



Timelines



SEPTEMBER 2008

Hidden Fences, Visible Benefits

Arc & DogWatch Celebrate 15 Year Partnership

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Fred King and Barbara Mason of DogWatch Hidden Fence Systems have a message for their fellow business leaders: providing work for people with disabilities is good for business.

"People should explore it and see how it works. It's a win win. That's the thing. It wins economically," said King, owner of the Natick-based pet containment system company. Mason, CFO, agreed, noting the cost savings associated with contracting with the Arc.

DogWatch has contracted with the Arc to package fence system kits for 15 years, making them our longest continuous customer. Over the years, virtually every participant in the Arc's workshop has earned a paycheck through DogWatch.



A Job Well Done – Kim Putney is one of the many individuals at the Arc who have benefited from working on the DogWatch packaging job over the years.



Caring Customers – Michael Berardo, Chief Operating Officer of the Arc (l) and Jo Ann Simons, Executive Director (r) thank Barbara Mason and Fred King of DogWatch (center) for their ongoing commitment to providing work for people with disabilities. DogWatch is the oldest continuous customer of the Arc's Contract Services division.

"That's what's been so wonderful about the Dogwatch job – nearly everyone can do it," said Shawn Nault, Director of the Arc's Day Services division.

King and Mason have been pleased not only with the price of the Arc's services, but with the quality.

"There's never a mistake," said King. "Mark Hayes (the contract services driver) is very responsible. It's delivered neatly," Mason added.

The Arc and DogWatch have grown together over the past decade and a half. The Arc expanded from a \$2 million organization to a nearly \$8 million agency with staff recruited from around the world. DogWatch has likewise thrived, with pet ownership on the rise, the addition of indoor products and 15% of their customers based overseas.

What's on the horizon for DogWatch?

"Next year we'll be introducing remote trainers – hand held devices," said King.

To learn more about DogWatch, please visit their website at www.DogWatch.com. To learn more about how the Arc can help meet your contract service needs, please call Mike Corliss at 781-942-4888, ext. 5013. For temporary or permanent employment needs, please call Beth Celona at 781-942-4888, ext. 5023.



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Editor's Note: After over 15 years of service to the Arc of East Middlesex, Jo Ann Simons has accepted a new position in the developmental disabilities field - President & CEO of St. Coletta and Cardinal Cushing Schools of Massachusetts. Michael Berardo, COO of the Arc of East Middlesex, has been named Interim Executive Director. Jo Ann, please accept our gratitude and best wishes!



Farewell Message from Jo Ann Simons

When I arrived at The Arc of East Middlesex, Inc., in 1993 as your Executive Director, I wondered what I had gotten myself into. Our offices were in a small, second floor walk up on Main Street in Melrose. There were no fax machines or computers and the push button phones had arrived just before I did. We took out our own trash and cleaned the only toilet on Fridays. There were five group homes (none of which we owned), a workshop in Stoneham and a job placement center in Wakefield. With a budget around \$2 million and a \$500,000 deficit, we were a year from extinction.

Chet Putney, Norma Howland, Cary Simpson and Lucie Cripps told me we would get through it. They were right.

I was faced with some difficult decisions. Staff positions were cut or left unfilled, the workshop and employment sites were consolidated into a new location in Reading and we moved our offices from Melrose to Wakefield, into a site we owned. We made three moves in one day. Working together with DMR, we identified some additional resources.

In spite of our financial woes, I hired a part-time recreation director (Cindy DiVincenzo) to begin to attract young families. I seized the opportunity to obtain a family support contract and with help from our friends at the North Shore Arc, we submitted a winning proposal. Kerry Mahoney was hired to lead this initiative. Michael Berardo began working part time in our workshop and then he led, part-time, all our day programs while keeping his full-time position at Fernald. Soon he left Fernald entirely to head up residential and day services.

I insisted that we have an awards breakfast that first year. Veteran staff told me I was crazy and that nobody would show up as EMARC only could get 20 people to membership meetings. One hundred and fifty people overflowed our space at a former hospital. So, our successful awards events were born.

