

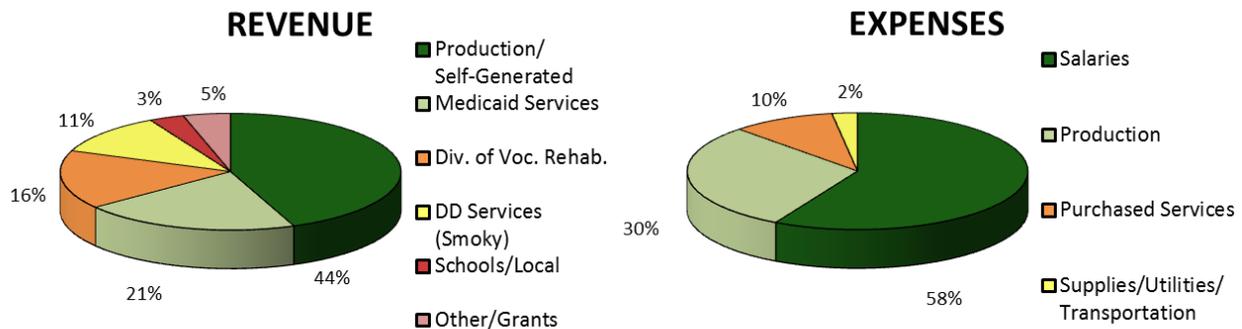
ANNUAL REPORT FY 2015-2016

Dear Friends of Watauga Opportunities,

Since 1974 it has been WOI's mission to *enable self-reliance and enhance independence* by offering employment and community opportunities to the people of western North Carolina. This year our 42 year tradition of excellence was exemplified in the results of our 11th consecutive 3 year CARF accreditation; as stated in the December 3, 2015 survey report ... "WOI's participants and their families appreciate the services received, and many of them refer to staff members as family." During the past 42 years much has changed with services and systems however one constant has been WOI's innovative leading edge services as recognized in the CARF report... "Funding and referral sources spoke highly of WOI services and feel the organization provides proactive, holistic and out-of-the-box thinking to ensure participants receive the support they need to obtain employment and community involvement." This ongoing excellence is credited to the efforts of a dedicated and visionary Staff and Board. We look forward to a future bright with further opportunities for excellence.

Highlighting 2015-2016 was the continued pursuit of WOI's service enhancement and growth targets. In conjunction with SMC, in April we expanded our small group, community immersion, social capital building pilot to ADVP participants as we retired our ADVP service and became the first in NC to fully implement the new CAET (Community Activities and Employment Transitions) model. In the past 8 years our community immersion services grew over 1,100% with participant community civic hours increasing from 476 to 5,552 hours this year. In the fall, after research and planning we expanded our community employment services into the Asheville area. Our manufacturing department experienced growth with continued ISO 9001 and ISO 13485 Quality Registrations and realized the largest manufacturing sales year in WOI's history.

We continue to partner with NC Division of Vocational Rehabilitation, Smoky Mountain Center, Watauga County Board of Education and other partners in the provision of vocational, community and residential services. During FY 2015-2016, Watauga Opportunities provided vocational services to 271 individuals. Our employment programs saw 47 individuals' attain *self-reliance through employment* with Work Adjustment placing 24 individuals while Supported Employment accounted for 23 community job placements. Evaluation/Work Adjustment served 73 individuals, Supported Employment served 38 individuals in job development/training & 78 in Follow-Along, CAET/ADVP served 27 individuals, Innovations served 16 individuals, School Transitional programs served 26 students while our residential programs served 12 individuals in our group homes. We served individuals from Watauga, Ashe, Avery, Alleghany, Wilkes and Buncombe Counties.



Watauga Opportunities continues in our quest to *enable our own self-reliance* through reduction in the use of tax dollars in provision of our services. In FYE 2016, 44% of non-residential operating revenues were self-generated. While the economic impact of Watauga Opportunities is important, the true human impact of our service is best seen in the growth of our participants' own *self-reliance*; since 1994 participant community wages earned are estimated at \$6.64 million, while their government subsidies have reduced by an estimated \$2.65 million. Community job placements now total 1067. We truly are *enabling self-reliance and enhancing independence*. The above charts show the source of our revenue and its expenditure.

Thank you for your partnership,
Michael Maybee
President/CEO