

2009 Annual Report



Membership Meeting & Volunteer Recognition Program Wednesday, June 30, 2010



Mission:

Opportunities Unlimited of Niagara is dedicated to maximizing the quality of life for people of all ages with intellectual and other developmental disabilities and providing the resources for them to reach their greatest potential, achieve their goals, learn to live independent lives and become active participants in their communities.

Vision:

To be the agency of choice in Niagara County by providing innovative, results-oriented and high quality services to persons with intellectual and other developmental disabilities and their families. To inspire leadership through the professional growth and development of our employees. To encourage participation by family members, program participants, employees and community members in decision-making, volunteering and philanthropy. To grow success for everyone.

Values:

Respect, Teamwork, Pride & Leadership



Niagara County
Chapter of:



Admissions/Central Intake 504-2617
www.opportunitiesunlimited.org

Agenda

- **Connie S. Brown** Welcome & Executive Director's Report

Sponsored by:



Sertoma Club
Niagara Falls, New York



Centerpieces donated by Patrick DiMartina & the Niagara Floral Center and Greenhouse at Opportunities Unlimited of Niagara

- **Donna Burton** Self Advocate
- **Nick Zawacki**, *President, ARCEU NYSUT/AFT AFL-CIO Local 4265* Agency Jingle
- *Breakfast*
- **Jim Woodruff** President's Report
- **Donald H. Smith** Treasurer's Report
- **Jeff Streb** Nominating Committee Report

Slate of Candidates – Officers, Directors and Nominating Committee:

Officers (one-year term of office)

President – **Jim Woodruff**, *Christ the King Church (advocate)*

First Vice President – **Steve Bertini**, *Wegmans (parent)*

Second Vice President – **Therese M. Mudd** (*advocate*)

Treasurer – **Donald H. Smith**, *Smith Brothers Construction Co. (parent)*

Corresponding Secretary – **Betsy Higgins**, *LMSW, Niagara University/Niagara County Community College*

Recording Secretary – **Marie-Therese Frieri** (*parent*)

Directors (three-year term of office)

Peter Greisler

Patricia Minarcin (*parent*)

Marsha Piccirillo

Jeanne Schmidt, *W.J. Cox Associates, Inc. (family member)*

Jeff Streb, *Ingram Micro*

Melissa Tower, *Wilson Central School*

Whitney Vantine, *Tonawanda City School District*

Nominating Committee:

Stephanie Cowart, *Niagara Falls Housing Authority*

Katharine Guthrie, *Orleans Niagara BOCES*

Betsy Higgins, *LMSW, Niagara University/Niagara County Community College*

Loretta Madia, *Niagara University*

Patricia Minarcin (*parent*)

Don Rappold, *Lewiston-Porter Central School District*

Continuing Directors

Mark Barry, *Lockport Memorial Hospital*; **Linda Conlin** (*parent/sibling*); **Steve LaRock** (*parent*); **Paul Masters** (*parent*) and **Dorothy Repetski** (*parent*)

- **Connie S. Brown** Closing Comments



Michael Shaw, Connie S. Brown
and Jim Woodruff.

Leadership Message

from *Connie S. Brown*, Executive Director

Adventures in Teamwork

Last June James Woodruff was elected as president of the Agency Board of Directors, succeeding the very capable and respected Don Smith. A longstanding Agency Board member, Jim has easily transitioned to become a part of the leadership team at Opportunities Unlimited of Niagara. Together Jim and Foundation Board president Michael Shaw are leading the way toward a secure and meaningful future for the more than 800 individuals with intellectual and other developmental disabilities we serve.

