



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*

SNAPSHOT 2022

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

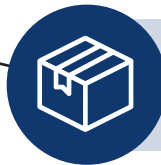


245 people supported in Enrichment Services

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 holds down three different jobs, proving she is hard working and committed to success.



“

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

- Kara Wolters,
Lead Employment Specialist

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

Holly is thriving while living independently!



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



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.



Rob Bergerson has been loving his new home in Bloomington!



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!

“

Rob is the most positive person you’ll ever meet.

- Melanie Dietrich,
Program Manager

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.



Ted Petsopoulos enjoys working out in the gym at the new location for OP-Karlins Center.



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

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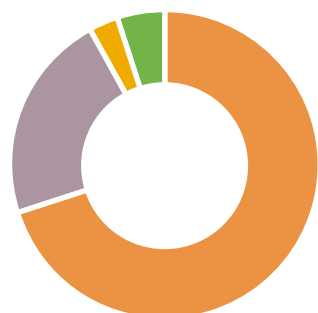
Brett White
General Mills

* Opportunity Partners family member

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

2022 FINANCIALS

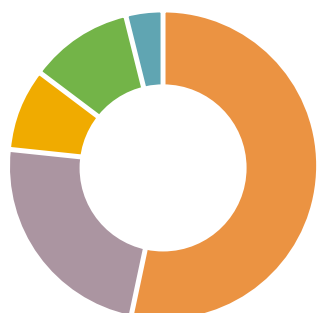
(in thousands)



Revenue by Source

Programs & Services	\$20,473	70%
Contract Work	\$ 6,353	22%
Contributions	\$ 886	3%
Other	\$ 1,451	5%

\$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%

\$29,058

Revenue	2022	2021
Residential Services	\$ 10,132	\$ 10,257
Vocational Programs	10,341	9,690
Contract Work	6,353	7,601
Contributions	886	884
Other	1,451	2,392
Total Revenue	\$ 29,163	\$ 30,824

Expenses

Residential	\$ 9,473	\$ 9,214
Vocational	15,937	16,511
Administrative	3,271	2,780
Fundraising	377	328
Total Expenses	\$ 29,058	\$ 28,833

Net from Program Operations	\$ 105	\$ 1,991
Non-operating Net Revenue	\$ (1,012)	\$ 604
Total Change in Net Assets	\$ (907)	\$ 2,595

Balance Sheet

Current Assets	\$ 7,402	\$ 8,123
Property	17,133	16,947
Long Term Assets	53	--
Endowment	4,271	5,338
Restricted Savings	--	265
Total Assets	\$ 28,859	\$ 30,673

Current Liabilities	\$ 2,159	\$ 2,849
Long Term Debt	7,896	8,113
Net Assets	18,804	19,711

Total Liabilities and Net Assets	\$ 28,859	\$ 30,673
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952-938-5511 | info@opportunities.org | opportunities.org

5500 Opportunity Court. Minnetonka, MN 55343

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