

WASHINGTON VOCATIONAL SERVICES



ANNUAL REPORT 2018



WVS MISSION

We are dedicated to providing outstanding quality services that result in successful community involvement and employment.

VISION STATEMENT

All people will be recognized for their abilities and contributions in the workplace and community.

2018 IN REVIEW

As we reflect on what has been another year of growth at WVS, we hope you will join us in celebrating our dedication and commitment to our vision. Our values are more than words posted in our handbook and spoken throughout our building, they define our culture and influence our success. We believe all individuals should be given the opportunity to have an education, a job, access and opportunity to enjoy and contribute to their community, and to experience meaningful relationships. We are driven to empower others, change perceptions when necessary, educate employers, and advocate for equal rights and diversity. Our exceptional staff has done an incredible job at expanding our outreach while strengthening our existing programs and services. In this annual report, we share with you the impact our services have had in the lives of those we support, and the communities in which they live and work.

In 2018, we were happy to discover that we had an increase in the number of individuals served. This number, which represented a 10% increase, was despite a reduction in referrals from one of our strongest partners due to funding. Our ability to increase our number was due in large part to a new supported employment and housing program called Foundational Community Supports, a Medicaid program, made possible with the partnership of Amerigroup. In addition, our fee for service programs have all seen growth over the past year and we are proud of the outcomes we have achieved. In these pages, you will be able to hear just a few stories about how these opportunities have enhanced lives.

Threats to our ability to provide services can come from both external and internal sources. External hazards are often outside of our control, such as funding, while other threats are internal. We view turnover of direct support professionals as a large threat to the services we offer. It is because of this belief that WVS puts an emphasis on retaining quality team members. By providing professional development opportunities, conducting pulse surveys/stay interviews, and investing in our team, we experienced a low turnover rate of 13% in 2018. Many of our employees have been with WVS over five years, with several celebrating more than ten years during the past year. This provides not only stability to our customers and other stakeholders, but strengthens our agency with experience and knowledge.

We look forward to more program and statistical growth in 2019 and anticipate new challenges. Threats from many directions remain, but WVS is stronger than ever, and while we won't limit our challenges, we will challenge our limits!

Whatever your involvement might be with WVS, your support makes a difference to our program and is appreciated. We will continue to advance our vision with your partnership and thank you for your commitment.



**Janet Bruckshen,
Executive Director**



2018 WVS BOARD OF DIRECTORS

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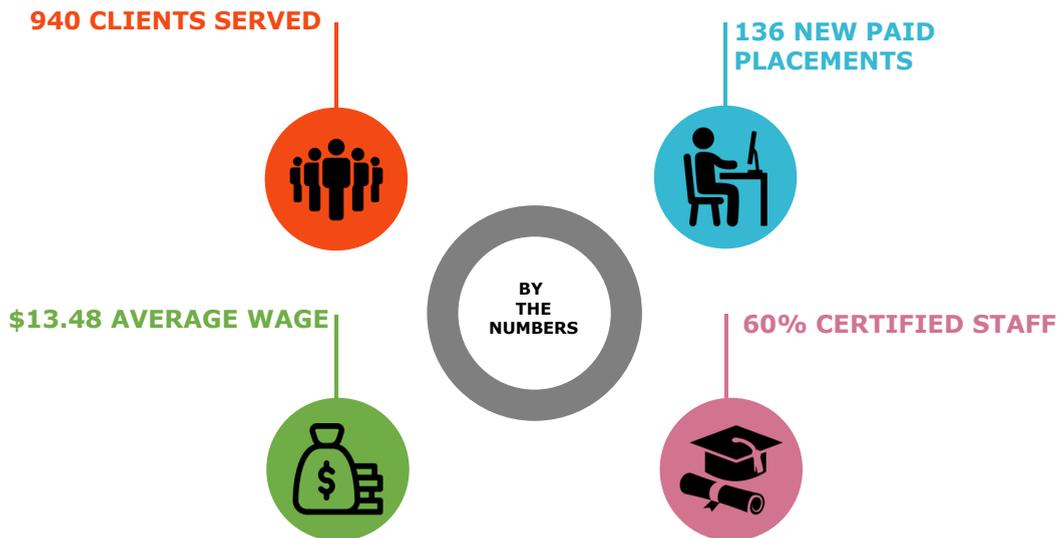
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2018 BY THE NUMBERS



2018 WVS STAFF



WVS FUNDRAISING AND FESTIVITIES

2018 Toast to Abilities Auction

Our second annual Toast to Abilities was held on October 19th at the Nile Country Club. The venue set on their beautiful grounds was perfect but couldn't match the WVS decorations awaiting guests inside the ballroom. The Skagit team outdid itself this year in custom designing centerpieces and backdrops. Guests were able to enjoy our very own Aaron Marshall, a former client who provided the entertainment and dazzled us with his piano playing and original compositions. The event was attended by 85 guests, with many of them happily walking away at the end of the night with their great scores from the silent and live auctions. Employment Consultant Kate Mallahan played the role of auctioneer, encouraging bidders as we raised money to support our programs and made strong new connections. Everyone reported they had a terrific time.