Jim and Mike are fine examples of the kind of teamwork that goes on day and night at Opportunities Unlimited, and that is inherent in the success and well-being of our program participants. Here are just a few other examples of that teamwork:

- ♦ **T.R.E.C. Program** – For the second year, Niagara University, partnered with the Agency to offer a unique course – Transition Readiness for Employment in the Community – to our program participants. This college campus experience required the creative thinking and programmatic expertise of NU faculty, staff and graduate students as well as employees of Opportunities’ vocational and day programs.
- ♦ **Arts** – Opportunities Unlimited has a long history of involvement with the arts, which is best illustrated by our years of grant association with Target and the Arts Niagara Decentralization Program, a regrant program of the New York State Council on the Arts, administered by the Tonawanda’s Council on the Arts/Carnegie Art Center. By teaming with these organizations, the Agency has been able to offer professional art workshops to hundreds of program participants who may not have otherwise had an opportunity for artistic expression. In 2009, an agency first - a comic book “Commander Wheelchair” was created by the participants’ team efforts in classes during the year. Other members of the “arts team” include those employees and program participants involved with our annual *Evening of Arts & Entertainment*. This public event held each November shines a spotlight on creativity through a talent show and an art exhibit.
- ♦ **Camp Happiness** – A fine example of teamwork, *Camp Happiness* brings together friends from the Lockport Elks #41, the Lockport YMCA and Opportunities Unlimited employees and program participants to enjoy a traditional day camp experience. Nearly 100 program participants were hosted to canoeing, swimming, games, crafts, horticulture, fishing, great food and more in 2009. A third successful year at camp was just completed.
- ♦ **Financing the Future** – Support for programming and services including: art education; recreation; seniors; exceptional parenting; horticulture therapy/Niagara Floral Center and Greenhouse, and resource materials/supplies for employees, including agency nurses, secured through fund raising, events and grant requests ensure our commitment to providing innovative resources for our program participants. Additionally, enrollment in the *Coterie Society* (Circle of Friends) expanded to 51 members as additional individuals placed the Opportunities Unlimited of Niagara Foundation in their estate plans.
- ♦ **Union/Management** – Perhaps the best example of Opportunities teamwork is the agency’s longstanding partnership with ARCEU Local #4265. Union president Nick Zawacki and I work together throughout the year on a variety of issues and activities, all part of our dedication and commitment to those we both serve. We co-chair a Labor/Management Committee that meets monthly with representatives from across the agency.

To all of our “team members” – family members, community friends, volunteers, employees, program participants, area businesses and organizations – who work with the Agency and Foundation throughout the year, you are an important part of this growing partnership throughout Niagara County. Particularly in these difficult economic times, thank you for your continued leadership, volunteer efforts and financial commitments to this Agency.

Treasurer's Report 2009



ASSETS

CURRENT ASSETS

Cash	\$	1,092,178
Accounts Receivable		5,125,972
Inventory		51,027
Prepaid Expenses		<u>125,692</u>
Total Current Assets		<u>6,394,869</u>

LAND, BUILDINGS AND EQUIPMENT

Land	\$	579,941
Buildings		9,022,425
Building Improvements		4,422,732
Equipment		1,813,022
Vehicles		1,764,827
Total	\$	17,602,947
Less Accumulated Depreciation		<u>10,884,770</u>
Net Property, Plan and Equipment	\$	<u>6,718,177</u>

OTHER ASSETS

Financing costs, net of applicable amortization		-
Construction In Progress		<u>184,204</u>
Total Other Assets		<u>184,204</u>

TOTAL ASSETS \$ **13,297,250**

LIABILITIES AND NET ASSETS

CURRENT LIABILITIES

Notes Payable on demand	\$	-
Current Installments of long-term debt		757,608
Current Installments of capital leases obligations		162,809
Accounts payable		1,541,545
Accrued expenses		1,355,779
Deferred revenue		<u>653,591</u>
Total Current Liabilities		<u>4,471,332</u>

OTHER LIABILITIES

Long-term debt, excluding current installments		5,029,600
Capital lease obligations, excluding current installments		<u>132,595</u>
Total Other Liabilities		<u>5,162,195</u>
Total Liabilities		<u>9,633,527</u>

