

TAKING STEPS

TRANSFORMING LIVES IN OUR COMMUNITY



SUMMIT ACADEMY OIC 2008-2009 ANNUAL REPORT

OUR MISSION:

TAKING STEPS TOWARD A BETTER COMMUNITY

We exist to assist individuals in developing their ability to earn and become contributing citizens in their community.

We support the development of self-sufficiency in every person, regardless of background, economic status or level of ability.

We strengthen the community by preparing individuals to assume their roles as workers, parents and citizens.

MESSAGE FROM THE BOARD CHAIR & PRESIDENT

Dear Friends,

An ancient proverb tells us: "Give a man a fish, and he eats for one day; teach a man to fish and you feed him for a lifetime." At Summit Academy OIC, we understand that the value of knowledge always trumps the value of hand-outs. And with over 580,000 Twin Cities residents enduring poverty and unemployment at a 22-year high, there has never been a greater need to develop the skills and talents of our communities.

Summit Academy OIC works to break the cycle of unemployment and poverty by providing useful trade skills to capable students and by working with those students and employers on an individual basis to ensure graduates can find living-wage jobs to sustain themselves and their families.

Summit instills a culture of respect and self-discipline, dignity and determination, in order to demonstrate professional expectations that students may never have received. The belief is that self-worth can be achieved through learning and achievement and the income and responsibility they can generate. This transforms the student from being a cost to society through social services or incarceration to a contributing citizen who has a real stake in his or her city. It also creates role models for others in the community whose lives would otherwise be defined by the cycle, especially impressionable youth.

In order to serve our clients more effectively, Summit is working toward streamlining programs and services to focus entirely on adult education and job placement. In response to growing market demand, we've also made weatherization and green roofing a primary part of our curriculum.

I'm proud to say that with your generous support, Summit's programs are currently providing access to new opportunities for hundreds of Twin Cities residents and their families. But with billions of dollars in building projects planned for the Twin Cities in coming years, we can still do more.

That's why at a time when many nonprofits are scaling back or closing, Summit Academy OIC is expanding its reach to include St. Paul.

Your investment allows us to offer hope and skills to individuals from all parts of the Twin Cities and continues to demonstrate that the best social service program in the world is a job.



George Blackwell and Louis J. King, II

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WE ARE SUMMIT

Summit Academy OIC is a nonprofit, accredited educational and vocational training center that prepares and empowers adults residing in the most economically depressed neighborhoods in the Twin Cities to become educated, employed, contributing members of their community.

Steps in Action

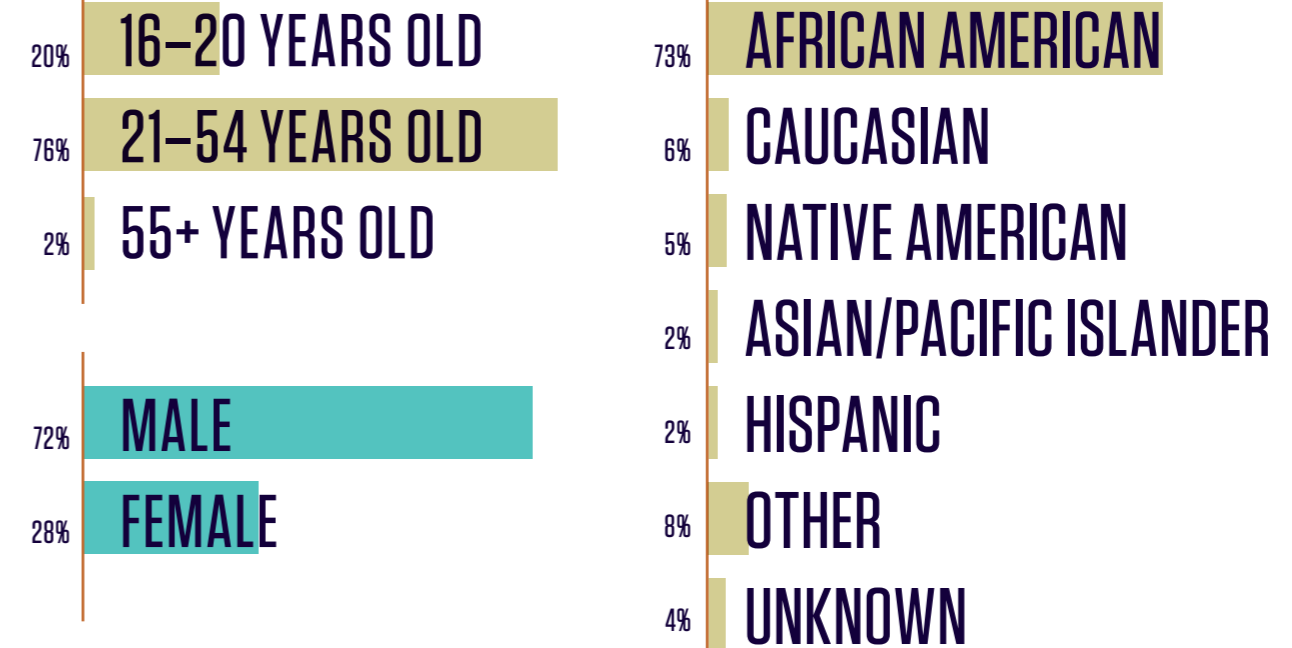
After just 20 weeks of training, we can take a person earning an average of \$3,707 a year and start them in a job paying seven times that amount, an average of \$26,370 a year.* Our graduates gain vocational and life skills, pay taxes, stop drawing public assistance and contribute to the entire community. In addition, Summit offers cutting-edge training focused toward “green-collar” jobs—building a renewable future that will benefit all of us.