Amerigroup Partnership

Amerigroup continues to be a valued partner to WVS and in 2018 they provided several of our graduating ATTIC students with a unique opportunity. On October 25th, and in honor of Disability Awareness month, the ATTIC students and staff took a field trip to the Amerigroup Seattle office where they had a chance to shadow some employees as they worked. The students really enjoyed having a glimpse of what life in that role was all about. It was a rewarding day for all involved and ended with the presentation of a check for \$5000 presented to WVS. The money will be utilized for the ATTIC's Dress For Success Program as well as for the next legislative session's Advocacy Day.



Dining For Dollars

On Tuesday, August 14th the owners of Red Onion Burgers in Mountlake Terrace hosted a "Dining For Dollars" fundraiser for WVS. A portion of all sales and tips were donated to our agency as part of their community impact program.

WVS staff members waived signs inviting customers inside and motivated diners to donate while bussing tables, pouring drinks, seating guests, and scooping ice cream. Some of our team members even landed in the Red Onion jail cell where their release depended on the crowd's ability to raise money for bail. We are happy to report that we managed to post bail for all of our prisoners and had a great time in the process.

Thank you to Red Onion for their support, our staff, many from Burlington, who volunteered, our Board Member, Karin Cook, and our DJ Shane who got everyone in the spirit of giving.



Christmas Cruise

Sleigh bells ring, are you listening? Once again, WVS coordinated the registration for the Seafair sponsored Holiday Cruise event. This year, nearly 400 guests with disabilities registered with WVS to attend the fun-filled cruise. The event takes approximately 200 volunteers to provide a beautiful scenic cruise on Lake Union and Lake Washington. Numerous yacht clubs, independent boat owners as well as large charter boats pull anchor to take guests out for a day on the lake where they enjoy holiday music and make new friends. This long held tradition really kicks off the holiday season for all of us at WVS and we are happy to play a part in creating positive memories for those we serve.



Summer Camps

WVS recognizes the need for students and others to have activities in the summer allowing them to develop new skills and to maintain those acquired during the school year. Summer Camp included five weeks of fun and giving back to their community. Camps focusing on service and inclusion were supported through family contributions, donations and sponsorships from local businesses and service clubs such as The Lions Club of Anacortes, Mike Carroll of Carroll Burlington Hyundai, and Cato Woods. Some of the camps included activities at the YMCA, Padilla Bay, Friendship House, Helping Hands Solution Center, Camp Without Borders, Mount Vernon Library and Neighbors in Need. Campers participated in yoga, Zumba, boating, a 3-D virtual reality simulation, robotics and Nerf gun fun.

Client Appreciation Celebration

WVS appreciates all our clients for choosing us to support them in their career path. Each team shows its appreciation in different ways. In 2018 a few ways we showed our appreciation included the following:

In July the Snohomish County team celebrated with their clients at Jennings Park in Marysville. Everyone enjoyed a barbeque, cake, a picture booth, water balloon toss and warm temperatures in a beautiful setting.

In October the Skagit County team celebrated with its clients in Sedro Woolley. Everyone enjoyed Karaoke, music, food and making masks. Fun was had by all.

In September the Clark County team celebrated with clients over pizza, juice, salad, and enjoyed cookies for dessert.



Community Inclusion

WVS provided Community Inclusion (CI) services in Clark, Snohomish and Skagit Counties in 2018. Community Inclusion services are designed to help individuals thrive in their communities by learning how to actively and independently engage. Developing natural relationships with other community members in typical integrated community settings is the goal. These services provide opportunities to learn, practice, and apply skills that promote greater independence and inclusion. Individuals participate in a variety of activities tailored to their interests such as: cooking classes, exercise classes, volunteering and participating in activities in their community.



COMMUNITY TRANSIT SUCCESS STORY

Emily

In 2018, services in Snohomish County were provided by 10 staff and produced the following results:

- ◆ 154 total DDA customers served
- ◆ 19 customers obtained employment for a total of 82 individuals working an average of 10 hours per week and earning \$12.09 per hour
- ◆ 13 Community Inclusion customers served
- ◆ 27 customers received Community Transit training, enabling independence
- ◆ 20 Community Transit graduates
- ◆ 28 Bus Riding 101 presentations provided in the community

WVS contracts with Community Transit to provide Travel Training. Bus Riding 101 is provided to persons with disabilities, senior citizens and non-English speaking customers. The free program is designed to provide the necessary assistance for each person to successfully learn how to use Community Transit's regular route bus system.

Emily learned about Travel Training by watching her younger brother, Kevin, gain his independence through the program. Even though his situation was different, his bravery and fierce determination were inspiring to her, and the push she needed to find her own path, "I thought if he could be successful at it, I could be successful at it." Emily started working with Christine, her Travel Trainer, during her senior year of high school.

