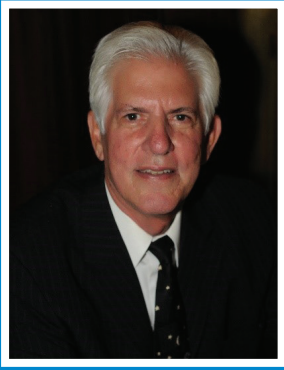




ANNUAL REPORT 2017–2018



73255 Country Club Drive
Palm Desert, CA 92260-2309
760.346.1611
info@desertarc.org
www.desertarc.org



A Year in Review from our President/CEO



73255 Country Club Dr.
Palm Desert CA 92260



760.346.1611



www.desertarc.org



<https://www.facebook.com/DesertArc/>



https://www.instagram.com/desert_arc/?hl=en



<https://twitter.com/DesertArc>

Board of Directors 2018

CHAIR
Brooke Beare Stjerne

VICE CHAIR
Lori Serfling

TREASURER
VernKozlen

SECRETARY
Mary Hendler

Robert Anzalone

Lisa Howell

Nancy Singer

Howard Levy

Glenn Miller

Damian Jenkins

Nate Otto

Dear Friends,

Thank you very much for your involvement and support of Desert Arc! Our mission is to enhance the quality of life and create opportunities for people with disabilities.

Desert Arc has championed the rights of people with developmental and intellectual disabilities since 1959 and is the only nonprofit organization in the desert communities serving the growing needs of these adults. These are people who never had a choice in life - they were born with conditions such as autism, cerebral palsy, Down syndrome, epilepsy and many others.

Our fiscal year ended on June 30, 2018 with 698 people, ages 18 and older, who were enrolled in Desert Arc's programs designed to help them secure employment, have a safe place to come to every day and interact with others. And, most importantly, to reach their highest potential to live, work and socialize in the community.

According to our demographic study, 66.9% of our clients reside with their families, 20.2% live independently and 12.9% are part of a residential care program, and, nearly 99% come from low income households. There are people with disabilities who have been involved with Desert Arc for over 25 years, but the majority have participated in our life changing programs for 1 to 15 years.

Desert Arc is dedicated to social innovation and we have also created a variety of enterprises providing Business Services for companies and individuals. These include our Shredding, Recycling, Landscape Maintenance, Janitorial and Fulfillment divisions. Pathways to Employment is the umbrella for our vocational, on-the-job training and supportive, job placement service programs, working directly for Desert Arc or within our fellow employer network.

There is much to celebrate, each and every day at Desert Arc, as reflected in the photo of our 2018 Clients of the Year honorees on the cover of our Annual Report...those we serve, our dedicated Board of Directors and stellar staff, and generous supporters! You've played an important role in our 60-year history of making a difference in the lives of people with disabilities and it means the world to us!

