



Opportunity Partners

2021 REPORT TO THE COMMUNITY

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.



DEAR FRIENDS OF OPPORTUNITY PARTNERS,

With the hard work of our dedicated staff and the ongoing support of our caring community, Opportunity Partners found many ways to thrive in 2021.

Throughout OP, we persevered in spite of the pandemic and severe staffing shortages. And while we still have not been able to bring everyone back into services who is ready, we continue to make progress. For those of you still waiting, thank you for your patience.

Over the past two years, we've certainly learned how much we value being together! We've also discovered that with creativity and flexibility, we can find new ways to serve people from afar – such as through our Virtual Services.

As we look back at 2021, we:

- Opened our new Doug's Place residence in New Hope, welcoming four adults with disabilities into their new home after the previous house was destroyed by fire.
- Relunched a robust Volunteer Services program, helping support persons served and engage the community in our important work.
- Continued to support hundreds of people seeking and succeeding in community employment, both on teams and in independent jobs.
- Purchased a new facility in Plymouth for our OP-Karlins Center, which opened this summer for adults with Autism Spectrum Disorder and other disabilities.
- Started an important Diversity, Equity and Inclusion initiative which will lead to a stronger organization overall.

We're pleased to share more in our 2021 Report to the Community, showcasing successes made possible because of you.

With gratitude,

Bill Schultz
President & CEO

Ben Knoll
2021-2022 Chairman of the Board

SNAPSHOT 2021



1,052 people with disabilities served by OP in the 10-county Minneapolis/St. Paul metropolitan area

100 people took part in Virtual Services



272 people supported in Residential Services



76 people took part in Enrichment classes



415 employees helped people live, learn and work successfully



182 people worked at our Production centers



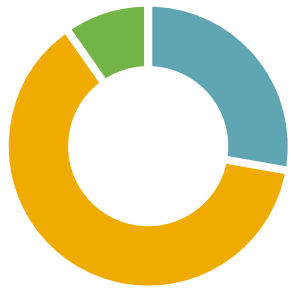
Supported **255 people** working in competitive, integrated jobs and supported another 202 people seeking new independent jobs.

18-94

age range of people served

45

average age of people served



of people served in Residential

OP Group Homes	76
In-Home Services	170
Homebase Apartment Program	26

272 total served



91 people dually
served both in Residential
and Day/Employment



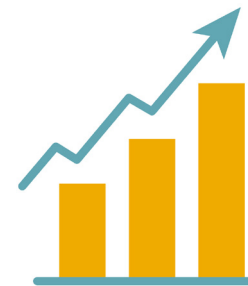
84 persons served working on
SETs (Supported Employment Teams)



80 customers
through OP's
Business Solutions



107
new independent
community jobs



246 new followers
across social media channels

+297k
total impressions across
social media channels

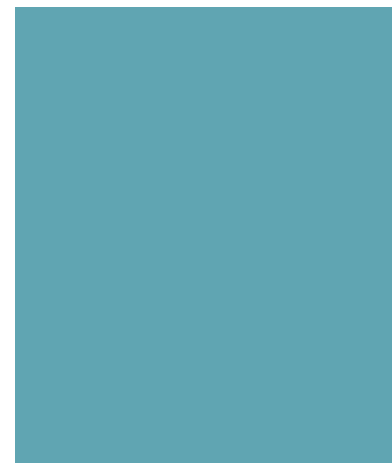
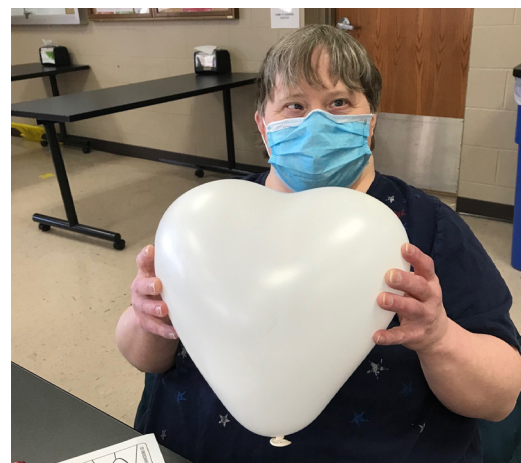
19 persons served participating in Engage with my Community



AWARD-WINNING STAFF & SERVICES

OP-Karlins Center's Shari Mason and Jackie Chouinard earned a Citizens Award from the Plymouth Police Department in 2021 for their life-saving actions after a person served showed signs of choking while eating. Staff quickly recognized the emergency, dialed 911 and successfully performed the Heimlich maneuver. All OP program staff are required to complete First Aid and CPR training on a regular basis as part of OP's comprehensive training curriculum.