<https://www.communitytransit.org/programs/transit-instruction/emily's-story#39;s-story>



SNOHOMISH COUNTY SUCCESS STORY:

Derrick Bowie



Meet Derrick, a sweet, charming man who had a 20-year employment gap when he was referred to us for job placement services. Due to this long gap, we anticipated that Derrick would need a gentle transition into placement in a service-oriented environment. Three days into his program, Derrick was welcomed to the Hops n Drops team by his manager Bill Shepard as a silverware roller. Derrick had not rolled silverware since 2000, but took it back up as if he had never quit. Derrick is appreciated by everyone who works with him for his exceptional work ethic, gentle demeanor, and his warm Southern manners, which he will readily tell you he picked up from his mother. Derrick consistently goes out of his way to be comforting and friendly to others. Derrick is principled in his work and is always careful to roll silverware to the highest standard of quality. We recently learned from Bill that while Derrick waits for his bus after his shift, he takes it upon himself to greet guests and open the doors for others. Derrick is a role model for others and has shared his experiences while advocating for supported employment during Advocacy Day. He also offers encouragement and motivation to our agency's job class attendees. We are very honored to be part of Derrick's journey.



In 2018, 233 individuals were served in Skagit County, provided by 16 staff. Highlights include the following:

- ◆ **58 DDA customers served**
- ◆ **10 customers obtained employment for a total of 29 customers working an average of 9 hours per week and earning \$11.62 per hour**
- ◆ **36 customers received Healthy Relationships services**
- ◆ **18 ATTIC Students**
- ◆ **6 Bridges students served**
- ◆ **26 individuals attended Job Class/Summer Camps**
- ◆ **64 Dreambuilders students served**
- ◆ **25 Community Inclusion**

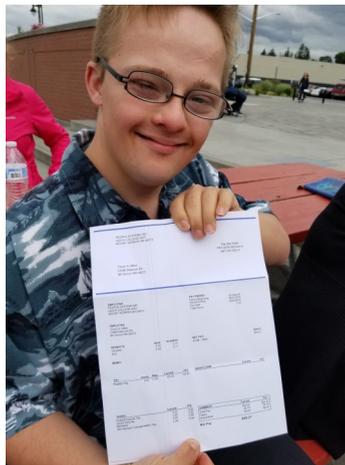
ATTIC

The Adult Transition To Independence Center (ATTIC) contracted with Anacortes, Burlington, Concrete and Sedro-Woolley for the 2017/2018 school year, which was the ninth year serving local districts. We served 18 students between the ages of 18-21 with curriculum based on Post-Secondary Transition Goals. These include employment exploration, education related to various service industries, and independent living skills. ATTIC has 35 weeks of curriculum based on topics such as self-advocacy, interests, resume building, the interview process, and more. This hands-on curriculum is presented in two classrooms which are run by our skilled ATTIC instructors.

One of the main focuses of the ATTIC program is employment exploration. During Community Based Learning Experiences (CBLE), the students participate in a 6-8-week long rotation at various businesses in Skagit County while utilizing Skagit Transit fixed routes and Paratransit systems to navigate transportation to and from their CBLE sites. Students undertake activities like obtaining their Food Handlers Permits, and work in different places that correlate to their interests. For example, they might work at Applebee's portioning food in the "back of the house" as one of their CBLEs. Applebee's is one of many businesses that partners with ATTIC. In 2017/2018, our students completed over 600 hours of CBLE work assessment hours building their resumes and skills. ATTIC students also gave back to their community by launching a new partnership with the Mount Vernon Parks Department. Students adopted a trail clean-up route in the spring on the downtown Riverwalk Trail, which they cleared of litter once a month.

Two of our three graduating ATTIC students already achieved employment upon graduation. One student left ATTIC with two paid positions, one as a Janitor with People Systems in Mount Vernon and the other as a front-end opening crew at MOD pizza. Another student exited ATTIC with paid employment at McDonald's, which was his "dream job." The third student had completed a CBLE at Lang's Pony Farm and was asked back as a volunteer. Lang's Pony Farm was also a potential paid employment site after students consistently volunteered and demonstrated good work skills.

During the year, three students attended Advocacy Days in Olympia and were able to meet their district representatives. ATTIC wrapped up the school year with a talent show and held a fundraiser at the event to support ATTIC's Learn to Earn project.



SKAGIT COUNTY SUCCESS STORY:

Keshia Antsen



Keshia has been with Washington Vocational Services for several years, starting with a post-high school transition program, to today, where she receives individualized employment services. Employment Consultant Lindsay Raitz has worked with her for several years. Lindsay admires Keshia's upbeat, friendly, and positive personality. Keshia approaches life with exuberance and loves helping out whether she's at work, at home playing with her favorite niece, or just hanging out with friends.

In 2018, Keshia decided that she was ready for a change at work. While she enjoyed her job as a lobby attendant at the local McDonald's where she was highly regarded by her managers and co-workers, Keshia wanted a new challenge. After talking with Lindsay, Keshia decided she was ready to find a new position. During the summer, she applied to work at Chuck E. Cheese at the Burlington location.

