

Dear Friends,

Many people on the autism spectrum thrive on structure, predictability, and consistency. That's why, at ABC of NC, we focus on strategies to help our clients successfully navigate unexpected changes. Last spring, COVID-19 created the ultimate uncertainty for all of us, especially the children and families we serve. Even today, the ground keeps shifting beneath our feet, and—like our families—ABC of NC is continually adjusting to drastic, yet necessary, changes.

Never in our 18-year history has ABC of NC encountered greater challenges—in finances, operations, and human resources. Fortunately, we aren't bound by convention. We've always been willing to **COLOR OUTSIDE THE LINES** to meet the needs of the children and families we serve. This spirit of innovation and creativity fueled the construction of our cutting-edge campus. It allowed us to face the challenges of the past year. It will propel us forward with a renewed sense of mission, a deepened commitment to our children and families, and a strengthened connection with our loyal supporters.

“The ground keeps shifting beneath our feet, and—like our families—ABC of NC is continually adjusting...”

This annual report reflects just some of this year's challenges. Like many organizations, we reduced staff hours. We were forced to reimagine the delivery of some services while reducing others. We hit pause on many new initiatives as we dealt with the overwhelming changes to our day-to-day operations during a global pandemic. More

importantly, for many months, our children and families could not access the full breadth of services on which they rely. Children who had previously received 40 hours per week of one-on-one ABA therapy were reduced to just a handful of hours of telehealth each week. Young learners in our early intervention program lost the opportunity to practice social and play skills with their peers. Counseling clients were unable to continue face-to-face sessions during a time when anxiety and depression were at an all-time high.

But we persist. And like the child who creatively colors outside the lines, we continue to innovate, successfully adapt, and provide support to our families. We were able to secure multiple COVID-19 relief grants so that we could shift our service model to support children and families while staying as safe and healthy as possible. ABC of NC was fortunate to receive a Payroll Protection Program loan to retain our top-quality staff. As we write this, we are safely and successfully back to providing ABA therapy, school services, and counseling in-person and on-campus. Our free caregiver/professional classes and information sessions are now available online for our broader community.

While life—and business—as we know it has been unmistakably altered, area families rely on ABC of NC more than ever. And we continue to be grateful for you—our dedicated community of individuals, foundations, corporations, and partners—for helping us navigate these unprecedented times with creativity and brilliant energy. Thank you again for your support, and we look forward to brighter days ahead.

Be Well,

Felice Felice Brenner Board Chair
Selene Selene Johnson Executive Director

“

We were really struggling during COVID-19—I'm a single mom and my job cut my hours. We were running out of options. Your financial aid kept my son enrolled at ABC of NC during an incredibly difficult time.

”

Reaching Out

While the COVID-19 pandemic impacted our ability to provide services on our campus, the autism community needed us more than ever. We provided online, no-cost caregiver trainings; hosted virtual tours; shared resources to support children on the spectrum and their families during this unprecedented time; and engaged our community like never before.

222

222 community members registered for ABC of NC's free caregiver/professional webinars, newly offered in Spring 2020. Webinar attendees hailed from across the state (and as far away as Georgia!)

170%

In Spring 2020, follower engagement on social media increased over 170%.

229

229 YouTube videos were posted by ABC of NC staff to support distance learning for learners with autism during the COVID-19 pandemic.

Out Of Their Mouths

ABC of NC did an amazing job balancing our daughter's educational, social, and emotional needs. They helped us support her at home while we juggled work and the needs of our other kids.

Autism in the Classroom has been one of the most beneficial workshops I have attended in my career. I am beyond excited to share these strategies with my team.

“

We were so nervous about sending our son to ABC of NC. But EVERYTHING about ABC of NC was different! We felt immediately at ease.

Community Collabs

At ABC of NC, we are passionate about promoting autism awareness, and we actively form cooperative relationships with community organizations that support individuals on the spectrum. Collaborative programming helps our clients navigate the world around them while also encouraging others to be more inclusive, accepting, and understanding.

We hosted the **North Carolina Association of Behavior Analysts (NCABA)** Annual Conference in the Burress Activity Center on the campus of ABC of NC.

We partnered with **Old Salem Museums and Gardens**, alongside other disability services providers and advocates, on its *Access Saturday* initiative.

We collaborated with **Brenner Fit** to provide nutrition and health programming for middle and high school clients with autism.

We welcomed the arts community to our campus with a sensory friendly performance of *Desvelado* by **Kaleideum's Peppercorn Theater**, an instrument petting zoo with the **Winston-Salem Symphony**, and an interactive African dance and drumming experience with **Otesha Creative Arts**.

We partnered with **Winston Salem State University** and **NASCAR Drive for Diversity** to host a panel for the community around diversity and inclusion in the motorsports industry.

Our community skills lab partner, **Spangler Rohlfing & Lambert Pediatric Dentistry**, held a “Meet the Dentist” event for children in our early intervention program.

Thanks To Our Supporters

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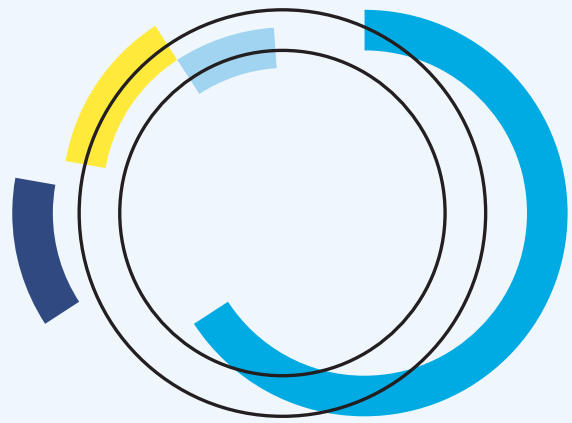
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Every attempt has been made to confirm the accuracy of this list. Please contact ABC of NC's development office to report any errors, and please accept our sincere apologies.

