



MISSION: The Arc of the Triangle, Inc. supports children and adults with intellectual and/or developmental disabilities [IDD] in the achievement of their personal goals and dreams in our community through partnership and advocacy.

Board of Directors Meeting

Tuesday, July 12th 7:00-9:00

Cary Estate Planning 1033 Wade Avenue, Raleigh, NC and via Zoom

Call Meeting to Order Laura

CONSENT ITEMS:

Oath of Office Laura

Annual Meeting Minutes Vote

REPORTS:

Executive Director’s Report (included) Jennifer

Program Committee Report Josh

Finance Committee Report (included) Nick

2022-23 Budget Review

Development Committee Report Kenzie

NEW BUSINESS:

New office in Durham Jennifer

Re-branding/New Name Jennifer

Arctoberfest Kenzie

Day Program Update Jennifer

OLD BUSINESS:

Board Engagement – moss+ross Consultant Laura

Adjourn VOTE



Executive Director's Report – April-June 2022

Submitted by Jennifer Pfaltzgraff, Executive Director

FINANCES

- May Finances available – net income \$74k
- Business Insurance – no increase in the new year
- Agency 2022-23 Budget complete
- Finalizing switch to First Citizens Bank
 - Beginning of July, confirming all income and expenses have been updated
 - After first payroll comes out of FCB will schedule the appointment to close PNC Accounts
 - Will wire both MMA and Checking to FCB Checking, then open MMA with FCB.

DEVELOPMENT

- Casino Royale netted \$24,000
- Receiving \$25,000 in ARPA funds from Wake County for summer camp
- Applying for Chapel Hill ARPA funds for ATU In-Person classes (formerly thought of as Chapel Hill community Programs)
- Received grant from Alliance Health to cover costs of our EHR for 1 year – \$40,000
- Chapel Hill/Carrboro community grants \$14,500; Orange County \$5,625
- TSAN fundraiser at Moe's
- Kendra Scott Fundraiser in May \$475
- UMM BBQ Chicken Day in May \$800
- Received annual donations from Cardinal Track Club (\$5k) and ZTA UNC (\$2.8k)
- 3 Degree Guarantee \$2500 from CBS 17 and Michael & Son
- New website is launched
 - New Board of Directors page
- Finished migration of all data from Public Drive to Microsoft Teams
- Switching Donor Databases to Network for Good. Features include:
 - Interface much more contemporary than Donorview, including online auction
 - E-newsletter/ mailing specific to development (similar to Constant Contact)
 - Membership

PLANNING

- **Arctoberfest** for October 2022
- **Casino Royale** April 15, 2023

CQL VISIT 5/3, 5/10

As some of you may know, in order for us to be able to bill Medicaid services, the state requires that we are an accredited agency. We use CQL, The Council on Quality and Leadership. In the past we have had a 3 year accreditation, but 2021 we applied for a 4 year accreditation. We successfully obtained the 4 year accreditation. Recently we had our annual check-in with CQL to maintain the accreditation. Our Quality Enhancement Specialist, Laurie Kelley, was very easy to work with and a great resource. The purpose of the visit was to review 3 areas they wanted us to improve upon from their last visit and she was very encouraging about the work we are doing. As well we had a virtual part of the review where she did a focus group with our participants and did a Personal Outcomes Measure interview with a participant. Because of this visit, we continue to keep our 4 year accreditation status. We will keep working with CQL in ways that help to improve the organization.

LEADERSHIP RETREAT 5/24

Met offsite with Leadership Team for planning and team building

- Did a new SWOT Analysis
- Went over 2022-23 budget
- Came up with Day Program name – **DiscoverAbilities**



- Planning for a new Strategic Plan

MOVING

- Gave notice to our Chapel Hill landlord. Signed lease for new office 5003 Southpark Drive, Durham, NC effective August 1. (Rent is \$3k a month less than Chapel Hill and will help us to grow in Durham)
 - Previous tenant left most of their office furniture at no cost:
 - Conference table, chairs, bookshelves, projector/screen, podium, TV
 - 12 desks and chairs
 - Safe, 3 space heaters, 1 laser printer, 1 humidifier, metal cart, small fridge, microwave, misc. Tables and chairs
- Negotiating with Raleigh landlord, deciding if we will stay or look elsewhere

DEPARTMENT UPDATES

HUMAN RESOURCES

- Temporarily raised mileage reimbursement to 45¢ a mile effective June 1st – August 31st due to rising gas prices.