Keshia was hired as a Cast Member in August. Local Chuck E. Cheese Managers Melissa and Shawn were excited to have Keshia on board. The Burlington Chuck E. Cheese participates in Sensory Sensitivity Sundays, one Sunday per month. This program enables youth with disabilities and their families to go out for pizza and play games in a slower-paced environment, free of loud noises and bright lights. Melissa and Shawn regard Keshia, who has cerebral palsy and communicates with American Sign Language, as their public face of Sensory Sensitive Sundays in Burlington. They also admire her hard work and willingness to pitch in and work extra hours when needed. How does Keshia feel about her job? She says she gets to make friends, be nice to people, and have a smile on her face. In short, she says, "I love it!"

"Chuck E. Cheese is proud to support families who have children with autism and other special needs. We offer a sensory-friendly experience on the first Sunday of every month at participating locations, opening our stores two hours before their normal opening time. Our Sensory Sensitivity events include a trained and caring staff that work to ensure each guest has a fun-filled visit. We realize that the Chuck E. Cheese experience can be very stimulating for any child, so our mission is to create an event that allows ALL kids to be a kid."

- Chuck E. Cheese Website



In 2018, services in King County were provided by 11 staff and produced the following results:

- ◆ **40 DDA customers served**
- ◆ **7 customers obtained employment for a total of 22 customers working an average of 6 hours per week and earning \$13.75 per hour**
- ◆ **26 Yes II students served, providing essential life skills to individuals who are blind or have low vision**



DEAF AWARENESS WEEK

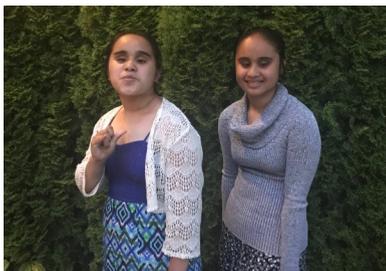


WVS celebrated International Week of the Deaf by hosting our own Deaf Awareness Week September 24-29th. Throughout the week, our Deaf Services team posted Deaf Culture information on our social media platforms and on Wednesday, September 26th the Annual Open House was held. We had a great turnout this year at our Northgate office where guests had the opportunity to meet our King County Deaf Services team, learn more about Deaf Culture, enjoy great snacks and many guests even walked out with fabulous raffle prizes.

WVS is happy to participate in raising awareness for this event, as we believe in celebrating deaf culture, promoting equal rights and access, recognizing achievements, inspiring others with limited hearing, and focusing on promoting the positive aspects of deafness. Thank you to our many generous donors and sponsors who made this week possible.

YES II

WVS and Department of Services for the Blind (DSB) partnered for another successful Yes II program in 2018. It was a rewarding pleasure to take part in this fantastic program for the second consecutive year. WVS developed 20 internship sites for 26 participating students. The significant amount of growth within the students throughout the six-week program was incredible. This was confirmed based on the feedback provided by the students and their parents on the last evening of the program. The impact this has on the students and their overall confidence and internal growth is immeasurable. Students made the most of their opportunity utilizing their new found freedom and independence. During the regular student/employer check-ins on the job sites, it quickly became evident that the students were exceeding expectations. In fact, many of them even received future job offers from their temporary summer-time employer. This includes four students who spent the program working for Microsoft. They were each told that they had a standing job offer if they ever decided they wanted to work at Microsoft in the future. The confidence this provided many of the students has the potential to be life changing, and that's coming directly from the kids themselves. Many employers stated that they were the true beneficiaries for having hosted a student in 2018, and not the other way around. The employers have already begun talking about their involvement for 2019, with a couple requesting an increased number of students work for them next summer.



KING COUNTY SUCCESS STORY:

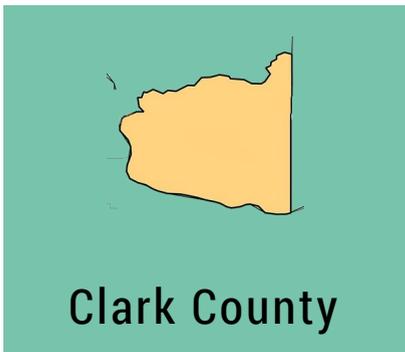
Amanda Lider



Our first impression of Amanda when we met her was that of a driven and highly motivated individual, eager to find employment. Finding the right job after moving here from Texas had proved to be much harder than she anticipated. She had been out of work for two years, was feeling disheartened by the process, and she was open to anything that would move her toward her goal. While in Texas, she had been happily employed in a restaurant, and she loved the job as well as the environment. She was hoping to find an employer with a similar culture and atmosphere. Together with her Deaf Services Employment Consultant Paula Bouwer, Amanda got right to work on updating her work portfolio and contacting employers.

Living in Port Orchard and relying on the bus for transportation limited some of her opportunities, but numerous employers invited Amanda to come in for an interview. It quickly became a race for which one would get to her first! Olive Garden was the first to secure an interview with Amanda and the experience was a pleasant one for her. Olive Garden stated they were very impressed with Amanda's motivation and determination to work and her obvious desire to perform the work. She was thrilled when she discovered they were bringing her back in for a second interview with the kitchen manager. She walked into the interview excited that they liked her enough for a second interview and she walked out as an Olive Garden employee after being hired on the spot!