Sincerely,

Richard Balocco
President/CEO

Persons Served

Agency Demographics 2018

DUAL SERVICES

TRANSPORTATION **296**
OTHER PROGRAMS **46**

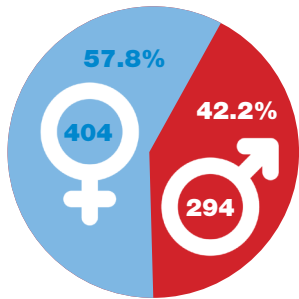
TOTAL CLIENTS

698

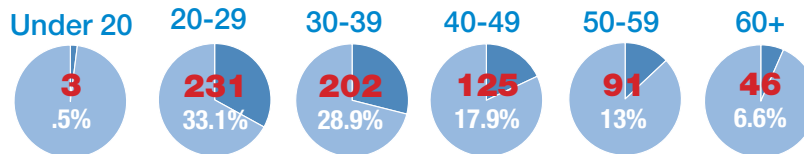


TOTAL UNITS OF SERVICE
1,040

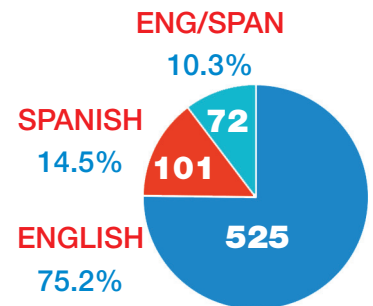
GENDER



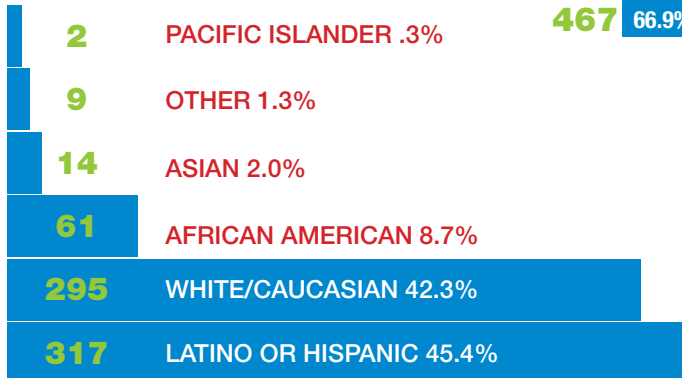
AGE



LANGUAGE



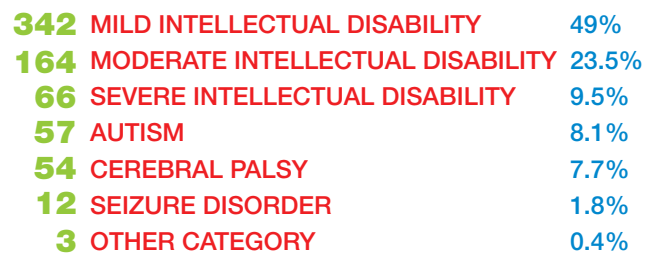
ETHNICITY



LIVING SITUATION

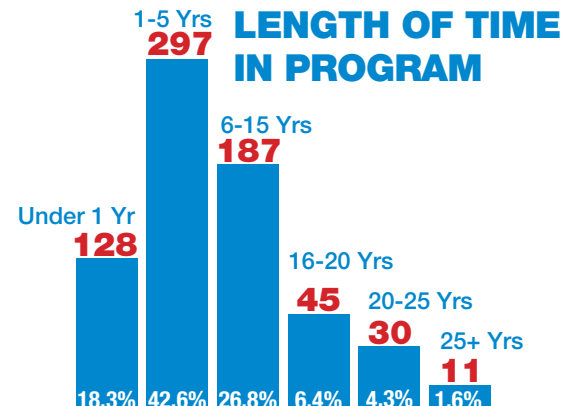


PRIMARY DIAGNOSIS



CITY OF RESIDENCE

Indio	121	17.4%	29 Palms	15	2.1%
Palm Desert	76	10.9%	Thermal	15	2.1%
Coachella	62	8.9%	Blythe	14	2.0%
Desert Hot Springs	59	8.5%	Bermuda Dunes	10	1.4%
Cathedral City	58	8.3%	Rancho Mirage	9	1.3%
Yucca Valley	48	6.9%	Mecca	8	1.1%
Palm Springs	44	6.3%	Inland Empire Area	32	4.6%
La Quinta	36	5.2%	Hemet Area	31	4.4%
Joshua Tree	24	3.4%	Other Desert Areas	9	1.3%
Thousand Palms	18	2.6%	Morongo Basin Area	9	1.3%

