

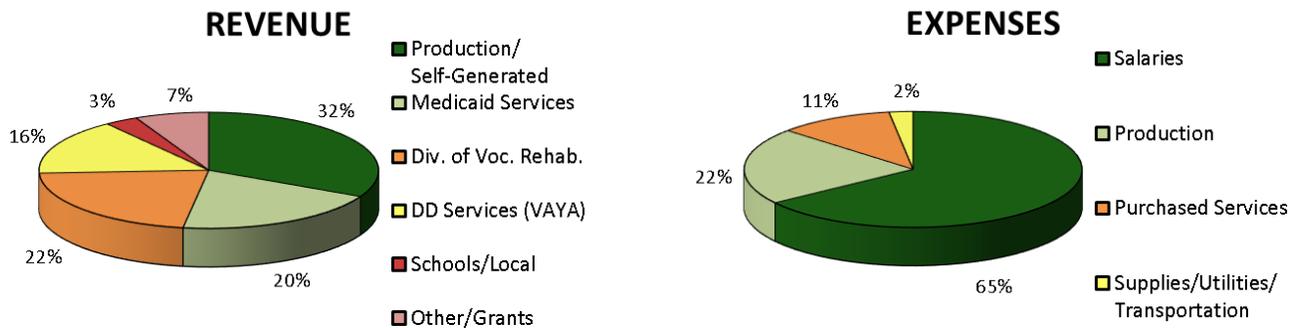
ANNUAL REPORT FY 2017-2018

Dear Friends of Watauga Opportunities,

During 2019 Watauga Opportunities, Inc will celebrate its 45th Anniversary year. Since 1974 it has been WOI's Mission to *enable self-reliance and enhance independence* through offering employment and community opportunities to the people of northwestern North Carolina. We are now proud to announce that our Mission is being enhanced even further through WOI's July 1, 2018 merger with Ashe ADAP which is now Ashe Opportunities. This merger allows enhancements and expansions to the already high quality services offered by Ashe ADAP; we are proud to welcome Ashe Opportunities to our WOI tradition of excellence. During the past 45 years much has changed in terms of services, expectations and systems; however one constant has always been the stability and excellence of WOI's mission driven, high quality, leading edge services. The ability of Watauga Opportunities and our services to evolve and prosper through continuous change is credited to the efforts of a knowledgeable, dedicated, and visionary Staff and Board of Directors. It is due to their vision, knowledge, and dedication that we look optimistically toward a future which continues our WOI tradition of excellence.

Highlighting 2017-2018 was WOI's continued pursuit of service enhancement/growth targets. In conjunction with NCDVR we added a new Pre Employment Transition Service (PETS) at Watauga, Avery, and Mitchell High Schools serving 51 students. With VAYA Health, we transformed our social capital building pilot into Long Term Community Support (LTCS) services. In the past 10 years our community immersion services have grown over 1,440% with participant community civic hours increasing from 476 to 6,874 hours in FYE 2018. We continue expansion of our community employment services in Mitchel, Yancey, and Buncombe Counties and our manufacturing Quality System added ISO13485-2016 enhancements.

We continue to partner with NC Division of Vocational Rehabilitation, VAYA Health, Watauga County Board of Education and other partners in the provision of vocational, community and residential services. During FY 2017-2018, Watauga Opportunities provided community & vocational services to 346 individuals. Our employment programs saw 65 individuals' attain *self-reliance through employment*; with Work Adjustment placing 36 individuals while Supported Employment accounted for 29 community job placements. Evaluation Work Adjustment and CBA served 107 individuals, Supported Employment served 59 individuals in job development/training and 84 in Follow-Along, CAET/LTCS served 18 individuals, Innovations served 14 individuals, School Transitional programs served 64 students, and our group homes served 12 individuals. In total WOI served individuals from Watauga, Ashe, Avery, Alleghany, Wilkes, Mitchell, Yancey, 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 2018, 32% 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 \$7.07 million, while their government subsidies have reduced by an estimated \$2.83 million. Community job placements now total 1200. WOI truly is *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