OP's Virtual Services earned a 2021 Life Enrichment Award from the Minnesota Organization for Habilitation & Rehabilitation (MOHR) for programs supporting growth and independence. OP launched Virtual Services during the pandemic in 2020 to help people stay engaged with staff and peers while still at home. In 2021, 100 people took part in OP's Virtual Services, with OP eventually adding monthly in-person activities.





OP'S FIRST VIRTUAL GALA

Our first virtual Gala on May 13, 2021 was a huge success, raising \$365,260, well above our \$300,000 goal. The event drew 427 registrants, with people logging in from all over the country. OP pulled off the event with the help of AV for You, broadcasting live from the company's professional studios.

Shown in photo – Stacie Dziedzic, KARE 11's Belinda Jensen and Michelle Alvord, who helped make Gala 2021 amazing. Also in photo, OP staff created the "Gala in a Boxes" that were delivered to people viewing the Gala at home.



2021 GRANT UPDATE

Thank you to the Otto Bremer Trust for awarding OP's In-Home Services program a \$75,000 grant in 2021 to provide essential services to support people with disabilities in their independent living goals.

Thank you to the Richard M. Schulze Family Foundation for awarding OP's In-Home Services program a \$26,500 grant during its Fall 2021 Grant Cycle.

OP's In-Home Services is a crucial program providing four to 12 hours of support each week so people with disabilities can live more independently.

VOLUNTEER PROGRAM KICKS OFF

In September 2021, we welcomed some new faces to our freshly launched volunteer program. Individuals began assisting in our Enrichment classes and several groups have already made a big impact by helping out with fall cleanup. Special thanks to Bell Bank, UnitedHealth Group and U.S. Bank for their help and their heart!

Bell Bank volunteer Joan helped Robin with clay projects at OP-Koch Campus in Minnetonka. The group connected over fun activities and lively conversations. Robin had a great time in her class, and summed it up well, saying, “You’re awesome. I love you!”

Volunteers from U.S. Bank and UnitedHealth Group joined us for service days in October at several OP residences throughout the Twin Cities. The teams raked leaves, cleaned windows, carved pumpkins and put up fall decorations.

We’re excited by the number of people signed up to volunteer with us so far and look forward to growing our volunteer community!

For more information about volunteering, contact volunteers@opportunities.org.

Current volunteer opportunities include:

- *Help with outdoor maintenance and clean-up at our group homes*
- *Assist with in-person or virtual Enrichment classes*
- *Serve on our Gala Committee – silent auction, live auction and planning*
- *Teach a skill or hobby in-person or virtually to a small group*
- *Perform administrative tasks or light maintenance at our facilities*

“

It's all about kindness first and foremost. The people served, the staff, the other volunteers, it's all just about being kind. Every time I walk into OP-Koch Campus to drop something off or pick something up, I am greeted with a kind 'hello' by everyone. It makes me want to come back again and again.

- Wanda Dollahan, OP Volunteer



SUPPORTING INDEPENDENT WORK

Erik has worked independently at Special Olympics Minnesota for the last 10 years, and has been an athlete at the organization since he was in high school. OP is proud to have supported him in his job success over many years.

Way to go, Erik!



“

Life is hard but when you have a support network like OP it makes it easier to smile through the tough times.

- Bea Willert

A STRONG WORKFORCE IS AN INCLUSIVE WORKFORCE

Beatrice (Bea) Willert shines as part of the janitorial maintenance team at Walker Methodist, a 24-hour nursing/assisted living care home in Minneapolis. Opportunity Partners has provided a Supported Employment Team there since 2020, handling janitorial duties Monday through Friday.

In March, Walker Methodist named Bea an Employee of the Month for her strong performance. “She always greets everyone pleasantly,” supervisors said. **“She is positive, patient and helpful.”** She is a joy to have at Walker.”

In June, her OP Job Coach, Cynthia Robinson, continued the accolades and presented Bea with a Certification of Achievement as the Lead Trainer for her role in assisting her peers.

Bea said she sometimes struggles with her disabilities, but she sees the rewards of determination. **“Strive for the best and you’ll get what you deserve,”** she said.

With OP’s assistance, 339 people succeeded in independent and supported community jobs in 2021.