SUPPORTED EMPLOYMENT

VR Supported Employment

June 2022

TOTAL PARTICIPANTS	94
New Admissions	4
Found a job	3

Project SEE Internship Program

Summer program in full swing. 25 interns in 6-week summer paid internships started end of June. Locations across the Triangle including various YMCA's, Whole Foods, SAS, Fresh Market, The National Guard Armory, and more.

Renewed grant to include wage increase to \$15 for staff and \$8.50 for interns for 2022-23

INDIVIDUAL SERVICES

June 2022

TOTAL PARTICIPANTS	214
Innovations Waiver	155
B3/IPRS/Private Pay	59
Community Navigator	92

COMMUNITY PROGRAMS

Petals with a Purpose is meeting in the community.

Supported Retirement is meeting in the community.

TSAN is meeting online and in the community; **Every Voice Choir** is off for the summer.

Music Therapy. Hailey McCulloch, BC-MT is currently working fulltime at the day camp as Assistant Director when she is not seeing clients in the office.

Marketing plan being developed for this program – will offer service out of our new office in Durham in the fall. Hailey will also assume choir director duties in the fall.

Arc TRIANGLE UNIVERSITY Online

- Offering Cardio Dance, Sing-a-long, Full Power Workshop and Cooking for Summer session


- Working to offer classes in person – may use Chapel Hill Office Sept 1- Nov. 30 once it is empty and we have moved to Durham

THERAPEUTIC SERVICES & COUNSELING

Kathy Mayor, LCMHC-A currently has approximately 19 clients.

- Offering lower rate to Arc members; sliding fee scale for those whose insurance we don't take
- We are accepting Aetna, BCBS-NC, CIGNA & United Healthcare through Headway
- Accepting Innovations Waiver Medicaid health insurance
- Will get her license to include Durham office when we move so she can see clients there too.

DAY PROGRAMMING

- Negotiating with Edenton Street Methodist Church to lease space for our Adult Day Program for 1 year
 - Name- **DiscoverAbilities**
- 
- In the process of applying for Licensure from the State
 - Will then ask Alliance to add it to our contract
- Arc Triangle Summer Experience is under way serving 57 campers age 12-24 at a camp at Martin Middle School in Raleigh.
 - Funding from WCPSS and Wake ARPA funds as well as private pay fees.
 - 9 campers qualified for full scholarships

PUBLIC RELATIONS

Speaking engagements/Community Events

- 3/26 – UNC Chapel Hill ZTA Franklin 5K
- 4/2 – Autism Acceptance Day in Holly Springs
- 4/4 – Podcast Interview with Water Prairie Chronicles
 - [Support for Autism and Intellectual & Developmental Disabilities \(The Arc of the Triangle\) #podcast](#)
- 4/6 – Meredith College Panel on Parenting a child with disabilities
- 4/20, 5/18 – Sensory Friendly Playtime – Marbles Kids Museum
- Throughout May – mentioned on CBS 17 evening weather for the 3 Degree Guarantee with Wes Hohenstein
- 5/4 – Wake Co. Public School Community Stakeholders Input Meeting
- 5/12 – NC Museum of Art Accessibility and Inclusion Meeting
- 5/26, 6/16 – Work Together NC Collaborative on Transition Services
- 6/1 – Receive 3-Degree Guarantee check (aired on TV/online) from CBS 17
- Printed newsletter will go out end of July

Upcoming Events

- Future Planning Webinars
 - 8/2 Guardianship
 - 8/9 Transition to Adulthood
 - 8/16 Letter of Intent Workshop
 - 8/23 Future and Financial Planning
- Our Resource Fair – October 2022
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SOCIAL MEDIA UPDATE

- **3,044** Followers on facebook up from **2,999** in March
- **187** Followers for the Respect the Space [facebook]
- **192** Followers on twitter up from **186** in March
- **541** Followers on LinkedIn up from **525** in March
- **363** Followers on Instagram up from **350** in March

The Arc of the Triangle, Inc.

