



Partnership Newsletter

December 2010

Goodwill, Good Cheer, Good Return

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2010 will be remembered by many as a very tough year. Many of you, your family members, friends and neighbors continue to struggle as we work together to rebound from the recession. Whether you were pleased with the election results or not, most of us agree...the way out of this recession is jobs. And jobs are the way out of isolation and poverty for people with disabilities. Did you know that Washington State's Supported Employment Providers have the best Cost Benefit Ratio in the Country! And the best ratio is in King County, where for every dollar spent on employment services, \$1.76 is returned to tax payers. AtWork! placed 14 people with significant disabilities in community jobs last fiscal year and currently supports 56 people who are gainfully employed. Another 184 people receive services to help them along their pathway to a community job. Supported Employment is good for a business' bottom line, gives people with disabilities the chance for a good life, and it's

good for the economy and taxpayers.

We couldn't be the conduit for all this good without the goodwill and support of the community. Thank you for seeing the talents and contributions of people with disabilities and welcoming them into your business and nonprofit as employees and volunteers. In this season of good cheer, we are thankful for those who have given their time, talent and treasure to help the people we serve. AtWork! helps people with disabilities get good jobs and escape poverty. We do it with the help of government and corporations, foundations, other nonprofits, small and large business and individual support from the community.

As you reflect on 2010 and prepare for 2011, consider partnering with AtWork! as we strive for equal employment opportunities for all people with disabilities. Your individual donations are more vital than ever. The State of Washington will cut funding to employment services



for people with disabilities by up to 12% on January 1st. We are doing what we can to reduce expenses, but we need your help as well. You can help us keep people working. A contribution of \$200 provides a month of job coaching. The immeasurable return... the sense of pride, belonging, importance and accomplishment that community employment provides for a person with a disability.

As you read the stories of contribution and collaboration know that your support makes our mission possible. Thank you for your support of AtWork!

Happy Holidays.

Your gifts help Pat land his dream job at Safeway

Pat has been an integral part of the AtWork! family for 19 years. And for most of those years, Pat's employment services have been funded by private donations from people just like you. Your gifts have helped Pat discover his self confidence as he learned to communicate his needs and socialize with others.

Pat's skills took him to the pinnacle of AtWork!'s landscaping crews, as one of our most talented workers performing grounds maintenance for federal government contracts, including the cemetery at Fort Lawton. The money Pat earned at his landscaping job increased his independence. His success gave

him a sense of importance that he didn't have before. Pat has always dreamed of getting a job as a courtesy clerk at Safeway—just like his sister. Pat starts working at Safeway this month! AtWork!'s landscaping crew is very sad to see him go, and his contribution to the team will be missed. We are celebrating too

(cont on page 3)

AtWork!'s mission is to help people with disabilities be productive, integrated and contributing members of their communities.

Making a contribution, discovering a talent

AtWork!'s Employment Consultants and Job Coaches are working with about 75 people with complex disabilities who are in "the discovery phase" of customized employment. Before staff can facilitate a good job match, we have to know what the individual likes to do. We need to discover what they can do well, so that an employer will want to hire them to do it. We look at assistive technology needs and environmental supports. We begin to think creatively about the individ-

ual and the types of jobs that are a good match. Often discovery includes work trials and volunteering. While we are learning about the person we are serving, the person is serving the community through their work and volunteer efforts. Our partners in discovery find it rewarding to help our cause and get their necessary work done. Good for people with disabilities, good for the bottom-line.

Bo is in the discovery phase learning valuable workplace

skills like teamwork and customer service at work trials at Dunn Lumber, and Denny's; and by volunteering at the North Shore Senior Center. Bo joined AtWork!'s School-to-Work program a few months ago and is working on finding his talents and using them to create a great resume for a potential employer. He has rave reviews from his work trials and is a very hard worker. Check out Bo's resume.

Why employ people with disabilities?

According to a 2006 Gallup Poll, 87% of customers prefer to give their business to companies that employ a person with a disability.

Goodwill and discovery grow

AtWork! supports 60 people discovering their talents by doing volunteer work in the community. Lisa volunteers at the Children's Home Society keeping the playground areas clean. Lisa has learned valuable communication and social interaction skills along with a great work ethic. She takes great pride in doing a good job. Lisa's volunteer job is helping her staff gather the tools they need to find her a good job match. The children that watch and interact with Lisa are learning about equality and diversity. They are learning that everyone deserves to be treated equally and that everyone has value. Lisa hopes to find a paying job in

the community with the skills she has learned at the Children's Home Society. Good experience for her resume, good lesson for our children.

You can help Lisa and Bo get good jobs. Please consider directing some of your year-end giving to AtWork! and help us find dream jobs for Lisa and Bo just like you did for Pat. The enclosed envelope will help you designate your giving to the area you feel most passionate about.



Dennis Bounds speaks with Margaret Padilla on stage at last year's Annual AtWork! Breakfast

Save the Date Annual Breakfast

The Annual AtWork! Breakfast raises money to help people with disabilities get good jobs. Attendees gain valuable insights about people with disabilities and their contributions to the workplace and our communities. We need your support more than ever. State budget cuts will hit us hard.

If you know of an opportunity where Bo's skills and abilities are a good job match, please contact Dennis at 425.922.4873 or dennisw@atworkwa.org.