With the looming financial crisis still needing attention, the late Dick Tucker arrived in my office and offered his help. He introduced to me a new bank where we would get better rates and assistance. He also offered to put together a fundraising event. Up until this point, selling fruitcakes at Christmas was our major fundraiser. I learned that people don't love fruitcakes because when I arrived that April, there were still frozen fruitcakes in the freezer-waiting to be sold!!! He brought in his good friend, John Mitchell and the Celebrity Breakfast was born. We were delighted with our first year success of \$9,000. This event, now known as our "Tucker Event," regularly exceeds its \$100,000 goal under the continued volunteer leadership of John Mitchell and his committee and the staff leadership of Susan Ring Brown. Arnold Rubin of Atlantic Food Mart and Dennis Drinkwater would join our efforts as loyal and dedicated donors.

We applied for and received the first of two HUD 811 grants to purchase and renovate two homes we were renting. In the years ahead, we would come to own or operate eight group homes, purchase an apartment building and own or operate several condominiums. We would move our day programs, administrative and family support offices a couple of times.

Most importantly, we developed some of the finest and most innovative programs in the country.

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Farewell Message from Jo Ann Simons continued

Tina Claydon, our first of dozens of international recruits, heads up our residential programs. Annie Tetrault is our able health care coordinator. Our recreation programs provide comprehensive year round services and Chenine Johnson has built upon the legacy she inherited. Nancy Desmond Nastasi breathed life into our Real World House and Journey to Independence. Shawn Nault gave birth to our highly acclaimed Life Choices program; shepherded our renowned Center for Emerging Artists; and supported Paula Westmacott to develop our popular School to Work Program. From two individuals in supported living, we now support over 40 people.

We are now an almost \$8 million agency and have a balanced budget. We recently welcomed Blaine Stone as our CFO to complete our strong management team.

Five individuals merit special attention. They are our unsung heroes. They work behind the scenes. They are not in publicity photos. They are Mark Mahoney, our Facilities Director, who has made sure that all our sites are well managed and well maintained. Together with Bill Doyle, our Transportation Director, who keeps our fleet of vehicles operating and staffed. Mark and Bill weather blizzards and hurricanes and whatever people or nature throw their way and do everything that is ever needed. Mike Green has held our Administrative Department together, sometimes all by himself. He has steered us through some rough waters, only to ask what more can he do. Our bills got paid and our revenue came in. Susan Roche, who handles our payroll and human resources does two jobs in 30 hours, soothes nervous employees and as Stephanie's mother, shows us all the value and joy of children with complex challenges. Then there is Paula Vratos, my everything. I think her real title is Executive Assistant, but that doesn't begin to scratch the surface of how important she is to me and to our organization. She has been our IT administrator, our web designer, our ad copy editor, our development assistant and has filled in for almost every administrative role there is. All the time, she has taken care of me-no small feat. She has power pointed me to great presentations and assisted me with my writing. She can not be replaced.

These people make me look great each day and while I receive many of the accolades, we are a TEAM. There is no "I" in TEAM.

Teams are dynamic. They change. People move on, they move up. I am now about to be one of those people who move on. I have been asked and I have accepted the honor of becoming the CEO/President of St. Coletta and Cardinal Cushing Schools of Massachusetts in Hanover and Braintree. I leave with mixed feelings. I have enjoyed almost each and every day here (Michael and I even made shoveling snow off the flat roof on Albion Street fun). There have been many challenges, but we have met them together.

I want you all to know that I am leaving a fiscally sound and programmatically healthy organization that has the finest and most dedicated staff I have ever had the privilege of calling colleagues. I am leaving a committed and supportive Board of Directors who have asked Michael Berardo to serve as Interim Executive Director. They are committed to our vision. I know I leave you in good hands. Farewell until we meet again...

Jo Ann Simons



Grand Opening

The Arc of East Middlesex recently opened Life Choices North Shore an innovative day habilitation program, at the Cummings Center in Beverly. The program assists adults with developmental

disabilities and autism in becoming full participants in our communities. Services tracks focus on wellness, relationships, independence and community.