Statement of Financial Position

As of May 31, 2022

	TOTAL		
	AS OF MAY 31, 2022	AS OF MAY 31, 2021 (PY)	CHANGE
ASSETS			
Current Assets			
Bank Accounts			
1002 PNC Bank -2	825,778	1,054,133	-228,356
1004 FCB - Checking	543,602		543,602
1003 PNC Money Market Account	154,223	154,176	47
Total Bank Accounts	\$1,523,602	\$1,208,309	\$315,293
Accounts Receivable			
1210 Accounts Receivable	455,924	434,595	21,329
Total Accounts Receivable	\$455,924	\$434,595	\$21,329
Other Current Assets			
1450 Prepaid Expenses	7,778	30,706	-22,928
1490 Security Deposits	6,900	6,900	0
1480 Sales Taxes Paid	2,408	398	2,010
1420 Employee Cash Advances	294	57	237
1299 Allowance for Doubtful Accounts	-409	-1,546	1,137
Total Other Current Assets	\$16,971	\$36,514	\$ -19,543
Total Current Assets	\$1,996,497	\$1,679,418	\$317,079
Fixed Assets			
1770 Equipment	6,134	4,635	1,499
1740 Furniture & Fixtures	670	670	0
1790 Accumulated Depreciation	-2,254	-1,327	-927
Total Fixed Assets	\$4,550	\$3,978	\$572
Other Assets			
1910 Investments-TRUIST	257,580	285,882	-28,303
Total Other Assets	\$257,580	\$285,882	\$ -28,303
TOTAL ASSETS	\$2,258,626	\$1,969,278	\$289,348
LIABILITIES AND EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 Accounts Payable	9,393	11,679	-2,285
Total Accounts Payable	\$9,393	\$11,679	\$ -2,285
Credit Cards			
2060 PNC VISA Card - #5565	5,479	5,874	-394
2067 Food Lion CC#0090	80		80
Total Credit Cards	\$5,559	\$5,874	\$ -314
Other Current Liabilities			
2150 Accrued Wages	109,178	94,467	14,711
2120 Accrued Vacation	10,870	10,628	242
AP - Due To Vaya	7,348		7,348

The Arc of the Triangle, Inc.

Statement of Financial Position

As of May 31, 2022

	TOTAL		
	AS OF MAY 31, 2022	AS OF MAY 31, 2021 (PY)	CHANGE
2400 Unearned Revenue	0	313	-313
Total Other Current Liabilities	\$127,396	\$105,408	\$21,989
Total Current Liabilities	\$142,349	\$122,960	\$19,389
Long-Term Liabilities			
2705 PNC PPP Loan	0	401,482	-401,482
Total Long-Term Liabilities	\$0	\$401,482	\$ -401,482
Total Liabilities	\$142,349	\$524,442	\$ -382,093
Equity			
3000 Undesignated Net Assets	1,178,656	617,332	561,324
3010 Undistributed PY Net Income	536,439	561,324	-24,885
3110 Clara Council Fund	236,763	236,763	0
Net Income	164,420	29,417	135,003
Total Equity	\$2,116,277	\$1,444,836	\$671,441
TOTAL LIABILITIES AND EQUITY	\$2,258,626	\$1,969,278	\$289,348

Note

See Accountants' Compilation Report

The Arc of the Triangle, Inc.

