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ANNUAL REPORT

17

STATS + STORIES

A Confluence of Information and Impact

Dear Friends,

This year at ABC of NC, we've been consumed by an extraordinary story—the expansion of our campus through our *Hello World* campaign, an initiative to open a world of possibilities for individuals with autism in our community. We've told this story in newspapers and on TV, and it's impressive. Because of the generosity of hundreds of corporations, foundations, and individuals, the landscape of autism services in the Piedmont Triad is about to change for the better. And we couldn't be prouder.

Even though we've focused on meeting the community's need by serving more clients, we haven't lost sight of the more personal side of what we do. While you may not see their stories on the news or read about them in the paper, the stories of our children with autism and their families are extraordinary too.

They are stories of early diagnosis and early intervention. They are stories of acceptance and belonging. They are stories of supported and empowered parents. They are stories of inclusion. They are stories of friendship and hope. They are stories that were made possible by you—our supporters and champions. So, thank you. Thank you for supporting all of the wonderful things that happen at ABC of NC. And imagine all the stories we've yet to tell.



Felice Brenner

ABC of NC Board Chair

Hello World

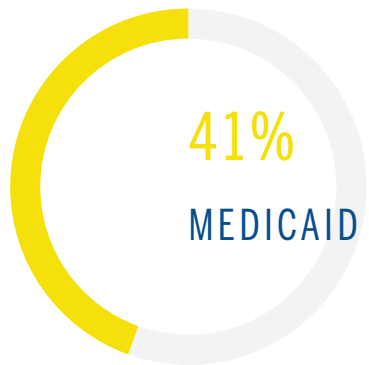
ABC of NC's \$6.5 million *Hello World* capital campaign is on target for success. With the completion of our two planned buildings, scheduled for fall 2018, we will more than double our service capacity. ABC of NC's expanded campus will provide room to grow current psychological, clinical, and educational programs, allowing us to serve more children and families; ensure reasonable wait times for diagnostic evaluations; and help families from any economic background access intensive therapies and educational interventions.

CAMPUS FEATURES INCLUDE:

- 24 applied behavior analysis (ABA) therapy rooms
- Play areas to facilitate age-appropriate social interactions
- Diet expansion clinic
- Psychologist offices
- Speech, occupational, and physical therapy suites
- Independent living skills lab
- Vocational training lab
- Community access labs (grocery/retail area, doctor's office, dentist's office, hair salon)
- Administrative offices
- Activities center

SERVICE CAPACITY

2X



Clinic client
payor sources

“AT CHARLIE’S TWO-YEAR-OLD CHECK-UP, HE ONLY SPOKE THREE WORDS. AND A YEAR LATER, HE STILL UNDERSTOOD FEWER THAN 20. HE COULDN’T COMMUNICATE WITH ME, AND I COULDN’T COMMUNICATE WITH HIM. SO HE WOULD SCREAM.

He would scream when he wanted something to eat or drink. He would scream when it was time to take a bath or get out. He would scream when it was time to go somewhere and when it was time to leave.

It was heartbreaking to watch Charlie, obviously in distress, and not be able to help him. I knew he probably had autism, but we couldn’t access the services he so badly needed. We languished for 18 months on a wait list for an evaluation at a center more than an hour from our home, all the while feeling like a critical window of opportunity was closing. And then we heard about ABC of NC.

In May 2016, I called the Autism Clinic. I took the first available appointment, scheduled for late September. But, desperate for answers, I asked them to call me with any cancellations. “Just give me 30 minutes notice, and we will be there,” I said. And they did. They called with cancellations, and we dropped everything and jumped in the car.

” KOURTNEY
Charlie’s Mother

Charlie received his autism diagnosis through the Clinic at 8:30 a.m. on June 2, 2016, and by 9:00 a.m. I was touring the center. Within a week, he was headed off for his first day in ABC of NC’s early intervention program.

On that first day, he wouldn’t respond to his name, but within three weeks, he turned his head when his teachers called “Charlie.” By three months, he responded to his name from 10 feet, and then 20 feet, and then from across the playground. Today, he doesn’t just know his name. He speaks in complete sentences. He asks and answers questions. He carries on conversations. He tells me he loves me.

Cost of lifelong care for individuals with autism can be reduced by two-thirds with early diagnosis and intervention.

Autism Society of America, 2007

105 CHILDREN

Charlie is one of 105 children who were seen in the Autism Clinic for a diagnostic evaluation in 2016-17



CHARLIE



Parents of children with autism work, on average, five fewer hours per week than those of children with no health limitations.