The best social service program in the world is a job.

Look at What We're Doing

DEMOGRAPHICS SERVED



2008-2009 SUCCESS

	GOAL	ACTUAL
ENROLLMENT (# of students)	346	452
GRADUATES (# of students)	162	165
CONTINUED TRAINING* (# of students)	100	135
JOB PLACEMENT (# of graduates)	123	120
PLACEMENT WAGE	\$12.05/hr	\$15.00/hr

*Some students overlap fiscal years during their training period.

*Based on FY 08-09 Summit student self-reported income.

PERSONAL STEP ONE: DISCOVERY



TIFFANY JONES

10:43 A.M. NORTHBOUND BUS. DOWNTOWN MINNEAPOLIS.

"It's 10 below zero. I have no home, no job and I can't afford diapers for my son. That's all I thought about over the desperation of my child's cries. Our last dime spent on bus fare. We have nothing. I just need some time. Time to pray. Time to cry. Time to figure out our next move.

The bus felt as cold as all the glares. Judgment and disapproval was cutting me to pieces. 'Stop looking at us,' I yelled to myself. I didn't mean this to happen. I swear. Now my son is cold and starving—retribution for my years of drugs, prison and living with abusive men.

As we huddled together, bound in layer after layer of hand-me-down fleece, we were awoken by screeching brakes. 'Last stop,' a voice roared. I opened one eye, nestled under 15 minutes of sleep, to find everyone gone. Everyone except myself, Demont and a woman bus driver staring down at me.

It seems when you're homeless, all dignity and pride literally get thrown to the curb—just like Demont and I were about to. Yet the woman continued to stare at us for what seemed hours. I didn't even see her face. I couldn't look. I just stared at her deep blue transit coat. As we prepared to exit, a gentle voice entered our ears. 'Pay it forward. Pay it forward.' I looked up. She slowly smiled, reached into her pocket and handed me a twenty-dollar bill...

“And I knew, right at that very moment, I had to change my life. Not for my own sake, but for my son's.”

...THIS WAS MY FIRST STEP TOWARD FINDING SUMMIT.”

STEP INSIDE SUMMIT ACADEMY OIC

Our curriculum provides students the tools and knowledge they need to succeed in their chosen career, as well as in life in general.

Programs

Summit's results-oriented programs focus on high-demand, high-growth industries such as carpentry, weatherization and health care. Program options are responsive to the expressed needs of students, communities and employers.

Summit students dedicate themselves to a 20-week, full-day training program that integrates theory, hands-on learning and soft skills. They are taught by industry experienced instructors and training partners who can provide real-life knowledge of what it takes to succeed in today's competitive workforce. Students are upheld to stringent expectations on attendance, behavior and skills.

We also offer courses that address adults' personal issues and fears related to work as well as provide assistance with frequent barriers to training and employment, such as lack of transportation, childcare or funds to pay for training. We work to ensure that these barriers are addressed and that students successfully complete training and move into the job market.

Upon completion, our graduates are ready to enter their selected trade with a well-rounded set of skills and traits that employers look for to ensure on-the-job success.

Accreditation

Summit Academy OIC is a community-based vocational training and job-placement program that is accredited by the North Central Association Commission on Schools and registered with the Minnesota Office of Higher Education.

