunity to make an impact



Public Support & Other Revenue

FY21: \$212,806 FY22: \$352,665

CONTRIBUTIONS

\$49,701

\$61,228

SPECIAL EVENTS

\$143,389

\$275,259

INTEREST + MISC.

\$19,716

\$16,178

Expenditures

FY21: \$625,764 FY22: \$233,525

CONTRIBUTIONS TO THE ARC GATEWAY

\$490,000

\$30,560 *

SPECIAL EVENTS

\$37,063

\$91,062

OPERATIONAL

\$98,701

\$111,903

* due to revenue reductions from cancellation of events, contributions were reimbursed



**THE FOUNDATION HOSTS 3 SIGNATURE
EVENTS EACH YEAR: OVER THE EDGE,
CRAB CAKE COOK-OFF & WREATHS OF JOY.**



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arc-gateway.org

get social with us!

