

Winona ORC Industries, Inc.
Annual Report
2015



EDUCATE • EMPOWER • EMPLOY

Winona ORC Industries, Inc.

1053 East Mark Street

Winona, MN 55987

www.winonaorc.org

507.452.1855



GREETINGS!



2015 marked my first year at Winona ORC as Executive Director. And what an incredible year to start! January marked our first month of full operation of our commercial laundry and by the end of December, we had processed and cleaned over 600,000 pounds of linens! The consistent work and opportunity that the laundry provides has been an incredible labor of love and collaboration between Winona ORC and the community.

After several years of planning, in March of 2015 the production floor began assembling the Meyn poultry chain assembly. In 2015, the production team averaged 1,177 meters of assembly per week in that 9 month period! Again, this project has created stable consistent work for the people we support. Thanks to our partnership with the Peerless Chain Company, who creates the chain for the project, we have been given this wonderful opportunity to once again create a great product.

Our Community Based Services supported 26 local businesses in Winona County with janitorial and production services. These are the vital visible services that our employees use as a training ground for competitive employment.

Our S.E.T. (Skills Education and Training) program launched its raised bed gardening project with the help of Winona Master's Gardeners, United Way, and Xcel Energy.

In 2015 we celebrated our incredible workers at the annual Winona ORC banquet, their many years of employment with us. We also honored Jim Yenish for his many years of volunteer service to Winona ORC on the board. We said goodbye to some long term staff and welcomed some new faces.

Our annual golf tournament was a great success and besides the rainy weather, everyone had a great time. Our Starlight Stroll was also a huge success, which creates a unique opportunity to run/walk in the evening and wear super fun glow sticks!

A few things I have learned in my first year:

- Winona is an incredibly supportive community to those we serve.
- The workers at Winona ORC have pride in what they do and enjoy working together.
- Our job coaches are the best I have ever worked with in my 20 year career!
- The rehab staff are an incredible support to the people we serve.
- The bus drivers we have truly care about the safety of our workers.
- The management team is innovative and willing to do what it takes to further Winona ORC
- Our placement department placed 76 individuals in direct hire positions in 2015.

There is so much to be grateful for at Winona ORC but mostly we are so thankful for all of your support! Each of you play a vital role in our success. So whether you have donated to Winona ORC, helped financially with our laundry campaign, volunteered your time to us, opened your doors to give our workers an opportunity to learn valuable skills through our community based services, or hired one of them directly WE THANK YOU! The future is bright for those we serve at Winona ORC!



With gratitude-

Heidi S. Smith

Executive Director, Winona ORC

MISSION. VISION.



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.

Vision Winona ORC envisions a world where all people are uplifted by working. Through pride, dignity, continuous learning and respect for all, we build a healthier community.

