Oswego County Opportunities

2017 Annual Report

Our fingerprints don’t fade from the lives we touch.

- Judy Blume

Did you know...
From the Executive Director

Whenever you build something, you need a foundation, one that’s stable, supportive and strong. For 51 years OCO has been building on the foundation of Community Action, fighting poverty by delivering services that meet basic needs, provide stability in times of crisis, improve health and well-being, and equip and empower individuals to overcome the many barriers of poverty to achieve greater self-sufficiency. Social and economic conditions have changed since passage of the Economic Opportunity Act of 1964. Yet the paradox of poverty in the midst of plenty persists: nearly 19% of Oswego County’s 121,000 residents live in poverty, and that weakens the foundation for all our communities. Research confirms what our experience tells us, that families living in poverty face multiple, persistent challenges to their well-being and are more likely to remain poor. Community Action seeks to address the causes and conditions of poverty on the foundational level, offering a hand up towards self-sufficiency. This annual report contains success stories about how OCO has helped, from each client’s unique perspective. It also celebrates the support from every segment of our community, without which our work would not be possible: From our employees to our Board members, from industry to government, from individuals to service clubs. As we touch lives, our greatest hope is to leave an imprint that’s life-changing and successful, to help keep the foundation of our communities strong.

Diane Cooper-Currier

From the President of OCO’s Board of Directors

Numbers tell a story, but not the whole story. When I consider the number of Oswego County residents living in poverty, and the many obstacles to breaking free, it can be overwhelming. The numbers also can make poverty a “faceless” affliction that happens to other people. That’s why OCO is committed to providing person-centered services. Our guiding principles focus on giving a hand up, not a hand out. Each person is unique, with needs and struggles as well as gifts and potential. Poverty in its many forms is a barrier to the full expression of this potential. This report tells our story of how we embrace the uniqueness of the 20,000 individuals we serve and work together to ignite their potential to improve the quality of life and move toward self-sufficiency. I am proud to serve as president of OCO’s Board of Directors. This diverse group of people takes OCO’s work seriously. Work that’s difficult at times, but faceless? Never. And rewarding? Always!

Holly Carpenter

Investing in People:

More than 90 cents of every $1 spent by OCO goes directly into our services. OCO’s mission is accomplished through the combined efforts of nearly 600 dedicated, professional employees and approximately 1,200 volunteers. This team delivers a needed array of services through more than 50 different programs and services to nearly 20,000 individuals annually.

As we touch we leave our identity.
In Their Own Words: Success Stories from People We’ve Served

Health Services: Cancer Screenings Save Lives

“I was scared. I noticed that my sense of taste had changed. I had a strong feeling that this time it was cancer.... When I called and spoke with Carolyn Handville it was encouraging. She made me feel at ease and walked me through the whole process.”

Betty (pictured here with Carolyn on the left) maintains a positive outlook and says, “Thanks to the free screenings and help that I received from OCO’s Cancer Services Program I’m a survivor and a fighter!”

Crisis Services: Helping Victims of Sexual Assault

(from a client letter to an OCO employee who helped them at the hospital after being sexually assaulted.)

“Dear Jamie,

I’m now in my Senior year. In December 2015, you helped me get through one of the worst situations I’ve ever been in. I was admitted into the hospital confused and scared. I wasn’t exactly sure what had happened to me at that moment. I was surrounded by nurses who were telling me things I didn’t understand. Then you showed up. You helped calm me down and explained everything clearly.

I want to thank you for everything you did for me that day. It’s been almost two years and I still remember how kind you were to me. You taught me that there can be calm even in the toughest situations. I will always remember how your kindness and understanding got me through the rest of my 10th grade year.”

Nutrition Services: Home Delivered Meals Show That ‘Someone Cares’

A recipient of OCO’s Home Delivered Meals has this to say: “By not having much help from my family, it sure is nice that someone cares for you. I like having someone who will check on me and (bring) a meal to eat. Thank you.”

