Opportunity Partners

2022 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,

As we reflect on the last year, we’re proud of our many accomplishments made possible with the hard work of our amazing staff and ongoing support from friends like you.

When we see the people we serve thriving in their jobs, their homes and their communities, we know we have made a difference!

Opportunity Partners achieved many milestones in 2022 including:

• Cut the ribbon on our new Karlins Center, a large and vibrant space that we own, replacing a smaller, leased facility
• Remodeled two of our group homes in Bloomington, creating more accessible and comfortable spaces for people who are aging
• Supported hundreds of people in community employment, both working independently and as part of OP teams
• Earned a record-breaking $450,000 at our 2022 Gala, the first one in person in three years
• Embraced new technologies that allow staff to work more efficiently, and launched a new web site to better showcase our missional work
• Focused on Diversity, Equity and Inclusion and engaging people throughout our organization

We continue to embrace the opportunity to create new service options, and we look ahead to a future where people with disabilities have even more choices in how they live, learn and work.

We’re pleased to share more highlights in our 2022 Report to the Community.

With gratitude,

William G. Schultz  
*President & CEO, Operations & Strategy

Lori Schluttenhofer  
*President & CEO, Services

*As of March 2023
1,035 people with disabilities served by OP in the Minneapolis/St. Paul metropolitan area

17-96
age range of people served

46
average age of people served

271 people supported in Residential Services

77 people living in OP Group Homes

27 people living in Homebase Apartments

Supported 167 people to live independently in their own homes

DID YOU KNOW?

205 people are served in more than one OP program!
131 people participated in in-person Enrichment services

114 people took part in virtual Enrichment classes

245 people supported in Enrichment Services

660 people supported in Employment Services

66 people working on Supported Employment Teams

209 people worked at our production centers

Supported 250 people working jobs in community businesses and another 135 people seeking new jobs

DID YOU KNOW?

OP helped 73 people start new community jobs in 2022!
WORKING TOWARD CAREER ADVANCEMENT

With Opportunity Partners supporting her each step of the way, Kayla is thriving in community employment.

Hard working and driven, Kayla works 29 hours per week at three part-time jobs, including one at Gillette Children’s. “It’s my favorite job because it’s in line with my career goals to be a nursing assistant someday.”

As a therapies support staff, she enjoys getting to know the young patients as she escorts them to appointments, organizes their toys and supplies, and performs a list of other tasks. When she’s not at Gillette, she’s busy at her other jobs at Caribou and Old Navy. “I’m happy to be working and earning money.”

OP Lead Employment Specialist Kara Wolters serves as a behind-the-scenes coach, helping Kayla negotiate more hours, manage her busy schedule and stay focused on her goals.

She sees firsthand Kayla’s unwavering determination and strong work ethic. “Kayla is definitely motivated. She’s really good about keeping her schedule and is building many different skills.”

Last year, OP helped 73 people with disabilities to find new community jobs and supported another 300 individuals to help them retain their jobs, assisting with training, job coaching and other needs.

Kayla is definitely motivated. She’s really good about keeping her schedule and is building many different skills.

- Kara Wolters, Lead Employment Specialist

Kayla holds down three different jobs, proving she is hard working and committed to success.
LIVING AND GROWING INDEPENDENTLY

Holly has been a part of Opportunity Partners’ In-Home Services program for 23 years and is thriving in her independent apartment.

“I like spending time with my friends and family, going on vacations, cooking and cleaning my apartment,” she said.

During the pandemic, it became difficult for Holly to maintain a schedule while at home. With the help of her OP staff Lisa Hunt, Holly adjusted to a more manageable schedule that prepared her to return to work. Lisa also has been a support system for Holly through the passing of her father.

In-Home Services staff work with Holly on buying groceries and socializing in the community. Holly has gained skills in managing her budget and not overbuying when shopping each week. “She’s always in a good mood, she’s very open-minded,” said Lisa.

With the support of OP, Holly continues to find success while living on her own. She has returned to working five days a week where she loves meeting new people and earning a paycheck. She’s thankful for her OP staff, “They are kind, patient and help me successfully live in the community,” she said.

2022 GRANTS

We are incredibly grateful for the generosity toward OP from some amazing foundations. In 2022 we received the following grants:

- **Otto Bremer Foundation**
  - $40,000 for In-Home Services

- **Richard M. Schulze Family Foundation**
  - $30,000 for In-Home Services

- **C.H. Robinson Foundation**
  - $12,500 for In-Home Services

- **Old National Bank Foundation**
  - $10,000 for Employment

VOLUNTEER SPOTLIGHT

Marne Jo from U.S. Bank has been volunteering with OP since 2021. She has been involved with group home yard clean-ups and showed her creativity as a member on the Gala Committee.

“With OP, it’s easy to volunteer and the staff are very helpful! It’s a privilege to serve by volunteering, and I encourage others to do the same.” - Marne Jo

Want to volunteer with OP?
Contact us at volunteers@opportunities.org
Creating Spacious and Accessible Group Homes

In 2022, Opportunity Partners renovated two group homes to better accommodate the needs of residents. OP-Gunderson House in Bloomington was refreshed to have an updated kitchen, more accessible bathrooms and a wheelchair ramp.

Its residents were so pleased with their new home, including Rob. He had been living in another OP group home in Minneapolis with two other residents who were older and less active than him before he moved last winter.

The larger house and yard has enabled Rob to live a more active lifestyle, biking around his neighborhood and walking to AnyTime Fitness after work at OP-Bren Road. “I was so excited to see my bigger bedroom,” he said.

