



# Winona ORC

educate • empower • employ

## Winona ORC 2013 Annual Report

*Celebrating 40 Years!*



1053 East Mark Street • Winona, Minnesota  
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## Our Mission

It is our mission to provide community based employment, vocational training and comprehensive job related skills and services to people with special needs. We will design programs to work harmoniously with other community resources to maximize opportunities to our clients and our community.

## Our Vision

We envision a world where all people are uplifted by working. Through pride, dignity, continuous learning and respect for all, we build a healthier community.

## Our Values

- Dignity for all people
- Respect for quality in work and programs
- Learning organization





## Judie Foster-Lupkin, Executive Director

### Our BLESSINGS in the 2012-2013 year!

**B - Board of Directors** who come from diverse backgrounds and volunteer their valuable time. Their wisdom of experience, vision of ideas and commitment to our mission has helped shape the future of ORC. They challenge themselves and the organization to be the best they can be. **We thank you.**

**L - Legislators** Senator Jeremy Miller and Representative Gene Pelowski for their understanding of our industry and the support they show in the legislative sessions. They are true advocates for those with disabilities. **We thank you.**

**E - Events** at ORC are well supported and attended; from the Annual Banquet (to recognize clients and staff for years of service, and our community partners), to our annual golf tournament and in 2013 our first 5k run. **We thank you.**

**S - Support** for our Laundry Capital Campaign has been heartwarming. Thank you, thank you, and thank you, to those who believed enough to support us financially. We look forward to the benefit both to the community and those working at Winona ORC. **We thank you.**

**S - Staff!** I can never say enough about the wonderful, hard working, dedicated and loyal staff at Winona ORC. Each day they exceed expectations and are always willing to take on new challenges. Each person has had a part in our success. I am amazed everyday with the diversity and talent. **We thank you.**

**I - Involvement** of the people we serve. They come to work everyday and give it their all. We have had the privilege of serving 372 adults with disabilities this year. **We thank you.**

**N - Neighbors** and friends of Winona ORC are many. You are welcoming and a bright spot in our day. Kindness goes a long way and seeds of understanding can be planted in places you never expected. Your encouragement is appreciated. **We thank you.**

**G - Giving** Winona ORC the opportunity; to work, bid on jobs, and acceptance and inclusion in the community. This allows for opportunities in training, job development and a richer more fulfilling way of life. **We thank you.**

It is a privilege to be a part of such an essential community organization. We have been blessed with a community that supports our mission, our visions and our values. We have been blessed with people that contribute time, effort and energy to make us successful. We are blessed to be part of a journey that allows people to grow and achieve their dreams.

**We truly are blessed with those we serve.**



## Center Based Employment



Winona ORC provides income producing employment, work experience, work adjustment and support services for adults with disabilities.

The individuals in this program develop and enhance their vocational skills in areas such as attendance, productivity and co-worker relations. They receive job training and learn work related job skills for potential supported employment.

In 2012, our Center Based Customer of the Year was Watkins. Founded in 1868, Watkins is best known for its vanilla extract and spices. Winona ORC packaged and assembled over a dozen different Watkins products which resulted in over 9,000 hours of employment for our employees.

## Career Options

Career Options provides Day Training and Habilitation (DT&H) services for persons with developmental delays or related conditions. The services offered are supported employment, center based employment, work related activities, transportation and community integrated activities. Additional services include the development of communication and cognitive skills, emotional expression skills, self-care skills, adaptive behaviors and social skills.

In 2012, Winona ORC was able to significantly increase the amount of light assembly work on WinCraft clocks for our clients in the DT&H program. This provided more than 5,000 hours of productive work.



## Job Placement Services



Supported employment provides gainful employment, independence and community integration to adults with disabilities.

The services offered are job development, job placement, assistance in developing resumes and written letters, on the job training, follow up services, support on or off the work site and coordination with employers. Winona ORC staff will maintain on-going contact with both the individual and the employer to identify goals, assist in maintaining the position and for problem solving as needed.

Winona ORC's 2012 Supported Employment Employer of the Year was Chartwells. Chartwells fosters an atmosphere that encourages inclusion and collaboration. Our working relationship has developed over 10 years with thirty direct hires both in supportive and competitive employment.