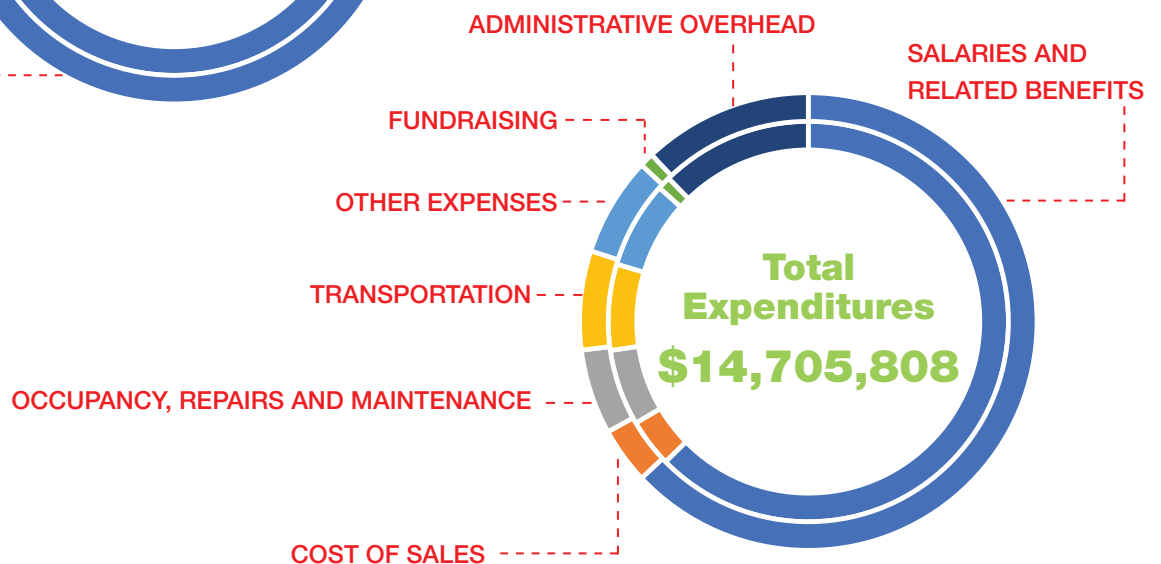
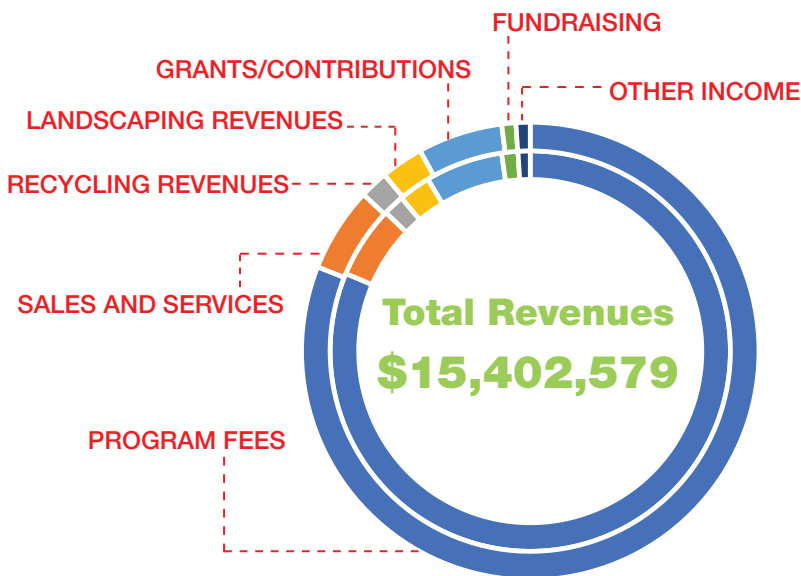


Financial Statistics

2017 - 2018

REVENUES
\$15.4M

EXPENDITURES
\$14.7M



REVENUES

\$12,527,364	PROGRAM FEES	81%
\$898,754	SALES AND SERVICES	6%
\$261,977	RECYCLING REVENUES	2%
\$398,431	LANDSCAPING REVENUES	3%
\$962,741	GRANTS/CONTRIBUTIONS	6%
\$202,277	FUNDRAISING	1%
\$151,035	OTHER INCOME	1%

EXPENDITURES

\$9,212,681	SALARIES & RELATED BENEFITS	63%
\$572,780	COST OF SALES	4%
\$904,258	OCCUPANCY, REPAIRS & MAINTENANCE	6%
\$1,021,662	TRANSPORTATION	7%
\$1,031,376	OTHER EXPENSES	7%
\$154,581	FUNDRAISING	1%
\$1,808,470	ADMINISTRATIVE OVERHEAD	12%

Thank You to our Grant Funders



BANK OF AMERICA GRANT AWARD CELEBRATION, JUNE 2018

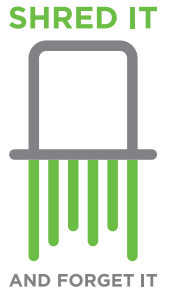
FUNDER

AMOUNT

ALLSTATE HELPING HAND FOUNDATION	\$2,000
AUEN FOUNDATION	\$10,000
BANK OF AMERICA FOUNDATION	\$10,000
THE H.N. AND FRANCES C. BERGER FOUNDATION	\$51,200
CALTRANS 5310 PROGRAM	\$438,000
COMMUNITY ACTION RIVERSIDE COUNTY	\$5,536
COMMUNITY FOUNDATION RIVERSIDE/SB COUNTIES	\$10,000
DESERT CLASSIC CHARITIES	\$10,000
EDISON INTERNATIONAL	\$5,000
EMERGENCY FOOD & SHELTER PROGRAM	\$3,384
FIRST FOUNDATION	\$5,000
HENRY L. GUENTHER	\$10,000
INDIAN WELLS GRANTS-IN-AID	\$7,000
INDIO, CITY OF	\$1,000
LA QUINTA COMMUNITY SERVICE SUPPORT	\$5,000
PALM DESERT CDBG	\$33,364
RANCHO MIRAGE CITY ASSISTANCE	\$5,000
UNION BANK FOUNDATION	\$5,000
UNITED WAY OF THE DESERT	\$9,000
WELLS FARGO FOUNDATION	\$50,000

Business Services

Offered by Desert Arc



Everyone has sensitive material that you need to dispose of securely, from documents to hard drives, at some point, if not on an ongoing basis. Desert Arc offers the only compliant, high security mobile shredding in the area. And, we come to you and maintain a secure chain of custody so you can Shred It and Forget It!