♦ 92% of OCO clients surveyed in 2017 said they would recommend us to a friend.
♦ 90% said that all or many of their needs were met by the OCO services they received.
♦ 88% ranked OCO employees as helpful in getting them enrolled in needed services.

Your fingerprints can’t be wiped away from the little marks of kindness that you’ve left behind.
Who We Helped in 2017

- Over 114,000 passenger trips
- Nearly 500 families receive services for healthy pregnancy, infants, children and family life
- Homes and supports for hundreds of adults with disabilities
- Reproductive Health services for more than 7,000 people
- Over 300 preschoolers prepared for next educational level
- 250 youth in after school programming
- 66 Adults increasing literacy skills
- Over 300 people are no longer homeless or at risk
- Nutritious meals for over 7,000 seniors and youth

NOTE: This is just a sampling of results achieved in 2017.
Oswego County Opportunities, Inc.
FINANCIAL INFORMATION
FOR THE YEARS ENDED DECEMBER 31, 2017 & 2016

Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>Year ended December 31,</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2017</td>
</tr>
<tr>
<td>Current Assets:</td>
<td></td>
</tr>
<tr>
<td>Cash</td>
<td>$3,206,000</td>
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<tr>
<td>Receivables &amp; Prepaid Expenses</td>
<td>4,938,000</td>
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<tr>
<td>Total Current Assets</td>
<td>8,144,000</td>
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<tr>
<td>Property and Equipment, Net</td>
<td>4,918,000</td>
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<tr>
<td>Other Assets</td>
<td>65,000</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$13,127,000</td>
</tr>
</tbody>
</table>

LIABILITIES AND NET ASSETS

| Current Liabilities: | | |
| Current Portion of Long Term Debt & Line of Credit | $210,000 | $302,000 |
| Payables and Accrued Expenses | 1,319,000 | 1,901,000 |
| Self Funded Health Plan Liability | 691,000 | 818,000 |
| Unearned Grants, Customer Deposits & Due to Funders | 680,000 | 645,000 |
| Total Current Liabilities | 2,990,000 | 3,666,000 |
| Long Term Liabilities: | | |
| Long Term Debt | 3,829,000 | 3,334,000 |
| Total Liabilities | 6,729,000 | 7,000,000 |
| Net Assets | 6,398,000 | 4,904,000 |
| Total Liabilities and Net Assets | $13,127,000 | $11,904,000 |

Statement of Activities

| Support and Revenue: | | |
| Federal and State Grants | $11,619,000 | $9,435,000 |
| Other Governments | 4,166,000 | 4,606,000 |
| Contributions and Other Grants | 307,000 | 893,000 |
| Inkind | 695,000 | 617,000 |
| Net patient service revenue | 8,216,000 | 8,786,000 |
| Fees for services | 4,173,000 | 4,093,000 |
| Miscellaneous | 467,000 | 388,000 |
| Total support and revenue | 29,643,000 | 28,818,000 |

| Expenses: | | |
| Program services | 26,515,000 | 25,798,000 |
| Supporting services | 1,633,000 | 1,616,000 |
| Total expenses | 28,148,000 | 27,414,000 |

Change in net assets | $1,495,000 | $1,404,000 |
Oswego County Opportunities, Inc.
Revenues and Expenses
For the Year Ended December 31, 2017

Total Expenses: $27,987,000 (approximate)

**Revenue Sources:**
- 35% Fee for Service
- 26% Federal Grants
- 19% State Grants/Contracts
- 14% Local Grants/Contracts
- 6% Donations, In-Kind & Misc.

Total Revenues: $28,992,000 (approximate)

**Expense Categories:**
- 66% Salaries and Benefits
- 12% Direct Services
- 8% Food Related
- 5% Occupancy
- 7% Administrative (non-salary)
- 2% In-Kind

Total Expenses: $27,987,000 (approximate)
Accomplishments & Awards: Our People Make a Difference

Amelia Whelahan Leadership Award

2017 Amelia Whelahan Leadership Award recipient Sara Gozzi, Educator/Trainer for Services to Aid Families (SAF), a program of OCO Crisis & Development Services. Gozzi is pictured here with SAF Victim Services Program Manager Stacie France and OCO Executive Director Diane Cooper-Currier. This award is given annually to a staff member who has made outstanding contributions to OCO and the Human Services profession.

