

The Arc of High Point
153 E. Bellevue Drive
High Point, NC 27265
Web: www.arcofhp.org

The Arc of Greensboro
14 Oak Branch Drive
Greensboro, NC 27407
Web: www.arcg.org

The Arc

High Point & Greensboro



STRONGER TOGETHER
Making the Case

A Stronger Future Together

- The future of both organizations is impacted by the same trends in demographics, legislation, funding and socio-economics.
- These changes will have to be faced whether or not the High Point and Greensboro Arcs merge. Facing them together increases the chance that we will be successful in meeting the challenges ahead.
- For both agencies, planning for the future has raised the need for developing new sources of income from sources that could include micro enterprises, capital campaigns, the extension of service to new locations in the county where there are underserved families, or the extension of services for the increasing number of adults and children with intellectual or developmental disabilities who do not qualify for a Medicaid Waiver. All of these options would be more feasible when approached with the combined resources and populations of a county-wide agency.
- Combining resources could strengthen advocacy for improved public education, programming, public transportation, housing and competitive employment opportunities by presenting one front to Guilford County, Greensboro City and the City of High Point.

Responding to Changes in Legislation & Funding

- For both organizations, the percentage of total operational budget funded by United Way has fallen and is projected to decrease over the next few years as United Ways change their funding model from funding “partner agencies” to only funding specific programs within agencies that address their community priorities.

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Responding to Changes in Legislation & Funding (*continued*)

- Medicaid reimbursement rates, which pay for many services for the developmentally disabled, are dropping. This means that critical services like Community Navigators, which helps clients find and use services thus promoting independence, may no longer be available.
- Other services previously funded by Medicaid have been eliminated (sub-minimum wage, enclaves and sheltered workshops) and replaced by inclusion requirements (DOL hiring quotas for people with disabilities).

Acknowledging Existing Affinities Between the Organizations

- Together, the Arc of Greensboro and the Arc of High Point serve families in Guilford County. Some families use services of both agencies because they are currently unique to Greensboro (a program that helps find employment and provides job coaching) or to High Point (a monthly dental clinic for Medicaid eligible clients).
- The two agencies have the same mission statements and pay separate dues to the NC and national membership organizations. The Arc of Greensboro is a CARF (Commission on Accreditation of Rehabilitation Services) accredited agency for all state and Medicaid funded programs although the Arc of High Point is not.
- Rather than competing against each other for funding from local, state or national sources, proposals from the Arc will be stronger when the organizations can partner to serve all of Guilford County.

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