2018 ANNUAL REPORT
SUCCESSFUL FAMILIES, THRIVING COMMUNITIES
OPPORTUNITIES TO THRIVE = SUCCESS FOR FAMILIES

From the Executive Director:

Here we are, well into the 21st century, and deep poverty is still very much with us.

Diane Cooper-Currier
OCO Executive Director

18.3% of Oswego County residents live below the poverty line. For female head of household families, it’s worse: 50.2% live in poverty.* Families living in deep poverty face multiple, persistent challenges to their well-being and are more likely to remain poor than other people who experience poverty. OCO exists to help families of every kind turn these numbers around, and move from in-crisis to thriving. When families succeed, our local communities become more healthy and vibrant. Our mission beats in step with the heart of Community Action, helping our clients reach new levels of self-sufficiency.

This report describes our 2018 accomplishments. Read between the lines and you’ll see that everything we do reflects our mission to empower people, support communities and change lives. Our workforce is highly skilled and deeply committed, our financial position is very strong, our scope of services is expanding, we’re collaborating on local and regional levels like never before.

Positive change is happening. People are thriving. We’re proud to be among those leading the way!

* nyscommunityaction.org, 2018 Poverty Report

From the Board President:

During my tenure as a member of the OCO Board of Directors, and most recently as Board President, I have had the opportunity to participate in a season of strategic fiscal and organizational restructuring that is perhaps unprecedented among Community Action Agencies.

I have also had the privilege of serving on a Board of Directors whose diverse members are united in their passion to change our communities for the better by changing peoples’ lives.

Breaking down the barriers imposed by poverty, and building up individuals and families for success, takes great care and commitment. OCO is in it for the long haul and has made great strides in the past year to assure the necessary services are in place, from safe, affordable housing to drop-in programs for youth; from home-delivered meals for seniors to public transportation; from community partnerships to one-on-one literacy education.

OCO helps build a brighter future that improves the quality of life for all of us in Oswego County.

Jeff Coakley
OCO Board President
THE SERVICES & THE SERVED

The number of people who benefited from services in these general areas in 2018. Note: Many OCO clients receive more than one service.

- **Health Care Services**: 14,713
- **Crisis Intervention**: 3,186
- **Self-Sufficiency Supports**: 2,791
- **Nutrition**: 7,197
- **Learning**: 493
- **Housing**: 1,500
- **Employment**: 157
- **Transportation**: 6,007

**Mission:**
Oswego County Opportunities inspires partnerships and provides services that empower people, support communities and change lives.
FUELING THE LOCAL ECONOMY

OCO ended 2018 with 590 employees earning $19.6 million in salaries and benefits. More than 95% of all OCO employees live in Oswego County, providing an annual economic impact* of nearly $28 million.

590 EMPLOYEES

$30.2 MILLION ANNUAL BUDGET

$27.9 MILLION LOCAL ECONOMIC IMPACT

*Economic impact multiplier of 1.5% provided by SUNY Oswego School of Business
# Oswego County Opportunities, Inc.

## Statement of Financial Position*

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Year Ended December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2018</td>
</tr>
<tr>
<td>Current Assets:</td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$4,908,000</td>
</tr>
<tr>
<td>Receivables &amp; Prepaid Expenses</td>
<td>$4,459,000</td>
</tr>
<tr>
<td>Total Current Assets</td>
<td>$9,367,000</td>
</tr>
<tr>
<td>Property &amp; Equipment, Net</td>
<td></td>
</tr>
<tr>
<td>Other Assets</td>
<td>$4,772,000</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$64,000</td>
</tr>
<tr>
<td></td>
<td><strong>$14,199,000</strong></td>
</tr>
</tbody>
</table>

## Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Current Liabilities:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Portion of Long Term Debt &amp; Line of Credit</td>
<td>$170,000</td>
<td>$210,000</td>
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<tr>
<td>Payables &amp; Accrued Expenses</td>
<td>1,680,000</td>
<td>1,319,000</td>
</tr>
<tr>
<td>Self-Funded Health Plan Liability</td>
<td>680,000</td>
<td>691,000</td>
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<tr>
<td>Unearned Grants, Customer Deposits &amp; Due to Funders</td>
<td>950,000</td>
<td>680,000</td>
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<tr>
<td>Total Current Liabilities</td>
<td>3,480,000</td>
<td>2,910,000</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Long Term Liabilities:</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Long Term Debt &amp; Liabilities</td>
<td>3,949,000</td>
<td>3,829,000</td>
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<tr>
<td>Total Liabilities</td>
<td>7,429,000</td>
<td>6,729,000</td>
</tr>
<tr>
<td>Net Assets</td>
<td>6,770,000</td>
<td>6,386,000</td>
</tr>
<tr>
<td>Total Liabilities and Net Assets</td>
<td><strong>$14,199,000</strong></td>
<td><strong>$13,127,000</strong></td>
</tr>
</tbody>
</table>

## Statement of Activities

<table>
<thead>
<tr>
<th>Support and Revenue:</th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Federal and State Grants</td>
<td>$11,554,000</td>
<td>$11,458,000</td>
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<tr>
<td>Other Governments</td>
<td>5,046,000</td>
<td>4,270,000</td>
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<tr>
<td>Contributions and Other Grants</td>
<td>219,000</td>
<td>307,000</td>
</tr>
<tr>
<td>In-Kind</td>
<td>634,000</td>
<td>715,000</td>
</tr>
<tr>
<td>Net Patient Service Revenue</td>
<td>1,823,000</td>
<td>1,930,000</td>
</tr>
<tr>
<td>Fees for Services</td>
<td>10,805,000</td>
<td>10,599,000</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>170,000</td>
<td>467,000</td>
</tr>
<tr>
<td>Total Support and Revenue</td>
<td>30,251,000</td>
<td>29,746,000</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses:</th>
<th></th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$28,130,000</td>
<td>$26,323,000</td>
</tr>
<tr>
<td>Supporting Services</td>
<td>1,853,000</td>
<td>1,824,000</td>
</tr>
<tr>
<td>Total Expenses</td>
<td><strong>$29,983,000</strong></td>
<td><strong>$28,147,000</strong></td>
</tr>
</tbody>
</table>

| Change in Net Assets                  | $268,000    | $1,599,000  |

*2018 Final Audit Pending
OSWEGO COUNTY OPPORTUNITIES, INC.
REVENUES AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 2018

