



the SUMMIT

Summer 2010

"the best social program in the world is a job" - Ronald Reagan

FROM STUDENT TO BOSS: THE DEMETRIUS LARKINS STORY

"I feel that one of the best things a person can do for another is to create a job."

-Craig Newmark (Founder of Craigslist)

Former Summit graduate Demetrius Larkins is, as Louis J. King II, Summit's president and CEO, puts it, "another example of why the best social service program in the world is a job."

Larkins was a Summit student in 2006. If you were a Summit supporter at that time, then you may remember reading about him. He was working for a collection agency trying to support his eleven children. Tired of not being able to sustain food, pay the bills or give his children extra, he saw a Summit advertisement.



After seeing that flyer, I thought anything was worth a chance," said Larkins. "And I never looked back."

After graduating top of his class in the Pre-Apprentice Carpentry program and being hired at a Summit job fair, things just kept progressing and improving. "I didn't plan any of this. Doors just kept opening." Lar-

kins continued to take advantage of new training opportunities as he worked construction. Eventually, the path he followed led him to starting his own construction business—Larkins Construction, LLC, which bids on government contracts.

Since forming his own company, Larkins came back to Summit. This time he came not as a student but as a hiring partner. Three Summit graduates have already joined his crew. "I have just begun," stated Larkins. Excited about recent winning bids including the St. Paul Neighborhood Revitalization Project, Larkins believes in a year or so he will be running a booming business and hiring even more Summit graduates. He sees it as repaying the organization that helped him get to where he is today. And as he puts it, "Summit Academy is my background; this is where it all started."

Larkins' journey from being an overworked, underpaid struggling father to a successful businessman is the essence of why SAOIC exists. As King says, "This is why we are here. We exist not to just produce workers but to give these individuals careers so they can become foreman, supervisors, and entrepreneurs. They will not only take care of their own families but also their community."

WORKING TOGETHER

In these tough economic times, Summit is especially proud of the hiring partnerships we have built to ensure the placement of our graduates. Thank you to the companies below who have embraced our mission and hired Summit graduates. (January 1, 2010 - August 12, 2010):

A1 Moving Co., All Furniture, American Security, Ames Construction, Ampco Airpack, BPPS, Buffalo Wild Wings, Bull Dog Construction, Caterpillar Distance Center, Ceva Freight Management, C & R Construction, Collins Electrical Systems, CS McCrossan, Dalsin Commercial Roofing & Sheet Metal Inc., SCI Sands Company, Cortec, Dakota, Delaware North/Target Field, Dolphin Pool & Spa, Dougherty Staffing, Enebak Construction, Efficient Medical Services, Inc., Fuhr Ent., Graham Construction, Green Institute, Gresser Concrete, Golden Living Center, Initiative Construction, Knife River Construction, Legends Bar/Twins Stadium, Local Union 702 (Illinois), Mathiowetz Construction Company, Mils, MN Dot, Mnet, Neighborhood Involvement Program, Network For Better Futures, North Point Health and Wellness, The OBAAT Group, Olympic Company, Patrice Ashley, Rambo Insulation, Reedemer Lutheran Church, Repairs by Butler, SAINE Construction, Screening Reports, Shaeffer Construction, Solid Construction, Stock Roofing Co. LLC, Target Field, TCF Bank, Terra's Canopies Tree Service, Thor Construction, Universal Forest Products, Uponer, UPS, Veit Companies, WECARE, Welsh, Yaw Construction

Insider Perspective

In this issue, George Blackwell, Summit's current chair of the board of directors, shares his experiences of working with Summit Academy OIC, his thoughts on the future and why he serves on the board.



George Blackwell, Summit's chair of the board of directors

Giving back: This has been George Blackwell's philosophy on how Summit Academy OIC functions as an organization for its students, staff and the community. It is also the philosophy he has embraced in his own life.

Retired from his work at Qwest Communications, Blackwell was approached by a volunteer in the community about "giving back." The opportunity came as a request for Blackwell to consider joining the Twin Cities Opportunities Industrialization Center (TCOIC) as a board member and then vice-chair.

Though TCOIC was a well-established training and job placement program, times got tough. "Eventually, it came to the point where we had to look at the difficult decision, regarding the future of our organization," Blackwell said. "We looked to the organization Two or More and brought Louis King over, and this is when the two organizations merged to form Summit Academy OIC."

In Summit's fourteen-year service to North Minneapolis and the greater Twin Cities area, Blackwell is most proud of the organization's ability to provide young men and women the necessary skills and opportunities they need to better their lives and work toward a solid working-wage.

"You can just tell that the students are so proud of what they are able to accomplish," said Blackwell. "And, it brings me a great deal of satisfaction to watch them see their dreams become reality."

Watching Summit transform directionless individuals into motivated, successful and wage-earning men and women is what drives Blackwell. However, one experience in particular reaffirms why he remains so involved.