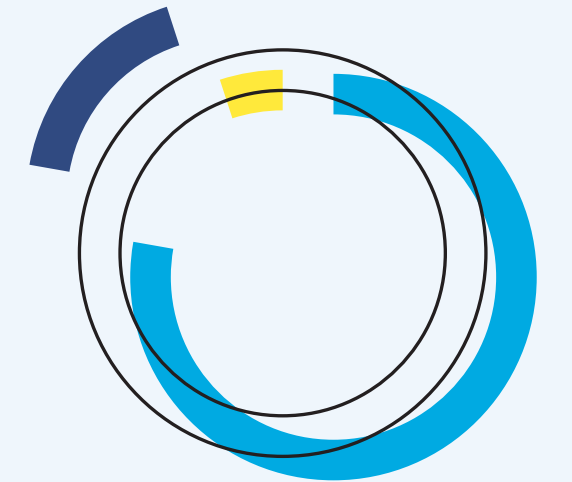
Financial Statement

6.1.19 – 5.31.20



Income By Source

Source	Percentage
Programs / Services	66%
Contributions	12%
Grants	13%
Paycheck Protection Program Loan	8%
Other	1%



Functional Expense Allocation

Category	Percentage
Programs/Services	78%
Management	17%
Fundraising	5%

Combined financials of ABC of NC and the ABC of NC Foundation

Aside From COVID-19

A global pandemic certainly casts a shadow over everything. But, the fact is, we have accomplishments to report, aside from COVID-19. During the first nine months of the fiscal year, our children, families, and the organization itself experienced tremendous growth.

9

Counties

We served clients from **nine** North Carolina counties.

40K

Hours

We provided nearly **40,000** hours of services through the SECU Autism Clinic.

\$170K

Our 2019 Gourmet Lunchbox Lunch, featuring race car driver and autism self-advocate Armani Williams, was our most successful to-date, raising over **\$170,000** to support programs and operations at ABC of NC.

10

Years

We entered our **10th** year of partnership with the state of North Carolina for the delivery of the Autism Early Intervention Model (AEIM) program, a state-funded early intervention program for our youngest learners recently diagnosed with or showing early warning signs of autism.

1,000+

Visits

Children, teens, and young adults with autism visited the Joy W. Pope Life Skills Center at ABC of NC **thousands** of times, gaining confidence in challenging social settings, such as the doctor's or dentist's office.

Here are just a few ways our many generous partners supported ABC of NC's mission throughout the last year:

WELLS FARGO sponsored *Autism in the Classroom*, an ABC of NC workshop series offered in Summer and Fall 2019 for public school teachers and administrators from 12 surrounding counties.

CANNON FOUNDATION granted \$80,000 for classroom technology, including interactive whiteboards, tablets, a new server, and tools to support telehealth and distance learning initiatives.

HIGHLAND PRESBYTERIAN CHURCH sponsored free caregiver/professional classes, as in years past, including classes recently offered in webinar format.

ECOLAB provided critical operational support as in the prior year.

NOVANT HEALTH continued to support our Spanish/English bilingual initiative, designed to provide culturally and linguistically competent services to Spanish-speaking clients.

The COVID-19 Impact

People with autism often experience anxiety, relying heavily on routine and struggling with even small changes to daily life. To prepare our clients with autism for major life transitions, ABC of NC teachers, clinicians, and counselors begin working with them months in advance. Unfortunately, the COVID-19 pandemic didn't hit us gradually—it **came from out of the blue**. And while the novel coronavirus disrupted life for most people around the world, it completely upended it for people with autism and their families, and for us as an organization.

Revenue
↓ 600K
Expense
↑ 100K

During just the last three months of the 2019–2020 fiscal year, ABC of NC experienced over **\$600,000** in lost revenue and over **\$100,000** in unexpected expenses related to COVID-19.

% 50

Pre-COVID-19, ABC of NC provided on average 1,070 hours per week of Applied Behavior Analysis (ABA) therapy to children with autism. The move to in-home services cut that number by more than **50%**, averaging just **517** hours per week.

% 85

What about the weeks when we could only provide telehealth services? We saw an **85%** reduction in service hours, averaging just **170** hours per week; and our families experienced a drastic drop in service provision.

% 19

During the fourth quarter of 2018–19, ABC of NC raised over \$195,000 in unrestricted support. In the fourth quarter of 2019–2020, we saw those same unrestricted dollars drop by **19%** with the cancellation of our spring mail appeal and our annual golf tournament, the Modern Toyota Golf Classic.

While much was on hold, generosity certainly wasn't. We're grateful to these partners who supported us during the pandemic.

APSEED EARLY CHILDHOOD EDUCATION donated 33 specially engineered tablets, called "seedlings," to make distance learning more accessible for early learners.

COVID-19 RESPONSE FUND FOR FORSYTH COUNTY provided \$40,000 in tuition assistance for ABC of NC school and preschool clients who experienced financial hardships due to COVID-19.

SECU FOUNDATION committed \$100,000 to support urgent COVID-19-related operational needs.

THE WINSTON-SALEM FOUNDATION gave \$5,000 to provide training for front-line and supervisory staff tasked with transitioning service delivery to in-home and telehealth models.

PROJECT MASK WINSTON-SALEM AND HANESBRANDS, INC. generously supplied 600 reusable child and adult-size masks for clients and staff.



905 Friedberg Church Road
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www.abcofnc.org
(336) 251-1180

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M.Ed., BCBA

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Special thanks to all of our wonderfully dedicated volunteers and staff in 2019–2020

abc

Outside The Lines

ABC of NC

2019-20 Annual Report