

Our Honorary Chairman,  
Paul "Doc" Daugherty shares,



*The "Incredible"*

*of Tillian*

The  
Point  
Arc

Since 1972



Every **GIFT** Counts

**2017-2020 CAPITAL CAMPAIGN**





## Raising Jillian was a gift.

Jillian was born Oct. 17, 1989. She arrived in the world, a week early, while Paul was on an overnight flight back to Cincinnati from the World Series in San Francisco. He walked into Room 507 of Good Samaritan and found a dream. His happy wife holding a cute and healthy baby girl.

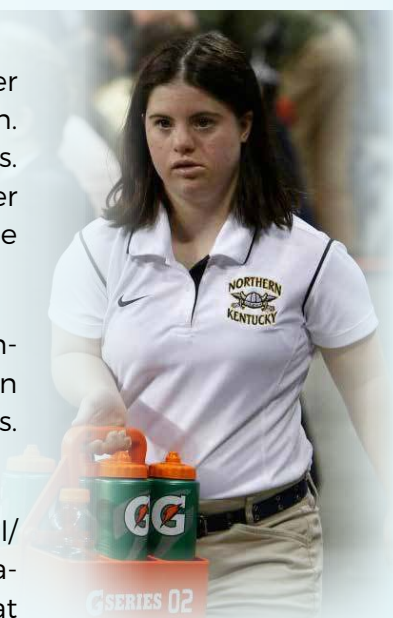
Paul went home to pick up Jillian's older brother Kelly, then 3. When he walked in the door, the phone was ringing. Kerry told him to get back to the hospital.

The hard part was never Jillian. She was, and is, as charming and relentless as a parent could hope their child to be. The thing that was hard was only the rest of the world.

Jillian has Down Syndrome. That's a fact. The only thing her parents ever wanted was for that fact to be a feature of their daughter, not her definition. Their goal, distilled to its essence, was simple: let Jillian set her own limits. Paul and Kerry Daugherty would set her up to succeed and then let her go as far as she could. "All we've done," Paul said, "is fight for her right to be Jillian."

Down syndrome is a condition, not a disease. Most people with Down Syndrome have cognitive delays that are mild to moderate. Children with Down Syndrome can fully participate in public and private educational programs. They can and should be encouraged to lead full lives.

The Point's mission is to provide opportunities to people with intellectual/developmental disabilities or ID/DD, to reach their highest potential educationally, residentially, socially, and vocationally. There are no limitations at The Point for those individuals and/or their family members who need help. From birth to elder years, The Point will answer the call.



## When the Gifted Give everyone succeeds.

When I was asked to chair The Point's "Every GIFT Counts!" campaign, Judi Gerding, President of The Point knew exactly where we would stand. Behind, in front, along-side, where we are needed. Because, you see, as a Dad, I was chosen to be a part of this cause from the very beginning.

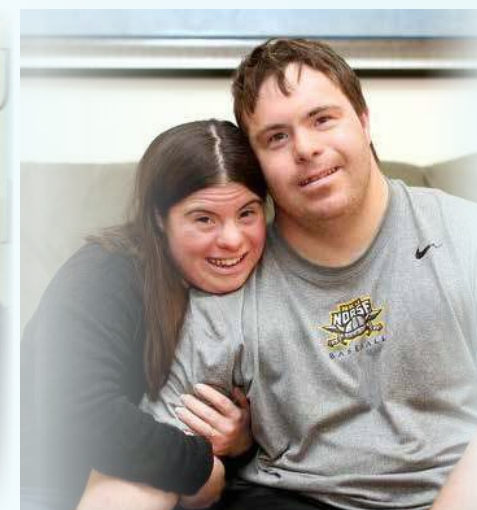


For Judi, founding member of The Point since 1972 and her family, it has been a personal journey to foster a better life for their son, Steve, and other individuals with intellectual and developmental disabilities. The Point began as a parent group with a zero budget and no programs to a holistic agency with a kaleidoscope of around the clock programs.

The Point has programs for 4 year olds to 80 year olds with a variety of disabilities across the spectrum of Autism, Down Syndrome, rare syndromes, Asperger's and many one of-a-kind diagnosis. As a full-service agency, The Point offers advocacy, case management, day care, educational, residential, vocational, and social opportunities.

The Point is the epitome of what donors seek —excellence in what they do and they continually strive to average less than 20% of their operating budget to come from the government; driven to be self-sustaining.

The Point has created four social enterprises to generate operating cash back to the programs and to train and employ individuals with I/DD preparing all to be contributing members of our community. With guidance and support, these boys & girls and men & women's talents are re-enforced while shaping their future and preparing them for a life filled with independence, pride and confidence as they live their life and explore their dreams. As you think about all your blessings, count them every day because "Every GIFT Counts!"