Pediatrics, 2012

260 HOURS

On average, that equates to 260 hours of lost wages per year.

“IN KINDERGARTEN, ETHAN WAS SUSPENDED FROM SCHOOL SO MANY TIMES BECAUSE OF BEHAVIOR PROBLEMS THAT WITH TWO MONTHS LEFT IN THE SCHOOL YEAR, I HAD TO TAKE A LEAVE OF ABSENCE FROM MY JOB AND GO TO SCHOOL WITH HIM EVERY DAY.

“Let’s just get through this year, and next year will be better,” I told myself. But it wasn’t. Despite a one-to-one aid in his first-grade classroom, Ethan continued to fall behind academically, and once again, we found ourselves jumping at the sound of our phones because inevitably, he was being sent home from school yet again.

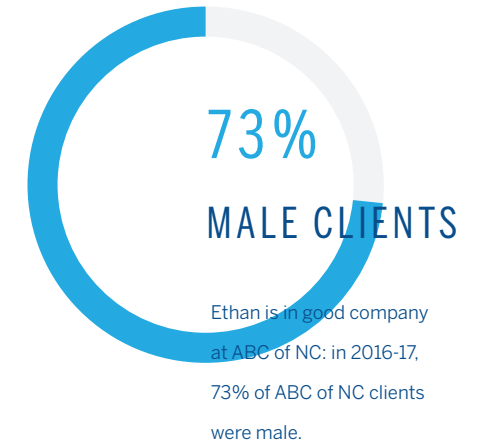
Enter, ABC of NC.

ABC of NC was the first place I felt like I could leave Ethan, go to work, and not worry. I knew that I wasn’t going to get a call that he was being sent home again. And more than that, I knew that he was safe. I knew that the staff genuinely cared for him. I knew that they accepted him for who he was.

” PAM
Ethan’s Mother

And now, it’s not just that I feel these things; he feels them too.

My biggest concern has never been that the “world” wouldn’t accept Ethan, but that he wouldn’t accept himself—that he would find himself, in some way, lacking. But he doesn’t. He’s happy being Ethan. And now he, too, recognizes his value.



This is consistent with national statistics that indicate that as many as 4 out of 5 children on the spectrum are male.

“

WHEN VALERIA WAS A BABY, SHE DIDN'T SMILE, DIDN'T RESPOND TO HER NAME, DIDN'T BABBLE. AT TWO, HER PEDIATRICIAN ASKED HOW MANY WORDS VALERIA HAD, AND THE ANSWER WAS EASY. NONE.



When Valeria received her autism diagnosis just after her third birthday, it was a relief in some ways, but mostly it was overwhelming.

I didn't know how to parent a child on the spectrum. I didn't know what she needed from me. But I knew that I had to pursue resources for Valeria—and for me—if I wanted her to live her best life.

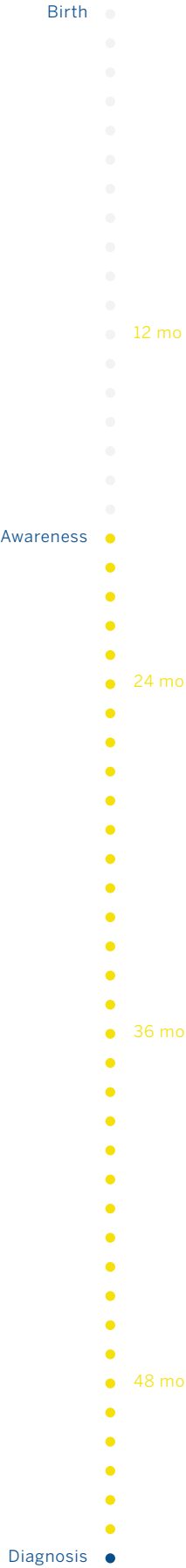
I don't know what I would have done without ABC of NC's free parent classes. I learned that while every child on the spectrum is unique, there are common skill deficits among children with autism and strategies and tools I could immediately put to use to make life easier. They were practical. They were comforting. They were empowering.

” DANIELA
Valeria's Mother

ABC of NC uses a variety of evidence-based educational and therapeutic techniques, like picture communication systems and other forms of augmentative and alternative communication, to help children develop to their full potential.

The most powerful tool for our family was learning how to use a picture communication system. When your child is non-verbal, she can't tell you what she wants or needs. She can't tell you what she wants to eat for a snack. She can't tell you that she wants to blow bubbles. She can't tell you when something hurts.