Dignity

Respect

Employment

Advocate

Making a difference



2015 BOARD MEMBERS



Ann Nelson



Dave Adank



Kevin O'Reilly



Bill Reinarts



Deb McClellan



Maggie Modjeski



Blaine Krogh



Jim Pomeroy



Matt Semling



Bob Peterson



Jim Yenish



Ron Wenzel



Chad Anderson



John Milek



Steve Volkman

2015 LEADERSHIP



Heidi Smith
Executive Director



Michael Bellesbach
Director of Finance



Leslie Swartling
Director of Client Services



Randy Gotz
Director of Community Operations



Linda Digby
Director of Human Resources



Rich Anthony
Director of Facilities Management

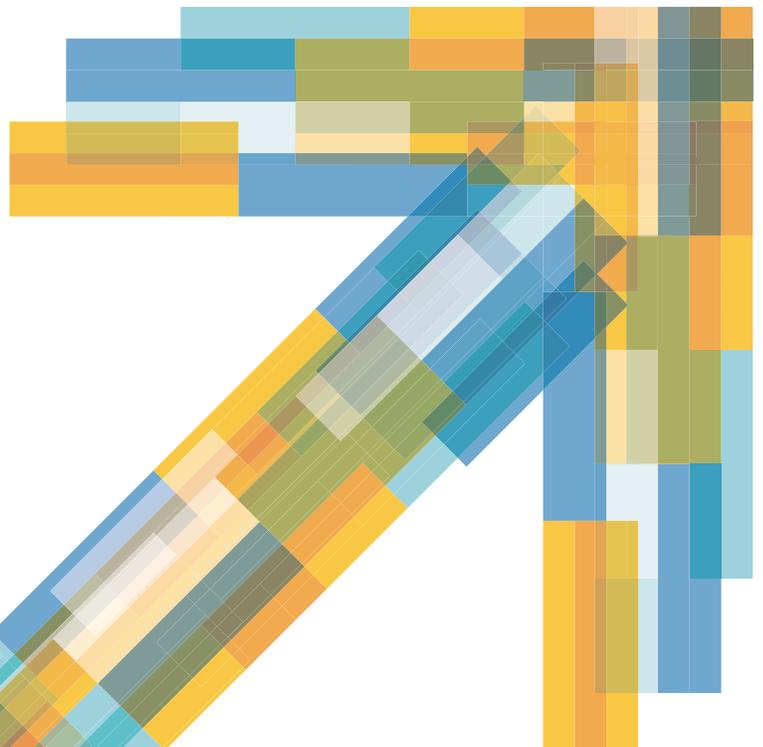


Lorin Thilmany
Director of Center Based Operations



Todd Olson
Director of Laundry Operations

Supporting Winona ORC makes you a partner in our mission of helping people with disabilities achieve employment and life goals. Together we can strengthen our community and help to build opportunity.



WINONA LAUNDRY



2015



600,000+ lbs

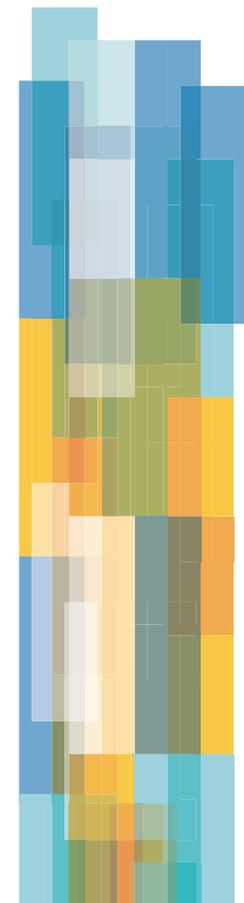


20,389 hrs
of meaningful work
to our employees

Lynn Meyers is ORC's second employee, starting in 1974. In that time, she's worked a wide variety of jobs, from cleaning in the community to light assembly on ORC's production floor, to her current job in the ORC's commercial laundry. Meyers has worked at the Winona Laundry since it opened in 2012. Meyers said she loves how on-the-go she can be at work. She's learning how to fold even faster. She doesn't wish she worked anywhere else.



S.E.T. PROGRAM (Skills, Education and Training)



Employment training
Communication
Cultural awareness
Independent living skills
Healthy lifestyles
Social/recreational activities



R.A. is a employee with autism, which means he struggles to make human connections. Even staff who he has known for years can have difficulty communicating with him. Participating in the Garden Project through the SET Program, however, brought about a change in R.A. As the summer went on, he was able to forge a connection through the plants, so much so that he chose to share the wonder of a flower with one of the Master Gardeners who was volunteering her time to make the garden successful. That was one of the greatest successes we could have had.

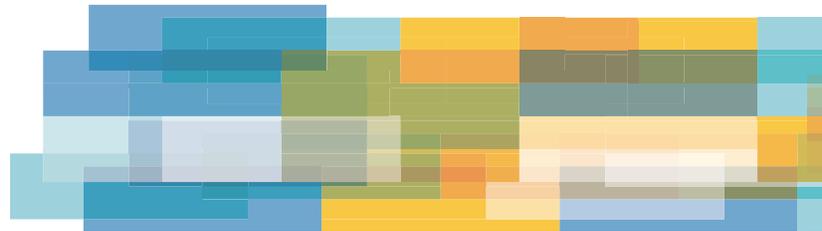
FACILITY BASED EMPLOYMENT



MEYN POULTRY CHAIN ASSEMBLY

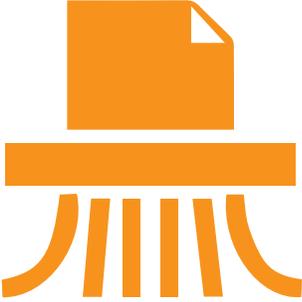


After several years of planning, in March of 2015 the production floor began assembling the Meyn poultry chain assembly.