REVENUE SOURCES

TOTAL REVENUES:
$30,251,000
(approximate)

EXPENSE CATEGORIES

TOTAL EXPENSES:
$29,983,000
(approximate)
2018'S SUCCESS STORIES:
SAFE, AFFORDABLE HOUSING UNDER CONSTRUCTION
OCO broke ground in October for Champlain Commons in Scriba. When completed, the $13 million project will provide 56 apartments, 17 of which are earmarked for the homeless.

CLUBHOUSE PROGRAM FOR YOUTH
'Sober Peers On Top' is the name chosen by the youth participating in OCO's Clubhouse program Oswego. Open late afternoon through late night several days a week, The SPOT offers an alternative to bars and hanging out on the streets.

CANCER SERVICES GOES REGIONAL
OCO Cancer Services regionalized last fall, and is now providing free cancer screenings to uninsured men & women in Oswego, Jefferson, Lewis and St. Lawrence counties.

SUPPORTIVE HOUSING PRESERVED
OCO completed a $1 million restoration project at Backstreet Apartments in Fulton, preserving 6 Permanent Supportive Housing apartments.
95% of clients who completed OCO's Consumer Feedback Survey in 2018 were Satisfied or Very Satisfied with our services. Questions included:

- How easy are OCO services to access?
- What is your overall satisfaction with services received?
- How friendly and helpful are our staff?
- Would you recommend OCO to a friend?
- Do you feel that your needs were met?
AGENCY OUTCOMES

PERCENTAGE OF CLIENTS RECEIVING SERVICES
IN 2018 BY OCO SERVICE AREA

- Prevention: 45%
- Health: 4%
- Individuals & Families: 6%
- Crisis Intervention: 5%
- Education: 4%
- Nutrition: 7%
- Transportation: 10%
- Housing: 12%
- Other: 6%

WHAT'S BEHIND THE NUMBERS

PREVENTION: Serving at-risk & vulnerable clients of all ages

HEALTH: Services to improve health & wellness, access to care; healthy lifestyle

INDIVIDUALS & FAMILIES: Helping move toward self-sufficiency in areas of life skills, job skills, parenting, independent living

CRISIS INTERVENTION: Food, shelter, clothing; hotline supports; domestic violence; legal advocacy

NUTRITION: Access to nutritious food; free meal programs; developing healthy lifestyle

EDUCATION: Learning for all ages; literacy

HOUSING: Homeless, mentally & physically disabled; youth; transitional housing; addiction

TRANSPORTATION: Low cost public transit; Medicaid transport; non-medical transport
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Yvonne Petrella
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James Schreck
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Richard & Sharman Shambo
Theodore Siers
Jane Snow
Corte Spencer
Michael Stafford
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The Eis House
The Press Box
The Village Shops
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Walmart - Granby
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James Wassenaar
Kelly Weitz
Chad Whelsky
Beverly Wilferth
& John Widmer
Holly Wyant
Santa-Li Zambrano
John Zanewych

(continued on next page)
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OUR 2018 EVENT SPONSORS

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KeyBank Commercial Bank
NRG
OneGroup
Oswego County Federal Credit Union
PAC Associates of Oswego, Inc.
Pathfinder Bank
Renzi
Rochester’s Cornerstone Group
Shineman Foundation
UMR/UHC

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Canale Insurance Agency
CAP Systems
Fulton Management Services
Fulton Savings Bank
Fulton Sunrise Rotary Club
Kinney Drugs Foundation
Nelson Law Firm
Oswego Health
Relph Benefit Advisors
Speedway Press
Sunoco, Inc.
Volney Multiplex
Webgio.com

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Avery Rental Properties
Dusting Divas
Eastern Shore Associates

CONTRIBUTORS:
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Fulton Dental Health Associates
Gregg’s Stump Removal
Oneida Nation Foundation
Oswego County Bookkeeping
RFH’s Hideaway
RJ’s Excavation
The House Works
Uly’s Seafood

In Memoriam

In Memory of David Colvin
Paulette Yerdon

In Memory of Tim Frawley
Lori Frawley

In Memory of Gary Holst
Barbara Bateman
Virginia Baugh
Patricia Berry
Sally Cafalone
Diane Cooper-Currier
Margaret De Lorenzo
Dennis & Mary Christine Donovan
Kathleen Fenlon
Richard Frio
Florence Gardner
John Halstead
Vicki Kenner
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Ian Murphy
Dennis & Dore Norfleet
Robert Pompo
Janette Resnick
Amy Roland
Brian & Cindy Seeber
Margaret Sennett
Deborah Snyder
Corte Spencer
Carol Sterling
Rebecca Sterling
Larry Treadwell
Michael Treadwell

Jean Unger
Eileen Urtz
Kelly Urtz
Marlene Urtz
Patrick & Carol Waite

In Memory of Alex Sheldon
Theresa Collins

In Memory of Ida Mae Spencer
Sandra Spencer
Did you know ...

it’s OCO!

OSWEGO COUNTY OPPORTUNITIES, INC.
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