

Our Finances (Audited)

2021 Income by Source

Total Revenues: \$26,005,455

Program Related Services \$17,473,965 **Herkimer Industries Sales** \$5.065.645 **Fund Development** \$444,180 Other Revenues \$3,021,665

2021 Total Expense by Type

Total Expenses: \$25,688,337 **Wages** \$13,572,716 **Employee Benefits** \$2.550.543

Program Related Expenses \$8.056,642 **Other Expenses** \$1,508,436 2020 Income by Source

Total Revenues: \$23,862,834

Program Related Services \$17.856,082 **Herkimer Industries Sales** \$4,190,253 **Fund Development** \$23,789 Other Revenues \$1,792,710

2020 Total Expense by Type

Total Expenses: \$23,916,992

Wages **\$12.989.873 Employee Benefits** \$2,429,343 **Program Related Expenses** \$7,305,739 Other Expenses \$1,192,037

Net Profit / (Loss) from Operations: (\$54,158)

Donation of the Mohawk Valley

Country Club: \$2,460,000

Net Surplus: \$317.118 Net Surplus / (Loss): \$2,405,842 Editorial, Photography, Design & Layout: **Courtney Brown Anne Santry**

Questions regarding information within this report, contact: **Courtney Brown Public Relations Director** (315) 574-7357 cbrown@archerkimer.org

For more information visit: **Arc Herkimer** www.archerkimer.org











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President/CEO

Kevin Crosley



Photos on Front Cover:

Left: Kaylan Bennett, Assistant Supports & Services Director, and day program participant, Audrey Thaler, try out turkey hats for Thanksgiving.

Robert Watkins

Center: Arc Herkimer President/CEO, Kevin Crosley, welcomes supporters to the 25th and Grand Finale of the New York International Wine Auction.

Right: Nathanial Gifford enjoys time in his day program classroom with dedicated Direct Support Professional, Sheila Pierce.

Our Mission:

"Empowering people with disabilities and enriching lives throughout our community."

Dear Arc Herkimer Supporters:

Although the pandemic kept hanging on through 2021, we experienced some amazing highlights in the face of adversity. One of the things that sets us apart is we never stop looking for opportunities even during the most trying of times. **People, Purpose, Passion. The Power of Us.**

Records were being set in several areas of the agency. Record retail sales for our Goods Store, record breaking special events, record number of people employed and supported at the golf course, record number of golf clinics held, record number of golf memberships sold, record food operation contracts at Fourth Ave., record number of philanthropic gifts, the list goes on.

The dedication of our staff and volunteers never ceases to amaze. We know why we come to work each day, as our mission statement is clear in our minds. The more we do, the more we can do. The hundreds of people we support, and their families, are the beneficiaries of our hard work, as we continue to blaze trails throughout Herkimer County.

Here's hoping that 2022 is a bit less stressful on our staff and for all people associated with Arc Herkimer. We look forward to getting back to some sense of normalcy and ensuring our future continues to develop in the most positive light. Thank you for your support.

Sincerely,

Kevin Crosley President/CEO Al Amendolare Jr. Board of Directors Chair



Kevin Crosley



Al Amendolare Jr.



People Supported Pay It Forward

In spite of the trials of 2021, Arc Herkimer was proud to continue implementing a sense of building community within staff, families, and most importantly, people supported. The agency actively engaged individuals by enriching them in hands-on activities that pay it forward. One such activity involved participants of day habilitation making bandanas, collars, and chew toys for downtrodden dogs of the Herkimer County Humane Society. This small, but significant achievement helped individuals effectively manage an activity, while promoting teamwork and building skills. Working toward a common goal, peers felt more empowered to take control of a challenging year by making a difference in their lives and in the lives of others.

Scherry McGee, participant of the Interactive Learning Center, showcases a chew toy and bandana she created for the Herkimer County Humane Society.