Statement of Activities

May 2022

	TOTAL				
	MAY 2022	APR 2022 (PP)	CHANGE	% CHANGE	% OF INCOME
Income					
5xxx Earned Income					
5800 Alliance -Medicaid	174,657	162,908	11,748	7.00 %	50.00 %
5300 Div. of Vocational Rehab	25,587	20,782	4,805	23.00 %	7.00 %
5310 VR - Project SEE	12,150	18,750	-6,600	-35.00 %	3.00 %
Total 5300 Div. of Vocational Rehab	37,737	39,532	-1,795	-5.00 %	11.00 %
5415 Day Program Tuition	30,570	675	29,895	4,429.00 %	9.00 %
5525 Vaya - Medicaid	30,268	29,678	591	2.00 %	9.00 %
5414 ATU Day Program Funding	29,248	34,969	-5,721	-16.00 %	8.00 %
5950 Sales of Goods	12,958	28	12,930	46,179.00 %	4.00 %
5810 Alliance - Comm. Guide	6,750	6,300	450	7.00 %	2.00 %
5527 Vaya - Comm. Guide	3,000	3,300	-300	-9.00 %	1.00 %
5815 Alliance - State	2,585	2,437	149	6.00 %	1.00 %
5420 Music Therapy	620	1,110	-490	-44.00 %	0.00 %
5400 Program Service Fees-Other	222		222		0.00 %
5150 Private Pay Therapeutic Services	200	1,765	-1,565	-89.00 %	0.00 %
5410 Arc Triangle University Fees		160	-160	-100.00 %	
5526 Vaya - State	0	0	0		0.00 %
5700 Contracted Services Income		200	-200	-100.00 %	
5910 Event Ticket Sales		1,615	-1,615	-100.00 %	
Total 5xxx Earned Income	328,815	284,678	44,138	16.00 %	94.00 %
4xxx Contributions					
4810 Government Grants	9,027	10,690	-1,663	-16.00 %	3.00 %
4210 Corporate Grants & Donations	5,391	2,559	2,832	111.00 %	2.00 %
4010 Individual Donations	3,975	3,480	495	14.00 %	1.00 %
4410 Nonprofit Grants & Donations	3,384	457	2,927	641.00 %	1.00 %
4610 Foundation Grants	181	2,680	-2,499	-93.00 %	0.00 %
4110 Membership Dues	60	90	-30	-33.00 %	0.00 %
Total 4xxx Contributions	22,017	19,955	2,062	10.00 %	6.00 %
66xx Other Revenue					
6610 Dividends Income	42	38	4	10.00 %	0.00 %
6600 Interest Income	5	4	0	10.00 %	0.00 %
6652 UnrealizedGain/Loss	-2,131	-16,703	14,572	87.00 %	-1.00 %
Total 66xx Other Revenue	-2,085	-16,661	14,576	87.00 %	-1.00 %
Total Income	\$348,747	\$287,972	\$60,775	21.00 %	100.00 %
GROSS PROFIT	\$348,747	\$287,972	\$60,775	21.00 %	100.00 %
Expenses					
70xx Personnel Expenses					
7010 Staff Salaries & Wages	101,799	115,136	-13,336	-12.00 %	29.00 %
7015 Care Provider Wages	98,892	101,663	-2,771	-3.00 %	28.00 %
7060 FICA Taxes	14,553	15,628	-1,075	-7.00 %	4.00 %
7030 Employee Insurance	9,173	8,071	1,101	14.00 %	3.00 %

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Statement of Activities

May 2022

	TOTAL				
	MAY 2022	APR 2022 (PP)	CHANGE	% CHANGE	% OF INCOME
7040 Retirement Match	1,058	1,120	-62	-6.00 %	0.00 %
Total 70xx Personnel Expenses	225,475	241,618	-16,143	-7.00 %	65.00 %
Operating Expense					
8xxx Other Operating Expenses					
8420 Dues, Subscriptions, Publicatio	5,058	1,223	3,835	314.00 %	1.00 %
8333 Workers Compensation Insurance	3,093	3,370	-277	-8.00 %	1.00 %
8110 Meeting/Event Facility Rental	2,841	5,050	-2,209	-44.00 %	1.00 %
8330 Business Insurance	1,842	1,535	308	20.00 %	1.00 %
9340 Payroll Processing Fees	1,810	1,755	55	3.00 %	1.00 %
8541 Background Checks	1,337	485	852	176.00 %	0.00 %
8162 Day Program Supplies & Materials	1,146	1,236	-90	-7.00 %	0.00 %
8310 Advertising	851	874	-24	-3.00 %	0.00 %
9325 E-Commerce Fees	780	166	614	370.00 %	0.00 %
8520 Staff Recognition	585	229	356	155.00 %	0.00 %
8120 Refreshments	472	177	295	167.00 %	0.00 %
8510 Staff Training & Development	449	494	-45	-9.00 %	0.00 %
8160 Materials & Supplies (not offic	308	566	-258	-46.00 %	0.00 %
8150 Conference Fees	90		90		0.00 %
8430 Licenses & Fees	70	50	20	40.00 %	0.00 %
8525 Volunteer Recognition	55		55		0.00 %
9323 Bank Charges	2	53	-51	-97.00 %	0.00 %
8125 Meal		9,077	-9,077	-100.00 %	
8535 Event Prizes		275	-275	-100.00 %	
8540 Drug Testing		420	-420	-100.00 %	
Total 8xxx Other Operating Expenses	20,789	27,035	-6,246	-23.00 %	6.00 %
71xx Contracted Services					
7140 Contracted Technology Services	5,393	5,387	6	0.00 %	2.00 %
7120 Accounting Service Fees	2,650	2,650	0	0.00 %	1.00 %
7199 Other Contracted Services	1,470		1,470		0.00 %
Total 71xx Contracted Services	9,513	8,037	1,476	18.00 %	3.00 %
77xx Travel Expenses					
7710 Mileage Reimbursements	5,410	5,712	-301	-5.00 %	2.00 %
7730 Parking		79	-79	-100.00 %	
Total 77xx Travel Expenses	5,410	5,791	-380	-7.00 %	2.00 %
73xx Office Expenses					
7330 Telephone	1,675	1,665	10	1.00 %	0.00 %
7380 Printing & Copying	573	758	-186	-25.00 %	0.00 %
7340 Internet Access & E-Mail	377	344	33	10.00 %	0.00 %
7310 Office Supplies	283	309	-25	-8.00 %	0.00 %
7390 Office Equipment Lease	95		95		0.00 %
7360 Postage & Shipping	19	200	-181	-91.00 %	0.00 %
Total 73xx Office Expenses	3,021	3,276	-255	-8.00 %	1.00 %

