



This Month

Employers! Nominate your favorite employee from The Arc to be recognized at the **2012 WorkLife Awards**.

[EMPLOYERS VOTE HERE!](#)

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CALENDAR

The Arc San Francisco presents "The Outlook for People with Developmental Disabilities" Mayor's Disability Council Meeting
 Fri, Jan 20, 2012 1pm
 SF City Hall, Room 400
 Info: Alan Fox
afox@thearcssf.org

We Gotta Dance!
 Fri, Jan 20 7-9pm
 Admission: \$1 All ages.
 The Arc San Francisco
 1500 Howard St., SF
 Info: Heather Haberlin
hhaberlin@thearcssf.org

The Arc Family Coalition Meeting
 7:45-9pm
 The Arc San Francisco
 Info: Jackie Kenley
jksfo@pacbell.net

The Arc San Francisco Board Meeting
 Tue, Jan 24 5:30pm
 Info: Elisabeth Clobucker
eclobucker@thearcssf.org

Let's Dance into the New Year (presented by The Arc and Improving Transition Outcomes Project (ITOP))
 Fri, Jan 27 6-8pm
 Admission: \$1.00
 Ages: 14-24 (Youth under age 18 must be accompanied by caregiver)

Parents of Transition Age Youth Meeting and Presentation:
 "Housing for Persons with Disabilities"
 6:15-8:00pm
 Info: Hannah Yanow at
hyanow@thearcssf.org

SAVE THE DATE
 The Arc Business Advisory Council presents
 The 2012 WorkLife Awards
 March 29, 2012

www.thearcssf.org

Dear Meredith,

Success takes a team, and our clients' recent accomplishments speak volumes about the power of partnership with our friends in the business sector and the larger community. Read how working together we are all making a real difference in the lives of people with developmental disabilities. Thank you for your ongoing interest and support.

Sincerely,

Meredith

Meredith Manning
 Marketing and Community Relations Manager

[SUPPORT OUR MISSION AND DONATE TODAY!](#)

From Clerk to Cashier: Marcus Makes His Move at Trader Joe's



Marcus passed his test to become a cashier at Trader Joe's.

Marcus is a client of The Arc who has worked at the Westlake [Trader Joe's](#) for many years stocking shelves, bagging groceries and helping customers in any way he can.

But Marcus has always had his mind set on becoming a cashier. Only one thing stood in his way: passing the Trader Joe's qualifying test.

"I had trouble counting change, but I knew I could learn if someone took time to teach me," says Marcus.

And so began Marcus' weekly meetings with Arc staff to improve his money skills, practicing transactions over and over again until he became more proficient.

Months later, Marcus passed the test, and today he spends 2-3 hours of each workday at the checkout register--just like he planned.

His manager, Robert Mananquil, says even though the Westlake store is high-volume, Marcus stays accurate and on task. "We are so impressed by him--he hasn't had one bad register audit and no complaints--what an accomplishment."

Trader Joe's currently employs 13 clients of The Arc, many of whom may be thinking about moving up the ladder like Marcus. He has words of support for those individuals willing to take a chance: "Be positive, believe in yourself and ask for help. That's what I did, and it turned out pretty good."

Help us land more jobs! If you have a tip on part- or full-time work for a job-ready Arc client, email Terry Goodwin at tgoodwin@thearcssf.org. To learn more about our [Employment Services](#), [click here](#).

Clients Award Peter Magowan for Advocacy

Members of the Client Advisory Committee (CAC) honored [Mr. Peter Magowan](#) as their "Person of the Month" in a recent meeting at The Arc.

The CAC is a group of self-advocates who meet weekly to improve leadership skills while advocating for clients of The Arc and all adults with developmental disabilities.

"We chose Mr. Magowan because he believes in us," said Bonita, a CAC member. "He tells people it's a good idea to hire employees with disabilities, and people listen to him," she added.

For more information about the CAC, visit the [Self-Advocates](#) link on our website.



After tallying the votes, Bonita presents Mr. Peter Magowan (former President and Managing General Partner, San Francisco Giants and Safeway CEO) with the CAC's "Person of the Month" Award.

Angel Investor Gives Clients' Cafe a Boost



John and Briana offer customers more choices thanks to their angel investor.

Briana and John opened their Friendly Cafe at our [Howard Street location](#) three years ago based on a business plan they developed in The Arc's Microenterprise Workshop. Business was good, but they knew it could be better if they offered more than bagels, tea and coffee.

Enter an anonymous angel investor who believed in the cafe's expansion dreams. Says the secret financier, "John and Briana are both hard-working owners and I wanted to help their business grow."

The new capital injection helped the team expand their inventory to include a much broader range of snacks and beverages. And now the Friendly Cafe is busier than ever. Says John, "Our rush period starts before we're even open!"

The team still faces challenges. Planning inventory is difficult and managing the cash flow is daunting. But Briana and John agree their skills are much improved since their early days. "Now it's fun," says Briana, "and we're making more money. I tell everyone, 'Thank you for your business!'"

Learn how you can help our clients become successful in a small business. Contact Meredith Manning at mmanning@thearcssf.org.

Our mission is to serve people with intellectual and developmental disabilities by promoting self-determination, dignity and quality of life.
Our vision is a community where disability is a distinction without a difference.