

# 2005 Annual Report



AtWork! is a not-for-profit organization under Section 501 c (3) of the Internal Revenue Code. AtWork! provides individualized vocational training, good jobs, job placements, and community connection for people with disabilities through community employment; manufacturing; and landscaping, janitorial and recycling services.

The Mission of AtWork! is to Help people with disabilities be productive, integrated and contributing members of their communities.

## AtWork! Board of Directors

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Malcolm Stewart  
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## Key Personnel

Michael Bainbridge, Chief Executive Officer  
Diane Robinson, Executive Assistant  
Mike Sink, Chief Operations Officer  
Bob Thompson, Chief Financial Officer  
Andy Erickson, Dir. Manufacturing Services  
Wendy Randall, Dir. Community Services  
Tim Wilbee, Dir. Landscaping, Janitorial, Recycling  
Bob Nissley, Mgr. Computer Services  
Claudia Burke, Sales  
Rod Olin, Sales  
Jeff Strom, Sales

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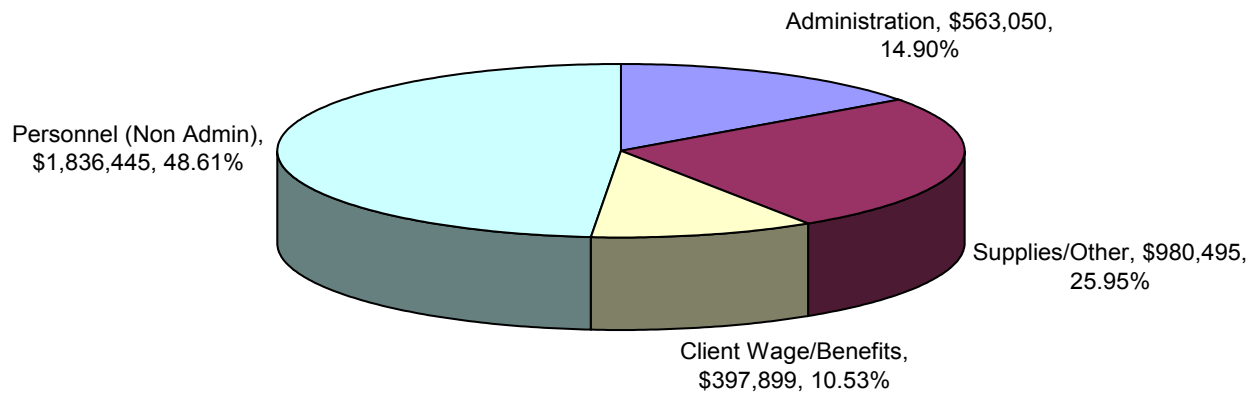
UNITED WAY  
of KING COUNTY

AtWork! is a United Way Agency



**Financial Results  
Fiscal Year Ended 9/30/05**

**Atwork!  
Expenses  
FY Ended September 30, 2005 Actual**



**Balance Sheet**

<b>Assets:</b>	
Cash/Cash Equivalents	\$271,601
Receivables	\$568,228
Inventory	\$10,055
Prepaid Expenses	\$120,501
<b>Total Current Assets</b>	<b>\$970,385</b>
Property and Equipment Net of accumulated depreciation	\$1,953,013
<b>Total Assets</b>	<b>\$2,923,398</b>
Liabilities	\$306,555
<b>Net Assets</b>	<b>\$2,616,843</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$2,923,398</b>

AtWork! provides work training and paychecks for people with disabilities.

## **AtWork!'s Double Bottom Line**

Non-profit businesses, like any other, measure their success on the bottom line. AtWork! must remain financially stable and generate revenues to sustain and grow our operations and programs to provide individualized vocational training, good jobs and a paycheck for people with disabilities. As a mission driven non-profit, AtWork! measures a "double bottom line": fiscal stability AND outcomes achieved for the people we serve. An outcome isn't simply a job and a paycheck, but a real, often dramatic difference in the person, their quality of life, and in our community.

## **Solutions AtWork!**

Through its fabrication and assembly services at three production shops in Issaquah, Bellevue and Kenmore and its crew services in landscaping, janitorial, and recycling, AtWork! provided work training and job development for nearly 200 individuals with disabilities. The Supported Employment Program assists over 50 adults with disabilities each year in career choices, job and life skills training, and ongoing workplace support in businesses such as Costco, Pizza Hut and QFC stores.

## **AtWork! and Community Recycling**

AtWork! partners with the City of Issaquah to maintain a Recycling Center and aluminum can buy-back program where people can recycle cardboard, newspaper, white office paper, plastics 1 & 2, and glass as well as aluminum cans. Clients learn work skills, earn dollars, and serve the recycling needs of the community.

## **The Bottom Line**

Not only did AtWork!'s clients gain new work skills in 2005, they contributed to the financial success of AtWork!, contributed to local communities, gained increased self esteem, and earned a paycheck.

## **2005 Accomplishments**

- AtWork! staff designed and engineered a rain barrel catchment system that received accolades from its customers and provided job training for clients and dollars for programs to assist adults with disabilities.
- AtWork! was one of five agencies nationwide to be awarded a grant from the University of Massachusetts at Boston for technical training to staff for assistance in creating unique job opportunities for individuals with disabilities. The training / mentoring program assisted AtWork! in developing a creative program for finding jobs in the community for people with disabilities. 2005 was the second year in the two-year program. 10 individuals with disabilities were placed in new jobs in the community.
- Through effective cost cutting measures necessary in this year of nationwide economic struggle, AtWork! finished the year on budget while retaining all services to people with disabilities.
- AtWork! received a three-year accreditation from CARF in Employment Services.
- The Recycling Center Canopy Project for the Issaquah Recycling Center was completed in May. A canopy was built to keep cardboard dry—resulting in increased revenues from the sale of cardboard. The canopy protects workers from rain and sun to provide a more comfortable work environment. A new fence and enhance landscaping provide noise barriers and improve visual impact of the center which has been in operation over 25 years to serve the recycling needs of Issaquah and surrounding areas.

## 2005 HIGHLIGHTS

### Manufacturing & Industrial Services

- Over 140 individuals with disabilities worked and earned wages in AtWork!'s three production centers in Issaquah, Bellevue, and Kenmore.
- Workers with disabilities earned wages based on their productivity.
- Generated commercial revenue from customers including Boeing, Microsoft, Sunstream Corporation, and Coinstar.

### Crew Services

- Provided work and training for 35 crew members with disabilities who earned competitive wages.
- Janitorial, landscaping, and recycling services crews generated commercial revenue that helps support all of AtWork!'s programs.
- Satisfied customers include National Atmospheric and Oceanic Administration, VA Hospital, Fort Lawton, City of Bellevue, and King County and Washington State Departments of Transportation.

### Community Services

- Individual Employment division supported community employees in a variety of competitive jobs. The job development resulted in collaboration of AtWork! staff with local businesses to meet business needs by matching individuals with disabilities into jobs that interest them and allow good wages and benefits.
- Community Access participants log over 1000 hours of volunteer contribution to Kelsey Creek Park, Hopelink, Children's Hospital, Goodwill Industries and others.
- Accessible Tourism completed the seventh year of respite services to family members of people with disabilities. Family caregivers enjoyed over 700 hours of luxury time while their loved ones with a disability enjoyed theater performances at Meydenbauer and Kirkland Performance Center, movies, and lunches at favorite restaurants.



AtWork!  
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