Life Management

Summit students also learn practical life skills including budgeting, financial self-discipline and the responsibilities of citizenship and parenthood.



Job Placement

In addition to vocational training, students learn skills imperative to being hired and retaining employment. Résumé writing, mock interviews and mentoring on how to become a valued employee are all part of Summit's core curriculum.

Prior to graduation—and beyond—Summit's job placement counselors help students gain access to living-wage jobs. To support this effort, Summit has built a large network of employers and community leaders who embrace our mission and value our pool of well-trained, ready-to-work graduates.

PERSONAL STEP TWO: TRANSFORMATION



FRANK SOMAN

“I would’ve been dead. No doubt about it. Just like so many of my friends. Hustlin’. Dealin’. Livin’ on the street. Instead, I’m about to graduate.”

**2:50 P.M. JUNE 3.
SUMMIT ACADEMY OIC.**

“I know Mom is looking down on me right now. Man, she’d be so proud of me. I never gave her much to be proud of while she was alive. I stole. I robbed. I beat. I abused. I snorted. I never did the right thing. That is, until a few months ago.

After a few years staring through the bars of a prison cell, I heard about this place called Summit Academy OIC. And I knew, deep down inside, this was my only shot. A step toward redemption.

From my first day of class, it was like someone was guiding my every move. Leading me from personal finance class to carpentry class. Always sitting up in front of the class. My arm got so tired from raising it all the time; it was crazy. But I was so intent on learning. Especially when it came to math. I never knew that numbers and fractions would come so easy. Now people come to me with questions. And the feeling of helping another student is better than any drug. More powerful than any score. Because for the first time in my life, I’m giving something back. More than I could ever imagine. For instance, building that green house here at Summit. Now that’s something people will learn from for years to come.

So now as I walk up to receive my degree, I hold my head high. With pride and honor. Because I received a second chance to make things right again...

...AND I CAN’T WAIT TO SEE WHAT TOMORROW HOLDS.”

IN GOOD COMPANY

Our partnerships are crucial in the education, development and career placement of our students. Many of the area's best companies have taken a step toward helping individuals reach their full potential.

Hiring Partnerships

We team up with strong companies to meet the challenges and demands of the new workforce.

- THOR CONSTRUCTION
- MORTENSON CONSTRUCTION
- VEIT CONSTRUCTION
- STOCK ROOFING
- FREEMONT COMMUNITY CLINICS
- NORTHPOINT HEALTH AND WELLNESS CENTER

These companies are a few prime examples of partners providing career opportunities for our graduates.



Labor Partnerships

We also have many partners helping us prepare our students and support our work through education to job placement. Some of these labor partnerships include:

- THE INTERNATIONAL BROTHERHOOD OF ELECTRICAL WORKERS — LOCAL 292
- LABORERS — LOCAL 563
- CARPENTERS AND JOINERS — LOCAL 1644
- OPERATING ENGINEERS — LOCAL 49

Other community partnerships include HIRE Minnesota, Dunwoody College of Technology, Mille Lacs Band of Ojibwe, Minneapolis Community and Technical College, Hennepin County, City of Minneapolis and American Indian OIC.

PERSONAL STEP THREE: RESOLUTION

“This bulls-eye is much more than just another sign. It’s history. And I’m a part of it.”

**10:37 A.M. SEPTEMBER 19.
TARGET FIELD.**

“You know, if I told the guys back home I’d be hanging up the Target logo on the new Twins stadium, they’d say I was crazy. Well, you know what? That’s exactly what I did. I drilled the holes. I lifted the sign. And I placed it on that wall. That’s something nobody can ever take away from me.

All that hard work—in the classroom, in the field—it all paid off. Friends told me I was wasting my time with all that ‘school stuff.’ But let me tell you, Summit Academy OIC saved me. It gave me the knowledge I needed to succeed and become a better man. Math class. Tools class. Blueprint class. Life management class. It all came together. And so did I.

I’ve been fortunate to work for some great companies. Places like Signcrafters and Tri-Construction. Where every day my skills are on full display. From building concrete forms and roof trusses to hanging signs, I prove myself every day. Just recently, I helped build the new KMOJ radio station, which was an incredible experience. After all, the radio was where I first heard about Summit. And it changed my life forever.

With each project, I help build the community. One brick at a time. Helping it grow and expand. This is my step. And it’s probably the best feeling in the world...



LASHAWN WRIGHT

...THANKS, SUMMIT, FOR GIVING ME THAT CHANCE.”