Today, Amanda declares that she loves her job and is happy to be earning a higher hourly wage than other restaurants in her area. She feels appreciated by her employer and embraced by her co-workers. Olive Garden is a true champion of inclusion and many of her co-workers have been actively learning sign language so they can increase their ability to communicate with Amanda and assure she feels completely included in her new environment.



In 2018, services in Clark County were provided by 4 staff and produced the following results:

- ◆ **19 DDA customers served**
- ◆ **7 Community Inclusion customers**
- ◆ **12 Individualized Employment customers served**
- ◆ **3 customers achieved employment working an average of 19 hours per week and earning \$11.79 per hour**

When Bethany Shaver and her WVS Deaf Services employment consultant were in the process of job development, they noticed an advertisement for a dishwasher position at the Hilton hotel. The hotel was in an ideal location and after reading about the hotel on their website, Bethany became very excited at the potential opportunity. Shortly after applying, Bethany was asked in for an interview with their chef. Prepping for interviews with her employment consultant paid off and resulted in a job offer on the same afternoon. Bethany has been learning new skills and making friends since she began her new position on October 22, 2018. Not only was Bethany happy with her offered wage and schedule, but discovering she would get all of her meals in the cafeteria free was an added bonus! Bethany has this to say about her new career, “I started with a slower pace and have been picking up the speed and becoming more independent since my first day. I have gained new skills and I get to meet new people. Everyone has been very patient with me when I need to ask questions. I thank the chefs, human resource directors, and WVS Employment Consultant, Michele Howard, for helping me improve my skills, learn new rules, and learning how to communicate with me and for caring about me. The people at Hilton are friendly and funny, and they celebrate someone’s birthday with a cake with a few shared moments together in the kitchen. I am happy that WVS helped me to find a job because its hard to find a job”.

CLARK COUNTY SUCCESS STORY:

Bethany Shaver





San Juan County

In 2018, services in San Juan County were provided by 2 staff and produced the following results:

- ◆ 5 DDA customers served
- ◆ 10 students from 2 different schools completed Job Class where they learned valuable tools to obtain successful employment
- ◆ Dreambuilders served 23 students opening many doors for resources and community support
- ◆ 4 customers maintained employment working an average of 3 hours per week and earning \$12.38 per hour

For eight years, Ken Brown, has been working with Program Manager, Cara Cohn. Ken has been an example of what can happen when a relationship can be sustained and developed over time. Ken started working as a volunteer for the Orcas Island Senior center, where he assisted with a newsletter mailing. While this provided him with an opportunity to build his work skill inventory, he was interested in finding out how his interests and passions could connect to employment in the community.

After person centered planning meetings were held with a team of supporters, it became obvious that Ken had editing and writing skills. Following an interview with the local online newspaper, *Orcas Issues*, he was hired. While he enjoyed reporting on various community meetings and events, his focus quickly became reporting on fire and rescue. After an extended run as a local reporter, a representative from the Marine Science Resource Committee of San Juan County, offered Ken a job as their webmaster. This great opportunity has provided Ken with an avenue to expand his interest in computers and editing.

In 2014, Ken obtained additional work at a local gift store, called Jillery. He enjoys getting the store ready for business five days each week and has been called their most reliable employee! In 2018, Ken obtained an impressive job with the local Electric Company, OPALCO. His role is to assist OPALCO with disability compliance hiring. Today, Ken is earning an impressive \$18.26/hr. We applaud OPALCO for partnering with WVS to bring education to their business and for opening their doors to Ken and others.

SAN JUAN COUNTY SUCCESS STORY:

Ken Brown





Island County

In 2018, services in Island County were provided by 2 staff and produced the following results:

- ◆ **13 DDA customers served**
- ◆ **School to Work served one individual in learning vital skills to apply after graduation**
- ◆ **2 customers obtained employment for a total of 6 individuals working an average of 11 hours per week and earning \$11.50 per hour**

Jim Bonnifield of Camano Island has a goal to become a public speaker. He has spent time this year with his Employment Consultant, Amanda Smith, on developing presentations and working on his speaking skills. Jim is interested in bringing the story of how he lost his sight, to others, in the hope of inspiring them to overcome obstacles for an improved life. This October, Jim organized an event at his local library. He chose October as it is Blind Awareness month, and he wanted to bring awareness to blind etiquette. Jim shared his experience with learning new technology that has increased his independence and distributed resources for local community members who are blind or have low vision. In addition to this opportunity, Jim also spoke at three Lions Club chapters over the past year. In addition to public speaking, Jim is active in local legislature and attends Advocacy Day each year in Olympia. In addition to his local advocacy, Jim took his voice all the way to the White House. Jim composed an articulate letter to President Trump informing him about Blind Awareness month and requesting he keep individuals with disabilities in mind during his Presidency. Imagine his excitement when several weeks later, the mailman honked outside of his house to inform him that he had just received mail from President Trump. We look forward to seeing where Jim takes his voice next and watching him on his career journey.

