

2006 Annual Report



AtWork! is a not-for-profit organization under Section 501 c (3) of the Internal Revenue Code. AtWork! provides individualized vocational training, good jobs, job placements, and community connection for people with disabilities through community employment; manufacturing; and landscaping, janitorial and recycling services.

The Mission of AtWork! is to Help people with disabilities be productive, integrated and contributing members of their communities.

AtWork! Board of Directors

Eric Flaten, Chair
Sherri Bealkowski, Vice Chair
Pat Callans, Vice Chair
Malcolm Stewart, Sec./Treas.
William Anspach
Ann Chamberlin
John Hemion
Steve Johnson
Russ Keithly
Sam Kerley
Elaine Magee
Greg Russell

Key Personnel

Bob Strayhan, Chief Executive Officer
Diane Robinson, Executive Assistant
Mike Sink, Chief Operations Officer
Bob Thompson, Chief Financial Officer
Andy Erickson, Dir. Manufacturing Services
Wendy Randall, Dir. Community Services
Eric Hallberg, Dir. Landscaping, Janitorial, Recycling
Bob Nissley, Mgr. Computer Services
Claudia Burke, Sales
Rod Olin, Sales
Neco Vilella, Sales

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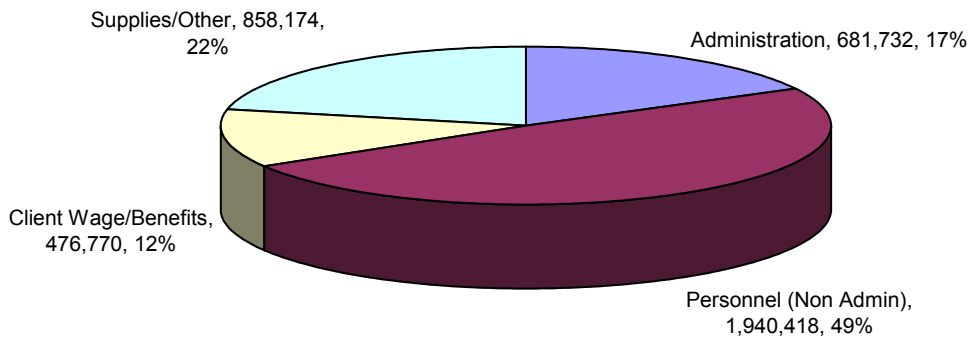
UNITED WAY
of KING COUNTY

AtWork! is a United Way Agency



**Financial Results
Fiscal Year Ended 9/30/06**

**AtWork!
Expenses FY Ended September 30, 2006 Actual
Total Expenses \$3,957,094**



Balance Sheet

Assets:	
Cash/Cash Equivalents	\$318,627
Receivables	\$430,439
Inventory	\$5,411
Prepaid Expenses	\$124,765
Property Held for Sale	\$147,520
Total Current Assets	\$1,026,762
Property and Equipment	
Net of accumulated depreciation	\$1,708,057
Total Assets	\$2,734,819
Liabilities	\$339,693
Net Assets	\$2,395,126
Total Liabilities & Net Assets	\$2,734,819

AtWork! provides work training and paychecks for people with disabilities.

AtWork! in Transition

In 2006 AtWork! began a transformation of its service model. After 13 years of service to AtWork!, CEO Michael Bainbridge retired. The Board of Directors, with Christina Brandt as CEO, has embraced the principals of the Washington State Working Age Adult Policy (WAAP), and taken up the challenge to secure employment for all individuals served. To fully realize this expanded purpose, AtWork! is shifting facilities use by closing the Kenmore facility, moving all activity related to commercial enterprises to Issaquah and locating corporate headquarters in Bellevue.

DisABILITIES AtWork!

AtWork!'s Supported Employment service model is transitioning to provide Customized Employment opportunities for all the individuals we serve. The new Commercial Enterprises Division incorporates Janitorial, Landscaping and Recycling crew services as well as manufacturing and assembly enterprises. These changes will place more individuals with disabilities in jobs that provide a living wage and give everyone the opportunity to work within an integrated environment.

AtWork! and the Community

AtWork! continues to partner with the City of Issaquah by operating a Recycling Center where the community drops off recyclables. Employment consultants coordinate job placement for people with disabilities in community businesses placing 17 individuals in employment options in 2006. The process of educating the community and businesses about the opportunities for true integration is underway and will create a climate for change.

Looking Forward

AtWork! is a leader in customized job placement and will continue to create a pathway for employment for each individual it serves and provide area employers with qualified committed employees filling business needs. AtWork! has taken the first steps in its transformation to a fully integrated workforce. AtWork! is committed to create jobs for more of the 2500 individuals in King County who are looking for the chance to be recognized as valuable contributing employees.

2006 Accomplishments

- Through effective cost cutting measures necessary in this year of nationwide economic struggle, AtWork! finished the year on budget while retaining all services to people with disabilities.
- The city of Bellevue granted AtWork! continued funding for a Bellevue crew supervisor. In addition, the cities of Bellevue, Redmond, Issaquah, Sammamish and Kenmore granted funding to support a new Employment Liaison. These two positions will enable AtWork! to serve more clients and prepare them to transition into an integrated workforce.
- AtWork!'s talented job coaching staff placed 17 clients in either a new job or a new position.
- The Landscaping division ended the fiscal year with a year-to-date revenue well above budget. This was due in part to a large King County contract to help maintain water-catchment ponds.
- The Kenmore production facility closed in a move to create a more efficient workforce. Staff and clients were moved to the Bellevue and Issaquah facilities and preparations are being made to execute an employment strategy for the Kenmore area.

2006 HIGHLIGHTS

Production Services

- AtWork! commenced the sale of the Precision Metal Shop to Valley Machine Shop Inc. that will be effective as of October 24th 2006. The proceeds from the sale will allow AtWork! to move forward with opportunities to implement nationally recognized innovations in employment services for people with significant disabilities.
- Generated commercial revenue from customers including Boeing, B.E. Meyers, and Zonar

Crew Services

- Landscaping and Janitorial Crew Services generated a revenue profit that helps support all of AtWork!'s programs.
- Issaquah's Recycling Center did something but I don't know what yet.
- Janitorial, Landscaping and Recycling Services provided wage-earning jobs to 41 clients.

Community Services

- Hilleri West joined AtWork! as a School-to-Work Coordinator. She brings to AtWork! a Special Education background that has helped her work with clients in creating a pathway to employment by working closely with King County's Developmental Disabilities Division and local school districts to foster relationships that bridge the gap between transition services and adult employment services.
- AtWork! client Scott Leichty left the Kenmore facility to work part-time at Issaquah's recycling center. Within three months, Scott was able to transition completely into community employment and still enjoys a job with good hours at the University Bookstore in Seattle.
- Richard Herrera worked as a member of AtWork!'s landscaping crew and maintained the NOAA campus on Sand Point Way. With the help of supervisor Mickey Kessler and using Landscaping crew services as a medium, Richard landed a job at the campus' cafeteria, The Modern Day Cafe, as the dishwasher.



Assembly and packaging are examples of AtWork!'s Production capabilities.

AtWork!
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