Participating in the June 16 Ribbon Cutting ceremony were (l to r): Jo Ann Simons, Executive Director of the Arc; Steve Drohosky, Cummings Properties; Beverly Mayor Bill Scanlon; Representative Mary Grant; Congressman John Tierney; Life Choices participants Daysiree Perez and Duncan Leahy; Justin D'Aveta, Cummings Properties and Brian McCoubrey, President of The Savings Bank and member, Arc Board of Directors. Additional guests included Gary Barrett, District Director for Congressman Tierney; Beth Mullen, Aide to Senate Majority Leader Fred Berry; Dennis Clarke, President & CEO, Cummings Properties; Marci Lundin, Director, Life Choices North Shore; Maureen O'Brien, President of the Arc's Board of Directors; Kate Cook of Electric Insurance; and Susan Mueller, Beverly Chamber of Commerce.

For more information, please contact Marci Lundin at 978-279-2100.

The Arc of East Middlesex is Pleased to Acknowledge Gifts from the Following Donors...

Friend - Gifts Up to \$100

Green Street Pharmacy – 5k Run/Walk Sponsor
 Peg & Linda O'Inc – 5k Run/Walk Sponsor
 United Way gift from Janine T. Parks
 Michael Berardo
 Ruth Chandler to fund Artist Supplies
 Charles Corbett and Family
 Edgar and Beatrice Edgar to fund Artist Supplies
 Karen and William Farnsworth to our Annual Fund
 Janis Mabley to fund Artist Supplies
 Jacquelyn and George McClelland to fund Artist Supplies
 Lenia and Matthew Meyer to fund Artist Supplies
 Joan and Steven Previte
 Jo Ann Simons
 Robert and Sharon Sanford to fund Artist Supplies
 James and Eleanor Stoddard to fund Artist Supplies
 Carol Unger to fund Artist Supplies

Supporter Gifts \$101 - \$249

State Street Bank Matching Gift from Margaret J. Mehm

Sustainer – Gifts \$250 - \$499

Honey Dew Donuts/J.K. Donuts, Inc. – 5K Run/Walk Sponsor
 Massbank Charitable Foundation – 5K Run/Walk Sponsor
 McLaughlin Insurance Agency – 5K Run/Walk Sponsor
 Wainwright Bank and Trust – 5K Run/Walk Sponsor

Patron - Gifts \$500

Anonymous

Grants

Eastern Bank Investment Advisors
 Reading Youth Softball
 Melrose Wakefield SAC

Memorials

In Memory of Diane Valente

Bruce and Marcia Addor	Nancy Benson and Family
William Benson	Paul Duffy and Rose Pannese
Jennie and Pasquale De Marco	Elizabeth Pitari
Mary Silvey	Herbert and Odelle Spinney

Tribute Gifts

In Honor of Elaine and Shep Simons

Mark and Ruth Paster
 Irene and Mickey Solomon

In Honor of Jo Ann Simons

Beth and Peter Celona
 Sean Leary and Family

Gifts received through July 31, 2008

Making a Memorial or Tribute Gift

Use the pledge form on the fundraising page of our website (www.theemarc.org) to remember a loved one or honor a friend or relative for a special occasion. If you do not have internet access, please call 781-942-4888, ext. 4010 to request that we mail Memorial/Tribute envelopes to you.

Wish List

The Arc of East Middlesex is looking for donations of **furniture and household goods in good condition**. If you have items to donate, please email a description of the item(s) and your name, location and phone number to mberardo@theemarc.org. We're sorry; we are unable to accept clothing. Thank you!

New Members

Welcome to:

Pearl Booth-Bradley	Elizabeth Gosselin
Kristin La Terza	John Mason
Dorothy O'Keefe	Dawn Ricker-Diaz
Diane Sooley	Beverly Stanganelli
Susan Zaccarini	



90 Years Young! – Edna Mae Miller (front row, center) was the woman of the hour at a milestone birthday bash put together this summer by the Arc's Cliffside Commons residential staff. Many happy returns!

Got Books

We now have a **Got Books** receptacle to the left of the EMI entrance at 20 Gould Street, Reading. Got Books, a North Reading company, will pay us for donated Books, Cds, DVDs and Videos.

This has been a good fund raising venue for another disability provider and we're hoping it will raise some important new dollars for the Arc of East Middlesex. If you have any Books, Cds, DVDs or videos you would like to donate, please stop by and put them in the receptacle. No other types of items please. Thank you!



Legislative Visit – Representative Katherine Clark of Melrose, center, toured the Arc's programs this summer with aide Stephanie Drahan (left) and Arc Executive Director Jo Ann Simons (right). Representative Clark is a member of the Joint Committee on Children, Families and Persons with Disabilities.