Now, Valeria can climb into my lap, point to a picture of her pool in the backyard, and I know that she wants to go outside for water play. She has a voice, a way to communicate with me, a way to communicate with the world.



Valeria was fortunate to receive an autism diagnosis at three. The average age of diagnosis for Latino children is 54 months—more than 36 months after parents first become aware of developmental differences.

Autism Society of America, 2007

100 HOURS

Each year, ABC of NC delivers more than 100 hours of free classes for parents of children with autism. These trainings are open to existing clients and the broader community.



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17 COUNTRIES

In 2016-17, ABC of NC, the only comprehensive autism services provider in the Triad, served children and families from 17 NC counties, including Yadkin, where Grace and Anna live.

“ANYONE WHO IS THE PARENT OF TWINS WILL TELL YOU THAT EACH CHILD HAS THEIR OWN UNIQUE PERSONALITY.”

Grace loves electronics, singing, and listening to music. Anna loves science and art; she likes to build and create. Grace is quiet and reserved. Anna is vocal and can be a little demanding. Grace taught herself to read, and she has a love of languages. Anna is still working on her early reading skills. Grace is shy, preferring to play alone. Anna loves to be around other people. Grace is focused. Anna jumps from one thing to the next, rarely staying still for long.

Grace has autism; Anna does not. But, both found their place at ABC of NC—Grace benefits from intensive one-on-one therapy and Anna thrives in the inclusion program.

At ABC of NC, Grace’s language skills have progressed, and her self-help skills are stronger. She can now get herself dressed and use the bathroom independently. She is learning play skills – interacting with dolls, blocks, and toys – and making friends.

And Anna has learned a lot about autism. She is friends with other children who are like Grace, and she’s learned patience and understanding.

As a parent, it is wonderful to find somewhere that meets the needs of both girls—stretching them to be their best versions of themselves.

” NELL
Grace and Anna’s Mother

ABC of NC’s inclusion program offers children with autism and those without a developmental delay an opportunity to learn and play together for a mutually advantageous experience.

Studies have shown that when children with autism are in an inclusive environment, they demonstrate higher levels of social play, are more likely to initiate activities, and show gains in key skills: cognitive, motor, and self-help.

Jeter, 2016



GRACE & ANNA



“AS A SENIOR REHABILITATION STUDIES MAJOR AT WINSTON-SALEM STATE UNIVERSITY, I KNEW THAT I NEEDED A 460-HOUR INTERNSHIP TO GRADUATE. BUT WHEN IT CAME TIME TO SELECT MY SITE, I HAD NO IDEA WHERE TO START. HOW WOULD I MAKE THE MOST OF MY LAST SEMESTER?

When I walked through the door of ABC of NC, I knew very little about autism. I learned quickly that no one child with autism is like any other. And even children with similar profiles respond and behave differently.

My first assignment was in a class of early learners who were more severely affected by their diagnosis. The children in the class were nonverbal, and they had significant behavioral challenges. Engaging them could be difficult. I thought that I was “good with kids,” but nothing I did seemed to work.

When you are working with children with autism, it’s all about building relationships and trust, getting on a child’s level, and getting

them to notice and be interested in you. You have to follow their lead and show interest in what they find interesting.

Some people talk about an “Aha! moment.” I had an “Eli moment.” That moment when a child, previously in a world all his own, finally welcomed me in. And since then, I’ve had more “Eli moments,” and I’ve had “Luke moments” and “Chloe moments.” I learn something new from each child.

I learn more about autism.
I learn more about myself.

” CHELSEY
Behavior Technician

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In 2016-17, ABC of NC hosted 30 interns from eight colleges and universities. Like Chelsey, many interns are hired by ABC of NC for full or part-time employment.

16-21
MONTHS - YEARS

ABC of NC serves clients between the ages of 16 months and 21 years who have been diagnosed with autism or determined to be "at risk."

“SAM IS FUNNY. HYSTERICAL, REALLY. HE LOVES MUSIC AND IS A WONDERFUL DANCER. HE SHARES MY LOVE OF THRIFTING AND CAN SPEND HOURS COMBING THROUGH RACKS AND BINS. HE’S AN INSPIRED ARTIST—CREATING AN ALPHABET THAT IS ALL HIS OWN.

But this isn’t the Sam who most people see. They see a 21-year-old man who is non-verbal. He makes loud vocalizations and engages in behaviors that make others feel nervous and sometimes scared. He can be unpredictable and aggressive.