Individuals Replace the Pandemic with Engaging Activities

Innovative enrichment was paramount in 2021, as the agency concentrated on staying upbeat and healthy amidst a challenging year. Individuals were encouraged to use their creativity and physical movement keeping both the mind and body active. Some created board games, incorporating bright colors and tactile play pieces. Elsewhere, IRA homes went on safari, following dedicated DSPs throughout an imaginative jungle without ever leaving the comforts of home. Day programs hosted sing-alongs, hoedowns, luaus, and gameshows, with Shark Tank being a favorite. People supported found reason to celebrate, taking part in their own mini wine auctions, cooking classes, food tastings from around the country, and much more. The activities not only fostered expression, but more so improved ingenuity, socialization, and wellness for staff and people supported alike. Using play, individuals were able to reduce stress, giving the brain a daily dopamine hit to boost health and positivity.



▲ Bobby Rowland shows off big bucks as one of the successful inventors on Arc Herkimer's version of Shark Tank.

Ann Hill toasts his day habilitation peers in their own mini wine auction event.

Arc Herkimer Hires New Chief Information Officer

Peter Bizzari joined the Arc Herkimer Executive Team in May as the new Chief Information Officer (CIO). Since that time, he has been managing the IT staff and infrastructure to create safety and stability. He has focused on proactive upgrades in anticipation of the new wave of technology, enhancing cybersecurity processes, as well as integrating technology into the lives of people supported.

"Arc Herkimer has an extraordinary track record of growth and success, positively impacting the disability community and beyond," says Bizzari. "I am honored to aid in this continued success as a member of the Executive Team; through the use of technology, we will continue to enhance the lives of the people we support."



Executive Team Welcomes Long-Term Employee

■Catherine Loomis was promoted to the Executive Team as the Vice President
of Community Engagement & Career Development. In this new position,
she has remained in a supervisory role at Career Connections, where she has
spent much of her time the last 13 years. Additionally, she has concentrated on
strengthening Family Support Services, managing Clinical Support Specialists,
and increasing community outreach by keeping an open line of communication.

"I am very excited to continue my career at Arc Herkimer by building relationships between local business owners, families, and other organizations," says Loomis. "My goal is to connect people to quality services to enrich the lives of individuals with intellectual and developmental disabilities."

Catherine Loomis, Vice President of Community Engagement & Career Development



New Opportunities at MV Golf & Event Center

■Throughout the year, MV Golf & Event Center was proud to have 58 people supported actively engaged in activities at the course.

This included 21 paid employees who helped to maintain the beauty and integrity of the greens by planting flowers, mowing, watering, and cleaning. Paid employment also included those who provided hospitality at the onsite restaurant, the Tin Cup Tavern & Grille.

Sonya Farrington, who receives services at the agency, set up a hot dog cart on the course, slinging tasty foods and beverages throughout the spring and summer seasons. Additionally, individuals participated in private lessons and clinics with PGA Pro, Mark Lane, as well as prevocational opportunities through Career Connections.

Sonya Farrington shows an entrepreneurial spirit by manning the hot dog cart throughout the 2021 season at MV Golf & Event Center.

Hut Creates Happiness at MV Golf & Event Center

► In 2021, construction was completed on the The Happy Hut; a quaint 250 sq. ft. custom-made building at the base of the MV Golf & Event Center.

The hut was constructed as a private, comfortable spot designated for people with disabilities supported by Arc Herkimer. It was designed as a safe space where individuals can cool off, heat up, have a beverage, and take a break from playing the course or enjoying winter activities.

The hut comes complete with wrap-around benches, a table & chair set, and mini refrigerator. It is also fully stocked with new golf gear, various club sizes, buckets of balls, snowshoeing equipment, and more to encourage people supported to engage in outdoor recreation all year long.

The Happy Hut is a quaint 250 sq. ft. custom-made building, designated for individuals with disabilities supported by Arc Herkimer.





▲ In 2021, construction was completed on the The Happy Hut; a special building at the base of the MV Golf & Event Center, made possible by a Happy Hut appeal supported by our donors.

Mohawk Valley Leads Exceptional Golf Clinics

▶ The 2021 summer season at MV Golf & Event Center was like no other. In the spirit of building community, Arc Herkimer hosted several inclusive golf clinics for individuals with disabilities, youth, and veterans. The I GOT THIS Foundation sponsored one such clinic for people supported by Arc Herkimer, helping to promote golf instruction and increasing play opportunities.