*Remembering
Martha Peckham*



Remembering Martha Peckham – Residents of the Arc’s Cliffside Commons residence, staff and friends gathered at Red Rock Park on the ocean in Lynn this summer to celebrate the life of Martha Peckham. Martha passed away at home at Cliffside Commons in April.

Host a Natural Elegance Party

Host a Natural Elegance party this holiday season. Each party host receives invitations, a jewelry designer, a complimentary piece of jewelry and a guaranteed good time! Contact Heather Weikel at 781-942-4888 Ext. 5029 or CEA promo@theemarc.org.



Super Fan - Arc of East Middlesex artist Jeff Caturano, presented a print of his Fenway Park painting to Fox 25 anchor Gene Lavanchy Friday morning during the station’s broadcast from the Reading Town Common.

Upcoming Events

RUN FOR THE ARC

Sunday, September 14, 2008. Runners, Walkers & Donors, register online at www.firstgiving.com/emarc. We are pleased to welcome **Marathon Sports** as our **Grand Sponsor!** The Kids half mile Fun Run begins at 10:15 and the 5K at 10:30 a.m. Gift Certificates to top fund raisers! Starts at the Melrose Family YMCA, 497 Main Street.

RICHARD TUCKER MEMORIAL DINNER & AUCTION

Our Annual Dinner & Auction will be held **Monday, November 10, 5:30 p.m.** at the Peabody Marriott, 8A Centennial Drive. We will honor Joseph Valenzano, Jr., President & CEO of EP Global Communications, parent company of Exceptional Parent magazine as our Man of the Year. Donate today through our home page at www.theemarc.org.

From The Center for Emerging Artists

Sept. - Oct., Commerce Place, Student & Instructor Showcase, 350 Main Street, Malden, MA. CEA will have an art table with merchandise available for sale. Dates TBA, please contact Heather Weikel at 781-942-4888 Ext. 5029 or CEApromo@theemarc.org for further information.

Sept. 12 - Nov. 7, Sabrina Cataldo Solo Show at **My Low Carb Life,** 136 Andover St. (Rte. 114), Danvers, MA 01923, (978) 646-9566.

Sept. 12 - Nov. 7, Spring Group Show at **DMR,** 27 Water Street, Wakefield, MA.

Sept. 14, Melrose Victorian Fair, 11:30 a.m.-5:00 p.m., Main Street, Melrose, MA. CEA will have an art table with merchandise available for sale. The Run for The Arc of East Middlesex kicks off Melrose’s Annual Victorian Fair, which attracts over 14,000 visitors.

The Arc of East Middlesex
20 Gould Street
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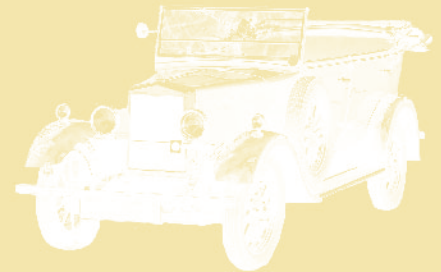
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On-line Car Donation Program

To donate a car online, visit our web site at www.theemarc.org, click on vehicle donation at the bottom of the left hand column of our home page and follow the instructions that pop up. Be sure to designate The Arc of Massachusetts, Waltham as your charity and email us at info@theemarc.org so that The Arc of East Middlesex is credited for the donation.



The Arc of East Middlesex Membership Application

Membership includes 10 issues of our *Timelines* newsletter; the Arc US newsletter; the Arc MA newsletter, *The Advocate*; access to our Recreation and Advocacy programs; invitations to Arc of East Middlesex events and an opportunity to nominate honorees for our Annual Spring Awards Ceremony.

Name _____

Address _____

City, State, Zip _____

Phone _____ Email _____

Please check all that apply:

Family Member Professional Interested Friend

Family Member Served (used to send mailings for age-appropriate events)

Name _____ Date of Birth _____

Dues: \$40 per year. Please make check payable to **The Arc of East Middlesex.**



Life Choices Celebration – Beth Mullen, aide to Senator Fred Berry; and tour guides Kara Moccia and Rachael Small celebrated the grand opening of Life Choices North Shore at the Cummings Center in Beverly this summer.