

WINONA ORC INDUSTRIES, INC. ANNUAL REPORT 2016



**EDUCATE
EMPOWER
EMPLOY**



1053 East Mark Street
Winona, MN 55987
www.winonaorc.org
507.452.1855



GREETINGS!



Hello from the wonderful community of Winona, MN!

Winona ORC marked 2016 as a year of growth and continuation of several projects, including the commercial laundry operations and Meyn poultry chain assembly.

In 2016, we saw year two of full production of our commercial laundry production. We increased processing linens from approximately 600,000 to 700,000 pounds. Laundry continues to provide consistent, ongoing employment for people with disabilities.

For our other main project, 2016 saw year two of the Meyn poultry chain operation. Production increased from 2015 due to efficiencies created by the Production floor team. As with the laundry operation, this project has created stable consistent work for the people we support.

The common thread between these two projects and all the other programming and projects at Winona ORC is community! The Winona community continues to impress me with their supportive partnerships, sponsorships, and donations.

Our SET (Skills Education and Training) program is expanding the garden program to include food processes, such as making great dishes and how to freeze produce to be used during the winter. We appreciate our continued relationship with the Master Gardeners of Winona, who give so much time and talent to this wonderful project!

In 2016 we celebrated our incredible employees at the annual Winona ORC banquet by hosting a superheroes themed event. Batman and friends were on hand to take pictures with everyone.

Our annual golf tournament was a fundraising success and we thank everyone for coming out to support us through this fun event.

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; we added a fun after party at the American Legion for families!

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. Therefore, 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



2016 BOARD MEMBERS



Bill Reinarts



Ellen Smith



Matt Semling



Blaine Krogh



John Milek



Ron Wenzel



Bob Peterson



Kevin O'Reilly



Steve Volkman



Chad Anderson



Maggie Modjeski



Deb McClellan



Marie Kovcesi

2016 LEADERSHIP



Heidi Smith
Executive Director



Lorin Thilmany
Director of Center Based Operations



Leslie Swartling
Director of Client Services



Michael Bellesbach
Director of Finance



Linda Digby
Director of Human Resources



Randy Gotz
Director of Community Operations

When you support Winona ORC, you become a partner in our mission of helping people with special needs achieve employment and exceed their life goals. We strengthen our community by working together to build opportunities.

WINONA LAUNDRY



2016



690,000+ lbs



21,300+ hrs
of meaningful work
for our clients

Justina K. has worked in laundry for two years and enjoys preparing Winona Health's sheets for the folding machine. She likes working in the laundry area because it is a physical job that "keeps me moving." Winona Health's Environmental Services Manager, Jerry Kouba states, "We appreciate our partnership with ORC, and we're pleased to work with and support another organization right here in our community. We have found the ORC to be very responsive to our needs for high-quality laundry services." Justina agrees, as she "feels great" knowing her service helps Winona Health.

SET PROGRAM (Skills, Education and Training)



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



Winona ORC's SET Program (Skills, Education, and Training) continues to flourish by giving clients ways to learn about the world around them, develop job-related skills, and be productive members of their community. Through the SET Program, our clients learn gardening skills in the summer and grow lots of vegetables, which leads to opportunities in the kitchen. From the garden harvest, they learn cooking skills by making salsa, breads, salads, and other foods.

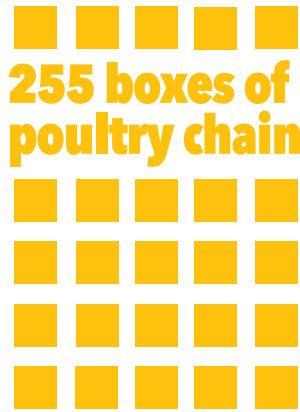
By achieving success within this program, Winona ORC's clients share their successes with their housemates and family members. As each year passes, the SET Program plans to expand the gardening program to include more raised-beds, a larger variety of vegetables and fruits, and the possibility of opening a stand at the Winona Farmer's Market to learn entrepreneurial skills.