NET ASSETS

Unrestricted		3,661,537
Permanently restricted		2,186
Total Net Assets		<u>3,663,723</u>

TOTAL LIABILITIES AND NET ASSETS **\$13,297,250**

SOURCES AND USES OF FUNDS 2009

SOURCES OF FUNDS

Waiver related	66.8%
VESID	1.1%
OMRDD	6.7%
Medicaid	3.0%
Client fees for services	6.7%
Sales of services	4.0%
Contributions/Donations	0.9%
All other	10.8%

USES OF FUNDS

Salaries-professional, clerical & staff	51.8%
Salaries-consumer	2.6%
Fringe benefits	12.6%
Payroll taxes	6.9%
Professional fees	2.4%
Food, supplies and materials	3.6%
Plant, property and equipment	3.0%
Utilities, telephone, occupancy	2.1%
Transportation	9.4%
All other	5.8%

RELATED ENTITY TRANSACTIONS:

Opportunities Unlimited of Niagara Foundation, Inc. DECEMBER 31, 2009

Assets	\$	331,526
Liabilities		48,054
Net Assets	\$	<u>283,472</u>
Revenues	\$	283,627
Expenses		232,025
Increase In Net Assets	\$	<u>51,602</u>





Financials and Statistics

NYSARC, INC. - NIAGARA COUNTY CHAPTER
 d/b/a OPPORTUNITIES UNLIMITED OF NIAGARA
 STATEMENT of ACTIVITIES
 Year Ended December 31, 2009

Public support and revenue:

Public support:

Contributions	\$	74,720
United Way		<u>34,168</u>
Total public support		<u>108,888</u>

Revenue:

Fees and grants from governmental agencies	23,513,123
Other: Client Fees, Subcontract Sales	<u>2,683,189</u>
Total revenue	<u>26,196,312</u>
Total public support and revenue	<u>26,305,200</u>

Expenses:

Program services:

Day Services	10,435,310
Residential and supportive services	11,722,701
Coordinated services	<u>923,689</u>
Total program services	<u>23,081,700</u>

Supporting Services:

Agency administration	2,311,022
Fund-raising	<u>148,024</u>
Total supporting services	<u>2,459,046</u>
Total expenses	<u>25,540,746</u>

Increase in unrestricted net assets before
 unrealized loss on interest rate swaps 764,454

Unrealized gain on interest rate swaps 206,371

**Increase (decrease) in unrestricted
 net assets 970,825**

Net assets at beginning of year 2,692,898

Net assets at end of year \$ 3,663,723

Service Statistics for 2009

<u>Service Provision</u>	<u># Individuals Served</u>
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Day Services:

Day Habilitation	303
Prevocational Services	184

Vocational Service:

Work Shop Subcontracts	25
Janitorial Services	27
Food Services	10

Residential Services:

IRA Residential	129
Supportive Apt.	0
Intermediate Care	34

Medicaid Service Coordination:

Service Coordination	325
Non-Medicaid OMRDD	3
HCBS Hourly Respite	25

Supportive Services:

Family Support	127
Supportive Employment	115
Residential Habilitation/ Family Care	37

Total Service Provision 1,344





Members 2010

Opportunities Unlimited of Niagara continues to provide innovative experiences to more than 800 people with disabilities and their families because of the financial support of our members. Their generosity enables these individuals to participate in programs to lead more independent lives and achieve their goals.

Opportunities Unlimited of Niagara members as of June 29, 2010 are listed below. While every effort has been made to ensure the accuracy of this listing, we apologize for any errors. If you have any questions or corrections, please call 297-6400, ext. 335.