FINDING NEW WAYS TO GET AROUND

OP helps Clint obtain mobility scooter

Clint has been living independently with In-Home Services from Opportunity Partners for many years. He's very social and loves to get out of the house to run errands and see friends. However, in recent years his mobility has declined, making it more difficult for him to get out on his own and do what he loves without the help of OP staff or a friend. When staff suggested he get a motorized scooter to help him move around he said, **"Let's get it done."**

With the support of OP Assistant Program Manager Heather Chenault, Clint was able to pursue the long process of getting the scooter through his medical insurance. Due to supply chain shortages, Clint had to wait several months until he was able to collect it. "These things take time and a lot of patience," his staff Dianna Hamilton-Yess said.

Finally, last May, he was able to pick it up! He expressed his excitement and gratitude on the way to the store and with the support of his staff he was able to test its features and learn how to charge it. The new scooter has headlights, a horn and a basket. Clint said, "I'm tickled pink with it!"

Clint has been enjoying using his scooter for greater access to the community. His staff Dianna said "It's a new responsibility for him and it's helping him be more independent." He was excited to use it for trips to Jimmy John's, IHOP and a nearby gas station – and has already been able to take it church on Sundays in addition to a few trips to Walmart. "I just wanted to get out of the house," he said.

He's also been able to bring it with him to places in the community that don't have scooters, and he can take it for rides on Metro Mobility! He's continued to live on his own and has found a great solution in his new motorized scooter. **Thanks to the support of OP, he's so happy to get around and be able to continue living independently.**



EATING HEALTHIER AT OP HOMES

Participants in several of OP's Residential homes are learning more about healthier eating and exercise by taking part in the My25 Choice program. The program uses a person-centered approach and adherence to individual dietary needs, and **participants are reporting exciting health improvements.**

Allan, who lives at Girard, has lost 10 pounds since January. "I already liked salads, but we get them a lot so I'm happy."

Bill, who also lives at Girard, said the healthier choices are also tasty. And he noticed an added benefit: **"Simpler recipes have made it easier to help in the kitchen."** His favorite? "Anything with chicken and mashed potatoes and veggies," he said.

Managers at participating residences receive healthy recipes and shopping lists via email each week, which makes planning easier for staff. My25 also offers time-saving options like air fryer and slow cooker recipes, and healthy alternatives for proteins and snacks to give folks more variety in their diets.

Sabrina Hiller, Program Manager at Bryant and Girard, said she's seen good progress. "We started following the recipes we were sent and introducing more salads and fruits. **We've made minor changes to our menus and it goes a long way,**" she said, adding that some individuals have lost weight or moved toward a normal body mass index (BMI).

Additionally, she's seeing the residents accepting alternatives like ground turkey instead of beef, and they are getting better about trying new vegetables and other foods. They are also incorporating exercise when possible like walking outside or at the Mall of America.



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¹ Through June 2022

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2021 FINANCIALS

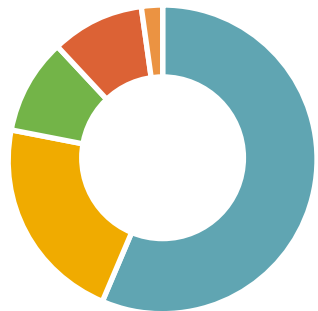
(in thousands)



Revenue by Source

Programs & Services	\$19,947	65%
Contract Work	\$ 7,601	25%
Contributions & Grants	\$ 3,276	10%

\$30,824



Expenses by Program

Day and Vocational Services	\$16,511	57%
Residences	\$ 6,470	22%
Community Living	\$ 2,744	10%
Administrative	\$ 2,780	10%
Fundraising	\$ 328	1%

\$28,833

Revenue

	2021	2020
Residential Services	\$ 10,257	\$ 10,579
Vocational Programs	9,690	6,744
Contract Work	7,601	6,711
Contributions & Grants	3,276	3,153
Total Revenue	\$ 30,824	\$ 27,187

Expenses

Residential	\$ 9,214	\$ 8,741
Vocational	16,511	14,891
Administrative	2,780	2,932
Fundraising	328	237
Total Expenses	\$ 28,833	\$ 26,801

Net from Program Operations	\$ 1,991	\$ 386
Non-operating Net Revenue	\$ 604	\$ 523
Total Change in Net Assets	\$ 2,595	\$ 909

Balance Sheet

Current Assets	\$ 8,123	\$ 8,519
Property	16,947	12,653
Long Term Assets	--	--
Endowment	5,338	4,886
Restricted Savings	265	324
Total Assets	\$ 30,673	\$ 26,382

Current Liabilities	\$ 2,849	\$ 3,690
Long Term Debt	8,113	5,576
Net Assets	19,711	17,116

Total Liabilities and Net Assets	\$ 30,673	\$ 26,382
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Published in the interest of families, friends, and supporters of Opportunity Partners, Inc. This report is available in alternative formats by request.

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