## Community Based Employment

Winona ORC provides community based employment opportunities to adults with disabilities. This program places small teams of workers into community businesses under the guidance of a supervisor.

This program promotes community integration and increases independence and self-esteem through developing relationships. Winona ORC offers supervision assistance, training and quality assurance. Our local businesses gain from a reliable workforce and are rewarded by the motivation Winona ORC workers bring to their jobs.

Winona ORC provides a wide array of business services through this program including: janitorial, housekeeping, food service, light assembly and much more.

Winona ORC's Community Employer of the Year for 2012 was Winona County where we provide janitorial services. This was a milestone for Winona ORC in negotiating a government service contract. The County has stringent guidelines and our workers had to pass certain standards in order to work at this site. Our clients have worked more than 5,500 hours in Winona County facilities.



## Alternative Programming - SET (Skills, Education and Training) Program

The goal of SET is to provide employment, educational and training activities that promote communication, cultural awareness, independent living skills, a healthy lifestyle and social/recreational participation. In 2012, 110 individuals participated in 40 different programs and more than 1,300 hours of participation.

# 2012 Program Statistics



## Clients Served

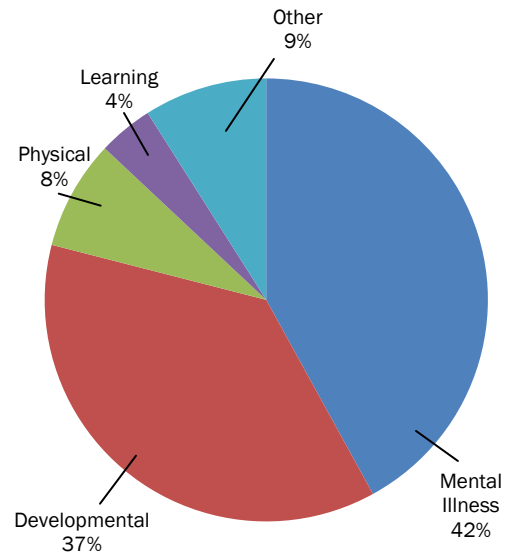
At the end of December 2012, 348 people were enrolled in our programs.

### Demographics

Male	56%	Female	44%
Age 19 - 25	13%	Age 41 +	61%
Age 26 - 40	26%		

### Primary Disability Statistics

Mental Illness	42%	Learning Disabilities	4%
Developmental Disabilities	37%	Other	9%
Physical Disabilities	8%		



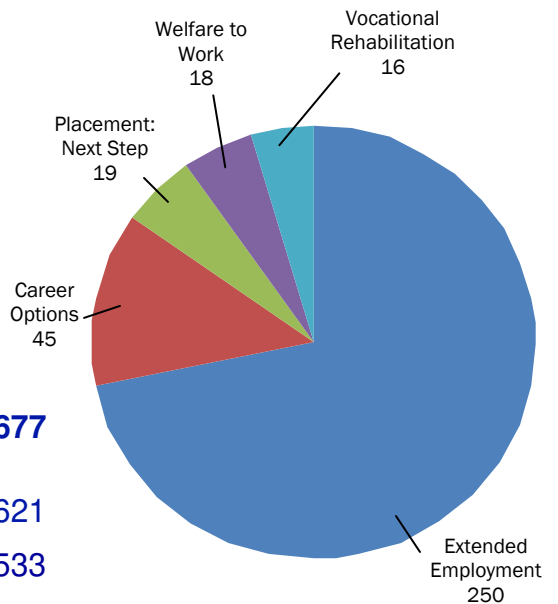
### Program Statistics

In 2012, we served a total of 348 people with disabilities.

Career Options	45	Vocational Rehabilitation	16
Extended Employment	250	Welfare to Work	18
Placement: Next Step	19		

From these programs, clients are employed through our services including: Community Based Employment, Center Based Employment and Supported Employment.