Opportunity for Choice

Priscilla N. Addoms
Susan D. Beich
Connie S. Brown
Annette Frieri
C. Anthony Frieri
Marie-Therese Frieri
Micheline Frieri
Janet Furlong
James Greer
Lisa C. Greisler
Peter F. Greisler
JM Management Services, Inc.
Nancy J. Lesko
Angelo Pallotta
Louis Pallotta
Victoria Polka
Jeanne Schmidt
Dale Smeal
James Toellner
Town of Niagara

Founder's Club

Theresa Cheehan
Mary E. Lasky
Joseph McDonald
Mary Ann Puff
Don W. Rappold

Directors' Club

Barbara S. Albone
Peggy Banks
Alexandra Bertini
Steve Bertini
Barbara J. Beyer
Cynthia Bootz
Frances L. Buczkowski
Patricia J. Castillo
Lorraine L. Ciralo
Anne Cooper
Peter J. Drew
Raffaella M. Gabriello
Anne Marie Hepfer
Edith Hunter
Patricia C. Kloosterman
John Knack
Ruth Knack
Carol Lydick
Patricia F. Lynch
David D. Mallam
Joanne Mallam
Charlene G. McDonald
Mary Ann Monte

Therese M. Mudd
Genevieve Narkiewicz
Walter Polka
Candace R. Promowicz
Michael Shaw
Melissa Tower
Andrea Wasley

President's Club

Mark Barry
Charlotte P. Brown
Thomas Brydges
James Buczkowski
Kathleen Davis
Glenn M. Foley
D. Elizabeth Higgins
Dorothy Kutrybala
Felix F. Kutrybala
Steven J. LaRock
Margaret Masters
Paul P. Masters
Patricia M. Minarcin
Thomas D. Minarcin
Romeo J. Moretti
Mary Louise Ryan
Zenon Skubish
James Woodruff

Friend of the Agency

John J. Agugliaro
Air San
Roxane Albond-Buchner
Patricia Anderson
Meredith C. Anding
Kim Aston
Ermina M. Atkinson
James Atkinson
Thomas H. Baia
Charlotte Baker-Cunningham
Judy L. Balkin
Frances A. Basile
Joyce A. Berk
Elizabeth Bevacqua
Louis Billera
Marian Billera
Patricia A. Blanchard
Patricia Brewer-Celmer
Carinda Burr ridge
Josephine Campanella
Veronica Cavan
Mary Jo Cecconi
Christ Episcopal Church

Angelo C. Ciralo
Angela Ciralo-Kostuk
James K. Clare
Charlene R. Clive
Duane Clive
Jason A. Cook
Kristen N. Cook
Stephanie Cowart
Dolores Cushman
John D'Angelo
Rosalie D'Angelo
Anne Daggett
K. Barry Darin
Kelly Davidson
Frances Deeter
Mario De Mita
Edward Dentinger
Thomas Dexter
Robert M. DiFrancesco
Terry W. Eisenman
David L. Evans
Eileen R. Evert
Falls Auto Spring
Michael J. Fedak
Jocelyn Farrell
Daryl J. Few
Sandra M. Few
Tony Fiorilli
Amy L. Freiermuth
Neal Freiermuth
Lois Ann Frizzell
Evan Gaskill
Agnes C. Getz
Charles J. Giarrizzo
Edward C. Girard
Howard Griffith
Melody Griffith
Melanie Hayes
David Michael Heim
Diana Henry
Barbara A. Hodgkinson
Cynthia M. Hyde
Pat Idzik
Frances M. Iusi
David Karwick
Gwendolyn King
Kathleen Koban
Mary G. Koban
Michael Kriegbaum
Karen L. Kwandrans
Debora LaRock
Grace LaRock