The Arc of the Triangle, Inc.

Statement of Activities

May 2022

			TOTAL		
	MAY 2022	APR 2022 (PP)	CHANGE	% CHANGE	% OF INCOME
Total Operating Expense	38,733	44,139	-5,406	-12.00 %	11.00 %
75xx Occupancy Expenses					
7510 Rent & Utilities	9,535	9,577	-42	-0.00 %	3.00 %
7580 Repairs & Maintenance - Bldg	393	643	-250	-39.00 %	0.00 %
Total 75xx Occupancy Expenses	9,928	10,219	-292	-3.00 %	3.00 %
QuickBooks Payments Fees	308	14	294	2,166.00 %	0.00 %
Total Expenses	\$274,444	\$295,990	\$ -21,546	-7.00 %	79.00 %
NET OPERATING INCOME	\$74,304	\$ -8,018	\$82,321	1,027.00 %	21.00 %
NET INCOME	\$74,304	\$ -8,018	\$82,321	1,027.00 %	21.00 %

Note

See Accountants' Compilation Report

The Arc of the Triangle, Inc.

Statement of Activities

July 2021 - May 2022

	TOTAL				
	JUL 2021 - MAY 2022	JUL 2020 - MAY 2021 (PY)	CHANGE	% CHANGE	% OF INCOME
Income					
5xxx Earned Income					
5800 Alliance -Medicaid	1,215,214	492,027	723,187	147.00 %	38.00 %
5500 Cardinal-Medicaid	546,939	1,114,981	-568,042	-51.00 %	17.00 %
5300 Div. of Vocational Rehab	308,537	270,439	38,098	14.00 %	10.00 %
5310 VR - Project SEE	136,300	74,250	62,050	84.00 %	4.00 %
Total 5300 Div. of Vocational Rehab	444,837	344,689	100,148	29.00 %	14.00 %
5414 ATU Day Program Funding	250,314		250,314		8.00 %
5525 Vaya - Medicaid	136,459		136,459		4.00 %
5810 Alliance - Comm. Guide	57,444	20,850	36,594	176.00 %	2.00 %
5415 Day Program Tuition	51,133		51,133		2.00 %
5510 Cardinal Comm. Guide	47,309	92,779	-45,470	-49.00 %	1.00 %
5527 Vaya - Comm. Guide	15,000		15,000		0.00 %
5600 Cardinal-State	13,358	26,047	-12,689	-49.00 %	0.00 %
5950 Sales of Goods	12,986	8,196	4,790	58.00 %	0.00 %
5815 Alliance - State	11,721		11,721		0.00 %
5400 Program Service Fees-Other	10,310	4,570	5,740	126.00 %	0.00 %
5150 Private Pay Therapeutic Services	9,995	95	9,900	10,421.00 %	0.00 %
5910 Event Ticket Sales	9,180	1,205	7,975	662.00 %	0.00 %
5420 Music Therapy	6,280		6,280		0.00 %
5410 Arc Triangle University Fees	3,919	10,847	-6,928	-64.00 %	0.00 %
5820 Guardianship	2,000		2,000		0.00 %
5700 Contracted Services Income	465	1,060	-595	-56.00 %	0.00 %
5526 Vaya - State	161		161		0.00 %
5520 Cardinal Goods & Services		577	-577	-100.00 %	
Total 5xxx Earned Income	2,845,022	2,117,922	727,100	34.00 %	90.00 %
4xxx Contributions					
4810 Government Grants	268,408	131,500	136,908	104.00 %	8.00 %
4210 Corporate Grants & Donations	37,188	10,529	26,660	253.00 %	1.00 %
4010 Individual Donations	30,833	25,134	5,699	23.00 %	1.00 %
4610 Foundation Grants	21,158	14,622	6,536	45.00 %	1.00 %
4410 Nonprofit Grants & Donations	6,248	4,167	2,080	50.00 %	0.00 %
4110 Membership Dues	2,865	5,120	-2,255	-44.00 %	0.00 %
Total 4xxx Contributions	366,701	191,072	175,629	92.00 %	12.00 %
6xxx Other Income					
Sales		247	-247	-100.00 %	
66xx Other Revenue		443	-443	-100.00 %	
6610 Dividends Income	631	2,109	-1,478	-70.00 %	0.00 %
6600 Interest Income	49	77	-28	-36.00 %	0.00 %