Below is a summary of total hours worked in 2012:



## **Total Work Hours Provided to People with Disabilities in Southeast Minnesota**

**206,677**

Hours Worked in Community Based Employment	76,621
Hours Worked in Center Based Employment	81,533
Hours Worked in Supported Employment	48,523

**In 2012, 57 Direct Hire Placements were made!**

## Spotlight—Jenny Peterson



*“Winona ORC gives people the dignity of independence and offers organizational patience to those learning new skills for the workplace.”*

There are things most young people take for granted as they mature; getting their driver’s license, graduating high school, college, finding a job they enjoy and living independently. For many, this comes easily; for some, it takes a little more work.

For Jenny Peterson, who was diagnosed with developmental delay, the goal of becoming independent is filled with challenges. She and her family have worked hard to make her goals a reality and they aren’t stopping until she is completely independent. Jenny Peterson is a Winona Senior High graduate that came to Winona ORC in 2007. Jenny started working in our center and community based programs where she learned essential basics such as work attendance, getting along with co-workers and producing quality work.

As confidence grew, Jenny participated in “Stack for Success” a program that helps people with disabilities acquire credentials in a variety of employment areas. Jenny completed culinary classes and gain employment at Winona Middle School working in the kitchen preparing meals for students. In addition, through “Stack for Success”, Jenny was able to obtain her drivers license, which furthered her goal of independence.

Working with Mona Young, Winona ORC Job Developer, Jenny received job support and assistance in developing her resume. She was hired at Sugar Loaf Senior Living where she works in housekeeping and the kitchen. Jenny receives follow up services to ensure she continues to grow in her position. Employment that allows for developing skills and confidence, along with support from their family is the key to success for many Winona ORC clients.



**Jenny takes a food order from a resident.**

Jenny’s father, Bob Peterson, is a Winona ORC Board Member. Bob brings not only his business acumen but a parents perspective as well to the diversity of the board. Serving on the board has given Bob a deeper understanding of the challenges that people with disabilities face. “Winona ORC gives people the dignity of independence and offers organizational patience to those learning new skills for the workplace.”

Bob and his wife, Lois, along with Jenny have had the goal of “getting her out of the house by 30.” They are well on their way in helping Jenny be the independent person she is striving to become.

In her quest for independence, Jenny is setting new goals for herself and hopes to be employed in an office setting someday. When she isn’t at work, Jenny likes to crochet and spend time with her menagerie of horses, cats and dog.



**A hug from Dad.  
Bob plays Santa for Winona ORC clients.**

## Winona Laundry

In July of 2011, Winona ORC formally initiated a \$1.2 million capital campaign for building renovations and equipment for Winona Laundry. In November of 2012 the fundraising goal was reached and the board approved construction for the new facility. The laundry has been constructed within the existing 9,200 square foot portion of Winona ORC.



At capacity, Winona Laundry will be able to provide our clients with 60,000 hours of work annually. The laundry will be capable of processing up to three million pounds of laundry to area healthcare facilities each year.

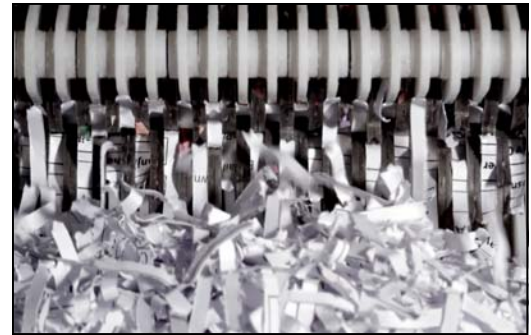
Winona Laundry will also be providing a mat rental service to local area businesses, providing additional employment opportunities.

**Together, we can strengthen our community and help to build opportunity.  
With your commitment and generosity, we have made Winona Laundry a reality!**

## Winona Shredding Service

**Secure and timely destruction of confidential documents is important in today's business world.**

Winona ORC is dedicated to helping you destroy your documents in our safe and secure facility. Our service is a convenient, local and economical solution for your confidential document destruction needs.



Our confidential document shredding operation has been increasing in sales and production each week. In 2012, we processed 36,864 pounds of paper. This service provided approximately 2,500 hours of work for our clients.

## Winona Knits & Mitts

**Warm Your Hands...Warm Your Heart!**

Our mittens made of the finest wool will keep you warm and dry in the cold. Lined with a soft anti-pill fleece which is super soft and cozy and finished with a snug cuff to keep out drafts. Available in a variety of colors and also in an eco-friendly recycled yarn.



