



2020 COMMUNITY IMPACT ASSESSMENT REPORT

June 29, 2021

Mr. Bob Brown
President and Chief Executive Officer
Opportunity Village
6300 West Oakey Blvd.
Las Vegas, Nevada 89146

RE: 2020 Community Impact Assessment

Dear Mr. Brown:

In accordance with your request, Applied Analysis (AA) is pleased to submit this *2020 Community Impact Assessment* report. AA was retained by Opportunity Village (OV) to review and analyze the economic impacts associated with OV's operations and related activities within the Southern Nevada economy. This summary report outlines the salient findings and conclusions of our review and analysis of OV's economic, fiscal and social impacts. It should be noted that in 2020 the world as a whole was affected by the COVID-19 health crisis. To limit the spread of the virus, the State of Nevada ordered all non-essential businesses to close and limited the gathering capacities. Due to these limitations, OV's 2020 figures show a decrease from prior year; however, this decline should not be taken as a reflection of OV's performance, but rather a result of complying with limited capacity guidelines during the COVID-19 global health crisis.

This report was designed by AA in response to OV's request. However, we make no representations as to the adequacy of these procedures for all purposes. Generally speaking, our findings and estimates are as of the date of this letter and utilize the most recent data available. Our report contains economic, development and other predominant market data. This information was collected from internal databases and various third parties, including OV and other public data providers. The data were assembled by AA. While we have no reason to doubt its accuracy, the information collected was not subjected to any auditing or review procedures by AA; therefore, we can offer no representations or assurances as to its completeness.

This report is an executive summary. It is intended to provide an overview of the analyses conducted and a summary of our salient findings. AA will retain additional working papers relevant to this study. If you reproduce this report, it must be done so in its entirety. We welcome the opportunity to discuss this report with you at any time. Should you have any questions, please contact Jeremy Aguero or Brian Gordon at (702) 967-3333.

Sincerely,


Applied Analysis

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EXECUTIVE SUMMARY

AN OVERVIEW OF OPPORTUNITY VILLAGE'S
CONTRIBUTIONS TO NEVADA

OPPORTUNITY VILLAGE 2020 COMMUNITY IMPACT

By providing people with intellectual and developmental disabilities pride, purpose and paycheck, Opportunity Village is able to generate notable economic, fiscal and social impacts for the local community.



1,790

**TOTAL JOBS
SUPPORTED**

\$34.6M

**TOTAL WAGES AND
SALARIES
GENERATED**



\$137.6M

**OVERALL
ECONOMIC
ACTIVITY**



9,000

**OPPORTUNITY VILLAGE
VOLUNTEERS**

517

Staff Members
Employed



658

People with Intellectual
Developmental Disabilities Served



\$43.7M

**TOTAL ECONOMIC
OUTPUT**

SOURCED TO THE CONSTRUCTION
OF BETTY'S VILLAGE



83,000

**VOLUNTEER
HOURS
CONTRIBUTED**



OPPORTUNITY VILLAGE
**SAVED NEVADA
TAXPAYERS**

\$147.8M

OVER THE PAST
FIVE YEARS

Executive Summary

Revealing the Impact



Meaningful Fiscal Contributions

While OV does not necessarily generate public revenues, its operations and investments reduce the demand for state and local services for people with intellectual and developmental disabilities. Although the effects of COVID-19 in 2020 led to a smaller than normal saving for Nevada taxpayers, over the past five years, OV has saved Nevada taxpayers an estimated \$147.8 million as a result of the services it provides to people with intellectual and developmental disabilities.



Strong Economic Impacts

During 2020, OV's on-site staff served over 600 people with intellectual and developmental disabilities and their work resulted in significant economic contributions. When the ripple effect of the impacts are considered, OV supported 1,790 jobs, \$34.6 million in salaries and wages and approximately \$137.6 million in overall economic activity in the Southern Nevada community. Additionally, the construction of Betty's Village generated \$43.7 million in total economic output.



Significant Community and Social Support

In addition to economic and fiscal contributions, OV improves the quality-of-life of those with intellectual and developmental disabilities. As a result of COVID-19, OV created a more streamlined system of volunteering – it successfully on-boarded 19 new community and corporate groups and 203 new volunteers, generating over 3,100 volunteer hours from November 2020 to January 2021.

Executive Summary

Opportunity Village Has a Positive Economic Impact on Southern Nevada

Opportunity Village generates a positive impact on overall regional economic activity. In 2020, OV directly employed 517 staff while also providing employment and services to 658 people with intellectual and developmental disabilities. When the ripple effects of the indirect (supplier purchases) and induced (employee spending) impacts are considered, OV supported an estimated 1,790 jobs. Furthermore, the direct wage and salary payments to OV's staff and persons served totaled an estimated \$18.6 million during the year. Indirect and induced wages and salaries that were generated through OV totaled nearly \$16.0 million, bringing the total wages and salaries to \$34.6 million. Overall, OV was directly responsible for \$86.5 million in direct economic output, which equates to roughly \$73,600 in economic activity per direct employee. In total, OV was responsible for generating \$137.6 million in economic output. The economic activity sourced to the construction of Betty's Village generated an additional \$43.7 million for the local economy over the course of its two-year construction.



TOTAL
EMPLOYMENT
1,790



TOTAL WAGES
AND SALARIES
\$34.6M



TOTAL
ECONOMIC IMPACT
\$137.6M



CONSTRUCTION IMPACT
OF BETTY'S VILLAGE
\$43.7M

Executive Summary

Opportunity Village is Responsible for Significant Fiscal and Societal Impacts

Research has shown that the population of people with intellectual and developmental disabilities is on the rise. With the number of people with intellectual and developmental disabilities in Nevada continuing to increase, OV's impact is expected to be even more important. In 2020, Nevada's Department of Health and Human Services approved a budget of \$237.5 million to serve over 7,400 individuals as part of the *Programs and Services for Persons with Developmental Disabilities*. This equates to roughly \$32,100 per individual served. Applying this same cost per person, OV effectively saved the state \$21.1 million during the year. When accounting for the \$9.3 million in government assistance received in 2020, OV saved Nevada taxpayers approximately \$11.8 million by defraying assistance costs that might otherwise fall to the state. Over the past five years, OV has saved taxpayers an estimated \$147.8 million.

By increasing quality of life and decreasing the chances of people with intellectual and developmental disabilities to fall into homelessness and poverty by providing them with employment opportunities, Opportunity Village has provided more than just a direct social impact to the people they serve over the last 60 years. The organization aims to provide families and loved ones of those with disabilities relief and respite care and bring the community together for a positive purpose. Through deconstructing stigmas by demonstrating acceptance, OV empowers and engages people with intellectual and developmental disabilities.

ESTIMATED AMOUNT OPPORTUNITY VILLAGE HAS
SAVED TAXPAYERS OVER THE PAST FIVE YEARS
\$147.8M



OPPORTUNITY VILLAGE VOLUNTEER PROGRAMS
GENERATED SUBSTANTIAL CONTRIBUTIONS
9,000 Volunteers | **83,000** Hours



ABOUT OPPORTUNITY VILLAGE

THE HISTORY OF OPPORTUNITY VILLAGE AND
THE PURPOSE OF THE COMMUNITY IMPACT ASSESSMENT REPORT

Introduction

The History of Opportunity Village

Opportunity Village is a nonprofit organization dedicated to serving people with intellectual and developmental disabilities as well as their loved ones. What started as a small education organization for children with intellectual and developmental disabilities, has grown into one of the largest employers of people with intellectual and developmental disabilities in Nevada.