Ruth, after suffering a series of setbacks with her mental and physical health, needed an opportunity for structure in her day. She shared with her support team that she wanted to work and earn some money. Knowing her previous work history, her strengths and the need for extra support, they decided to contact Winona ORC. Ruth began working on the Production floor two days a week where she could receive the support and supervision she needed. When she first started working, Ruth needed reminders to stay on task, she was easily distracted and she had issues with her memory. As her routine developed, Ruth was able to work independently with limited supervision. Facility Based Employment allowed Ruth to work, earn money yet have the safeguards and support she felt she needed. Ruth has shared with her support team that she likes working because she gets to see her friends and earn money.

SECURED DOCUMENT SHREDDING



70,000+ lbs

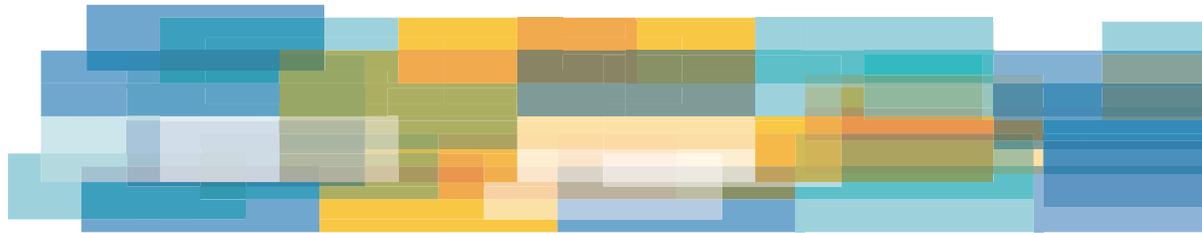


**6,258 hrs
of work!**

For



**29 ORC
EMPLOYEES**



COMMUNITY BASED SERVICES



IN 2015

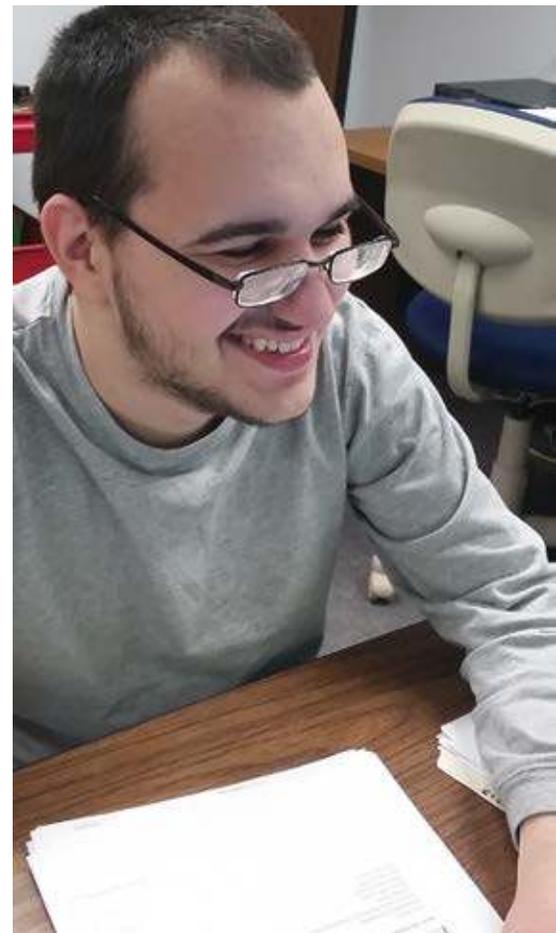
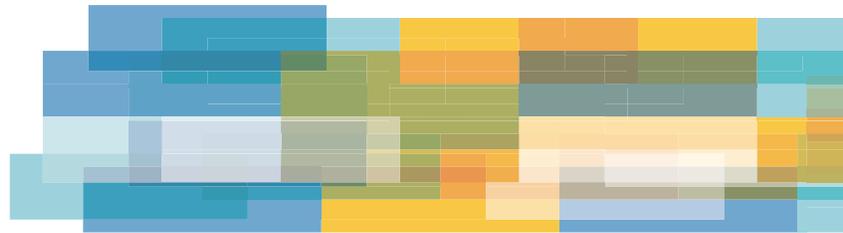


Partnered with
**36 local
businesses**



**Janitorial. Food Service.
Light Production**

Our local businesses gain from a reliable workforce and are rewarded by the motivation Winona ORC workers bring to their jobs.