Rob has enjoyed living in a house with more residents closer to him in age. “At first it was an adjustment, but it’s nice to live close to your friends,” he said. Program Manager Melanie Dietrich added that he loves drinking coffee in the morning with his roommates and exploring his new neighborhood. “Rob is the most positive person you’ll ever meet,” she said.

Larger and more accessible homes like OP-Gunderson help residents to maintain their independence and age in place more comfortably!
CELEBRATING NEW, IMPROVED SPACES

Ted Petsopoulos loves Opportunity Partners’ new Karlins Center facility in Plymouth. He especially enjoys the ample outdoor areas for walking and large, bright classrooms, where he sings karaoke to Kenny Rogers songs and rides the exercise bike in the gym.

“I like it here,” he said. “The staff take good care of me, and I have a lot of friends here.” He also enjoys outings, like going to volunteer with his class at the City of Plymouth parks during nice weather.

Opportunity Partners held a ribbon-cutting in August 2022 to celebrate the new Karlins location, which offers Day and Enrichment services to adults with autism and other disabilities.

The center had been operating since 1996 in Plymouth in a leased office. The new facility, owned by OP, was renovated with the needs of people served in mind. Currently, 36 people attend, with room for more as additional staff are hired.

Karlins Center was named for Miriam Karlins, a lifelong advocate for people with disabilities whose daughter, Sandra, was served by the organization for many years.
2022 BOARD OF DIRECTORS

Ben Knoll, Chair
*Partners in Food Solutions*

Ann Yekaldo, Vice Chair
*US Bank, Retired*

Jamie Jackson, Treasurer
*Stairway Partners LLC*

John Kelly, Secretary *
*UnitedHealth Group*

Bill Schultz, Ex-officio
*Opportunity Partners*

Bryan Chambers
*nCino, Inc.*

Steve Cramer
*Minneapolis Downtown Council*

Milton Dodd
*Salo*

David Dorn
*Special Olympics Minnesota*

Mary Fenske
*Community Volunteer*

Kate Harahan
*American Red Cross*

Dan Hoke
*US Bank*

Ginny Kremer
*Bremer Bank*

Joe Kukla *
*Thiel, Anderson, Kukla & Gunderson, PLLP*

Katie Mattis Sarver
*Bell Bank*

Mike McElroy
*Ryan Companies US, Inc.*

Patty Sagert
*Federal Reserve Bank of Minneapolis*

Julie Sjordal
*St. David’s Center*

Ed Spencer *
*Affinity Capital Management*

Nancy Wagner *
*A-Team Minnesota*

Brett White
*General Mills*

*Opportunity Partners family member*

See the 2023 Board of Directors at: opportunities.org/about-us/board-of-directors

2022 EXECUTIVE TEAM

Aimee Barbeau, Vice President, Residential and Community Living

Paul Hanson, Vice President, Information Technology

Calli Kadlec, Senior Director
*Day and Employment Services*

Nelson Neubrech, Vice President, Finance

Lori Schluttenhofer, Vice President, Day and Employment Services

Todd Schoolman, Vice President, *Human Resources*

Bill Schultz, President and CEO

Heather Shiell, Vice President, Advancement ¹

Kate Wilinski, Vice President, Advancement ²

¹ From July 2022

² Through June 2022

*Opportunity Partners family member*

See the 2023 Executive Team at: opportunities.org/about-us/leadership
2022 FINANCIALS
(in thousands)

Revenue by Source
- Programs & Services: $20,473 (70%)
- Contract Work: $6,353 (22%)
- Contributions: $886 (3%)
- Other: $1,451 (5%)

Total Revenue: $29,163

Expenses by Program
- Day and Vocational Services: $15,937 (55%)
- Residences: $6,978 (24%)
- Community Living: $2,495 (9%)
- Administrative: $3,271 (11%)
- Fundraising: $377 (1%)

Total Expenses: $29,058

2022 FINANCIALS (in thousands)

Revenue
- Residential Services: $10,132
- Vocational Programs: 10,341
- Contract Work: 6,353
- Contributions: 886
- Other: 1,451

Total Revenue: $29,163

Expenses
- Residential: 9,473
- Vocational: 15,937
- Administrative: 3,271
- Fundraising: 377

Total Expenses: $29,058

Net from Program Operations: $105
Non-operating Net Revenue: $(1,012)
Total Change in Net Assets: $(907)

Balance Sheet
- Current Assets: $7,402
- Property: 17,133
- Long Term Assets: 53
- Endowment: 4,271
- Restricted Savings: --

Total Assets: $28,859

Current Liabilities: $2,159
Long Term Debt: 7,896
Net Assets: 18,804

Total Liabilities and Net Assets: $28,859

2021 Financials (in thousands)

Revenue
- Residential Services: $10,257
- Vocational Programs: 9,690
- Contract Work: 7,601
- Contributions: 884
- Other: 2,392

Total Revenue: $30,824

Expenses
- Residential: 9,214
- Vocational: 16,511
- Administrative: 2,780
- Fundraising: 328

Total Expenses: $28,833

Net from Program Operations: $1,991
Non-operating Net Revenue: $604
Total Change in Net Assets: $2,595

Balance Sheet
- Current Assets: $8,123
- Property: 16,947
- Long Term Assets: --
- Endowment: 5,338
- Restricted Savings: 265

Total Assets: $30,673

Current Liabilities: $2,849
Long Term Debt: 8,113
Net Assets: 19,711

Total Liabilities and Net Assets: $30,673