OV's founders, Al and Dessie Bailey, were driven to provide resources for their daughter with Down syndrome, and the many children like her across the valley. In December 1954, the Baileys rallied together six other families to open OV's doors to 27 children with intellectual and developmental disabilities, providing them the education that no other organization would or could. Three years later, in October 1957, the Clark County School District (CCSD) began the integration of children with intellectual and developmental disabilities into the public school system. Although education integration was an important step in the right direction, there were still little to no resources available for people with intellectual and developmental disabilities once they left the K-12 system. This was the catalyst that shaped OV to be the organization we recognize today.

Today, OV has grown into one of the most respected and innovative nonprofits in Southern Nevada. OV has four campuses, a thrift store and nearly 60 community partner locations across the Las Vegas Valley. Their mission of providing pride, purpose and a paycheck to the people they serve is exemplified in everything they have done over the last 67 years.



The Bailey Family

Introduction

Purpose of Report

AA conducted a review and analysis of the economic benefits associated with OV's ongoing operations. This analysis reflects an update to previous studies prepared for OV dating back to 2006. The study applies conventional analyses to estimate the economic impacts generated in the community as a result of OV's efforts, including increases in employment, wages and salaries and economic output (or general business activity). Additionally, this study refers to the unique social functions of OV, which result in measurable and meaningful cost savings for the community, particularly when compared with alternative government programs serving people with significant physical, intellectual and/or developmental disabilities or, much worse, the absence of care altogether. We are mindful that the impacts of OV extend well beyond those outlined in this report and that the quality of life benefits incurred to those directly served by OV and their families may not be readily quantifiable but are undoubtedly significant and noteworthy.



Applied Analysis (AA) is a Nevada-based economic research and analysis consultancy that specializes in economic analysis, market analysis, public policy analysis and a number of other research-oriented areas. Applied Analysis has successfully undertaken projects of national, regional and local significance. The company's data and analyses are routinely relied on by businesses, investors, developers, attorneys, trade organizations, legislators and the media.



Timeline of Select Events and Programs

As Nevada's largest employer of people with intellectual and developmental disabilities, OV utilizes vocational training, community employment, day services, advocacy and recreation to give people with intellectual and developmental disabilities the opportunity to build friendships, unleash creative passions, realize future career paths and seek independence and community integration.

1954 OPPORTUNITY VILLAGE OPENS

Seven families who were determined to give their children with intellectual and developmental disabilities the best lives possible founded Opportunity Village in 1954. Now, more than six decades later, OV is one of the most recognized and respected organizations of its type in the United States. As Nevada's largest employer of people with intellectual and developmental disabilities, OV serves over 3,000 people annually, providing vocational training, employment, habilitation and social recreation programs and services that improve their lives.



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1962 OV THRIFT STORE OPENS DOWNTOWN

On June 6, 1962, OV opened a Thrift Store in Downtown Las Vegas to raise funds for the construction of their first vocational training center. Today, it not only continues to serve as a direct financial resource for OV but has become an integral part in providing employment for people with intellectual and developmental disabilities, all while giving families in Southern Nevada an affordable place to shop.

1964 EMPLOYMENT TRAINING AND EMPLOYMENT RESOURCE CENTERS OPEN

The first employment training and employment resource centers opened in 1964 at 918 South 4th Street. The purpose of this facility was to train people with intellectual and developmental disabilities once they left the K-12 system. The center has since expanded to four Employment Resource Centers (ERC) across Southern Nevada. Each location serves as a direct place for vocational training and to provide employment opportunities to people served at OV.



Community Impact Story

Meet Saday: *Leading the Way in Customer Service (Thrift Store)*

Saday began working at OV in the Thomas & Mack Employment Resource Center in 2016. She then moved to the North Campus Employment Resource Center in 2017. In 2020, Saday transferred to the OV Thrift Store. While at the Thrift Store, she has adapted to several positions including her most recent role of cashier. Saday puts her all into anything that is asked of her and is always the first to reach out and help anyone who needs assistance. She proclaims to love helping customers. Saday leads by example and takes pride in everything she does. She has also been a member of the OV Village Council since 2017. The OV Village Council is a model of government at OV where the members are people with intellectual and developmental disabilities working to ensure participation in the delivery of programs and services that affect them.

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1992 FIRST YEAR OF MAGICAL FOREST

OV's largest annual fundraising event, Magical Forest, started in the winter of 1992. This, among other initiatives, allows OV to remain self-sufficient. Decked out in beautiful lights and decorations, the Magical Forest provides both local and out-of-state visitors a chance to celebrate the winter season with entertainment, gift shops and rides for people of all ages. This fundraising event brings in millions of dollars, all of which are used to provide direct services for people with intellectual and developmental disabilities and their families.



1995 PROJECT ENABLE BEGINS

Project Enable began in 1995 and was designed to support people with severe physical and intellectual and developmental disabilities. Project Enable provides them with rehabilitative exercises, American Sign Language (ASL) classes, reading classes, pet therapy, socialization and community outings. Project Enable participants also take part in community volunteerism, devoting several hours each week to help give back to Southern Nevada.



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1999 PRIDE OPENS

In 1999, People's Right to Independence, Dignity and Equality (PRIDE) began serving people with very profound physical and intellectual and developmental disabilities who required 24-hour care and supervision. Besides providing respite care for families, participants in the PRIDE program enjoy regular outings, have access to a full-time nursing staff on-site (or in-home) and receive assistive technology to help them better communicate with others. Much like Project Enable, OV provides direct support to not only the participants of its program, but also provides indirect support to the families of those in the program.



Community Impact Story

Meet David: *Benefitting from In-Home Care (PRIDE Participant)*

David has been a participant in both the PRIDE and Enable programs at OV since 2007. During the COVID-19 global pandemic, OV temporarily closed its campuses and began offering in-home services to program participants. David and his family benefit from in-home services in a variety of different ways. Both of David's parents work from home so while staff is working with David, his parents have the opportunity to get their daily work done. In-home services allow David to receive uninterrupted specialized care with staff who can focus all their attention on his needs. Staff also continue to learn more about David from his parents, which ultimately enables staff to deliver even better care for him. With in-home care from OV, David receives quality programming from the comfort and safety of his home.

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2005 FIRST YEAR OF LAS VEGAS GREAT SANTA RUN

Launched for its first year in 2005, the Las Vegas Great Santa Run is another important fundraiser in keeping OV a self-sufficient organization. This annual 5K race takes place in Downtown Las Vegas and attracts thousands of local and out-of-state visitors. All proceeds of the race go directly toward benefitting OV's programs and services.