ISLAND COUNTY SUCCESS STORY:

Jim Bonnifield



2018 EMPLOYER AWARDS WINNERS

2018 Non-Profit Employer Governor's Award Winner

CASCADE PUBLIC / MEDIA



Martha Semugera, Stephanie Curran, Aaron Marshall, Governor Jay Inslee, and Carole Williams

Aaron Marshall already knew that his employer was worthy of recognition, but he was still delighted to hear them win the Governor's Non-Profit Employer Award. Cascade Public Media (CPM) was nominated by WVS because of their outstanding efforts and best practices. CPM expressed that "It's important to us that every employee have the same opportunities to be successful. We handle each situation individually according to what is possible, to make work...workable". That has been demonstrated to us on many occasions and is just one of the reasons we felt they deserved this award. While many employers that Aaron had interviewed with in the past seemed to be reluctant to provide specific accommodations that would enable him to be successful, CPM was enthusiastic about his potential and had no difficulty envisioning them meeting his needs. The atmosphere at CPM has been consistently supportive and inclusive. Any challenges that have occurred, such as transportation issues, have been met with creative solutions. Since starting his position, Aaron has increased his work schedule, learned additional duties, and been provided with opportunities such as performing voiceover work, a dream that Aaron has had for years. WVS is proud of our association with CPM and can't think of a better employer to be recognized for their excellence.

2018 Large Employer Governor's Award Winner

Fred Meyer®



Governor Jay Inslee, Tyler Cook, and Litty Ames

Fred Meyer Seattle store #122 won the 2018 Governors Large Employer Award following a submission by WVS's Laura Cox. The store, led by Tyler Cook and Litty Ames, wants to make sure it has done everything in its power to make each job placement a successful one. Fred Meyer's application process is designed to level the playing field for individuals with disabilities. Fred Meyer truly cares about inclusion and not just about the diversity of its own team but about its customers and shoppers in general. A portion of the orientation training is about how to best support its shoppers with disabilities. Knowing it puts such an emphasis in this area speaks volumes to the individuals WVS has supported in working there. One of those individual's guardian had this to say about the store, "They empower people to be a part of a greater whole, and encourage career growth and development in situations that can be challenging at times".

2018 WVS Direct Support Professional

On October 17th, 2018, Governor Jay Inslee publicly recognized WVS Deaf Services Lead Paula Boucher for a prestigious award. Paula was this year's winner for the Direct Support Professional Award. The award, which is hosted by the Governors Committee on Disability and Employment Issues (GCDE), was created to put a spotlight on professionals who demonstrate excellence in supporting individuals with obtaining and/or maintaining inclusive and meaningful jobs. A panel of judges selected Paula for this once-in-a-lifetime award because of the best practices she demonstrates while supporting customers. Her nomination submission included the following regarding Paula's success, "For the past 24 years, Paula has positively impacted numerous lives by using her job developing and networking skills to enable individuals to obtain the job they desire. She has heard every concern there is and she has a response to all of them. Paula truly does not take no for an answer. She may accept a 'not today' but never, a 'No'. It's because of this tenacity that she has such a high successful outcome rate".

We are so proud of Paula, and happy to be adding this new accolade to her impressive list of achievements!



**Paula Boucher
and Governor Jay Inslee**

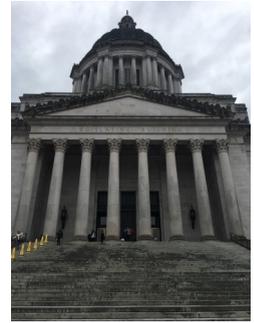
2018 WVS Employer of the Year Award

Congratulations are in order for this year's WVS Employer Award winner, PCC Edmonds! PCC was selected as the winner of this award for a variety of reasons that demonstrate it is a true champion of supported employment. While PCC has hired a handful of WVS customers agency wide, this store has gone above and beyond in its support to one of our customers. PCC Manager James was on hand at our holiday event to accept the award. One of the customers who eagerly supported this nomination, Sean Curtis, was also a guest at the holiday party. When Sean's DDA case manager found out that PCC would be honored at the luncheon, she asked if she could attend as well to show her support and appreciation to PCC. Congratulations to PCC for being such a strong example of a company that demonstrates best practices in its community.



**Laura Yacko (DDA), Sean Curtis, James Parker (PCC)
and Dan Witter (Nominator)**

ADVOCACY DAY



A group of WVS clients descended on Olympia to meet with their legislatures to advocate for themselves and for employment. The clients met with senators and representatives from their respective districts in order to make their voice be heard. They attended rallies at a church and in the rotunda of the state capitol. Supported employment starts at the top with our government and the presence of clients having their voices be heard of why supported employment is important to them.

WVS IN THE NEWS

In 2018, WVS staff and clients were mentioned in three different national media publications and featured guests during a podcast.

January 26

CNN Money (Julia Horowitz)

More people with disabilities are getting jobs. Here's why.