Community youth from ages 4 to 17 participated in junior clinics to gain the basics of golf, learning from on-site PGA pros. MV Golf also welcomed post-9/11 veterans of Sitrin's Military Rehabilitation Program. Those in the program often experience post-traumatic stress, depression, and anxiety, and the clinic helped to build a sense of accomplishment and camaraderie through golf.

Another clinic featured special guest, Gianna Rojas, president and founder of Adaptive Golfers. Rojas is known as the "one-handed lady golfer" of the PGA world, as she was born without digits on her left hand, and spent a decade empowering people in athletic endeavors despite physical or mental limitations.

At the clinic, locals were treated to customized lessons on the fundamentals of golf at the driving range, putting green, and on the course. Rojas focused on teaching mind and body exercises that adaptive golf involves, providing training and help along the way.

Golfers of all ages and abilities enjoyed an exceptional season of success on the course.



Gianna Rojas of Adaptive Golfers, leads a special golf clinic for individuals of various ages and abilities.



Guinness World Record Holder Scott Flansburg, also known as The Human Calculator, with the Godfather of Shock Rock, Alice Cooper, along with Arc Herkimer President/CEO, Kevin Crosley, Cooper's Bassist, Chuck Garric, Cooper's Guitarist, Ryan Roxie, and Mark Hallacher.

Alice Cooper Rocks the MV Golf & Event Center

■ Special guests of the MV Golf & Event Center didn't stop with celebrated adaptive golfers. Rocker Alice Cooper also took his shot on the picturesque greens.

For six decades, the "Godfather of Shock Rock" has experimented with heavy metal, art rock, and glam metal music. An avid golfer who swings six days per week for the past 30 years, Cooper brought that same stylistic flair to the Mohawk Valley course.

Having forged golfing relationships with the likes of Phil Mickelson and Arnold Palmer, he is also a friend of Arc Herkimer President/CEO, Kevin Crosley. Cooper, along with bandmates Ryan Roxie and Chuck Garric, joined Crosley, The Human Calculator Scott Flansburg, and other friends on the links before performing a sold-out show at The Stanley Theatre.

The day was a rocking good time filled with great golf, bright sun, luscious landscapes, and lots of celebrity candids by frequenters of the fairway.



