



**A PROMISE OF WE
TOGETHER WE ARE BETTER**

2018 Report to the Community

Opportunity
Partners 

A PROMISE OF WE TOGETHER WE ARE BETTER

Dear Friends of Opportunity Partners,

"We" is a powerful word. Every day at Opportunity Partners, we see how we all gain when we work together to help people achieve. With your support in 2018, nearly 1,500 people with disabilities gained new skills, tried new jobs, lived more independently, and experienced everyday activities – like spending time with friends, taking part in sports or leisure activities, and truly being a part of this diverse, amazing world we all live in.

You are an important part of our "we." Our 2018 Report to the Community highlights success stories and milestones achieved in part because of you. With your help, Opportunity Partners can continue to advance the quality of life for people with disabilities as we have for more than 65 years.

Your support is needed, valued and appreciated.

Together, we are better!

With Gratitude,



Armando Camacho
President and CEO



Greg Keane
2019 Board of Directors Chairman



In 2018, we served
1,467 people in the
7-county Minneapolis/
St. Paul area.

541 staff members
helped people live,
learn and work more
successfully.

DAY/EMPLOYMENT

Anoka Day Services, Coon Rapids: 126
Asplin Center, Plymouth: 150
Brain Injury Services: 161
Golden Opportunity, Eden Prairie: 67
Karlins Center, Plymouth: 56
Koch Campus, Minnetonka: 469
Spectrum, Mendota Heights: 54
Vocational Rehabilitation Services: 191

RESIDENTIAL

People supported in own homes and
apartments: 329

People supported in our 21
residences: 86

Mission

Together we advance the
quality of life for people
with disabilities.

Vision

People of all abilities
thrive in the world.

Values

Impact Generate solutions
that make a difference.

Choice Create opportunities
for people to lead self-
directed lives.

Heart Promote the dignity
and worth of each other.

Partnership Facilitate
change through relationships,
collaboration and advocacy.

You help us make an **impact**



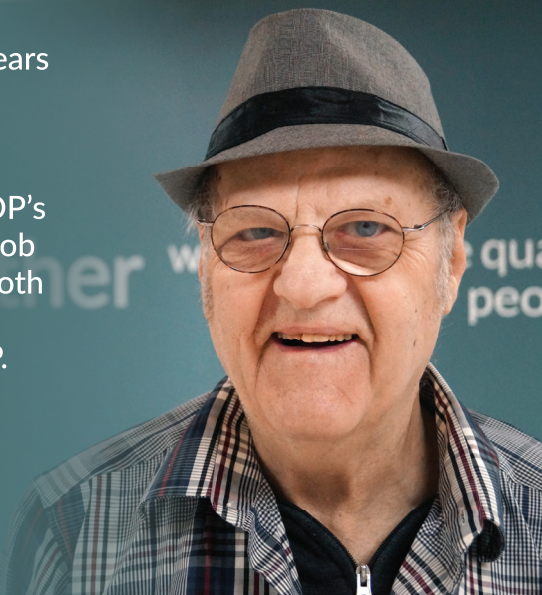
The Minnesota Organization for Habilitation & Rehabilitation (MOHR) named OP Employment Specialist Kara Kowski as a Metro Area Job Coach of the year for helping people succeed in competitive, integrated jobs. MOHR also presented OP's Committee of Advocacy and Leadership (COAL) with a Community Enrichment Award for participant-led efforts to change public policy.



Frank Murillo, who works at General Mills and is supported by OP, was chosen as a Minnesota Job Honor Award recipient and recognized at a Minnesota Chamber of Commerce event in May 2018.

You help us provide **choice**

OP celebrated 65 years of success including recognition of Bob Garoutte, who has been served since OP's founding in 1953. Bob currently receives both day and residential support through OP.



More than **1,000 people** in day services participated in weekly "OK for Work" lessons on work skills and safety, corresponding with monthly required trainings for staff.

In all, **931 persons** served participated in our **2018 satisfaction survey**:

90% of persons served agree that OP and other important people in their lives work together as a team.

88% of persons served reported that OP improves their quality of life.

We put **670,172 miles** on our fleet of 87 vans in 2018 traveling to community activities, appointments and job sites.



YOU HELP PEOPLE SUCCEED AT WORK

We all want an opportunity to learn and grow, and Calli Franta is no different.

Hired by Arby's one year ago, Calli's job included basic tasks like clearing tables and stocking supplies. Calli was trained by a peer, Michelle Alvord, who has worked at a different Arby's store for seven years. The peer mentoring program is part of Opportunity Partners' Together Works Better employment initiative ([see sidebar](#)).

"I learned customer service like to say, 'Have a good day, thank you for coming, and are you done with your tray?' " Calli said.

Her enthusiasm and excellent customer service impressed her manager, and she continued to gain new responsibilities and improve in all areas of her work. Eventually, Calli advanced to take food orders and operate the point of sale system. She now serves as the primary cashier over the busy weekday lunch rush.

"It's a good experience," Calli says. "I like working with people and getting to know the customers."

Arby's manager Charles Rowe said Calli was shy at first but very coachable, impressing him with her customer service skills and willingness to learn. "Next thing I know she's working the front," he said. "She's just doing a fantastic job."

In fact, Charles said most of the customer satisfaction surveys he receives are in praise of Calli. "She's definitely an integral part of our team."

Arby's throughout the Twin Cities has been a strong supporter of hiring individuals with disabilities, and Charles said it just makes sense. "Try it. Be patient," he said, adding that each individual can contribute something toward the overall goal. "There's something that someone can do that I don't have to."