**Made in Minnesota . . . we know cold!**

In 2012, Winona Knits & Mitts increased sales 58% over 2011. Mittens are sold through retailers in the Midwest, special events/shows, walk-in sales and through the Winona Knits and Mitts website. We are expanding the cuff colors on our eco-friendly mittens which will debut in Fall 2013.





# 2013 Financial Information

The audited financial statements are available upon request

**Support and Revenue: \$3,085,445**

## Statement of Activities

As of December 31, 2012  
(Audited)

### Support and Revenue

Program Service Fees	\$1,915,902
Service Contracts	\$1,082,845
Grants	\$ 22,950
Fundraising	\$ 63,748

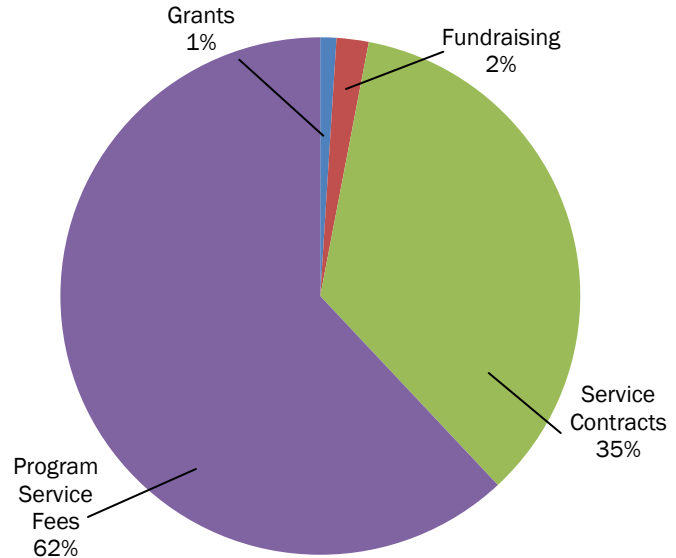
**Total Unrestricted Revenue \$3,085,445**

### Expenses

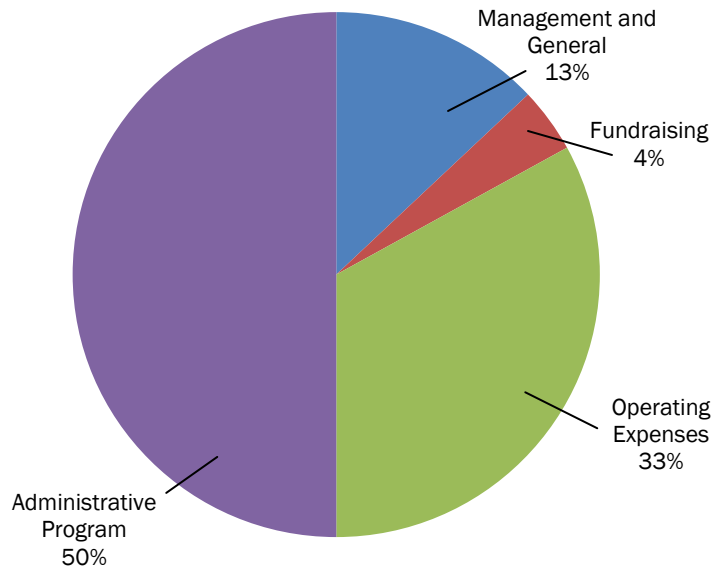
Administrative/Program	\$1,491,726
Operating Expenses	\$ 981,776
Management and General	\$ 387,327
Fundraising	\$ 129,113

**Total Unrestricted Expenses \$2,989,942**

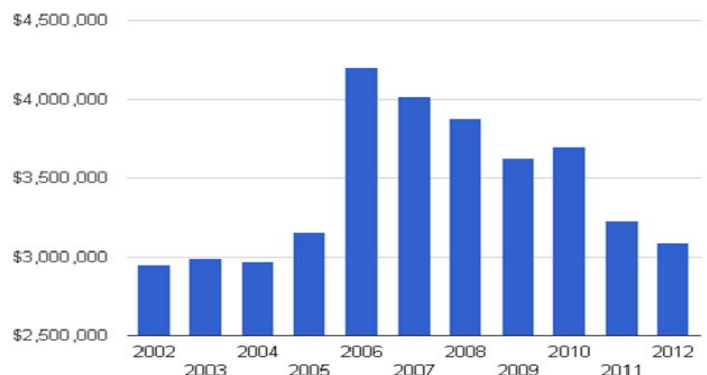
**Change in Unrestricted Net Assets \$ 95,503**