SCHEDULE YOUR SHREDDING APPOINTMENT NOW!

CALL DESERT ARC'S RECYCLING CENTER

760.404.1370

Shredding Services To Meet All Your Needs

Professional and Personal

- Financial information
- Legal documents
- Medical records
- Computer Hard Drive Destruction
- Cleanout/Purge
- HIPPA and FACTA compliant
- Monthly Service Contracts and One-Time Service



FREE PICK-UPS



DESERT ARC DROP OFF LOCATIONS:

8 am to 4 pm Monday – Friday

- **RECYCLING CENTER:** 45875 Commerce Street in Indio
- **MAIN CAMPUS:** Building 3 at 73255 Country Club Drive in Palm Desert

We're Local and We're Competitively Priced!



Are you looking for a reliable crew to do professional, quality housekeeping services?

From odd jobs to HOA professional maintenance, Desert Arc's custodial teams are trained, highly efficient and competitively priced!

Desert Arc PROVIDES:

Workers Comp · FICA · Liability Insurance

Some Of Our Services To Choose From:

- Vacation Rental Maintenance
- Poolside Janitorial
- Dishroom Attendants/Stewarding
- Event Set-Up and Breakdown
- Move In/Move Out Cleaning Service
- Carpet and Floor Cleaning
- Office Cleaning including Dusting, Floors and Trash Removal
- Packaging Services

**DAILY, WEEKLY, MONTHLY OR ONE-TIME JOBS
HELP IS ON THE WAY – CALL NOW!**

Donnya Villarreal in Palm Desert:

760.346.1611, ext. 403

Dianna Anderson in Yucca Valley:

760.346.1611, ext. 341

Leslie is a dedicated worker and is very responsible. She arrives to work each morning with a positive, upbeat attitude, ready and willing to do whatever the day brings. Ready to go on her next assignment, she keeps her uniform on hand so she can join any work crew on a moment's notice, wherever and whenever she is needed. Desert Arc proudly recognizes Leslie as a Client of the Year!



Leslie was voted Client of the Year 2018.
"I am proud of what I do here at Desert Arc."

If your business or HOA needs professional landscaping, Desert Arc has you covered! Desert Arc's Landscape Maintenance Division provides a wide array of services. Our staff is licensed, bonded and trained to meet all of your landscaping and irrigation needs. We offer competitive pricing and service the entire Coachella Valley, including the high desert communities. Please contact us for a quote. We are ready to work and are equipped to succeed in beautifying your area!

PHONE TODAY!

Joseph Quintero
Landscape Manager
760.641.0838

We Do It All:

- Desertscape
- Turf Conversion
- Irrigation Systems including Installation
- Clean-Ups
- Weekly and Monthly Services

Serving:

- Coachella Valley
- Morongo Basin
- Yucca Valley
- 29 Palms

Desert Arc License #1021561





Recycling/Shredding Division

45875 Commerce St.
Indio, CA 92201
760.404.1370

Yucca Valley Campus

6540 La Contenta Rd., Suite 500
Yucca Valley, CA 92284
760.346.1611

Main Campus

73255 Country Club Drive
Palm Desert, CA 92260-2309
760.346.1611
info@desertarc.org
www.desertarc.org
A NON-PROFIT ORGANIZATION
Tax ID# 95-6006700

Coming Soon - New Location

56315 29 Palms Highway
Yucca Valley, CA 92284

PRST STD
US POSTAGE PAID
SAN BERNARDINO CA
PERMIT NO. 3456



SAVE THE
DATES

DESERT ARC OPEN HOUSE 60TH ANNIVERSARY LAUNCH PARTY

Wednesday, November 14, 2018
4:30 pm to 6:30 pm
Desert Arc – Building 3 – Palm Desert Campus
Sponsored by Pacific Western Bank

ANNUAL RECOGNITION AWARDS LUNCHEON

Tuesday, January 22, 2019
11:30 am to 1:30 pm
Agua Caliente Casino Resort Spa

10TH ANNUAL GOLF CLASSIC FUNDRAISER

Thursday, April 11, 2019
11 am to 8 pm
Eagle Falls Golf Course
Fantasy Springs Resort Casino