AS YOU CAN SEE, WE MAKE A DIFFERENCE AND WHAT A DIFFERENCE IT IS.

120 GRADUATES WERE PLACED DURING OUR 2008–2009 FISCAL YEAR.

The income our graduates spent within our community grew exponentially. Instead of SPENDING money to incarcerate these individuals or GIVING money in public assistance, money was POSITIVELY injected and redirected straight back into our economy. Dollars spent in stores, restaurants and other businesses infuse and reciprocate, generating taxes rather than using them.

And it goes well beyond the numbers. This kind of impact creates a positive ripple effect that the whole community feels.

INVESTING IN SUMMIT ACADEMY OIC PRODUCES A HIGH RETURN IN TERMS OF BETTER SALARIES, LOWER SOCIAL SERVICES COSTS AND DECREASED CRIMINAL JUSTICE SYSTEM EXPENSES.

THOSE WHO INCREASED INCOME

46%* or 55 graduates increased their average wage by \$22,663¹

\$1,246,465

THOSE WHO INCREASED INCOME AND ESCAPED AN INCARCERATION CYCLE

24%* or 29 graduates increased their average wage and did not require an average incarceration expense of \$32,766²

\$1,607,441

THOSE WHO INCREASED INCOME AND MOVED OFF PUBLIC ASSISTANCE

30%* or 36 graduates increased their average wage and did not receive an average public assistance payment of \$12,060³

\$1,250,028

THAT'S \$4,103,934 OF POSITIVE ECONOMIC IMPACT ON OUR COMMUNITY IN ONE FISCAL YEAR.

* Percentages based on Summit's average annual student demographics.

1. Students were making an average annual wage of \$3,707 at enrollment. They now make an average annual wage of \$26,370.

2. According to 2009 MN Dept of Correction
3. According to MN Dept of Human Services Welfare in Minnesota: Facts and Figures (May 2009)

Tiffany, Frank and Lashawn are just a few examples of Summit graduates turning their lives around and doing something positive for our community. And their stories continue to blossom. Tiffany is busy raising her son and pursuing her career in community healthcare at Fremont Clinic. Frank currently works for Veit Construction and continues to mentor young students. And Lashawn enjoys working on various high-profile projects for Signcrafters and Tri-Construction.

SO WHAT'S YOUR NEXT STEP?

Be a part of the change.

The students at Summit Academy OIC have made the choice to step up and turn their lives around. With the dignity and self-esteem a job provides, our graduates can stop drawing on public assistance, pay taxes, spend responsibly and serve as positive role models for their children and peers.

We are ever-grateful to contributors and partners who have chosen to lend a hand to our students along their journey. Together, we have the power to bring about real change. Please join us.

STEPS TO A GREENER TOMORROW

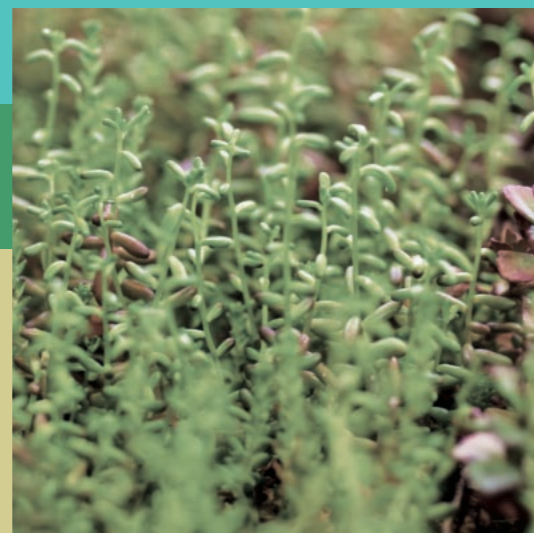
We all realize the importance of building a strong renewable future, so we need trained, qualified people to make it happen.

Summit is proud to be a leader in innovative vocational training and job placement in the area of sustainable energy. By providing training to those in the most economically depressed areas, we give our students, including men and women of color, access to these new green jobs, which, in turn, multiplies the effectiveness of every dollar spent in Minnesota.

Weatherization Training

Our weatherization training program was created to meet the demands of state and local weatherization projects initiated by the federal stimulus package. The stimulus, along with growing environmental concerns, has created a huge demand for certified weatherization technicians.

Our training program includes energy-efficiency diagnostics; bypass sealing; insulation of foundations, floors, walls and attics; and window retrofitting. The curriculum was created by Summit and some of the nation's top experts, including the Center for Energy and Environment, the Conservation Service Group, Community Action of Minneapolis and Sustainable Resources Center.