6652 UnrealizedGain/Loss	-34,563	49,962	-84,525	-169.00 %	-1.00 %
Total 66xx Other Revenue	-33,883	52,148	-86,031	-165.00 %	-1.00 %
Total Income	\$3,177,840	\$2,361,831	\$816,009	35.00 %	100.00 %
GROSS PROFIT	\$3,177,840	\$2,361,831	\$816,009	35.00 %	100.00 %
Expenses					
70xx Personnel Expenses					

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July 2021 - May 2022

	TOTAL				
	JUL 2021 - MAY 2022	JUL 2020 - MAY 2021 (PY)	CHANGE	% CHANGE	% OF INCOME
7010 Staff Salaries & Wages	1,145,621	871,514	274,107	31.00 %	36.00 %
7015 Care Provider Wages	1,098,662	883,872	214,790	24.00 %	35.00 %
7060 FICA Taxes	162,112	125,491	36,620	29.00 %	5.00 %
7030 Employee Insurance	106,598	81,148	25,450	31.00 %	3.00 %
7040 Retirement Match	14,725	15,092	-367	-2.00 %	0.00 %
7070 SUTA Taxes	715	1,185	-470	-40.00 %	0.00 %
Total 70xx Personnel Expenses	2,528,433	1,978,302	550,131	28.00 %	80.00 %
Operating Expense					
8xxx Other Operating Expenses					
8333 Workers Compensation Insurance	33,682	24,588	9,094	37.00 %	1.00 %
8420 Dues, Subscriptions, Publicatio	20,814	28,079	-7,265	-26.00 %	1.00 %
8330 Business Insurance	20,669	18,575	2,094	11.00 %	1.00 %
8110 Meeting/Event Facility Rental	19,756	-275	20,031	7,284.00 %	1.00 %
9340 Payroll Processing Fees	19,087	15,392	3,696	24.00 %	1.00 %
8162 Day Program Supplies & Materials	12,277		12,277		0.00 %
8541 Background Checks	10,025	6,616	3,409	52.00 %	0.00 %
8125 Meal	9,471	210	9,261	4,410.00 %	0.00 %
8310 Advertising	9,200	2,489	6,710	270.00 %	0.00 %
8510 Staff Training & Development	4,082	4,282	-200	-5.00 %	0.00 %
8120 Refreshments	2,952	1,200	1,752	146.00 %	0.00 %
8160 Materials & Supplies (not offic	2,451	2,531	-81	-3.00 %	0.00 %
9325 E-Commerce Fees	1,722	852	870	102.00 %	0.00 %
8520 Staff Recognition	1,057	864	194	22.00 %	0.00 %
8540 Drug Testing	756	252	504	200.00 %	0.00 %
8430 Licenses & Fees	607	961	-354	-37.00 %	0.00 %
8535 Event Prizes	275		275		0.00 %
8530 Gifts	210		210		0.00 %
8525 Volunteer Recognition	166	10	156	1,559.00 %	0.00 %
8150 Conference Fees	90		90		0.00 %
8610 Personal Protective Equipment/First Aid	80		80		0.00 %
8600 Participant Donations	56	228	-172	-75.00 %	0.00 %
9323 Bank Charges	54		54		0.00 %
8130 Direct Benefits to Donors		1,765	-1,765	-100.00 %	
8170 Goods for Resale - purchased		606	-606	-100.00 %	
8730 Repairs & Maintenance - Equipt		39	-39	-100.00 %	
Total 8xxx Other Operating Expenses	169,541	109,264	60,277	55.00 %	5.00 %
71xx Contracted Services					
7140 Contracted Technology Services	63,181	26,762	36,419	136.00 %	2.00 %
7120 Accounting Service Fees	39,125	34,935	4,190	12.00 %	1.00 %
7199 Other Contracted Services	7,175	489	6,687	1,369.00 %	0.00 %
Total 71xx Contracted Services	109,481	62,186	47,295	76.00 %	3.00 %
77xx Travel Expenses					
7710 Mileage Reimbursements	51,095	33,186	17,909	54.00 %	2.00 %
7730 Parking	94	-6	100	1,659.00 %	0.00 %
Total 77xx Travel Expenses	51,189	33,180	18,009	54.00 %	2.00 %