PROGRAMS AND SERVICES



**358 employees
were served at
Winona ORC in 2015**



**Winona ORC placed
76 individuals in
direct hire positions
in the Extended Employment program**

Jesse is a 27-year-old male who was referred to the IPS Program for placement services in February of 2014. Jesse grew up in a broken home and was appointed a guardian by the court system. Previous employment included dishwashing, and attracting customers by posing as the statue of liberty for a tax company. When Jesse was referred to IPS Program, for supportive employment, he was working with a rehab facility sorting garbage at a recycling company. Since Jesse was working in Wisconsin he was making less than the Minnesota minimum wage Jesse was an individual who had little motivation to express his own desires. Getting to know Jesse he was able to open up and express his desire to work in the food service industry. The Employment Specialist was able to work with Jesse on his self-esteem, customer service and interviewing skills so that Jesse would be successful at his interview. Jesse was hired after his first interview and to this day, Jesse has been employed with Subway in Lake City for seven months. When asked what this job means to him, Jesse's response was "My job means everything to me, I have not felt this good in a long time." Jesse's employer has been more than pleased with his work stating "Jesse is one of my best employees, I wish you could send me more people like him." Congratulations Jesse!



FINANCIAL STATEMENTS



Statement of Activities

As of December 31, 2015
(Audited)

Support and Revenue*

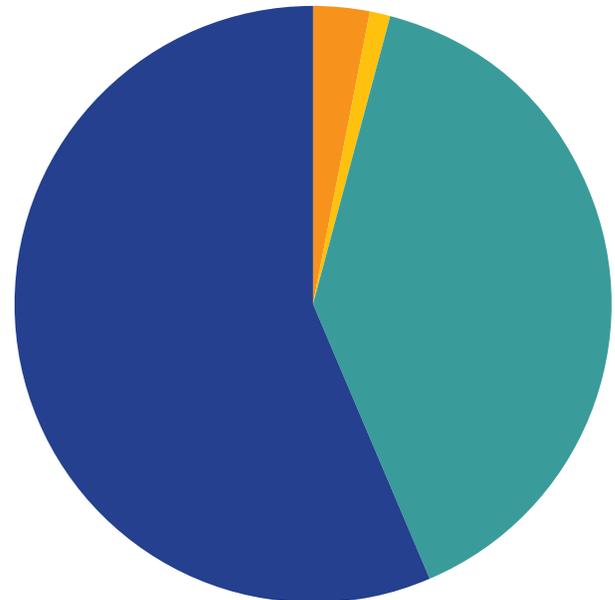
Program Services Fees	\$1,826,968	■ 56.4%
Services Contracts	\$1,283,145	■ 39.6%
Grants	\$ 35,245	■ 1.1%
Fundraising	\$ 94,199	■ 2.9%
Total Unrestricted Revenue	\$3,239,557	

Expenses**

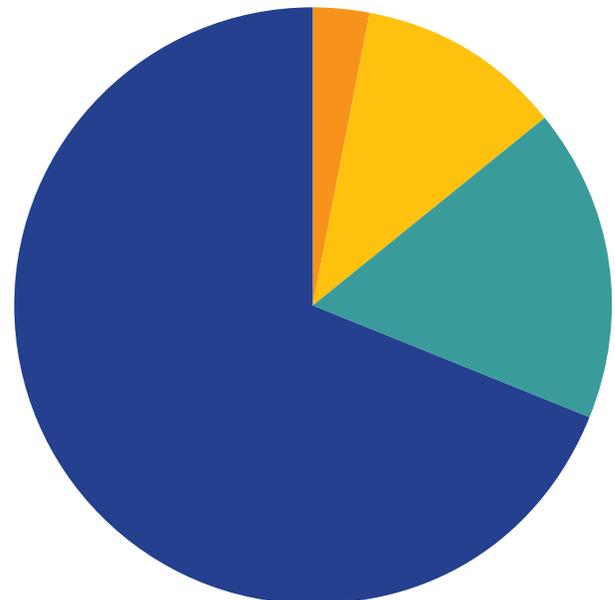
Administrative/Program	\$2,261,666	■ 69.1%
Operating Expenses	\$ 547,281	■ 16.8%
Management and General	\$ 371,372	■ 11.3%
Fundraising	\$ 92,105	■ 2.8%
Total Unrestricted Expenses	\$3,272,424	