The Green House

As a part of our weatherization program, students used their skills and training to build Summit's Green House. Our on-site green house, which stands as a learning resource for students and the community alike, features "see-through" walls so individuals can view the environmentally friendly products and processes that went into the construction of the facility. This project is a prime example of our standing commitment to our green initiative.

STATEMENT OF ACTIVITIES

YEAR ENDED JUNE 30, 2009 (WITH SUMMARIZED INFORMATION FOR JUNE 30, 2008)

	Unrestricted	Temporarily Restricted	2009 Total	2008 Total
SUPPORT AND REVENUE				
Government Grants	\$2,802,957	\$-	\$2,802,957	\$2,362,876
In-Kind Donations	52,715	-	52,715	780
Contributions from Individuals, Corporations and Foundations	477,006	431,950	908,956	1,437,699
Total Support	3,332,678	431,950	3,764,628	3,801,355
Rental Income	225,592	-	225,592	210,762
Special Events (Net of Direct Benefits)	124,813	-	124,813	213,670
Other	18,232	-	18,232	70,255
Total Other Revenue	368,637	-	368,637	494,687
Total Revenue	3,701,315	431,950	4,133,265	4,296,042
Net Assets Released from Restrictions	285,761	(285,761)	-	-
TOTAL SUPPORT AND REVENUE	\$3,987,076	\$146,189	\$4,133,265	\$4,296,042
EXPENSES				
Program Services:				
Training	\$2,678,538	\$-	\$2,678,538	\$2,419,325
Service	509,304	-	509,304	422,507
Total Program Services	3,187,842	-	3,187,842	2,841,832
Supporting Services:				
Management and General	954,375	-	954,375	711,796
Rental Property	139,653	-	139,653	125,935
Fundraising	285,188	-	285,188	304,559
Total Support Services	1,379,216	-	1,379,216	1,142,290
TOTAL EXPENSES	\$4,567,058	-	\$4,567,058	\$3,984,122
CHANGE IN NET ASSETS				
Change in Net Assets	(579,982)	146,189	(433,793)	311,920
Net Assets — Beginning of Year	2,480,994	444,139	2,925,133	2,613,213
NET ASSETS — END OF YEAR	\$1,901,012	\$590,328	\$2,491,340	\$2,925,133

Information based on FY 2009 audited financial statements prepared by Larson, Allen, Weishair & Co., LLP. For complete audited financial statements and IRS form 990, contact our offices at 612-278-5282.

BALANCE SHEET

AS OF JUNE 30, 2009 AND 2008

	2009	2008
ASSETS		
Cash and Cash Equivalents	\$15,732	\$261,511
Program Service Fee Receivables	530,851	525,967
Pledges Receivable — Current Portion	351,583	385,042
Other Assets	129,450	152,580
Land, Buildings, Auto, Furniture and Equipment (Net of accumulated depreciation of \$3,417,567 and \$3,251,476 as of June 20, 2009 and 2008, respectively)	2,422,224	2,491,875
Pledges Receivable — Long-Term Portion	293,274	224,089
TOTAL ASSETS	\$3,743,114	\$4,041,064
LIABILITIES AND NET ASSETS		
Current Liabilities:		
Current Maturities of Capital Leases	\$10,230	\$5,905
Line of Credit	135,000	-
Note Payable	345,909	8,376
Accounts Payable	194,864	233,075
Accrued Expenses	84,259	19,792
Accrued Payroll and Related Expenses	190,882	150,173
Deferred Revenue	126,113	229,432
Total Current Liabilities	1,087,257	646,753
Long-Term Liabilities:		
Capital Lease Obligations, Less Current Maturities and Other	11,077	7,719
Note Payable, Less Current Maturities	15,970	330,535
Asset Retirement Obligation	137,470	130,924
Total Long-Term Liabilities	164,517	469,178
TOTAL LIABILITIES	\$1,251,774	\$1,115,931
Net Assets:		
Unrestricted — Undesignated	(362,435)	133,251
Unrestricted — Property and Equipment	2,263,447	2,347,743
Temporarily Restricted	590,328	444,139
TOTAL NET ASSETS	\$2,491,340	\$2,925,133
TOTAL LIABILITIES AND NET ASSETS	\$3,743,114	\$4,041,064

Information based on FY 2009 audited financial statements prepared by Larson, Allen, Weishair & Co., LLP. For complete audited financial statements and IRS form 990, contact our offices at 612-278-5282.