The Arc of the Triangle, Inc.

Statement of Activities

July 2021 - May 2022

	TOTAL				
	JUL 2021 - MAY 2022	JUL 2020 - MAY 2021 (PY)	CHANGE	% CHANGE	% OF INCOME
73xx Office Expenses					
7330 Telephone	17,791	15,315	2,476	16.00 %	1.00 %
7380 Printing & Copying	8,234	4,368	3,866	89.00 %	0.00 %
7310 Office Supplies	7,465	3,140	4,325	138.00 %	0.00 %
7340 Internet Access & E-Mail	3,394	3,248	147	5.00 %	0.00 %
7360 Postage & Shipping	2,039	1,765	274	16.00 %	0.00 %
7390 Office Equipment Lease	379	1,773	-1,395	-79.00 %	0.00 %
Total 73xx Office Expenses	39,302	29,608	9,693	33.00 %	1.00 %
Total Operating Expense	369,513	234,239	135,274	58.00 %	12.00 %
75xx Occupancy Expenses					
7510 Rent & Utilities	107,447	105,412	2,035	2.00 %	3.00 %
7580 Repairs & Maintenance - Bldg	5,619	5,765	-146	-3.00 %	0.00 %
Total 75xx Occupancy Expenses	113,065	111,176	1,889	2.00 %	4.00 %
79xx Support To Others					
7930 Cardinal Goods & Services	1,411	6,791	-5,380	-79.00 %	0.00 %
Total 79xx Support To Others	1,411	6,791	-5,380	-79.00 %	0.00 %
QuickBooks Payments Fees	999	354	644	182.00 %	0.00 %
93xx Other Expenses					
9330 Sales Tax Expense		105	-105	-100.00 %	
9355 Bad Debt Expenses		1,447	-1,447	-100.00 %	
Total 93xx Other Expenses		1,552	-1,552	-100.00 %	
Total Expenses	\$3,013,421	\$2,332,414	\$681,006	29.00 %	95.00 %
NET OPERATING INCOME	\$164,420	\$29,417	\$135,003	459.00 %	5.00 %
NET INCOME	\$164,420	\$29,417	\$135,003	459.00 %	5.00 %

Note

See Accountants' Compilation Report

Dear Sponsor,

At The Arc of the Triangle, we have served the disability community in the Triangle area for almost 70 years. This fall, we are aiming to raise \$25,000 to fund our brand new **DiscoverAbilities Day Program** for adults with intellectual and developmental disabilities.