2016 SEAN'S PARK OPENS

Breaking ground in 2015, Sean's Park is a 2.5-acre park designed for children and adults with physical, intellectual and/or developmental disabilities. The park is the first of its kind in the United States and features life-skill building equipment such as a "live" street crosswalk, a way-find path, moonwalk pad and full-size bowling lane. Sean's Park was made possible thanks to the support of individuals and businesses including Clark County for donating the land along with a \$2 million grant to fund the project, Star Nursery for planting many of the full-grown trees at the park and various private donors.



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2019 VOLUNTEERING STATISTICS

Since 2019, OV has had nearly 9,000 volunteers contribute over 83,000 hours to help better the Southern Nevada community. Some notable activities include:

- OV serves as a host site for the Engelstad Scholar program through the University of Nevada, Las Vegas. Currently, six scholars assist in administrative and clerical roles to various departments. Each serving 90 hours a semester learning job crucial development skills such as communication, leadership and multi-tasking.
- OV serves as a host site for the Latter-Day Saints service missionaries. Two to six missionaries annually are assigned to OV for one to two years. They primarily serve at Employment Resources Center or Thrift Store spending approximately 20 service hours per week.



9,000 Volunteers
83,000 Hours



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2019 VOLUNTEERING STATISTICS

OV also has a dedicated cohort of volunteers called True Blue volunteers. They are long-term, skilled volunteers who dedicate up to 30 hours a week of their time volunteering hand-in-hand with the people we serve. Over the past three years, these 28 active True Blues have served over 15,000 hours.

OV's longest True Blue Volunteer is Jen Jenkins who has been with OV for over 10 years. Jen started out as a volunteer at the Magical Forest and later transitioned over into the Enable program at the Walters Campus. There she assists the staff in developing and administering social activities for the people served to participate in. Jen volunteers five days a week and even goes the extra mile during the holiday and extends her volunteer hours to seven days a week.



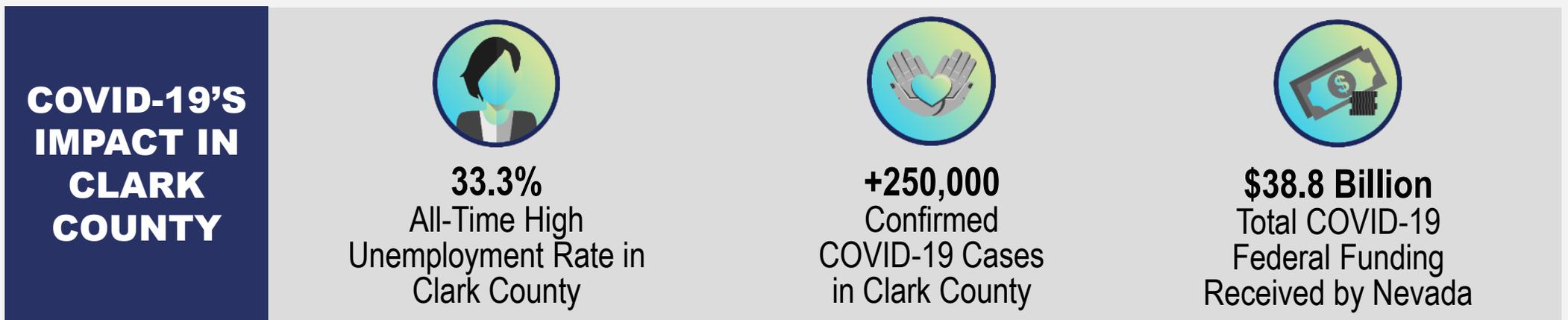
THANK YOU!



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2020 COVID-19 HEALTH CRISIS

It is important to note that the data in this report reflects Opportunity Village’s contributions to the economy during the COVID-19 health crisis that resulted in a national emergency and the closure of all nonessential businesses within the State of Nevada. The pandemic created many challenges for various organizations and businesses on a national and local level. Throughout this report, various data tables and graphs showcase a decrease in various aspects of Opportunity Village’s impact. Many of these declines are a result of complying with limited capacity guidelines or with restricted funding during a global health crisis. However, Opportunity Village did not miss the opportunity to take this time to improve internally on ways to better provide outreach for their staff and the community at large. Opportunity Village hopes it can continue to grow and serve its community better with each passing year



Sources: Nonprofit Leadership Center; US Bureau of Labor Statistics; Nevada Health Response; and Nevada Grant Office.

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2020 COVID-19 RELIEF AND SERVICES

OV used this time to revamp the way they provide impact to the people they served as well as the community. With the absence of large in-person events, OV took the opportunity to create a more streamlined system of volunteering and welcomed new groups to its family of volunteers. They successfully on-boarded 19 new community and corporate groups along with 203 new volunteers. This success garnered 2,010 hours served for in-person events, while 1,131 hours were served for at-home or online events. This totaled to 3,141 hours volunteered from November 2020 through January 2021.

2020 Activities

Hours Served

In-Person Activities

2,010

At-Home or Virtual Activities

1,131

Total Hours

3,141



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2020 COVID-19 RELIEF AND SERVICES

Even with limited capacity, OV maintained direct communication with all persons served and also launched in-home and virtual services. All program services employees at OV were trained in COVID-19 pandemic disinfectant practices and implemented multi-cycle daily disinfecting protocols. OV leveraged their internal nursing team to facilities onsite COVID-19 tests, performing roughly 1,000 tests for employees and persons served. Some notable activities and accomplishments include:

- Launched virtual and telephonic services by OV direct care staff and OV nurses to approximately serving 950 individuals and supplying 25 persons with necessary equipment for remote engagement
- Facilitated COVID-19 entrance screening at all facilities and offsite involvements
- GUCCI Flagship Las Vegas led by over 200 members of their organization contributed over 1,500 service hours to OV
- OV's 60 years of effort was recognized as it was awarded the Gold Medal for 2020 Best Place to Volunteer by the Las Vegas Review Journal

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2021 BETTY'S VILLAGE OPENED JUNE 2021

Breaking ground on September 26, 2019, Betty's Village opened on June 9, 2021. Betty's Village is designed as an independent living community for those of all abilities. Construction costs are estimated at \$27.2 million for a total of 76 units: 63 one-bedroom apartments, five two-bedroom apartments and two four-bedroom homes. In addition, a 20,000-square-foot clubhouse with gym, lounge, hobby room, game room, meditation room, multiple meeting rooms, outdoor BBQ and pool is being built on the property for recreational activities. Initial residents are expected to occupy in the living space mid-June 2021.

Support services may be necessary for many residents of Betty's Village to ensure their ability to live as independently as possible. OV will only act as the property owner of Betty's Village and will not provide any direct residential support services. All residents requiring residential support will choose their provider of services. OV is taking strides to give people with physical and intellectual and developmental disabilities a whole new level of independence.



APPROACH AND METHODOLOGY

THE APPROACH TO MEASURING IMPACTS

Defining the Impacts

Overview | Types of Impacts

Objectives

To quantify the recurring economic, fiscal and social impacts sourced to OV's operations within Southern Nevada.

Types of Impacts

1 Fiscal Impact refers to public service demands and how OV directly offsets the public cost of a health and human services that would have otherwise required aid from state or local governments.

2 Economic Impact refers to employment, wages and economic activity generated throughout Southern Nevada as a result of OV's annual operations.

3 Social Impact refers to the quality-of-life changes created by OV's operations to the people it directly serves and the community as a whole.