March 5

USA Today (Paul Davidson)

Willing and able: Disabled workers prove their value in tight labor market.

June 21

Washington Post (Danille Paquette)

She cleaned for \$3.49 an hour. A gas station just offered her \$11.25.

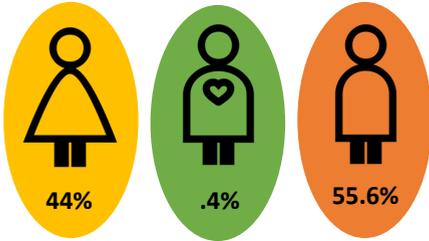
December 18

Washington State Combined Fund Drive podcast

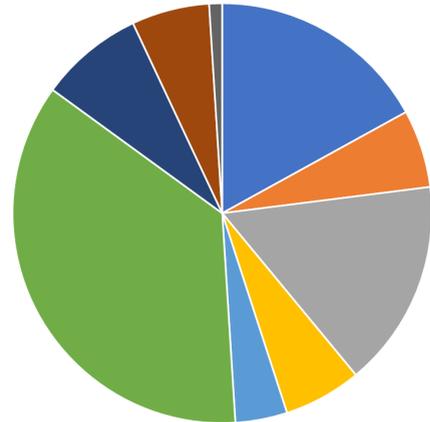
Mental Health episode

2018 DEMOGRAPHICS

Gender

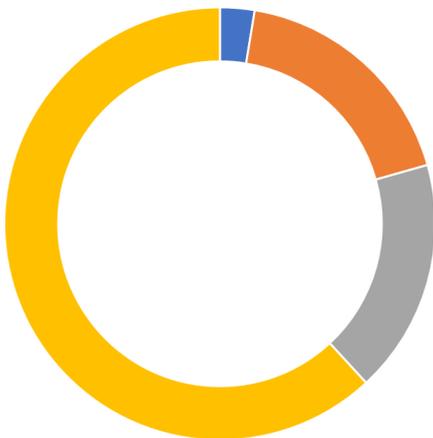


Disability Type



- Autism 17%
- Blind/Low Vision 6%
- Deaf/Hard of Hearing 16%
- Physical 6%
- Neurological 4%
- Intellectual Disability 36%
- Mental Health 8%
- Learning Disability 6%
- Other 1%

Age Groups



- Under 18: 5%
- 18-30: 35%
- 31-50: 34%
- 51+: 26%

Race/Ethnicity





SOCIAL ENTERPRISE:

Auntie Anne's Soft Pretzels

Other events and statistics for 2018 include:

- ◆ The Taste of Edmonds
- ◆ The Big Foot Soccer Tournament
- ◆ Food Truck sold 4,683 pretzels, 1,769 dips, and 1,362 lemonades
- ◆ Food Truck averaged 187 pretzels per day over 25 days
- ◆ Total combined pretzels sold for the kiosk and inline stores at the Seattle Premium Outlet Mall averaged 528 pretzels per day

Food Truck Grand Opening was the last weekend of July 2018 at the Aqua Fest in Lake Stevens where we sold 818 pretzels.



In April 2018 a trek was made all the way to Elkhart, Indiana by our own Sue Lesh. While on her adventure she had to endure spring snow and fierce battles in an attempt to claim final approvals for the much anticipated Auntie Anne's Pretzel Truck.

As we had predicted, she returned home waving a victory flag marked with the final date of liberation and arrival for our own Auntie Anne's Pretzel Truck.

Watch out world, soon we will be rolling out delicious twisted treats to the wandering masses.



The new food truck has been busy rolling into new events. This is us on September 23rd at the annual Oyster Run in Anacortes. Sue and Cori have been busy getting to know others in the industry, identifying exciting new event opportunities, and learning the ins and outs of the food truck business. Come out and support us at one of the events and be sure to like our page to stay up-to-date on all the upcoming events!



Upcoming Events in 2019

- ◆ Arlington Street Fair July 12-14
- ◆ Aqua Fest July 26-28
- ◆ Skagit County Fair August 7-10
- ◆ Oyster Run September 22
- ◆ Seattle Lantern Festival October 12

WVS, LLC (C Corp) dba Auntie Anne's Soft Pretzels

A wholly owned Social Enterprise Corporation

Financial Performance

(Fiscal Year December 31st)

**Note: 2018 unaudited financials

	**2018
Revenue WVS, LLC 113, 130, & 134	\$ 1,178,833.00
WVS, LLC COG, Operating & Management Expenses Exp WA 113 & WA 130	\$ 1,017,060.00
Net Operating Income	\$ 161,773.00

2018 FINANCIAL PERFORMANCE

Consolidated Balance Sheet	
TOTAL ASSETS	\$ 678,510
TOTAL LIABILITIES	\$ 545,651
EQUITY	\$1,655,888
TOTAL LIABILITIES & EQUITY	\$2,201,539