We are planning to host our second **Arctoberfest** fundraising event this fall. The big difference being that this year we will gather in person to celebrate and support The Arc and the children and adults we serve. At this event, we will have a beer tasting, hosted by our brewery partners(s), possibly a wine tasting too and online trivia with great prizes. We will make sure you get to eat too!*

We know this will be a great event.

However, we know our efforts will go even farther with you as a sponsor of Arctoberfest.



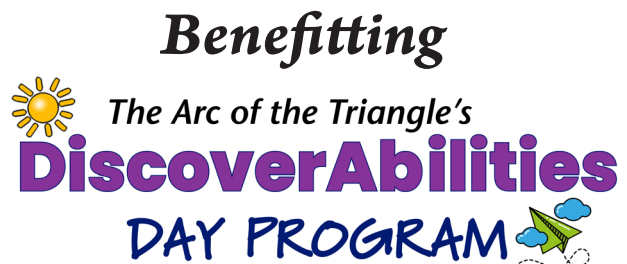
We know that you care about the community and for that reason we are inviting you to become part of this exciting evening. Please review the attached information regarding sponsorship opportunities. Your financial support of **Arctoberfest** will help us to build and launch the **DiscoverAbilities Day Program** for adults with IDD. A much needed service for the disability community.

A variety of sponsorship opportunities allow businesses to choose their level of support and enjoy the benefits that come with it. We will be in touch soon to follow up and answer any questions you may have about these events. Feel free to call me with any questions at 919-942-5119 x117 or email me at jpgfaltzgraff@arctriangle.org.

Thank you for your support. Your partnership with The Arc means supporting children and adults with disabilities in our community. We cannot do it without you!

Sincerely,

Jennifer Pfaltzgraff
Executive Director



*This event is still in the planning phase and we do not have details locked down as of printing of this sponsorship packet.

[*Stout Sponsor Name Here!] presents

Arctoberfest



Sponsorship Opportunities

Stout \$10,000

- ***Naming Rights for the event**
- Company name & logo in all event publicity
- Signage and recognition at event
- Publicity after event - website, social media, newsletters, Annual Report
- Sponsor 2 individual tastings
- Admission for up to 10 guests
- VIP Seating
- VIP Swag Bag

IPA \$5,000

- Company name & logo in all event publicity
- Signage and recognition at event
- Publicity after event - website, social media, newsletters, Annual Report
- Sponsor 1 individual tasting
- Admission for up to 8 guests
- VIP Seating
- VIP Swag Bag

Amber \$2,500

- Company name & logo in all event publicity
- Signage and recognition at event
- Publicity after event - website, social media, newsletters, Annual Report
- Admission for up to 6 guests
- Swag Bag

Lager \$1,000

- Company name & logo in all event publicity
- Signage and recognition at event
- Publicity after event - website, newsletters, Annual Report
- Admission for up to 4 guests
- Swag Bag

Ale \$500

- Company name & logo in all event publicity
- Signage and recognition at event
- Publicity after event - website, Annual Report
- Admission for up to 2 guests
- Swag Bag

*Only 1 sponsor at this level

Financial information about The Arc of the Triangle is available from the State Solicitation Licensing Section at 1-888-830-4989. The license is not an endorsement by NC.

The Arc of the Triangle is a registered 501-C3 not for profit agency. Federal Tax ID 56-1214133.

Arctoberfest Sponsor Form

Stout - \$10,000

IPA - \$5,000

Amber - \$2,500

Lager - \$1,000

Ale - \$500

SPONSOR NAME (as you wish it to appear)

CONTACT NAME:

PHONE:

EMAIL:

ADDRESS:

GUESTS' NAMES: (can be sent to us closer to the event!)

SPONSOR AMOUNT \$

ADDL TICKETS (\$50 EACH) \$

TOTAL AMOUNT ENCLOSED \$

Check enclosed (payable to The Arc of the Triangle, Inc.)

CARD#

EXP. DATE

SEC.CODE

SIGNATURE

CARDHOLDER NAME

BILLING ADDRESS



The Arc

of the Triangle

**Return form by
email or mail to:**

The Arc of the Triangle

5121 Hollyridge Drive

Suite 100

Raleigh, NC 27612

attn: Keara Suzik

or

ksuzik@arctriangle.org