People, institutions, and organizations give up on Sam, but not ABC of NC. At ABC of NC, Sam is surrounded by people who love him (almost as much as I do). They accept him unconditionally. They appreciate and celebrate the things that make him unique. They allow him to explore his interests and his passions. They expect a lot of him, and he delivers.

While Sam is easy to love, he isn’t always easy. But that’s OK because ABC of NC doesn’t require “easy.” Where others see limits, ABC of NC sees unlimited possibility. Where others see hopeless, ABC of NC sees hope around every corner. Where others see only autism, ABC of NC sees his humanity.

” JENNIFER
Sam’s Mother

137 STUDENTS ▶

In the past five years, 137 students have been able to access services at ABC of NC through the organization’s financial aid program.

2,200,000 DOLLARS

Over the past ten years, ABC of NC has provided nearly \$2.2 million in financial aid to students like Sam.



SAM

MARY G. VANESSA MARY J. NICOLE GEN MEREDITH



“

AUTISM CAN BE LONELY. YOU CAN HAVE 100 FRIENDS, BUT IF THEY DON'T HAVE A CHILD ON THE SPECTRUM, THEY OFTEN DON'T UNDERSTAND.

They don't understand the anxiety that accompanies each outing—even something as simple as a trip to the grocery store. They don't understand the limited diet; not simply picky eating, but self-imposed restrictions that make the goal of a balanced diet seemingly impossible. They don't understand the uncertainty that hangs like a cloud over every day.

They also don't understand the wonder of it all. The celebration of milestones, no matter how small. The unique personalities that add color and interest to your world. The sense of community that begins to envelop you.

Our kids are individuals. Each child has his or her constellation of strengths and challenges. But we have this shared experience that unites us.

These are my “warrior moms.” They let me know that I can do this. They build me up. They make me brave. They push me to do big things, like go to the pool or to see a movie. And while those may not seem big to parents of typically developing children, when your child has autism, they're huge.

We found each other at ABC of NC. We became friends because of autism. But we remain friends because we can't imagine traveling this journey without one another. Something is comforting about being surrounded by other people who live this life: one where autism is a big thing, but it isn't the only thing.

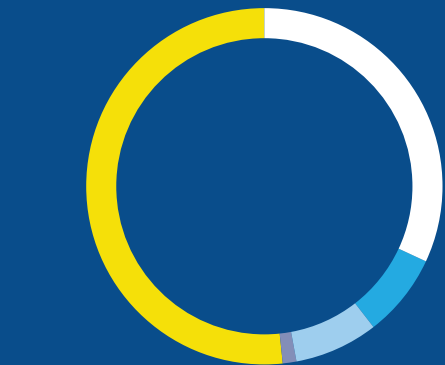
” JUNIOR READINESS CLASS MOMS

Mothers of children with autism have levels of stress that are both severe and consistent across cultural and geographic areas, maternal age, and the child's functioning level.

Koegel et al., 1992a

Financial Statement

6.1.16 – 5.31.17



Income By Source

		%
Capital Campaign	2,479,411.44	52.2
Program Tuition + Fees	1,457,444.70	30.7
Individual Donations	424,274.61	8.9
Grants	382,777.44	8.1
Other Income	7,051.57	0.1

Contributions

	ABC OF NC	FOUNDATION	COMBINED
Scholarships	16,971.23		16,971.23
Undesignated		342,282.71	342,282.71
Capital Campaign		2,479,411.44	2,479,411.44
Restricted (Temporary)	8,271.88		8,271.88
In-Kind	18,380.79	38,368.00	56,748.79
	43,623.90	2,860,062.15	2,903,686.05

Grants

NC Early Intervention Grant	348,777.44	348,777.44
Other	34,000.00	34,000.00
	382,777.44	382,777.44

Program

Clinic Services	799,810.65	799,810.65
Intensive Services	144,400.00	144,400.00
Group Instruction	367,300.00	367,300.00
Summer Program	127,668.76	127,668.76
Other	18,265.24	18,265.24
	1,457,444.65	1,457,444.65

Miscellaneous

Miscellaneous Income	6,119.96	931.61	7,051.57
	6,119.96	931.61	7,051.57
Total Income	1,889,965.95	2,860,993.76	4,750,959.71



Functional Expense Allocation

		%
Program	1,895,430.00	72.5
Management	533,724.00	20.4
Fundraising / Capital Campaign	185,341.00	7.1