Jade LaRock
Nick LaRock
Harold Leising
Peter Lovering
Frederick Lupp
Dawn R. MacDonald
Loretta C. Madia
Louise Magner
Jo Ann M. Mallo
John Mang
Mark Cerrone, Inc.
Eileen Marschke
Patty McCalister
Amanda McClellan
Edward T. McDonald
Karen McDonald
Maureen M. McDonald
Niagara's Choice Federal
Credit Union
Susan M. Odrzywolski
Elaine Pfohl
Marsha L. Piccirillo
Lewis Rabin
Otto F. Redanz
Polly Redanz
Dorothy H. Repetski
Caryn Robins
Mary Roff
Mary Rolle
Karen L. Runge
David Schultz
Carol L. Skotnicki
Karen L. Skubish
Denise Skurski
Myron Stenzel
Martha S. Stormon
Jeff Streb
Wayne Strojnowski
Frances M. Tango
Margaret Touma
James Treat
Janet A. Treat
Wendy VanScoter
Whitney Vantine
Jo Ann Vitagliano
Linda Volmrich
James Webster
Lorena C. Williams
Amy Woodruff
Barbara Woodruff
Kaylee Woodruff
Zajac Funeral Homes, Inc.

Senior/Student

Harvey N. Albond
Leonard H. Beutel
William A. Bevacqua
Annabell M. Bird
Arthur Bird
Robert Bohall
Darleen C. Braunscheidel
Terry Calovini
Wendy Carmer
Mavis Carter
Ray Carter
Linda E. Conlin
Anna Connolly
John J. Connolly
Nancy S. Connolly
Steven J. Cramer
Mary DiBartolomeis
John D. Fleming
Susan I. Fleming
Laura Giammarco
Barbara J. Graff
Dorothy L. Greene
Paul Higgins
Lucille Hurtt
Margaret LePage
Donald Loeffke
Mary Loyacano
Bernadette Menz
Beverly A. Moran
Joseph M. Moran
Faustina M. Muzzillo
Luciana Nevins
Ann M. Oliver
J. Robert Oliver
Viola J. Scinta
Jordan Skubish
Lauren Skubish
Joan H. Smith
Michael Smith
Diane D. Tardibuono
Nancy Taylor
Sandra J. Vanich
Robert Vitagliano
Larry W. Whitenight
Peggy L. Whitenight
Stuart Whitmire

Agency Participant

Anonymous (27)
Peter Agugliaro
Mary Atkinson
Gina Basile
Mary Batchelor
Susan Beasock
Patricia Beck
Stephen Becker
Patricia Ann Behers
Richard Benthin
Mary Bleacher
Gary Bonar
David Bowen
Anne Brandt
Judith Brown
Jason Buczkowski
John Burr ridge
Donna L. Burton
Jeanette Caffo

David Campbell
Dennis Carney
Willie Carter
Richard S. Ciraolo
Kathleen Clive
Eileen Cochran
Norma Costo
Mark Covial
Leroy Crittenden
Karen D'Amico
Mary Ann Davenport
JoAnne DeMita
Virginia DeVantier
Darcie J. Devine
Beth Dickinson
Stephen Dorgan
Ronald Dormer
Anonymous
Richard Edmister
Timothy Edmister
Charles Ellis
Sharon P. Engle
Daniel Eracitano
Harvey Etheridge
Antoinette Felton
James Felton
Susan Few
Frank Gallo
Claire Garlock
Jackie Gayle
Robert Gehring
Gary E. Girard
Robert W. Golding
Elizabeth L. Greene
Constance Greer
Melissa Grinsell
Joseph Gromala
Howard Grose
Raymond G. Guagliano
Kim Hannon
Justin Hazel
Janet Hebler
Leo Helwig
Michael Henry
James Hiller
Patricia Hillman
David Holly
Geoffrey Holly
Peggy Hummel
Richard Hunt
Karen Hurtt
Gregory Hutten
Sally Ann Jones
Micah Just
Richard Koban
Ron Kons
Lisa Kutrybala
Catherine Laka
Lysa Lawrence
Joseph Leising
Debra London
Christine Lorenc
Evelyn Lutter
Gerald Magner
Jennifer Martin
Paulette Masters
Alan Montanari