**Expense: \$2,989,942**



## Revenue Trends



## Statement of Financial Position

As of December 31, 2012  
(Audited)

### Assets

Cash and Equivalents	\$1,410,458
Accounts Receivable	\$ 380,303
Property and Equipment	\$1,124,834
Other Assets	\$ 90,210

**Total \$3,005,805**

### Liabilities and Net Assets

Accounts Payable	\$ 27,582
Accrued Expenses	\$ 147,953
Debt	\$ 265,154
Other	\$ 0
Unrestricted Net Assets	\$2,565,116

**Total \$3,005,805**





**Jim Yenish,  
Board President**

This has been another exciting year for friends of Winona ORC. During this past year, Winona ORC is proof positive that we all have something to give.

Contributions and efforts of our clients, staff and the community have come together to make a significant difference in Winona ORC. Recent examples where results of a collaborative effort have built upon each other's strengths to effect "real" change, for the benefit of our clients and the community . . .

- Commercial Laundry Services - Over 200 people joined us to celebrate the official opening of our commercial laundry venture at the beginning of August. The turnout was an indication of the number of stakeholders who participated in the success of this project. Past and future contributions to this program are sincerely appreciated.
- Winona Knits and Mitt's - With assistance from local industry leaders, Winona ORC is establishing a quality name in specialty mittens. It's a great product, using only the finest materials. Be sure and check out our web site for the latest offerings.
- Shredding Services – Providing a secure, reliable and environmentally sound means to dispose of business and personal records.
- Foundation Support – it's particularly gratifying to see Winona ORC's efforts supported through grants received to further support program development, primarily in the form of training and equipment.

Finally, I wish to close with a special note of appreciation to Winona ORC Board of Directors and Staff. The Board continues to be actively engaged in seizing opportunities and solving challenges together. I am confident this will continue with the recent additions of Bill Reinarts, Deb McClellan and Steve Volkman.

For more information about Winona ORC, please visit our web site at [www.winonaorc.org](http://www.winonaorc.org).

## 2013 Winona ORC Board of Directors

**Jim Yenish, President**  
Watkins, Inc.

**Jim Pomeroy, Vice President**  
County Commissioner, Winona

**Chad Anderson, Treasurer**  
Winona National Bank

**Ann Nelson, Secretary**  
Winona Workforce Center

### Voting Members

**Dave Adank**  
St Croix Knits

**Deb McClellan**  
Live Well Winona

**Maggie Modjeski**  
Sugar Loaf Senior Living

**Laurel Mohan**  
Libera Knapp

**Kevin O'Reilly**  
Peerless Chain

**Bob Peterson**  
Aero Jet

**Bill Reinarts**  
Reinarts Stained Glass

**Steve Volkman**  
PlastiComp

**Ron Wenzel, Vice President**  
Retired

### Advisor

**Blaine Krogh**  
Hawkins, Ash, Baptie & Co.

## Senior Management Staff

Judie Foster-Lupkin—Executive Director

Rich Anthony—Director of Facility Management

Michael Bellesbach—Director of Finance

Jayne Grupa—Director of Human Resources

Todd Olson—Director of Laundry Operations

Matt Semling—Director of Operations and Sales

Leslie Swartling—Director of Client Services



# Helping 2 Build Opportunity

## Capital Campaign

### Founder

Slaggie Family Foundation

### Benefactor

Anonymous

### Patron

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Modern Ready Mix

Will & Shirley Oberton

Dare L. & William F. White Foundation

Winona National Bank

### Donor

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Knitcraft Corporation

Kwik Trip, Inc.