Expenses

	ABC OF NC	FOUNDATION	COMBINED
Personnel Cost	1,919,042.70	57,856.08	1,976,898.78
Interest	24.13	23,760.76	23,784.89
General Operations	194,050.44		194,050.44
Occupancy	212,780.13	1,065.00	213,845.13
Depreciation	36,199.79	30,399.30	66,599.09
Other	9,114.53	786.50	9,901.03
Bad Debt	13,087.29	13,932.00	27,019.29
In-Kind Expense	18,380.79	38,368.00	56,748.79
Foundation transfer	(300,000.00)	300,000.00	
	2,102,679.80	511,815.17	2,614,494.97

Change In Net Assets

Total Income	+	1,889,956.95	2,860,993.76	4,750,959.71
Total Expense	-	2,102,679.80	511,815.17	2,614,494.97
		(212,713.85)	2,349,178.59	2,136,464.74

Staff & Supporters

Executive Staff	
Selene Johnson, M. Ed., BCBA	
<i>Executive Director</i>	
Angela Pesenti	
<i>Director of Finance</i>	
Casey Raymer	
<i>Director of Development</i>	

Administrative Staff	
Drew Coulter	
<i>Accounting Assistant</i>	
Sherry Jones	
<i>Administrative + Facilities Manager</i>	
Christie Ragan	
<i>Clinic Office Manager</i>	
Angie Reid	
<i>Revenue Recovery Specialist</i>	
Leigh Ellen Spencer	
<i>Client Relations Coordinator</i>	
Tarmeldria Turnage	
<i>Clinic Office Assistant</i>	
Kristin Wilson	
<i>Volunteer + Internship Coordinator and Development Assistant</i>	

Clinicians	
Kelly C. O’Laughlin, LP, Psy. D, MT-BC	
Maria Sink, LPA	
Lisa Wagoner, LPC	
Cindy Andree Bowen, M.A.,BCBA,	
Lizzy Donovan, BCaBA	
Stephanie Holladay, M.A., BCBA	
Charla Hutchinson, M. Ed., BCBA	
Becky Payton, BCaBA	
Kristin Toruno, M.A., BCBA	

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De’Ja Alston	
Kathryn Atkins	
Vy’ Teshia Badger	
Shequilla Barnes	
Cindy Barrett	
Lindsay Bell	
Anna Brantley	
Jen Brown	
Chelsea Bryant	
Kelly Bunch	
Willie Carter	
Kristen Carter-Jackson	
Erika Day	
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Samantha Dikun	
Kara Evans	
Mark Fanning	
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Katie Frank	
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Jasmine Henderson	
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Becky Medrano	
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High Point University	
Kaylee Chulla	
Lee University	
Natalie Pulliam	
Salem College	
Danielle Jessup	
University of North Carolina Greensboro	
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Trisha Gregoria	
Emily Lawson	
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Kathryn Atkins	
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Shannon Han	
Cameron Steitz	
Western Carolina University	
Taylor Laydon	
Winston-Salem State University	
Brianna Bunn	
Keshira Cobb	
Shamyia Coleman	
Daryan Dixon-Dula	
Avandi Falnagan	
Kayla Gardner	
Shannon Gray	
Jada Linen	
Bryanna Nichols	
TaDriana Walker	

Volunteers: Community + Civic Groups	
BB&T Lighthouse Project	
Highland Presbyterian Church	
Tar Heel Basement Systems	
Temple Emanuel	

Donors	
Giving as of 5. 31. 17	
IK=In Kind Support	

Best Friends \$25,000+	
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Richard and Felice Brenner	
John and Mary Louise Burress	
Ronald McDonald House Charities of North Carolina	
Elephant in the Room (IK)	
Van Brenner	

Good Friends \$10,000+	
Modern Toyota	
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Wake Forest Baptist Health	
Wells Fargo Dealer Services	
Mrs. Tylee Wilson	
Lawrence and Sally Wolfish	

Companions \$5,000+	
American Academy of Dermatology	
Paul Fulton	
Cindy Pipes	
Kenneth A. Steele	
Randall and Claire Tuttle	

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BB&T Lighthouse Project (IK)	
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Primo Water	
Reynolds American Inc.	
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West Rock	
Wittenberg Priddy Blankenship	
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A and J Self-Storage (IK)	
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Emily Alphin	
Chuck and Susie Alt	
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Tamika L. Anderson	
Terrance and Barbara Andree (IK)	
Heidi J. Andrew	
Craig and Penny Andrew	
Tena S. Anton	
Aperture Cinema (IK)	
Susan Appt	