"I remember a young man at the first Benevon breakfast that came to give a speech about how he got to where he was," he recounts. "He just got released and came to Summit as a last-ditch effort to turn his life around, and he did."

Not only has Blackwell seen the impact Summit has made on current and former students, he believes it has, in one word, "unlimited" potential. Even in this tough economic climate, Summit has continued to be successful because as he says, "we are in the results business."

Being in the results business is no easy job but Summit has continually proven that it is up to the task. With the help of an equally committed staff and board of directors, Blackwell feels very strongly about taking the excuses out of students' hands and replacing them with diplomas. Regardless of background, economic status or level of ability, Summit believes in giving individuals the tools they need to pull themselves up from difficult situations and become self-surviving, contributing members of society.

A final thought: Summit is an ideal organization for those who wish to give back to their community. Our board members, donors and hiring partners are as diverse as our student base. Still they have one common belief—giving back and making an impactful difference in their community. "When you come in and see what we do, you will become convinced to be a part of it."

Student Success

A New Start: Summer 2010 Graduation

On Tuesday July 27, 2010, Summit Academy OIC honored 130 students who chose to change their lives for the better. By learning skills of their chosen trade, these students are leaving Summit prepared and eager to find living-wage jobs to support themselves and their families.

Excited graduates took their spots inside the cool hallways of the campus they had come to know over the 20 weeks of their individual training programs. As the clock struck six-thirty, the students began their highly-anticipated walk out of the Summit doors not as students but as desirable job candidates.

Families gathered outside in the warm air waiting to see their loved-ones receive their well-deserved certificates of completion. Once the doors opened, spectators' cheers were heard from across the parking lot and tears were not of sadness but of pride and joy.

Rousing speeches were given by Summit's President and CEO Louis J. King II, Education Director Alex Tittle, Chairman of the Board George Blackwell, and Vice President and CAO. Guest speaker Jeff Bauer, vice president of Children and Family Services, encouraged graduates to continue to embrace "preparedness" and see Summit's training as the stepping stone to a life of continued training and growth. One by one, the graduates accepted their certificates and hurried off the stage to take pictures and show off their hard work to family and friends. It was a night to remember.

After the ceremony, hundreds of bodies filled the Activity Center for cake and refreshments. Throughout the room voices were heard proudly exclaiming, "that is my dad," "I am so proud of you," and "my daughter is the first one in our family to graduate from college." Summit Academy OIC was not just a school but a place that symbolized personal growth in each graduate as well as hope and change to the future generations of many families.

"We are so proud of our graduates," said Louis King. "They worked hard and overcame many obstacles to earn their place here, tonight. They are leaving us as skilled, dedicated and proud citizens who are ready to work and become contributing members of our community."



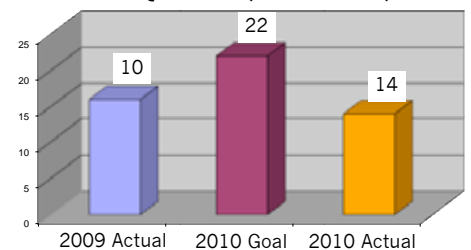
SUMMIT FACTS

Job Placement Success (based on calendar year)

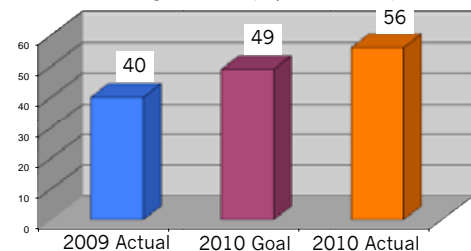
2009 Job Placements (Jan. 1 - Dec. 31):
98 Graduates

2010 Job Placements (Jan. 1 - Aug. 12):
97 Graduates

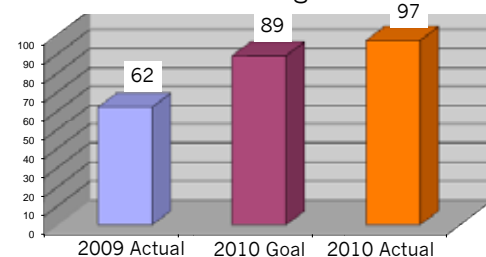
1st Quarter (Jan. - Mar.)



2nd Quarter (Apr. - June)



YTD as of August 12



Heavy Equipment Operators

As of August 12, seven of our recent inaugural class of 19 have been hired by:

Ames Construction
Collins Electrical Systems
C.S. McCrossan,
Shaeffer Construction
Veit Companies

What's New

What is CHW?

Summit is well known for our successful construction training programs but our Community Health Worker (CHW) program is also buzzing with opportunities!



Community Health Workers are hired by healthcare organizations to work at the grassroots level to reduce cultural and linguistic barriers to healthcare, improve quality and cost effectiveness of care for racial and ethnic minorities, and promote healthy communities.

Community Health Fair at Summit, August 2010

Our CHW graduates are not only changing their own lives by entering a growing field but make a real difference in their community by educating and building the gap between cultures and the healthcare system.