FACILITY BASED EMPLOYMENT



MEYN POULTRY CHAIN ASSEMBLY



**Average of 5000 ft.
assembled per week
with 4 clients**

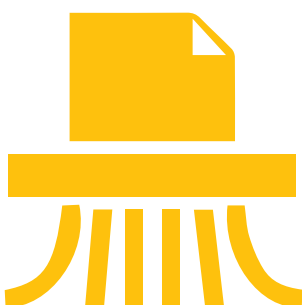
2016



**25% Efficiency
increased**

Jenna has worked at WORC for 10 years. She has done a variety of jobs during her 10 years along with working through the SEMCAC meals program as a direct hire. Jenna has worked in the WORC laundry facility the last three years and has gained many new skills. Jenna assists staff with training new coworkers on laundry tasks and is always willing to assist new staff. We call her our laundry guru. Jenna received her 10 years of service award at the WORC Annual banquet this year.

SECURED DOCUMENT SHREDDING



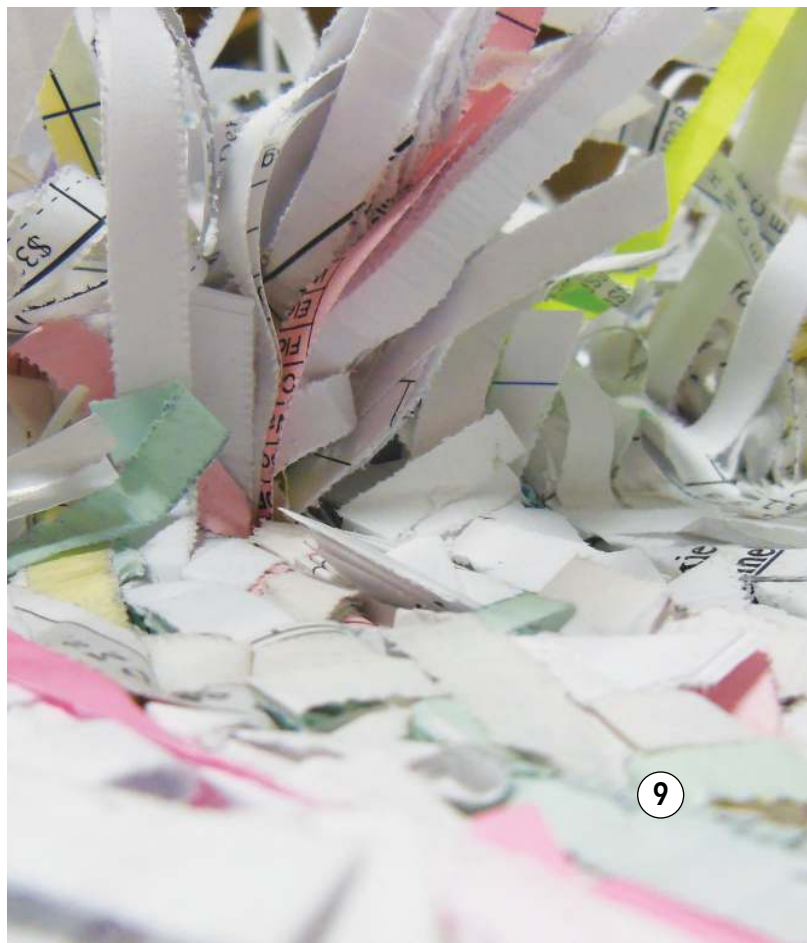
63,400+ lbs



**25 ORC
EMPLOYEES**



6,938 hrs
of meaningful work
for our clients



COMMUNITY BASED SERVICES



**Janitorial, food Service,
and light production
work for our clients**

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

One of the many services offered through our Community Based Services is janitorial work. For the past 10+ years, our clients provided—and continue to provide—janitorial services for Bub's Brewery in Winona, MN. "Years ago, it was a service offered to us," states Bill Leaf, owner of Bub's, "and I thought it was a great way to help out the ORC, and the people that work there, along with getting a service done for us." Our clients are proud of the janitorial work they are responsible for each weekday morning at Bub's, and Bill likes "the happy faces that show up every morning to do as good of a job as they possibly can."

PROGRAMS AND SERVICES



**Over 350 people
with special needs
were served at
Winona ORC in 2016**



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

Mandi is a 31-year-old woman and referral to the Winona ORC Individual Placement and Support program (IPS) for employment services. Mandi's mental health struggles began when she lost her first job and she had no one to turn to for support. Her struggles proved apparent when she became involved in behaviors that ultimately led to criminal activity. Receiving her diagnosis later in life, Mandi had no idea why she engaged in this radical behavior, why she had these racing thoughts, nor how she ended up in these out-of-control situations. These behaviors clashed with her once respected and successful college student who was pursuing, and obtaining, two degrees with a 4.0 GPA. With her mental health spiraling out of control, Mandi thought she would never be able to hold a job again or have the life that she always dreamed of and worked so hard for through her college career. With the support of the IPS team, along with perseverance and dedication, Mandi is now successfully placed in a job where she is finally able to use her degrees and where she feels respected and confident.