Change in Unrestricted Net Assets \$ <32,867>

***Support and Revenue**



****Expenses**



Statement of Financial Positioning

As of December 31, 2015
(Audited)

Assets

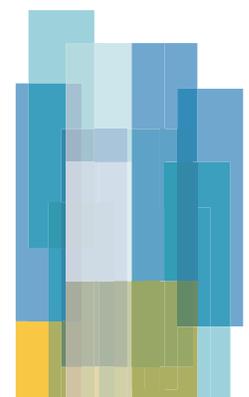
Cash and Equivalents	\$ 666,751
Accounts Receivables	\$ 362,213
Property and Equipment	\$2,426,163
Other Assets	\$ 167,799

Total \$3,624,926

Liabilities and Net Assets

Account Payables	\$ 22,248
Accrued Expenses	\$ 137,703
Debt	\$ 623,179
Other	\$ 48,383
Unrestricted Net Assets	\$2,793,413

Total \$3,624,926



2015 FUND DEVELOPMENT



BANQUET • GOLF TOURNAMENT • STARLIGHT STROLL



2015 BANQUET "LEAD LIKE A COWBOY"
Do not go where the path may lead, go instead
where there is no path and leave a trail.

Ralph Waldo Emerson

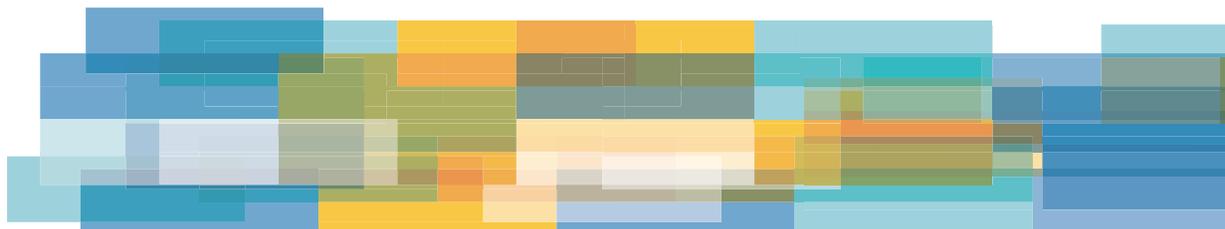
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A Big Thank You To Our Matching Revenue Sponsors

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Slaggie Family Foundation**



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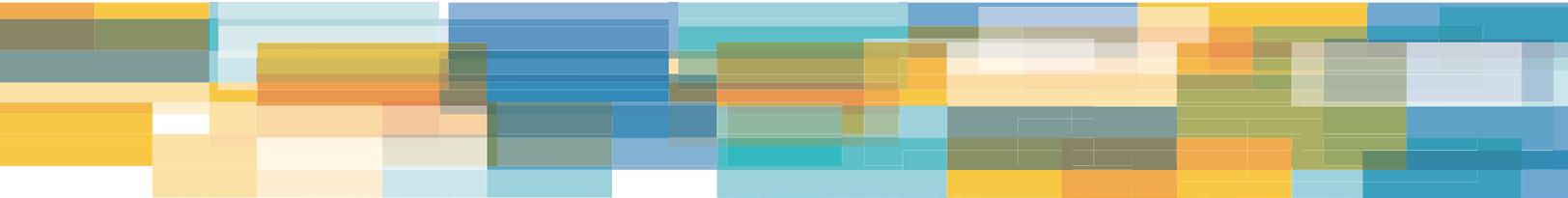
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