"Each day in class I see students amazed by the things they are learning about their health and not only are they finding jobs but they are promoting the health of their families and communities."

-Amanda Wasielewski, Community Health Worker Instructor

Watch for information on new healthcare training programs at Summit—a focus for us this year.

In the Know

Coming soon, Summit Academy OIC will be pushing its social media efforts to the max! We are determined to raise our numbers of online support by over 200% by October 2010.

Enter: Facebook & Twitter **"FanRaiser"**:

- **Treasure Hunt:** We will be holding a treasure hunt through the month of October 2010. Current Facebook fans will be encouraged to take part in the "hunt" by uncovering answers to Summit-related clues for weekly prizes.
- **The Catch:** You must be a fan to access the clues on our Facebook page. We will be providing incentives for current Fans who help us connect to others by recommending us to friends. Twitter will also be used as a venue for uncovering tips and tricks to help users answer the clues.
- **The Benefit:** We can increase our support base and promote interactivity within our current web-based platforms (Facebook, Twitter and our SAOIC Web site). We also hope to encourage many more students and graduates to utilize the Summit Facebook page to stay connected. Long-term, Facebook is a great way to keep Summit fans up-to-date on our successes, newest developments, events and news.

Students Speak!

"What does 'training for life' mean to you?"

Jason Jett
HHH Program



"Training for life means learning a trade to better your life. It is a way to provide for your family and pay the bills."

Andrea Bowes
HHH Program



"Training for life is something to learn to help me till the day I die. It is something to pass on to my child. It is not just something to better my life but also to better his."

Monica Abrahams
CHW Program



"Training for life means preparing yourself for anything in life to succeed; preparing so you can serve yourself and your community."

On Our Way to “Building a Better Twin Cities”

Summit Academy OIC's 8th Annual Golf Classic grossed an impressive \$198,000. The Classic, held on Monday June 14, 2010 at Bearpath Golf and Country Club, truly lived up to its' theme of “Building a Better Twin Cities” by bringing a host of corporate and individual supporters together to raise money and have fun all in the name of improving individual lives and our community.

Though the morning started with showers, the sun came out right in time for the shotgun start. There was something for everyone. For those looking for some extra competition, Dontae Farmer—a Gateway Tour professional on the rise—held a beat-the-pro contest on the 9th hole. And of course, there was a plethora of prize contests taking place throughout the course. Some took a more casual approach to the day by enjoying a relaxing massage on the 10th hole. However, an “on the green” favorite was the Summit students stationed around the course, meeting guests and sharing their inspirational stories.

Guests were wine and dined throughout the day and night, enjoying a barbeque lunch, drinks, live music by the Soul Tight Committee and auction. Aside from food, fun and entertainment, guests generated the even stronger message of working together in “building a better Twin Cities.”

Summit Academy OIC exists to put this theme into practice every day by assisting those individuals who aspire to provide a better life for themselves and their families. We practice what we preach. Every student at Summit is given the tools they need to pave their own path, which will one day end the cycle of dependency in this community. Through the donations and money raised, our supporters have once again exceeded our expectations—and the proof is in the numbers.

The Minneapolis/St. Paul Business Journal has ranked Summit Academy OIC number four on their “Top 25 List” of charity golf tournaments in 2009 based on the astounding \$129,000 gross revenue of Summit's 7th annual golf outing. With a \$69,000 increase, our sponsors and supporters raised the bar even higher for the “2010 Top 25 List.”

“Being a sponsor was about supporting our community, connecting with other local leaders, and recognizing the transformative work of Summit. As both a training and hiring partner, we have been very impressed with the quality of their programs and hard-working graduates.”

-Warren Stock, President of Stock Roofing CO.



Mark your calendar!

Monday June 13, 2011
9th Annual Golf Classic
Bearpath Golf and Country Club

For sponsorship or registration details, contact Kris Ackley at kackley@saoic.org.

Thank You

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*As well as thanks,
to numerous other
generous sponsors
who played a part
in making our
event a success!*

Summit Advocacy

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*You can also connect to us on both Facebook and Twitter through our home page:
www.saoic.org*

Wells Fargo Supports Summit

Since 1994, Wells Fargo has provided grants for several Summit programs and initiatives. This past fiscal year, Wells Fargo contributed toward the expansion of student training programs throughout the Twin Cities metro area. The expansion will allow more students to participate in the organization's 100 Hard Hats program, which provides opportunities for low-income workers, women and people of color to enter the construction industry.

"The work of Summit Academy OIC matches Wells Fargo's giving priorities to increase employment and economic development in the Twin Cities metro area," said Carolyn Roby, manager for Wells Fargo Foundation Minnesota. "Summit students are developing the 'hands-on' skills needed to pursue employment opportunities going forward."

If your foundation would like to share a story or its philanthropic reasons around supporting Summit, e-mail lbergerson@saoic.org.

Thank you to all of our foundation contributors for your generous support and investment into improving lives and our community.



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