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Hudnall and Claire Christopher	
Dave and Catherine Clawson	
COR365 Information Management Solutions (IK)	
Matthew Crisci and Donna Bembnister	
Peggy Crutchfield	
David and Cynthia Daggett	
Thomas and Mary Lee Douglas	
Larry and Mindy Feinstein	
Colin and Libby Gallahan	
Tom and Ann Gibbs	
Bill Gifford and Jodi Turner	
Louis B. and Beth Guttman	
Highland Presbyterian Church	
Jeff and Kim Ickes	
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Inmar, Inc.	
Rashid and Leigh An Janjua	
Scott and Mary Jones	
Dick and Ellen Joyce	
Edward and Sarah LeRoy	
Scott and Nell Marler	
John and Grace McKinnon	
Joe and Kate Michalek	
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Oh, Goodness - Fine Portraits (IK)	
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Gary and Marian O’Neal	
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Cliff and Lisa Purcell	
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Lee and Casey Raymer	
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Amanda Rosemann	
Marcia Rosenberg	
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Stuart and Kim Stogner	
Denny and Cheryl Walker	
Paul and Jan Wiles	
Winston-Salem Rotary	
Benevolent Fund	
Debbie Wittenberg	
WXII-TV	
Jo Ann Yates	

Ann Marie Arce	
David and Julia Archer	
Keith and Becky Arnott	
Leslie and Suzanne Baker	
Bill and Kay Baldrige	
Gardner and Heather Barrier	
Maxwell and Dawson Bartholomew	
Nathan and Kaitlin Battle	
Scott and Elaine Bauer	
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Dixie C. Baughn	
Tracey L. Baughn	
Eddy and Nell Beck	
Michael and Lori Beck	
Frank and Ranlet Bell	
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Mike and Barbara Berry	
Grady and Mary Blackburn	
Wynne and Patricia Blair	
Jonathan and Kristie Blanco	
Edwin and Rosalie Bland	
Carrie Blankenship	
Mike and Carol Blau	
Art and Mindy Bloom	
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Jack and Dianne Bowen	
Box Tops for Education Program	
Breakfast Time (IK)	
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Hannah Brenner	
Hayes Brenner	
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Margaret Brock	
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Beth Bryant	
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Carmike Wynnsong 12 (IK)	
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Carrabba’s Italian Grill (IK)	
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Michelle Coates	
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Lisa Colvard	
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Mark and Susan Conger	
Thomas and Jocelyn Connors	

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Deborah Cornatzer	
Robert and Lisa Cornatzer	
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Josee Cote	
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Greg and Diane Cox	
Stephen Crawford	
Samuel and Jean Croft	
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Terry Crumpler	
Chip and Shea Crutchfield	
Earnest and Lindley Curtis	
Dairi-O (IK)	
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John and Carol Danforth	
Ainsley Darnell	
The Winston-Salem Dash (IK)	
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Betty W. Davis	
William and Myrtie Davis	
Tom Deleot	
Marian Denny	
John and Mary Jane Dewees	
Paige Dillon	
Charles and Courtney Douglass	
Robert and Kristin Douglass	
Kristine Doyle	
Ashley Dozier	
Dream Home Properties LLC.	
Robert and Andrea Duggins	
Evan and Mark Dunnagan	
East Coast Wings (IK)	
Matt Eastling (IK)	
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Jay and Lynne Edwards	
Kathryn and Bobby Edwards	
Marni and David Eisner	
Scott and Julie Elliott	
Robert and Lynne Emken	
Rod and Marcia Enns	
Rick and Megan Erickson	
Mike and Kristen Esposito	
David and Sherrie Fain	
Family Video (IK)	
Lynn Finley	
Fleet Feet (IK)	
Cindy Fletcher	
Howard and Joanne Floch	
Juan Flores and Vanessa Budet	
Dennis and Patsy Foster	
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Vision

The vision of ABC of NC is that all people living with autism spectrum disorder reach their full potential in a world where they are valued, accepted, and included.

Mission

ABC of NC is committed to providing high-quality, evidence-based diagnostic, therapeutic, and educational services to people with autism spectrum disorder; ensuring service accessibility to individuals from any economic background; offering support and hope to families; and advocating for inclusion and acceptance.

ABC of NC Child Development Center
905 Friedberg Church Road
Winston-Salem, NC 27127

www.abcofnc.com
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