Independence at work has carried over to Calli's home life as well. She has lived in her own apartment for 15 years, with varying levels of support over the years. "It's nice to be able to be independent and do what I want to do."

"I LIKE WORKING WITH PEOPLE AND GETTING TO KNOW THE CUSTOMERS."

You are an amazing
partner

Partnerships with more than **200 companies** resulted in work for **962 individuals** at community businesses, Supported Employment Team (SET) sites and center-based settings. Workers earned **\$2,078,821** at their jobs on SETs and in our centers, where they packaged more than **six million parts**.



On cover: Calli with her co-worker Kris.

Calli's mom Jeane said although Calli exhibited developmental delays as a child, she has always progressed at a steady pace. Her social and technology skills are very strong. "If we need help with our phones, Calli can do it," Jeane said, adding that Calli has many friends and has volunteered and worked a variety of jobs over the years.

"I'm just delighted with where she is at now," Jeane said, adding that when she heard Calli would be trained as a cashier she was pleasantly surprised. "We're just so happy for her. It's great that she is so independent."

What's next for Calli? She loves children and says someday she hopes to work at a child care center.

With support from our caring community and people like you, we know Calli's future is very bright.

Together, we are better!

NEW INDEPENDENCE

In 2018, we supported individuals in landing 68 competitive, integrated jobs and supported more than 100 other people at independent jobs through coaching and evaluation. The average wage for competitive jobs was \$11.80/hour.

YOU HELP US INNOVATE

To boost competitive employment rates for people with disabilities, Opportunity Partners launched an initiative called Together Works Better to pair interns with mentors and natural supports at jobs throughout Twin Cities businesses. At the end of the internship, companies have the option to hire the person.

Recognizing that transportation can be a primary barrier for individuals with disabilities in getting to work, Together Works Better includes supplemental transportation opportunities with Blue & White Taxi.

In 2018, we supported 10 individuals in 11 internships through Together Works Better. Of that number, seven interns continued their employment at the business at the conclusion of their internship. Eight of the interns took advantage of Blue & White taxi rides to get to and from work. Together Works Better continues to expand in 2019.

A two-year \$293,035 contract with the Minnesota Department of Human Services Disability Services Division is helping support this project, along with generous support from Ed and Val Spencer, The Saint Paul Foundation, F.R. Bigelow Foundation and Opus Foundation.

YOU HELP PEOPLE LIVE MORE INDEPENDENTLY

OP's Residential Services help people help themselves. Barry, 57, receives about 10 hours of support each week so he can live on his own. When Barry needed to make dietary changes due to a medical condition, staff supported him through the transition. "He watches what he eats, he's on the right track," said his staff Patrick Gambill-Read. "He's also getting a good bit of walking in," including walking three blocks from his apartment to his job at Driskill's Downtown Market in Hopkins.

Barry said he enjoys living on his own, with the company of his cat Missy and many friends nearby. He cooks healthy meals for himself and takes part in social activities, recently attending a prom, talent show and horse expo. "I don't like to sit home," he said. "I'm happy. Everything is really good with people helping me a lot. I feel good."

FINANCIALS *(in thousands)*

Revenue by Source

Minnesota Dept. of Human Services	\$ 24,290	71%
Contract Work	\$ 7,234	21%
Private Sector Support and Other	\$ 1,629	5%
Minnesota Rehabilitation Services	\$ 1,114	3%
Total	\$ 34,267	

Expenses by Program

Day Training & Habilitation	\$ 23,050	66%
Residences	\$ 5,977	17%
Vocational Services	\$ 614	2%
Semi-Independent Living Services	\$ 1,912	5%
Brain Injury	\$ 2,050	6%
Independent Living Services	\$ 1,126	3%
All Other	\$ 315	1%
Total	\$ 35,044	

Revenue

	2018	2017
Residential Services	\$ 9,810	\$ 9,302
Vocational Programs	15,594	15,936
Contract Work	7,234	6,661
Contributions & Grants	1,110	925
Other	519	315
Total Revenue	\$ 34,267	\$ 33,139

Expenses

Residential	\$ 9,058	\$ 8,582
Vocational & Contract Work	22,362	21,151
Administrative	3,309	2,974
Fundraising	315	400
Total Expenses	\$ 35,044	\$ 33,107

Non-Operating Net Revenue	\$ (593)	\$ 274
Total Change in Net Assets	\$ (1,370)	\$ 306

Balance Sheet

Current Assets	\$ 5,949	\$ 4,301
Property	13,161	9,808
Long Term Assets	--	34
Endowment	3,957	4,297
Restricted Savings	345	1,444
Total Assets	\$ 23,412	\$ 19,884

Current Liabilities	\$ 2,917	\$ 2,887
Long Term Debt	5,949	1,081
Net Assets	\$ 14,546	\$ 15,916

Total Liabilities and Net Assets	\$ 23,412	\$ 19,884
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See detailed financial statements at opportunities.org/financials



Barry, at left, and his staff Patrick wash dishes at Barry's home.

Your **heart-felt** support means we can support each other

We have found strong correlations between a person's social, physical and emotional well-being. Of 180 people evaluated:

- 96% individuals maintained living in their community-based setting.
- 83% of individuals experienced improvement or stability in mental, physical or social well-being by improving daily living skills and participating in social outings.
- 100% of people received supports relating to self-identified goals, barriers or challenges.

Major support for OP's Community Living program came from the Richard M. Schulze Family Foundation and Greater Twin Cities United Way.

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Report to the Community

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