Defining the Impacts

Fiscal Impacts

Fiscal impact analyses measure the financial-related impact of activity state and local government budgets. Fiscal impacts are commonly associated with public revenues and public service demands. Public revenues include taxes, fees and other levies imposed on individuals and businesses within a particular jurisdiction. Public service demands include, but are not limited to, police and fire protection, road maintenance, the cost of building schools and educating children, economic development costs, as well as the cost of providing health and human services.

In contrast to economic impacts, fiscal impacts reflect only the direct consequence of an activity. This is attributed to the near impossibility of accurately predicting the secondary fiscal consequences, as well as the potential for double counting.

While OV does not generate public revenues, its operations directly offset a health and human service that would otherwise have to be provided by state or local governments. This defers the very substantial fiscal consequences that are associated with the nontreatment of those living with severe intellectual and developmental disabilities, saving millions of dollars each year in statewide programs and services.



Community Impact Story

Meet Ignacia: *The Go Getter* (Formerly an OV participant and currently an AmeriCorps Education Specialist)

Ignacia began receiving services from OV in 2010. Over the past decade, she has grown in her employment and education journey. Ignacia first began training in the Employment Resource Center and eventually trained as a student artist and performer in the Fine and Performing Arts program. In 2017, she was hired as an OV Ambassador, serving in a public relations role for the organization. In 2020, she was hired as an Education Specialist by AmeriCorps. This role has allowed her to help provide training to her fellow peers at OV through the AmeriCorps grant. Besides her success in her employment goals, Ignacia attended college part-time and recently completed her Associate's Degree in late 2020. Ignacia's dream is to work as a language interpreter and use her skills one day to help OV.

Defining the Impacts

Economic Impacts

Economic impacts reflect the contributions to the state, region or locality. For the purpose of this report, economic impacts refer to jobs, wages and economic activity (output) generated by OV within the Southern Nevada community. Economic impacts are commonly classified as direct, indirect or induced. The relationship of these primary (direct) and secondary (indirect and induced) impacts is sometimes referred to as the “ripple effect”, illustrating how changes in one sector of the economy can affect other sectors.

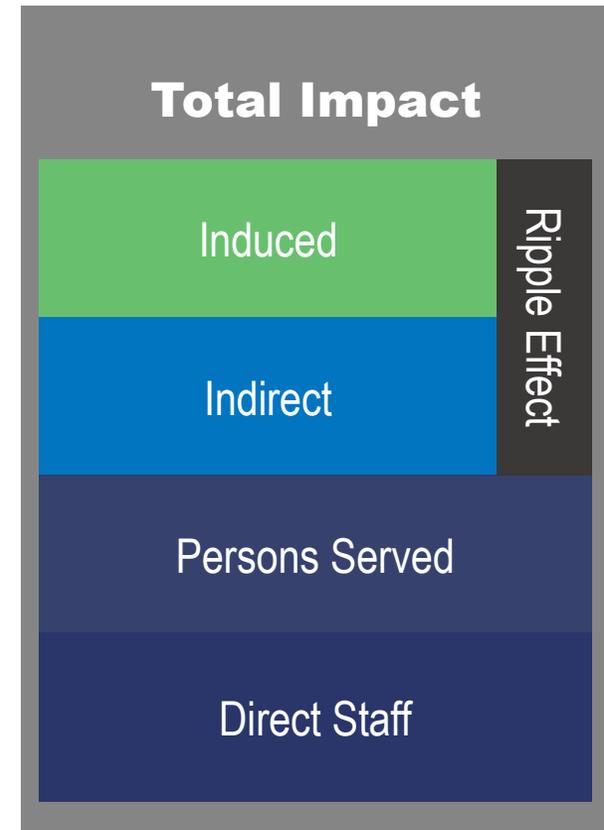
- **Direct impacts** reflect changes in the final demand for services. In the OV context, direct employees are the organization’s staff and persons served (PS). While not traditional employees, PSs may earn a piece rate or an hourly rate with taxes withheld and are a critical measure of the success for OV and are thus included in the measures of those employed. Direct wages are the monies paid by the organization and direct output is the value of the goods or services they produce.
- **Indirect impacts** reflect the secondary impacts supporting the economic activities associated with OV. For example, supplier companies and catering services that provide materials used by OV’s people served are considered indirect employees as their jobs are dependent, in full or in part, on the suppliers’ income generated by OV-related purchases.
- **Induced impacts** reflect the impact created when direct employees (OV staff and persons served) spend their wages to purchase goods and services. This would include buying food at a grocery store, the purchase of a movie ticket, payments for healthcare services or other similar consumer purchases. These purchases support jobs and general economic activity that would not be realized but for the existence of OV.
- **Total effects** are the sum of direct, indirect and induced effects.

Defining the Impacts

Economic Impact Methodology

IMPLAN Model

- One (1) of 3 nationally recognized impact analysis software tools.
- Developed by Minnesota IMPLAN Group, Inc. and used by more than 1,000 public and private institutions.
- IMPLAN is an input-output model that utilizes complex economic equations to explain how the “outputs” of one industry become the “inputs” of others and vice versa.
- This relationship is sometimes referred to as the “multiplier effect,” illustrating how changes in one sector of the economy can affect other sectors.



Defining the Impacts

Economic Impact Methodology

Limitations and Assumptions

- Input-output models, as is the case with all econometric models, are not without their limitations; the statistical model used in this analysis, IMPLAN, for example, assumes that capital and labor are used in fixed proportions.
- This means that for every job created or lost, a fixed change in investment, income and employment results.
- In reality, developers, consumers and governments respond to stimuli in complex ways, including changing the mix of capital or labor as well as the types and frequencies of investment.
- Importantly, each impacting force has its own unique characteristics, affecting how consumers and businesses respond to the given change.
- For compatibility purposes, historical impacts have been normalized with the most recent economic multipliers.

Defining the Impacts

Social Impacts

Social impacts are the net effects on individuals and families that happen as a result of an action, activity, project, program or policy. Examples of social impacts include improving the physical wellbeing of people, mental health awareness, social inclusion projects, access to services, as well as creating equal opportunity for all members of the community. Because OV is a nonprofit organization, it is easy to understand on the surface that it would generally have a positive impact on society.

For uniformity, social impact will be discussed in this report as direct social impact and indirect social impact:

- **Direct impacts** occur through direct interaction with an organization's product or service. When OV provides employment services to a person with intellectual and developmental disabilities, they are directly impacting that person's ability to live a well-balanced life.
- **Indirect impacts** are made possible through the output of an organization's product or service. For example, when a client is employed through OV, this indirectly impacts the client's family as they now have additional financial support for the family income and relief that their loved one is getting the proper resources needed to live a fulfilling life.



Community Impact Story

Meet Michael: *Finding Employment During a Global Pandemic*
(Former Job Discovery Program Student)

Michael trained at St. Rose Hospital in OV's Job Discovery Program. Michael's determination and dedication to finding employment shined both while at St. Rose and then as a virtual learner when the COVID-19 pandemic impacted in-person training. Despite obstacles presented, Michael's perseverance helped him on his employment journey and he was invited to participate in a job shadowing visit at Freddy's Custard. While on this visit, Michael was offered a taste of the famous custard. Michael stated the frozen treat was "delightful" and determined he had found the right place for him. Excitingly, the folks at Freddy's were equally taken with Michael and offered him a position as a food preparation worker.