Audrey Morath
Brenda Morgan
Donald Neri
Paula Nusbaum
Corey Ostrom
Hector Otero
Helen J. Paschke
Thomas Pascoe
Lynette Piernik
Michelle Pratt
Robert Prefer
Marilyn A. Reger
Sharon Rein
Ronald Renda
Anne Marie Repetski
Frederick Reynolds
Christopher Rifenbark
Joseph Rizzuto
Kevin J. Robinson
Joseph Rosati
Renee Rosso
Scott Rutherford
Charles Sanfilippo
Anne Schimley
Catherine Schultz
Gloria Schultz
Linda Scime
Pamela Scott
Linda M. Scullion
Linda Sheffer
Michael Simet
Betty Smale
William M. Smeal
Frank Smiedala
David A. Smith
Brian Snyder
Debra Snyder
Helen Snyder
David B. Spry
Richard Spry
Cynthia Starkweather
Letitia Stephens
Jennifer Stuart
Anthony S. Tardibuono
Charles Thress
Marie Toscano
Benjamin Treat
Peter S. Turecki
Robert Turner
Paula Villar
William Wall
James Watts
Marty Wendel
Judy Wheaton
Ronald Wheeler
Earl Williams
Felix Wojciechowski
Phronsie Wyland
Cheryl Zabel
Raymond Zimmerman

Supporter

Delphine Bohall
Robert Bohall
Rose Gallo
Katharine Guthrie
Marianne Timmerman

Life

Mrs. Michelle A. Basile
Mr. & Mrs. Albert Berbary
BFI of New York, Inc.
Mrs. Freda Bowman
Mr. Guido L. Burr ridge
Ms. Marcia M. Buzzelli
Carbo Local 8-12058
Mr. & Mrs. Joseph J. Cecconi, Sr.
Cristoforo Colombo Society
Mr. Ralph R. DeVantier
Ms. Theresa DiMino
Exchange Club of Lockport
Mr. & Mrs. C. Anthony Frieri
Mr. & Mrs. Mario L. Gabrielli
Mr. & Mrs. Robert J. Gornicki
Mr. Richard Gorrow
Mr. Julius Grandinetti
Mr. Isadore Hamilton
Mr. James K. Hughes
Mrs. Suzanne M. Hughes
Mr. Harold R. Kutner
Mrs. Henrietta P. Magner
Ms. Kim Movesian
Mrs. Genevieve Narkiewicz
Ms. Sherrill Primo
Ms. Patricia Reichert
Mr. Joseph Scullion
Mr. Donald H. Smith
Mr. John Sukmanowski
UAW Amalgamated Local 686
Ms. Joanne Willhoff
Mr. Lloyd F. Wood, Jr.

Sponsored Memberships

Thanks also to the individuals whose generosity sponsored memberships for more than 200 program participants living in agency residences:
Kyle Andrews
Charlotte Baker-Cunningham
Monty Bartholomew
Susan Beich
Anthony Bernasconi
Elizabeth Bevacqua
Marian Billera
Cynthia Bootz
James Bronstein
Peter Drew
Kathy Egan
Nick Guarnieri
Fran Iusi
Kelly Koester
Tova Kristal
Peter Lovering
Patricia Lynch
Dawn MacDonald
Maureen McDonald
Jeff Mattiuzzo
Patricia Minarcin
Victoria Polka
Lisa Scalzo
Lynn Seelbinder
Michael Shaw
Zenon Skubish



opportunities
unlimited of niagara

Growing Success Since 1955



For over half a century, Opportunities Unlimited of Niagara, a United Way agency, has provided habilitation and supportive services to people with developmental disabilities of all ages and their families across Niagara County and neighboring communities. We are dedicated to maximizing the quality of life for individuals with disabilities by providing them the resources to reach their greatest potential including training, employment, recreation, service coordination and residential opportunities.

Niagara County
Chapter of:



Admissions/Central Intake 504-2617

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