

*In the past year, 138 people
at OP worked in competitive
jobs, like Natalie. Read more
of her story on page 4.* ↗

A photograph of a woman with dark hair tied back, smiling broadly. She is wearing a light-colored t-shirt. In the background, there is a sign with several colorful icons (a yellow figure, a red figure, a green figure) and the text "ive Early". The entire image has a light blue overlay.

2019 Opportunity Partners REPORT TO THE COMMUNITY

Dear Friends of Opportunity Partners,

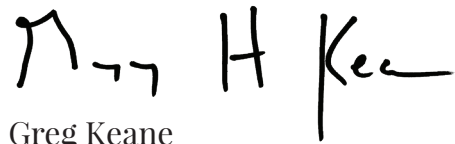
The first half of 2020 has been incredibly challenging for us all as we've navigated the unknowns of a pandemic, as well as economic and emotional unrest throughout our communities. Through this time, all of us at Opportunity Partners have been encouraged by **your ongoing support** as we meet our mission of advancing the quality of life for people with disabilities.

Thanks to our hard working staff, dedicated families and our caring community, OP experienced a strong and successful year in 2019, which positioned us well to meet the new challenges of 2020. Our 2019 Report to the Community highlights that year's successes and milestones made possible because of you.

With your help, we know we will continue to be here for you and our community now and in the future.

We are stronger together!

With gratitude,



Greg Keane
Board of Directors Chair



By the numbers

1,307 total persons served in the 7-county Minneapolis/St. Paul metro area.

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

47 years old is the average age of people served.

96.9% of persons served reported that Opportunity Partners staff treat them with respect.*

94.3% of persons served reported that Opportunity Partners improves their quality of life.*

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.

Day/Employment Numbers

People working on Supported Employment Teams: 273

People working at our production centers: 560

People taking part in community enrichment classes: 554

People supported in Vocational Rehabilitation Services: 210

Day Services Locations (number served)

Anoka Day Services, Coon Rapids: 129

Asplin Center, Plymouth: 150

Bren Road Services, Minnetonka: 157

Karlins Center, Plymouth: 56

Koch Campus, Minnetonka: 434

Residential Numbers

Total people supported in Residential: 271

People supported through Community Living: 169

People supported at hoMEbase: 19

People supported in our residences: 83

*Data from 2019 satisfaction survey. In all, 779 persons served participated in the survey across various programs.

2019 Financials (in thousands)

	2019	2018
Revenue		
Residential Services	\$ 9,680	\$ 9,810
Vocational Programs	14,545	15,594
Contract Work	7,696	7,234
Contributions & Grants	2,057	1,110
Other	--	519
Total Revenue	\$ 33,978	34,267

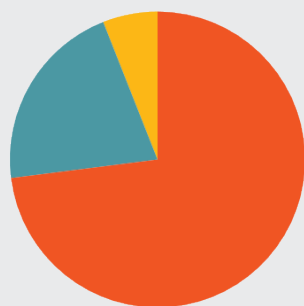
Expenses		
Residential	\$ 8,872	\$ 9,058
Vocational	20,266	22,362
Administrative	3,260	3,309
Fundraising	299	315
Total Expenses	\$ 32,697	\$ 35,044

Non-Operating Net Revenue	\$ 380	\$ (593)
Total Change in Net Assets	\$ 1,661	\$ (1,370)

Balance Sheet		
Current Assets	\$ 7,397	\$ 5,949
Property	12,773	13,161
Long Term Assets	--	--
Endowment	4,405	3,957
Restricted Savings	686	345
Total Assets	\$ 25,261	\$ 23,412

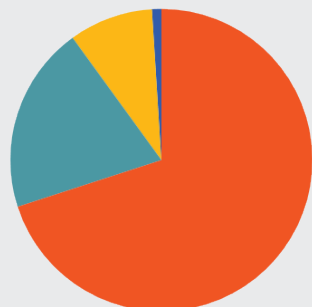
Current Liabilities	\$ 3,284	\$ 2,917
Long Term Debt	5,771	5,949
Net Assets	\$ 16,206	\$ 14,546

Total Liabilities and Net Assets	\$ 25,261	\$ 23,412
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Revenue by Source

Programs & Services	\$ 24,225	71%
Contract Work	\$ 7,696	23%
Contributions & Grants	\$ 2,057	6%
Total	\$ 33,978	



Expenses by Program

Day & Vocational Services	\$ 23,028	70%
Residences	\$ 6,493	20%
Community Living	\$ 2,877	9%
All Other	\$ 299	1%
Total	\$ 32,697	