FISCAL IMPACTS

QUANTIFYING THE IMPACT OF
OPPORTUNITY VILLAGE'S OPERATIONS

Fiscal Impact

Opportunity Village's Impact on State Programs

In the mid-1950s, federal and state government funding for those with intellectual and developmental disabilities was nonexistent, and any sort of funding or resources came directly from private donors. Three years after OV opened, CCSD began to allocate funds to special education, which began the integration of children with intellectual and developmental disabilities into the public school system. Today, a portion of the state's budget goes toward *Programs and Services for Persons with Developmental Disabilities*, which helps to fund agencies like the Nevada Aging and Disability Services Division (ADSD).

As part of quantifying the fiscal impacts of OV, it is necessary to understand how much of its operations offset the health and human service that would have otherwise been provided by state or local government agencies. The Nevada ADSD is an agency that provides multiple levels of care through inpatient and outpatient programs statewide, which is similar to those provided at OV. While quantifying the fiscal impacts of a nonprofit organization such as OV has its restrictions, the programs for ADSD can be compared to those offered at OV as an insight into what these programs generally cost for state and local governments.



Community Impact Story

Meet James: *Never Giving Up (Custodian at OV)*

James began working with OV in the Walters Employment Resource Center in 2011 and mastered the process of sorting and organizing receipts. Soon after, he set a goal for a more independent job outside of the OV campus. With the support of OV, he was able to try a custodial position in his familiar campus setting first. James was proud of all he was learning and wanted to continue to grow. When the opportunity to sharpen his custodial skills became available through the OV Custodial University (CU), James said, "Yes!" From the day he started with CU, James gave it all he had and after a few months, he was able to graduate with better skills and the chance to finally move on to a more independent job. With jobs hard to come by due to the pandemic, James is back at the Walters campus doing custodial work. He remains optimistic while continuing to train and maintain the skills he's acquired.

Fiscal Impact

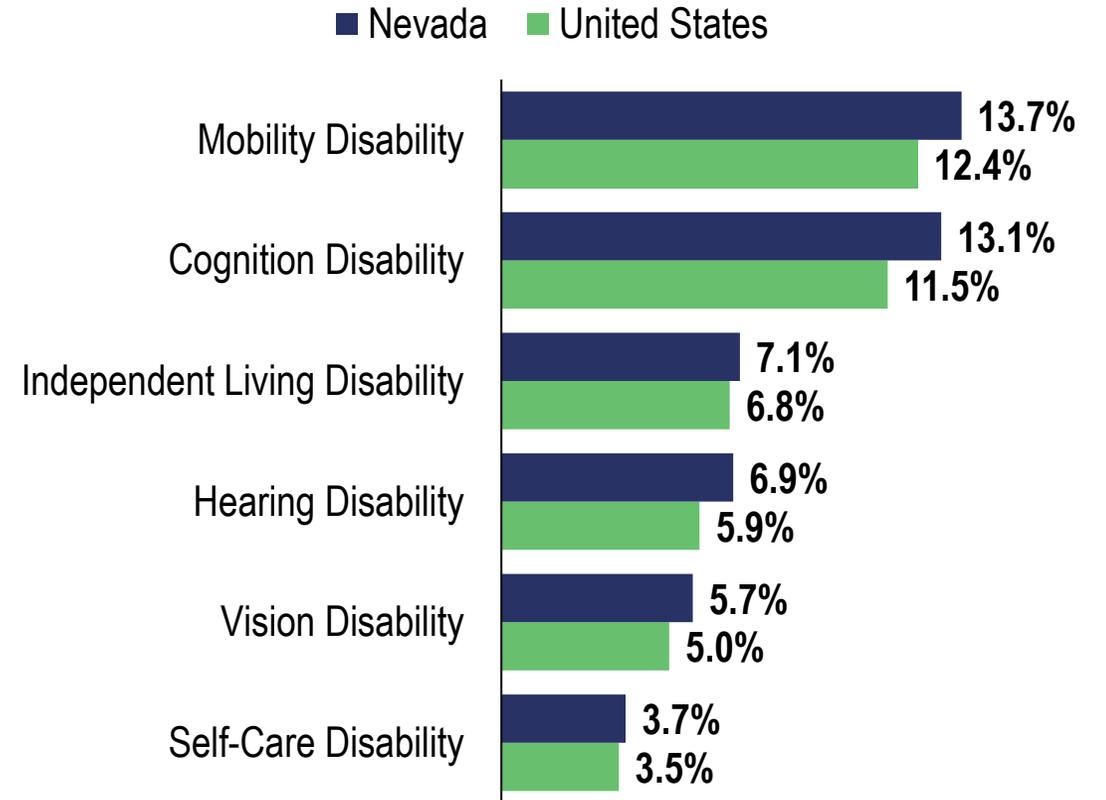
Nevada’s Population of Persons With Developmental Disabilities Compared to the Nation

Before assessing the impact, it is important to recognize the scale at which OV and other services are helping people with intellectual and developmental disabilities.

According to the Centers of Disease Control and Prevention (CDC), 26 percent (61 million) adults in the United States live with a disability. The Bureau of Labor Statistics (BLS) has estimated the employment-population ratio for persons with a disability has increased from 19.1 percent in 2018 to 19.3 percent in 2019. However, due to COVID-19’s impact on employment overall, this number has decreased to 17.9 percent in 2020.

In 2018 (latest available), the Behavioral Risk Factor Surveillance System found that Nevada has an overall higher percentage of adults with a disability compared to the national average. Adults with mobility disabilities rank the highest, comprising 13.7 percent of Nevada’s adult population. This is followed by cognition disabilities (13.1 percent), independent living disabilities (7.1 percent), hearing disabilities (6.9 percent), vision disabilities (5.7 percent) and self-care disabilities (3.5 percent).

Percentage of Adults with Disabilities



Source: Behavioral Risk Factor Surveillance System (2018 latest data)