FINANCIAL STATEMENTS



Year Ended: December 31st

2015

2016

ASSETS

TOTAL CURRENT ASSETS	\$1,028,964	\$1,349,247
PROPERTY, PLANT AND EQUIPMENT, net	\$2,426,163	\$2,401,954
OTHER ASSETS	\$169,799	\$132,832
TOTAL ASSETS	\$3,624,926	\$3,884,033

LIABILITIES AND NET ASSETS

TOTAL CURRENT LIABILITIES	\$201,941	\$287,507
LONG TERM DEBT, net of current portion	\$581,189	\$537,938
TOTAL LIABILITIES	\$783,130	\$825,445

NET ASSETS

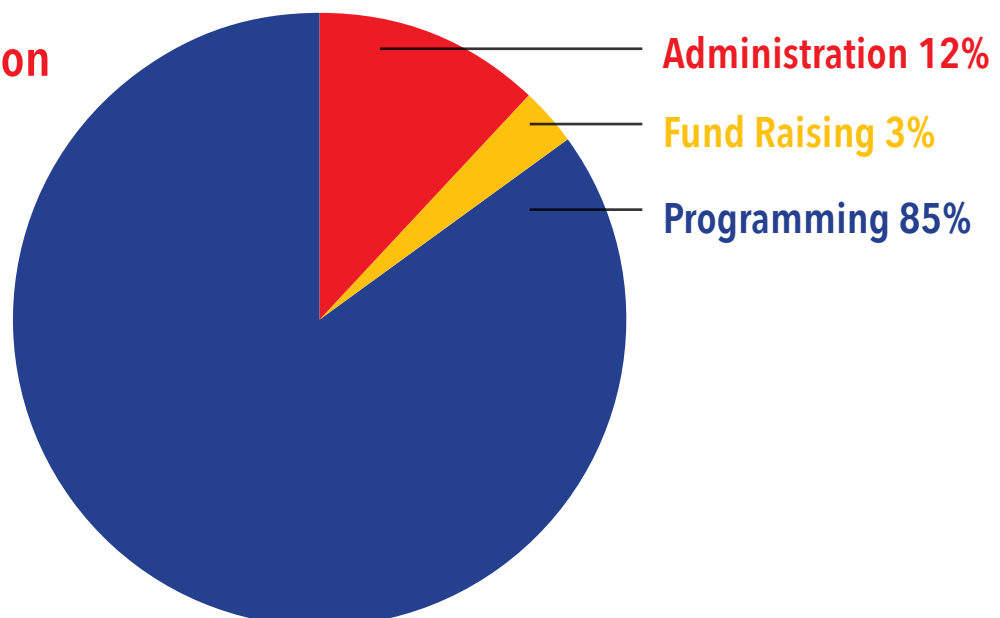
UNRESTRICTED	\$2,793,413	\$3,057,488
RESTRICTED/TEMPORARILY RESTRICTED	\$48,383	\$1,100
TOTAL NET ASSETS	\$2,841,796	\$3,058,588

TOTAL LIABILITIES AND NET ASSETS

\$3,624,926

\$3,884,033

2016 Allocation of Expenses



2016 FUND DEVELOPMENT



BANQUET • GOLF TOURNAMENT • STARLIGHT STROLL

2016 BANQUET "SUPERHEROES"

A hero is an ordinary individual who finds the strength to persevere and endure even in spite of overwhelming obstacles.

Christopher Reeve

2016 CONTRIBUTORS



Edward & Esther Aldinger
Phil Anderson
Chris Antoff
David & Muriel Arnold
Richard & Sharon Behnke
Butch & Lynne Beier
Larry & Mary Bergin
Ken Bergler
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David Zimmerman

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A Big Thank You To Our Matching Revenue Sponsors

**Bob Kierlin and Mary Burrichter
Michael & Joette Gostomski
Slaggie Family Foundation**



Winona ORC Industries, Inc.

1053 East Mark Street

Winona, MN 55987

www.winonaorc.org

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