Howard Wilcox Volunteer of the Year Award

Julie Forbes, a volunteer with OCO Literacy Volunteers, received the 2017 Howard Wilcox Volunteer of the Year Award, given each year to a volunteer who goes above and beyond in offering their time and talents to an OCO program. Julie is pictured at right (holding plaque) with OCO Executive Director Diane Cooper-Currier (left), Literacy Volunteers Program Coordinator Meg Henderson, and OCO Education Services Director Beth Kazel.

OCO Board of Directors Installs Officers

In the photo at left, the 2017-2018 officers of the OCO Board of Directors are pictured. From left: Connie Cosemento, Past President; Deana Michaels, Treasurer; Holly Carpenter, President; Jeff Coakley, Vice President; Yvonne Petrella, Secretary; and Diane Cooper-Currier, Executive Director.

Retiring Board Members Thanked

OCO recognized retiring Board members William Lynch and Olivia Van Sanford in 2017 for their service, and also thanked outgoing Board President Connie Cosemento and Board Treasurer Ron Darrow for service and leadership.

As we touch we leave our identity.
Thank You to our Donors and Sponsors

BUSINESSES AND COMMUNITY GROUPS
AXA Advisors
Barclay Damon LLP
Beacon Hotel
Burke’s Home Center
Church of the Resurrection
Cold Springs Golf Course
Community Bank NA
Compass Federal Credit Union
CRE8 Studios
Custom Marketing Solutions
Eastern Shore Associates
Elms Golf Club
Emerald Crest Golf Course
Exelon Generation

Farnham Family Services
FCSD Hope Club
Fidelis Care New York
Foster Funeral Home, Inc.
Fulton Management
Fulton Savings Bank
Fulton Sunrise Rotary Club
G&C Foods
Glider Oil Co. Inc.
Great Outdoors
Greater Syracuse Association of Realtors
Gregg’s Stump Removal
Grossman St. Amour
Health Foundation for Western and Central NY
John Ward Plumbing
Johnston’s Propane
Kane Consulting
KeyBank Commercial Bank
Kinney Drugs Foundation
Knights of Columbus St. Joseph’s Council # 254
Kompan, Inc.
Lioness Club of Central Square
Longley Brothers
MetLife Financial Services
Mimi’s Drive Inn
Murdock’s Bicycle & Sports
Mystic Stamp Co
National Grid
Nelson Law Firm
NRG Oswego Harbor Power, LLC
Novelis
OneGroup
Oswego County Federal Credit Union
Oswego County DSS
Oswego Health
Oswego Teachers
Pathfinder Bank
Renzi Food Service
Rotary Club of Fulton Sunrise
Seiter Law Firm
Selco Industries, Inc.
Starlight Circle, Pennellville
United Methodist Church
Sunoco
The House Works
The Richard S. Shineman Foundation
The Fulton Companies
Tops Market
Town of Schroeppel
Ultimate Software
Universal Metal Works
Valley Locksmith
Village of Phoenix
Volney Multiplex
Zonta Club of Oswego

Girl Scouts from Pulaski & Sandy Creek helped make Blizzard Bags filled with non-perishable foods for homebound senior citizens receiving OCO home-delivered meals.

OCO is a proud supporter and grateful recipient of United Way of Oswego County. Here, several OCO employees attend the 2017 annual United Way breakfast.

The Zonta Club of Oswego held its first annual Witches’ Ball on Oct. 27, 2017, to raise funds to support OCO’s domestic violence and rape crisis services.

What fingerprints are you leaving? What fingerprints do you want to leave?
We're all beautifully different.