Midtown Foods

Jerry & Pat Papenfuss

### Contributor

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Boelter Industries

CD Corporation

Helen Leaf Haun Foundation

Mike & Joette Gostomski

Motor Parts & Equipment

Walz, Chevrolet, Buick, GMC

Winona ORC Board of Directors

Winona ORC Management Staff

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Mike & Linda Cichanowski Family Fund

Dennis & Karen Cleveland

Coca-Cola Bottling Company

Christopher & Sandy Creeley

Dennis & Donna Daniels

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Leon & Ramona English

Kevin Ewert-State Farm Agent

Fawcett-Junker Funeral Home

Greg & Kathi Fischer

### Friend

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Mike & Sue Hauser

Hawkins, Ash, Baptie & Co. LLP

HBC

Larry & Judy Herdina

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Helen Kowalski

Clinton & Barbara Kuhlmann

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Frank Mertes

Miller Felpax Corporation

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Severson Oil

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Southeast Technical

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Sharon Summers

Thern, Inc

Dave & Karen Trickett Family Fund

Winona Agency

Wm Miller Scrap, Iron & Metal

Tom & Barbara Wynn

Nick & Yonok Zeller

### Other Donor

Bob Kierlin & Mary Burrichter



**Thanks  
for  
your  
Support!**

### Helping Hand

Edward & Esther Aldinger

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Robert & Donna Andraschko

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Richard & Sharon Behnke

Butch & Lynn Beier

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Ellen Zempel

David Zimmerman

# 2012 Donors

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Gerald and Corrine Grochowski  
Mike and Sue Hauser  
Hawkins, Ash, Baptie & Co  
HBC  
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Mary Kintzle  
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Richard and Rose Kowles  
Krueger Steel & Wire Inc.  
Bob and Deb Leaf  
John and Cynthia Leaf  
Steve and Arlene Libera  
Ronald Loftness

Master Package Corporation  
MBM Logistics, Inc.  
McDonald's of Winona  
Merchants Bank  
Midtown Foods  
Miller scrap, Iron & Metal  
Minnesota Southeast Technical  
Modern ready Mix  
Andy and Maggie Modjeski  
Mary Nix  
Nucor Steel Corp  
Kevin and Sue O'Reilly  
Oz Lifting Products LLC  
Peerless Chain Company  
Deb and Gene Pelowski  
Beatrice Petz  
Diane Petz  
Phoenix International Freight Services  
PlastiComp, LLC  
Jim Pomeroy  
Qinde Rigging  
Razoo Foundation  
Richard and Irene Renk  
Riverstar, Inc.  
RTP Company  
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Betsy Sawyer  
Don and Nancy Schneider  
Schott Distributing Company  
Rebecca Schumacher and Mary Wilma  
Shangdong Industrial  
Helen Simon  
Sport & Spine Physical Therapy  
Ronald and Diane Stevens  
Carole Stever  
Teakworks4U  
Telin Transportation Group  
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Tires Plus  
Watkins  
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Fred and Cynthia Welke  
Ron and Karrol Wenzel  
WinCraft  
Winona Agency, Inc  
Winona Health  
Winona Heating & Ventilating  
Winona National Bank  
Winona Sunset Lions Club  
Frank and Diane Wohletz  
Jim Yenish  
Ellen Zempel

Your name is important to us. We strive to be accurate and complete, however, errors still occur. If your name is spelled incorrectly or is not listed, please contact Winona ORC. Gifts received from January 1, 2012—December 31, 2012.



Winona ORC Industries  
1053 East Mark Street  
Winona, MN 55987  
Ph: 507-452-1855

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**Or Current Resident**



You Rock! 2012 Banquet



[www.winonaorc.org](http://www.winonaorc.org)  
1-800-657-4846

### Accreditation



Winona ORC Industries has been awarded the highest CARF accreditation for its employment and community programs. Commission on Accreditation of Rehabilitation Facilities (CARF) is the national review board for rehabilitation programs.

### Save the Date



Join us for the first annual  
Starlight Stroll Run/Walk/Roll  
5k and 1 Mile event on  
Friday, November 8, 2013 at 6:05 p.m.

For more information,  
visit our website at:  
[www.winonaorc.org/  
starlight-stroll-5k1-mile-walkrunroll](http://www.winonaorc.org/starlight-stroll-5k1-mile-walkrunroll)