*Gift of Steve*  
March 15, 1965

## *Straight To The Point*

For every gift of Jillian and Steve there are thousands more when national statistics share that 3% of our population has an intellectual/developmental disability (I/DD). You currently may not know someone, but chances are in your lifetime you'll become acquainted with families who will need our Point services.

The past forty-five years I have not only witnessed philanthropy at its best, but gained a respect for unbelievable ways gifts are given, received and turned into joy. When seeking to name our capital campaign, "Every GIFT Counts" kept resonating and no better three words describe the reason for The Point's incredible journey than "Every GIFT Counts".

The gift of Steve to our family in 1965 was definitely a wake-up call and The Lord whispering, "I have exciting but challenging plans for you".

Fifty-two years later, in an effort to not reinvent the wheel and to remain at the top of the leader board, because of a continuum of dedicated, skilled, and caring staff, I have the opportunity too few agency execs have and that is to position a thriving non-profit to reach our ultimate goal of never having to turn anyone away who calls The Point.

Eliminating the exorbitant expense of hiring a consultant, together with our honorary chair, Paul Daugherty, co-chairs, Ken Harper and Dan Groneck, an enthusiastic board and a host of energetic volunteer committee members, I invite you to participate in an aggressive five year plan as my "last hurrah".

### **AGGRESSIVE FIVE YEAR PLAN:**

2017, only eight months from now, we hope to have 95% of "Every Gift Counts" pledges identified; and final 5% to follow early 2018 and campaign announced as an "incredible" success.

2018 our new Social Communication and Educational Center at 625 Washington Avenue, adjacent to our main office, will officially open and the number of students in each of our five (5) educational programs will have doubled.

2019, our first of its kind Exceptional Care Group Home, for our most physically and intellectually challenging individuals, will have eight residents, whose prior choice typically would be two to four hours away. All staff will be certified nurses.

2020, all three year pledges will be completed and both endowments will have \$5,000,000 respectively with a maximum of 5% or \$250,000 in interest to our operating budget and a maximum of 5% or \$250,000 to our residential budget to cover any unbudgeted shortfalls, supplemental support for consumers who funds don't cover their expenses, scholarships, and more importantly, growth in all programs.

## *Rounding Third and Heading Home*

Some may ask, "Why does The Point need \$10,000,000? After reading our insert, "Why \$10,000,000?" many will probably respond, "I think they may need more than that!"

By 2021 we will be financially strong, solid leadership in every program and my succession plan will be in full operation.

EVERYTHING will be in tiptop shape and positioned to turn no one away for lack of any reason; especially "I don't qualify for service because my IQ is two points higher", or "Both of my parents are still alive so I'm not considered in a crisis per federal or state requirements". Our people need help NOW; not two years later when government dictates. Unfortunately because of their dependence on government funding, some agencies have no other alternative than to rely on "Money first; mission second".

*Steve, now 52 and totally blind, continues to share his gifts.*

Thanks to our philosophy that "Every GIFT Counts", even though the "well was dry"; more often than not, we always knew somehow, somewhere assistance would providentially appear and another life was immediately changed forever as The Point continues to put, "Mission first; money second".

Gifts come in all shapes and sizes. Each of you are a gift to each other, to your faith, your family, your friends, your community and to The Point. You wouldn't be in the position of being asked to support one of the youngest, yet most progressive charitable organization on either side of the Ohio River if we hadn't crossed paths at an event, a presentation, a vender we utilize or a customer of one of our four social enterprises, volunteered, donated skills or financial support to help us fill in the service gaps for individuals who seek so little, yet need more than most, from those of us who have been blessed to be able to give.

We all remember Joe Nuxhall's signing off, "This is the old lefthander, roundin' third and headin' for home". How about one last "hurrah" for this righthander as I round third and head for home; to ensure that *The Incredible Journey of The Point will continue.*

My forever appreciation, on behalf of those we serve, for your past, present and hopefully your continuing or new support.

*Judi Gerding*

PRESIDENT & FOUNDING MEMBER  
The Point Arc, *Since 1972*



*It's amazing what happens* when we don't define people  
and instead, *let them define themselves.*



**Every GIFT Counts**

**2017-2020 CAPITAL CAMPAIGN**

**SOLIDIFYING THE POINT'S PAST, PRESENT, AND FUTURE.**

To donate online go to: [www.thepointarc.org/gifts](http://www.thepointarc.org/gifts)

**859.491.9191**