Washington Vocational Services

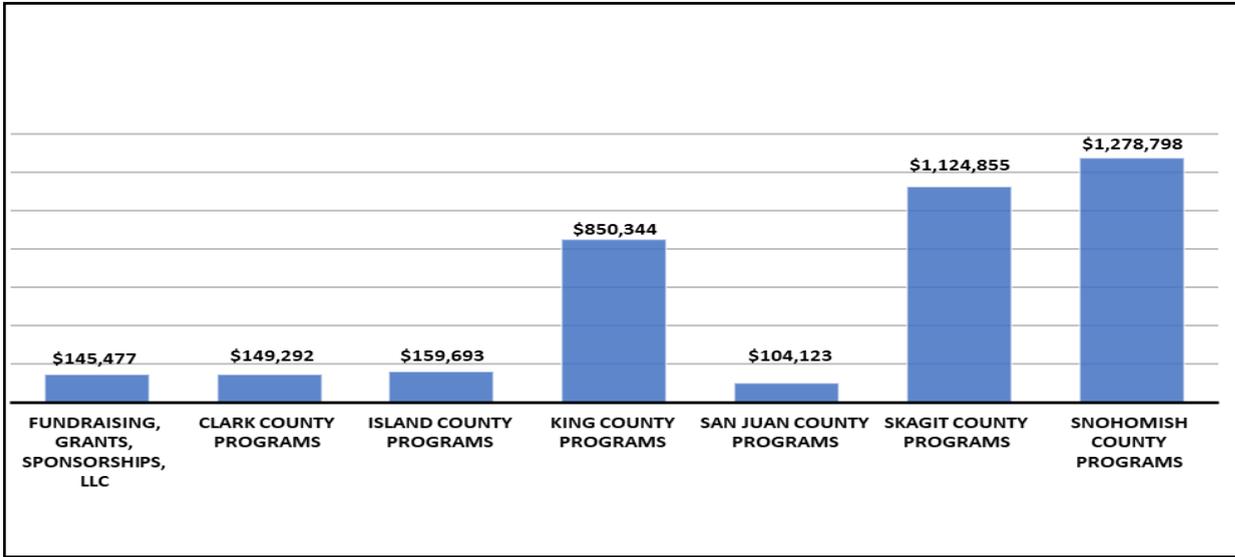
Financial Performance

(Fiscal Year December 31st)

**Note: 2018 unaudited financials

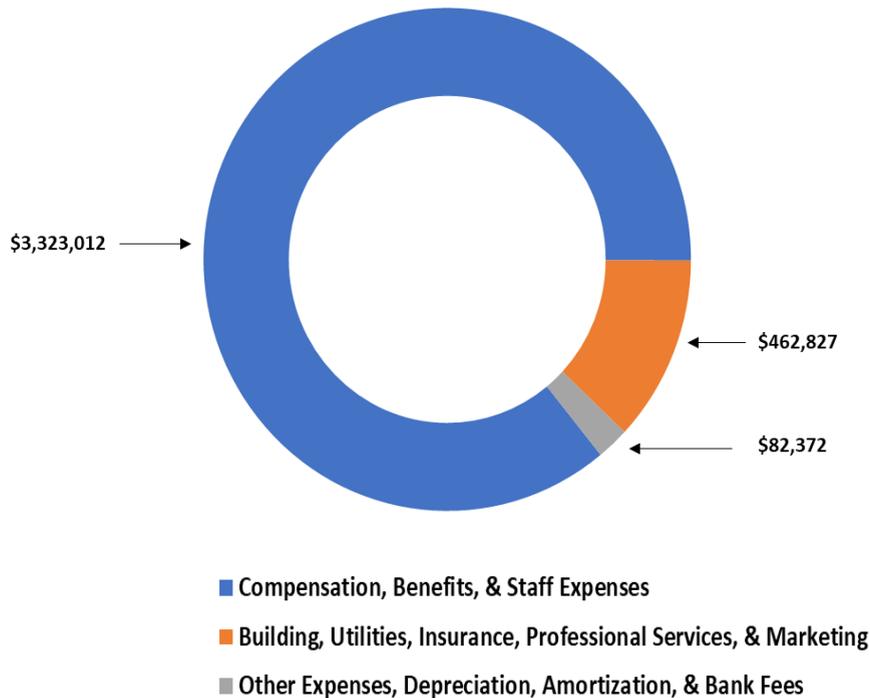
	**2018
Program Revenue Washington Vocational Services	\$3,667,135
Social Enterprise Management Fee	\$112,000
WVS Grants, Contributions & Fundraising	\$33,477
Total WVS Program Revenue	\$3,812,612
WVS Operating Expenses	\$3,868,211
(Represents the cost of operations and salaries)	
Total Operating Income	\$26,773

WVS Program Revenue \$3,812,612



WVS Operating Expenses \$3,868,211

(including depreciation and amortization)





WVS.ORG

OFFICES IN:

SNOHOMISH COUNTY (CORPORATE OFFICE) · CLARK COUNTY · KING COUNTY · SKAGIT COUNTY

Also serving

Whatcom, San Juan, Island, and Pierce counties