Fiscal Impact

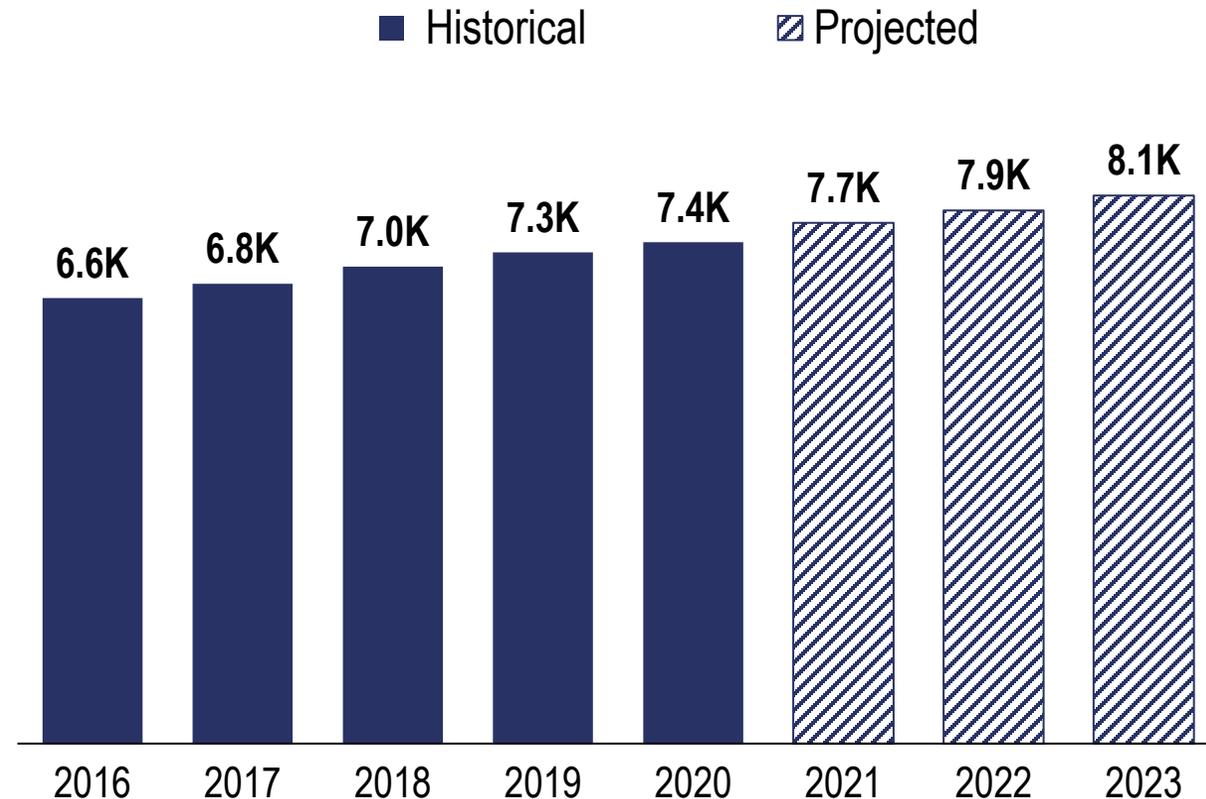
The Growing Population of Persons With Developmental Disabilities

In recent years, the number of people with intellectual and developmental disabilities has increased. The Nevada ADSD estimated that 7,403 people in Nevada have a developmental disability. It projects that the population of persons with intellectual and developmental disabilities will grow increase to nearly 8,100 people by 2023, an increase of 9.3 percent from 2020.

This increase coincides with a study conducted by the CDC and the Health Resources and Services Administration (HRSA) where they found that the prevalence of intellectual and developmental disabilities in children increased by 9.5 percent from 2009 to 2017. This increase could be related to growing populations, improvements in awareness, access to healthcare and improved screening measures.

Without services provided by groups such as the Nevada ADSD or OV, a continuously growing population of people would experience difficulties in acquiring the resources needed to lead a fulfilling and sustainable life.

Population of Persons with Developmental Disabilities in Nevada



Source: Nevada Aging and Disability Services Division (ADSD)

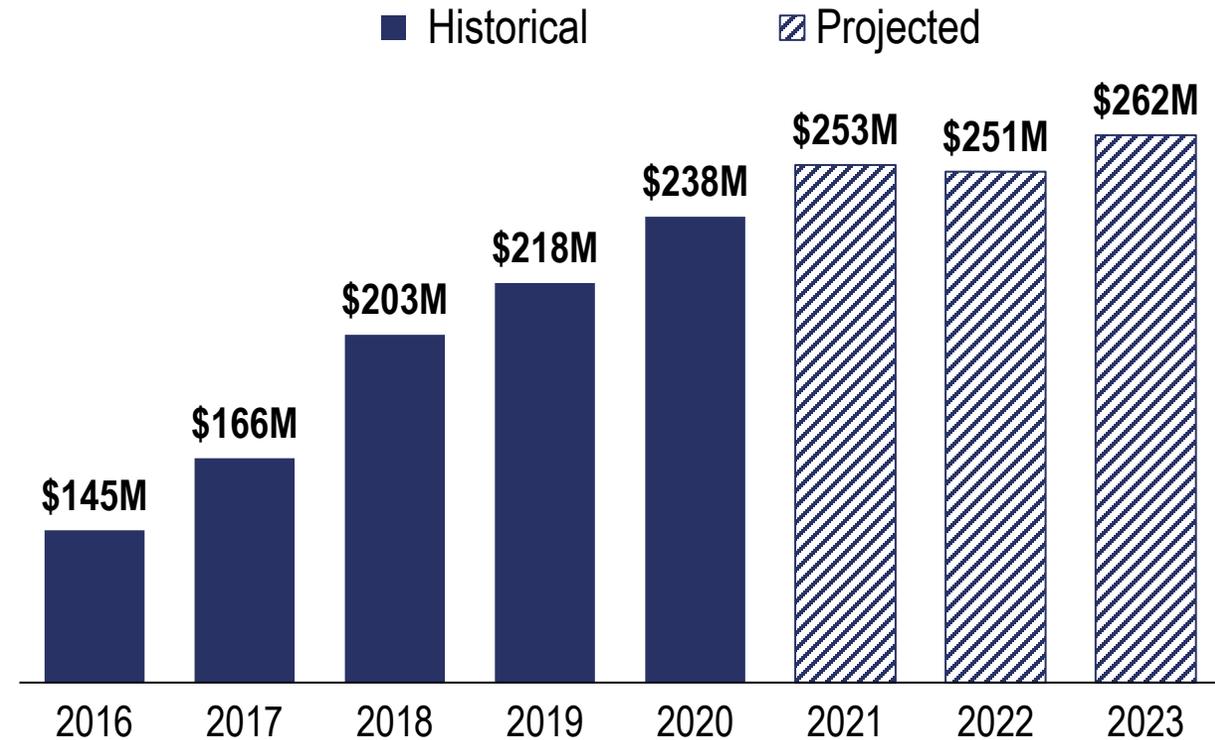
Fiscal Impact

Estimated Net Benefit to the State by Opportunity Village

During the 2020 fiscal year, Nevada approved a budget of \$237.5 million for programs and services for persons with intellectual and developmental disabilities. This funding is used for service coordination, supportive living arrangements, family respite and community job and day training programs. The allocated budget is forecasted to increase \$24.1 million (10.1 percent) by 2023 as more funding will be needed to accommodate the projected increase in persons with intellectual and developmental disabilities.

In 2020, the Nevada ADSD served 7,403 people with intellectual and developmental disabilities, spending approximately \$32,088 in support services per person. During this time, OV served 658 individuals. By applying the same cost of care in support services as the Nevada ADSD, OV saved the state approximately \$21.1 million by defraying assistance costs that might otherwise fall to the state.