Please join us on Wednesday, April 13 from 7—9AM at the Westin on Bellevue Way in downtown Bellevue. For sponsorship opportunities, information on being part of the planning committee or for an



BO

Skills
Customer service, dining room service, set up of equipment and maintenance activities

Experience
Dunn Lumber, Denny's, Kenmore Lanes, Northshore Senior Center

Career Goals
Full time employment in the service industry

References
Bruce, Denny's General Manager
Aimee, AtWork!
Employment Consultant

invitation, please contact Sarah Popelka, Director of Development at 425.274.4030 or sarahp@atworkwa.org. We hope to see you there!

Working together for Good Jobs for Everyone

October was National Disability Awareness Month. The **City of Issaquah** and the **City of Redmond** mayors signed proclamations acknowledging the month of October as National Disability Awareness Month. Stories in the Issaquah Press and Issaquah Reporter addressed the need for continued funding for employment services for people with disabilities.

The Collaborative is a group of 6 employment service providers (AtWork!, Mainstay at Seattle Central Community College,

Puget Sound Personnel Services, Work Opportunities, Northwest Center, and Service Alternatives) who are exploring ways to share talent, expertise and resources with a goal of better employment outcomes for people with significant support needs. Members have agreed to partner around job development, state-of-the-art customized employment techniques, innovative support strategies, training, and resource development.

Thank you to the Seattle Foundation for their recent grant to be used for operating

expenses. Operating support is so vital in times like these and we appreciate the Seattle Foundation's recognition of that important piece of funding.

USArchive Powered by AtWork!, our newest business line, was created by a partnership with USArchive and Imaging Services. Together we provide great service to our customers and new skill development opportunities to build our clients' resumes. What a great way to join the cause. Get the best document management solutions in the region and provide jobs

for people with disabilities at the same time.

Call USArchive Powered by AtWork! for:

- OCR search solutions
- Web access to documents
- Scanning Services
- Digital mail solutions
- Document workflow
- Indexing/data entry solutions



Your support of AtWork! has helped Pat find a great community job!

Pat gets a job (cont from page 1)

because Pat has realized his dream. He is a courtesy clerk at the new Safeway location that just opened at NE 123rd Street and 15th Ave NE in Seattle - the Pinehurst neighborhood. Pat is eager to learn and eager to use his skills to benefit his new em-

ployer. Safeway is very happy to hire Pat and is no stranger to working with people with disabilities. In fact, Pat is the seventh AtWork! hire by Safeway this year. Congratulations Pat! Thank you Safeway! Thank you Donors!

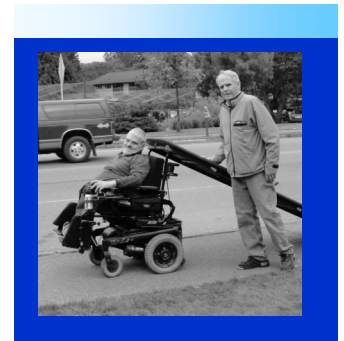


Giving back with other servant leaders in our community

What do you do with your free time? Many of us like hanging out with our friends. Maybe you play golf or browse book stores with your neighbor. For some, the one thing that really makes our hearts sing...being of SERVICE. For a person with a disability reliant upon the service of others just to get by and get around in a society not built for them, being of service is the thrill of a lifetime. This summer, AtWork! partnered with the Kiwanis Club of Issaquah to launch the Aktion Club of Salmon Country. 30 people with disabili-

ties have become Kiwanians and are demonstrating that they have what it takes to be the new servant leaders of our communities. With their fellow Kiwanians, Aktion Clubbers helped stuff over 500 backpacks with supplies for needy school kids. They've participated in community recycling events and helped the Kiwanis Club with its annual Salmon Days BBQ (raising over \$18,000 for local nonprofits). If you have a servant heart you do what it takes to contribute. Witness Noah, doing the last & least

liked job...putting the tables away after the BBQ and almost everyone else has gone home. Ingenuity, passion, leadership, courage, determination...that's what people with disabilities bring to Kiwanis, the community and the workplace. Chris Brandt, AtWork! CEO received the Kiwanis Club of Issaquah's Annual Community Services Award for her work in "aktionizing" the new club. Congratulations, Chris and the Aktion Club of Salmon Country and thank you Kiwanis Members!



Noah helps clean up at the end of the Salmon Days BBQ and has fun doing it



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Congratulations and Thanks

Congratulations to the following clients who landed community supported jobs this fall:

- Carl - McDonalds**
- Hunter - Nintendo**
- Joel - Safeway**
- Pat - Safeway**



AtWork! Board of Directors

- Bob Strayhan, *Chair*
- Paul Egly, *Vice Chair*
- Mike Northcott, *Treasurer/Secretary*
- Bill Anspach
- Gary Bodenstab
- John Hemion
- Ray Lepp
- Von Perkins
- Greg Russell
- Cas Sherwood
- Steve Sirich

AtWork! Senior Leadership Staff

- Christina Brandt, CEO
- Eric Hallberg, Dir of Business Development
- Sarah Popelka, Dir of Development
- Wendy Randall, Dir of Career Development
- Adele Taggart, Dir of Human Resources
- Bob Thompson, COO
- Richard Wilson, Dir of Customized Employment

Thank you to some of our very special recent donors:

- Cotsco Wholesale Genie Industries
- Irene Harvitz Meyerson Foundation
- The Boeing Company
- The Seattle Foundation Charlotte Trenner
- United Way of King County