The Power of Us

2021 in review

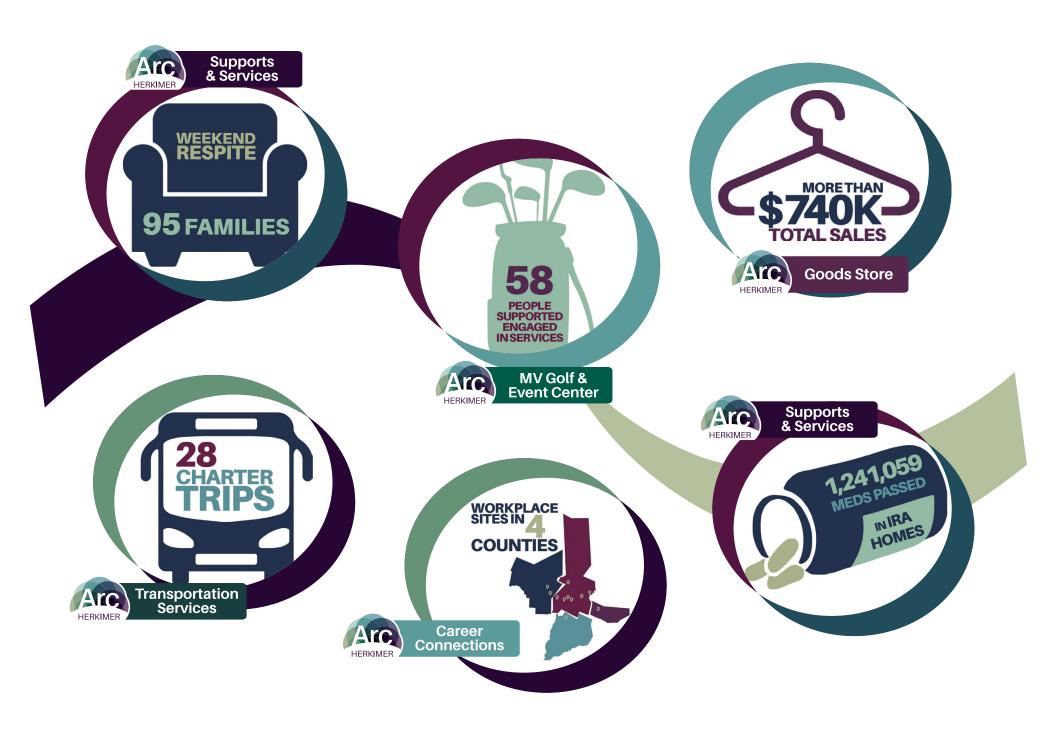


Arc Park









NYIWA Grand Finale Breaks 25-Year Record

It was a record-breaking year as the community raised their glasses and their paddles one last time in celebration of the New York International Wine Auction's (NYIWA) silver anniversary, the last in a long line of wine tastings and signature silent and live auctions. With record sponsorship, record attendance, and record bidding more than \$1.4 million was raised to benefit Arc Herkimer.

This year's incredible auction items consisted of rare wines, luxurious trips, jewelry, and other fine lifestyle items. In addition to the grand finale, the final curtain call included a special after-party to commemorate 25 years as a thank you to supporters for their dedication to Arc Herkimer's mission.

The biggest highlight of the evening, however, was a \$1 million donation from the Kucerak family, which garnered an emotional reaction and standing ovation from the crowd. The unprecedented gift from the Kucerak family follows their previous \$1 million donation given at the end of 2020. The now \$2 million will be used to construct the Kucerak Event Center at the MV Golf & Event Center.

NYIWA had humble beginnings when it was created in 1996 but had grown to one of the premier events of its kind in the northeast, raising over \$5.6 million cumulatively over its 25-year history helping to steadily enrich the lives of people with intellectual and developmental disabilities.

Cheers to 25 Years!

NYIWA Toastmaster and Arc Herkimer supporter, Martin Babinec, Founder and Chairman of UpMobility Foundation, and President/CEO, Kevin Crosley, toast the Grand Finale of NYIWA.



▲ President/CEO, Kevin Crosley, friend and Arc Herkimer supporter, Paul Kucerak, former NYIWA Auction Director, Tony Vennera, and Executive Vice President of Business Operations, Tony Visconti, celebrate an amazing 25 years of NYIWA.



▲ Kevin Crosley, President/CEO, and Jackie Lewis, Executive Office & Special Events Manager, are all smiles at the Friday night Circle of Friends reception prior to the NYIWA main event.



▲ Deirdre and Robert Relph, representatives of Presenting Sponsor, Alera Group-Relph Benefit Advisors, are congratulated by Executive Vice President of Supports & Services, Lorene Bass, and Recruitment Specialist, Ashley Jones.

Event photo courtesy of Marrone Photography.

Arc Herkimer Hosts Golf Open

The sun was shining and the birds chirping this past August as 140 golfers grazed the scenic grounds of the MV Golf & Event Center. Players of all ages and abilities took their shot to become the champion of the annual Arc Herkimer Golf Open.

In addition to an amazing 18 holes, players enjoyed golf bag valet services, lunch and beverages on the course, a grand dinner buffet with top-shelf open bar, and commemorative gifts. Other activities of the day included men's and ladies' longest drive, closest to the pin, hole-in-one, putting, and chipping contests.

Taking big swings amongst the valley's finest greens, the day's winning team was a foursome of old pros: Steve Ponte, Brad Saunders, Jim Franco Sr., and Dick Cassella.

The event was a success thanks to the support of Championship Sponsor Alera Group – Relph Benefit Advisors, along with 70 other sponsors and donors and more than 50 volunteers.