State Approved Budget for Programs and Services for Persons with Developmental Disabilities



Source: State of Nevada Governor's Finance Office

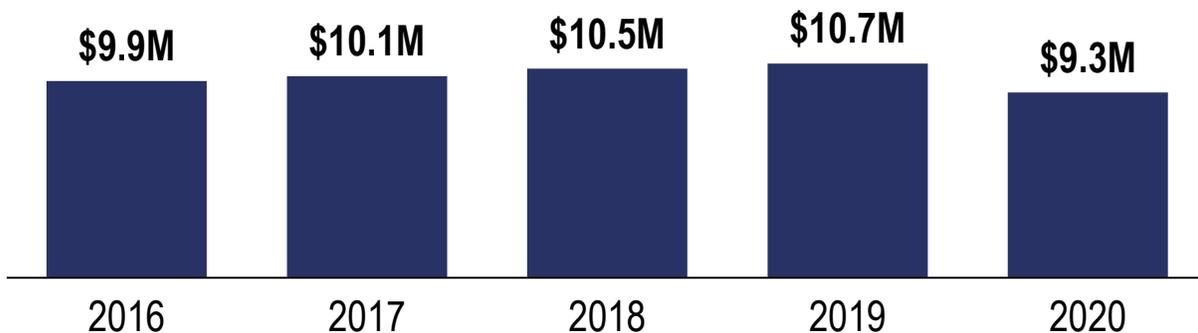
Fiscal Impact

Budget Per Persons

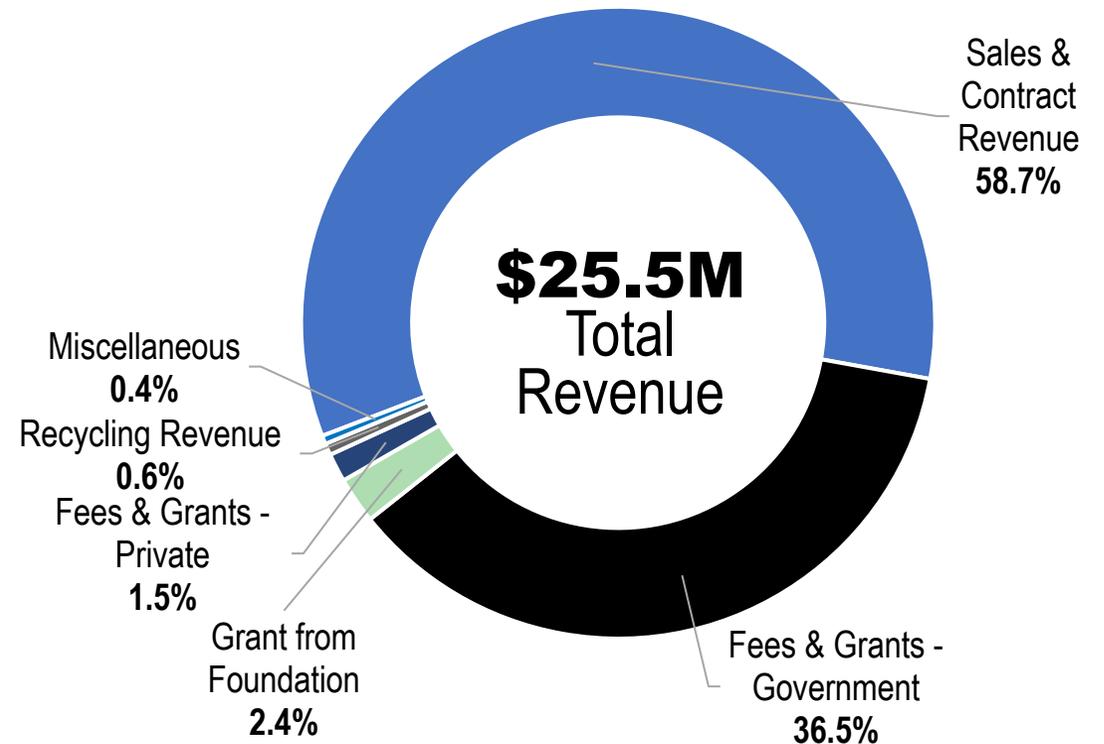
The three largest streams of revenue for OV are government support (34.1 percent), service contracts (26.4 percent) and general contract sales (14.5 percent). Of all the services and programs provided by OV, their job placement services are not only important to their persons served, but are integral to OV's continued operations.

For the 2020 fiscal year, OV received \$9.3 million in government support to maintain its operations and services for the people they serve. This equates to roughly \$14,100 in government support spent per person served at OV.

Government Assistance to Opportunity Village



2020 Revenues by Source



Source: Opportunity Village

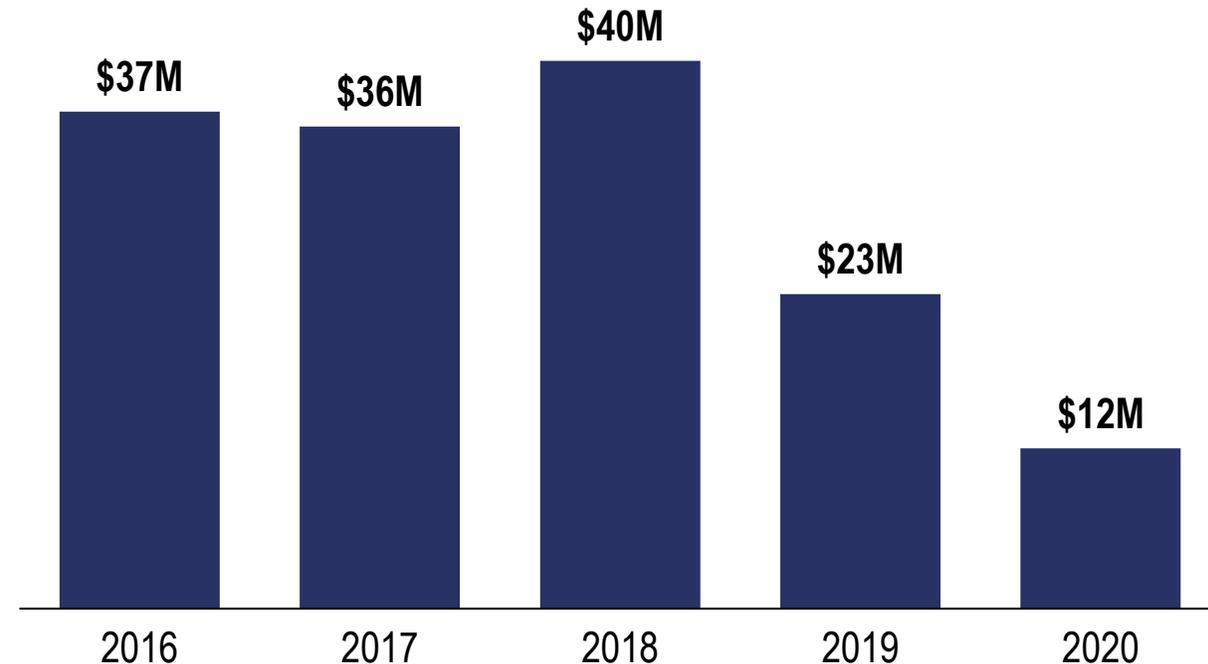
Fiscal Impact

Estimated Net Benefit to the State by Opportunity Village

It is important to note that OV received nearly \$9.3 million in government assistance for the 2020 fiscal year. Subtracting this amount from the impact totals provided in the previous page results in an estimated net benefit to Nevada taxpayers of approximately \$11.8 million in 2020.