Executive Team 2019

Armando Camacho, President and CEO

Doug Annett, Vice President,
Residential and Community Living ¹

Brie Geurink, CFRE, Vice President, Advancement ²

Paul Hanson, Vice President,
Information Technology

Nelson Neubrech, Vice President, Finance

Lori Schluttenhofer, Vice President,
Vocational and Habilitation Services

Todd Schoolman, Vice President, Human Resources*

Bill Schultz, Executive Vice President,
Business Development and Operations

Kate Wilinski, Vice President, Advancement ³

¹Through December 2019

²Through August 2019

³Started in November 2019

Board of Directors 2019

Greg Keane, Chair
Bush Foundation

Ben Knoll, Vice Chair
Partners in Food Solutions

John Kelly, Treasurer*
UnitedHealth Group

Saanii Hernandez,
Secretary
Women's Foundation of
Minnesota

Armando Camacho,
Ex-officio
Opportunity Partners

Bryan Chambers
Lendavor

Steve Cramer
Minneapolis Downtown
Council

Mary Fenske
Community Volunteer

Kate Harahan
American Red Cross

Jamie Jackson
Stairway Partners

Joe Kukla*
Thiel, Anderson & Kukla,
PLLP

Cynthia Leshner
Retired CEO NSP, an
Xcel Energy Co.

Mike McElroy
Ryan Companies US,
Inc.

Al Mize
YourEncore, Inc.

Leslie Neugent
Wayzata Community
Church

Julia Sorenson*
Vertical Systems, Inc.

Ed Spencer, Jr.*
Affinity Capital
Management

Diane Toll
Kraus-Anderson

Nancy Wagner*
Minnesota Families and
Advocates Coalition
(MNFAC)

Ann Yekaldo
U.S. Bank

*Opportunity Partners family member

See detailed financial statements at opportunities.org/financials

See the 2020 Board of Directors at
opportunities.org/leadership

Meet Natalie

With behind-the-scenes job coaching from Opportunity Partners, Natalie Nauman is thriving at her job at a Twin Cities childcare center. When the pandemic hit, OP stayed by her side, helping Natalie navigate the unemployment process until she was called back to the job she loves.



How has OP helped you?

I have kept my job at Creative Early Learning Center of Richfield Lutheran Church for five years, and for the past two years I have worked with my Opportunity Partners job coach Tim Evenson. If I need suggestions with my job setting and what is happening, Tim is there for me with the support that I need and want from OP.

What do you like about your job?

I love my job and working there is a dream come true. It's a fantastic job and little faces light up when they see me. There are great staff around me that are flexible at the site if I need to change my schedule. I feel like I truly belong at work because my co-workers work with me without making me feel different. This changed my life because I feel included, special, and like I can make a difference.

What do you typically do every day?

Some of my regular duties include reading to the kids, preparing breakfast for them, and helping with art projects.

During COVID, I am at the front doors for morning drop offs and make sure parents come in with a mask. When children come in, I am zapping their foreheads and checking temperatures, and then letting parents know where to sign forms checking in their child.

After COVID, I will be going back to the preschool room as an assistant teacher of 2-3 year olds. They are working on potty training and being more independent. The kids are outgoing and curious and happy to see me.

How did the pandemic impact your job?

With COVID-19, I was out of work for a while and unemployment was a big factor. If Tim had not signed me up for unemployment, I would have not applied. Tim also helps me with the number of hours I can work in a month.

What are some of your greatest accomplishments?

I got my driver's license when I was 19. I wanted to be like my high school classmates who were going to college. So I went to Hennepin Technical College in Eden Prairie and got my Child Care Certificate. All I wanted was to be an assistant teacher in a preschool setting. My plan is to stay a long time at my job.

How would you encourage other individuals to take the leap to an independent job?

It's wonderful when you don't need as much help, but you still have a little bit of support. It's great and I feel more independent, and I know I can ask questions of other staff.

What do you do in your free time?

I like the outdoors, especially paddle boarding and gardening. I live on my own with a roommate and close to my parents. I also love to travel. I have traveled a lot with my family as my mom is a retired flight attendant. My favorite place in the United States is Hollywood, CA. Another place that I like to travel is London. We even took the train to Paris.

What else do you want to share about yourself?

In 2006, my mom and I started a nonprofit organization called Bridging Hearts that connects people with disabilities both online and in person. This changed my life because I can truly belong to a community without being judged, and I am happier with my friends.

In 2019, Opportunity Partners supported individuals in finding **35 competitive, integrated jobs** and supported **138 people at independent jobs** through coaching and evaluation. The **average wage for competitive jobs was \$13.75/hour.**

Above: Natalie and her job coach, Tim, high-five outside of Natalie's workplace.