REPORT ON GIVING

JULY 1, 2008–JUNE 30, 2009

Everyone at Summit, especially our students, are deeply grateful for the support of our contributors listed below. Their gifts not only change individual lives—they're an investment in our community and a better future.

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Emily L. Torgrimson
Debbie and Ron Tracy
Tanya Turner
UBS Financial Services
UMI Company, Inc.
United E-way
United Operations, Inc.
UPS Foundation
Mary Ursu
Greg Van Leer Jr.
Steve and Julie Vanderboom
Viking Luncheon Club
Joyce H. Vincent
Frederick and Alice Wall
Mike Walsh and Maureen Kucera-Walsh
Tom and Kathy Walsh
Tony and Rose Walske
Cassandra K. Ward Brown
Amanda Wasielewski
Brian L. and Cory Waterhouse
Lois Welman
Steve and Vickie Wendt
James and Jane Werler
Leroy West
John White
Hannah Widell
Frank S. and Frances Wilkinson
Alessandra Williams
Kimberly Williams
Dedric Willis
Eric R. Wilson
Bruce Winslow
Fred and Eleanor Winston
Erich Wolff
Michael and Judy Wright
Van and Liz Zandt Hawn
Greg Zilverberg

Foundations

Allianz Life
Ameriprise Financial Foundation
The Barry Foundation
Best Buy Children's Foundation
Cargill Foundation
Conley Family Foundation
The Jaye F. & Betty F. Dyer Foundation
General Mills Foundation
The George Family Foundation
Greater Twin Cities United Way
Greystone Foundation
Imation Foundation
M & I Foundation, Inc.
The Minneapolis Foundation
Minnesota Vikings Children's Fund
Northwest Area Foundation
Park Nicollet Foundation
Pohlad Family Foundation
Richards Family Advised Fund of CFMT
Securian Foundation
Smikis Foundation
TCF Foundation
Thrivent Financial
United Way of Central and NE Connecticut
Valspar Foundation
Walmart Foundation
Wells Family Fund of The Minneapolis Foundation
Xcel Energy Foundation

In-Kind Donations

American Airlines
Bearpath Golf and Country Club
Bucca Di Beppo
Michael Ray Bruce
Carousel Automobiles
Scott Dayton
Tony Dungy
Elite Destinations Homes
Jacques Gibbs*
Debbie and Ron Tracy
Good Day Cafe
Lisa Greer
Dave Haley
Lisa Hendrickson
Steve Hoyt
Jacques Place Band
Karla Janovsky
Jax Cafe
Jay the Water Guy & Custom Water Works
Tessa Kokott
Kozy's
Larsons Cycle, Inc.
Lee Wayne Corporation
M-Clip
Merwin Liquors
Minnesota Vikings
Mortenson Construction
Passionate Golfer
Richard Paulsen
Periscope
Karolyn Recker
Studio U
James Werler

*Deceased

Please Note

The inclusion and spelling of your name is extremely important to us. If you notice any errors, please call us at 612-278-7350. Thank you.

SUMMIT STAFF*

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Candra Bennett

Human Resources Manager

Lisa Bergerson

Marketing and Development Manager

James Boney

Instructor, Carpentry

Marc Carrier

CFO

Jay Colstad

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Gary Courtney

Carpentry Manager

Stephanie Curtis

Data Analyst/Registrar

Lionel Drew

Facilities Manager

George A. Garnett

Director of Strategic Development

Carl B. Hayes

PSEO Coordinator/Admissions Counselor

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Independent Living Skills Counselor

Joseph Hill

Custodian

Christopher Hinton

Instructor, Math

Larry Houn

Instructor, Carpentry

Talicia Jackson

Independent Living Skills Counselor

Jerome Jones

Custodian

Louis J. King, II

President/CEO

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Independent Living Skills Counselor

Andrew Lemmie

Independent Living Skills Counselor

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Assistant Instructor, Carpentry

Sara Lueben

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Independent Living Skills Counselor

Tiarah Milton

Job Placement Facilitator

Jamil Mohammed

Director of Information Technology

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Executive Assistant to Louis J. King, II

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Recruiter/Retention Specialist

Jessica Rogers

Connections Program Manager

Spencer Sanders

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Sharon Shelton

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Amanda Sommerfeld

Accounting Manager

Paul Tatro

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Alex Tittle

Support Services Manager

Gregory VanLeer Jr.

Admissions Counselor

Amanda Wasielewski

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VP/CAO

Kenneth White

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*Current as of January 2010.



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