Steve Ponte, Brad Saunders, Jim Franco Sr., and Dick Cassella celebrate victory as the winning team of the Arc Herkimer Golf Open.



A Brian Netti,
General Manager of
the MV Golf & Event
Center, hands out jelly
donuts as part of the
315 Foodies tent.

V Lorene Bass, Executive Vice President of Supports & Services, Ann Gaworecki, Arc Herkimer Board Member, Kevin Crosley, President/CEO, and Tony Visconti, Executive Vice President of Business Operations, enjoy sunshine on the course.



▲ Arc Herkimer staff and people supported, Nicole Knapp, Britney Emery, Shannon Cromie, Sonya Farrington, and Allie Polidori, hand out goodie bags to golfers.



Arc Park Hosts Utica College Students

Arc Herkimer hosted students of the Utica College

Arc Herkimer hosted students of the Utica College Occupational Therapy program at the Arc Park, where President/CEO, Kevin Crosley, spoke with the class about the impact and importance of the only accessible recreation park in our region.

Students learned of the park's countless benefits, including exercise stations and fitness trail to encourage wellness, ball field and basketball court to promote teamwork, pavilions for family and friends to gather, and a bandstand opened for community concerts and other events.

Participants also spent time exploring the accessible playground space, and discussing the inclusiveness of the park.

▲ President/CEO, Kevin Crosley, talks with students of Utica College's Occupational Therapy program about Arc Park.

Agency Ensures Safety at Arc Park

When an unpleasant atmosphere arose at Arc Park, staff and community members sprang into action. Arc Herkimer implemented daily security supervision, including voluntary services of the Executive Team. The agency

also added new signs with emergency phone numbers, worked in collaboration with the local police department on regular patrolling, updated camera security, and put out a community call through the local newspaper. These steps helped to ensure a secure, enjoyable environment for all.

All Staff Celebrates with Summer Cookouts

Despite obstacles of the pandemic, Arc Herkimer's leadership staff continuously encouraged positivity and morale boosting for staff, individuals, and community members.

In a showing of appreciation and teamwork, the Executive Team visited each main Arc Herkimer location to host outdoor barbecues. President/ CEO, Kevin Crosley, and Executive Vice President of Business Operations, Tony Visconti, manned the grill, flipping burgers and hot dogs for the masses. Other team members gleefully served up macaroni salad, chips, beverages, and all the cookout fixings. After so much time apart, the day was an important reminder of the power of togetherness.



Sarah Feola, Vice President of Human Resources, serves up salads to Bob Gonzalez, Custodial Manager, at the Arc Herkimer staff barbecue.

Michael
Robinson enjoys
sunshine and
swinging at the
accessible Arc Park
in Herkimer.

Members of the William H. Privett Giving Tree, Heritage Society, Circle of Friends, Life Members, and 2021 Donors and Sponsors

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Mr. Dominic Frank &

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Friends of Dominic Frank &

Karen Peterson

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HARC Chorus

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Mr. Robert & Dr. Cindy Watkins

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WUTR

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CABVI Callaway

Canal Side Inn Carmella's Cafe

Caruso's Pastry Shoppe

Casa Imports
Caymus Vineyards
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Designs by Shelly

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Dry Creek Vineyard, Inc. DSP Images - Mr. Robert Critser

Dunham Cellars

Elbeco

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Far Niente Winery

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Graph-Tex, Inc. HAIX North America, Inc.

Hannaford Food & Drug Store

Heelpath Brewing Company Hemstrought's Bakery

Herkimer Diamond Mines Hermann J. Wiemer Vineyard, Inc.

Iron Rock Brewing Company

Holland Farms Bakery & Deli Honey Brook Hobbies House of Smith Wines Hummel's Office Plus

Ilion Wine & Spirits
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itä wines

Jay-K Lumber Jill Rae Signs

Jim Brock Agency Johnston Food Service & Cleaning

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Manning & Napier Foundation

Marcus Whitman Hotel & Conference

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My 25 Napoli's Italian Bakery

Napoli s Ita

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LLC

One NY - Upstate Event Management

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Continued, next page.

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