The decline in estimated defraying of assistance costs experienced in 2020 is reflective of the limited amount of people OV was able to serve during the COVID-19 pandemic. Restrictions included limiting persons served attendance to 25 percent from June and July 2020, then 50 percent through the end of the year. The drop in persons served does not necessarily mean that less individuals enrolled in their programs. It only reflects that a limited amount of people were able to receive their services due to limited capacity guidelines. Since the estimated net benefit to Nevada is based on aid per person, the decrease in persons served during the year ultimately affects the bottom line.

Estimated Amount Opportunity Village Saves Nevada Taxpayers



Sources: State of Nevada Governor's Finance Office; Opportunity Village; Applied Analysis

Fiscal Impact

The Complicated Relationship of Fiscal and Social Concerns

As the population of individuals with intellectual and developmental disabilities in Nevada continues to grow, OV's impact will be ever more important and it can be inferred that the demand for government services at other points of contact such as hospitals, homeless shelters or prisons will also be impacted.

Organizations such as OV help provide the life skills that are essential for many people living with intellectual and developmental disabilities to participate in society. Instead of providing welfare-type assistance, OV provides an opportunity for people with intellectual and developmental disabilities to reduce their assistance from state and local governments and live happier, healthier and more productive lives.

OV provides a paycheck to the people with intellectual and developmental disabilities served which reduces their respective demands on state and local government aid. In the 2020 fiscal year, OV provided \$3.1 million in earnings to 658 people with intellectual and developmental disabilities, which ultimately resulted in \$16.3 million in total economic output generated solely by the persons served by OV.

Over the past five years, OV has saved Nevada taxpayers an estimated \$147.8 million by providing employment opportunities to an average of 1,500 individuals with intellectual and developmental disabilities each year.



ESTIMATED AMOUNT
OPPORTUNITY VILLAGE
HAS SAVED NEVADA TAXPAYERS
OVER THE LAST FIVE YEARS

\$147.8M

Sources: State of Nevada Governor's Finance Office; Opportunity Village; Applied Analysis

ECONOMIC IMPACTS

QUANTIFYING THE ANNUAL IMPACTS OF
OPPORTUNITY VILLAGE'S OPERATIONS

Economic Impact

Opportunity Village's Employment Impact

OV provides various career opportunities to serve people with intellectual and developmental disabilities including, but not limited to, social services, hospitality, retail, community relations, food services, operations, fine arts and information technology. During 2020, OV directly employed 517 staff members and served 658 people with intellectual and developmental disabilities, totaling 1,175 direct employees. While not traditional employees, persons served (PS) are a critical measure of success for OV, and so they are included in the total of those directly employed.

The impacts of OV are far-reaching beyond the staff they directly employ. Indirect impacts, those secondary impacts generated by OV's purchases for programs and events from suppliers, reached 367 employees. While induced impacts, those sourced to businesses that are supported by the spending of OV's direct employees, supported 248 employees. In total, OV supported 1,790 jobs in 2020.

Although the COVID-19 health crisis resulted in a 41.1 percent decrease in employment from 2019, total employees supported has increased by 14.3 percent over the past 10 years. Furthermore, over the past decade OV has supported an average of 2,700 employees annually.



TOTAL EMPLOYMENT
1,790

Induced **248**

Indirect
367

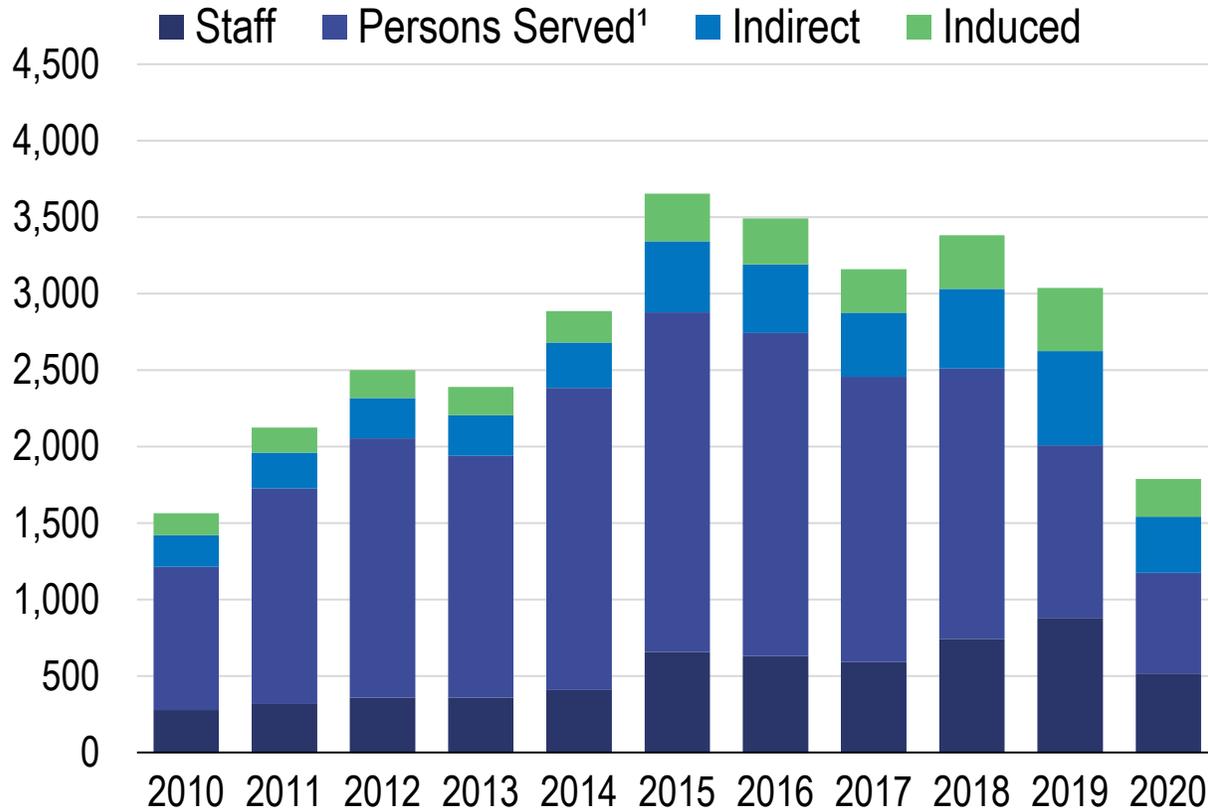
Direct Persons Served
658

Direct Staff
517

Sources: Opportunity Village; Applied Analysis; IMPLAN

Economic Impact

Historical Employment Impacts



	Staff	Persons Served	Indirect	Induced	Total
2020	517	658*	367	248	1,790
2019	879	1,129	616	412	3,036
2018	742	1,768	552	350	3,382
2017	590	1,867	419	283	3,159
2016	631	2,113	447	301	3,492
2015	657	2,221	464	313	3,655
2014	409	1,975	298	205	2,887
2013	358	1,583	265	184	2,390
2012	359	1,695	264	183	2,501
2011	318	1,408	235	164	2,125
2010	278	935	207	145	1,565

¹Persons Served. While not traditional employees, PS are a critical measure of success for OV and are thus included in the measures of those employed.

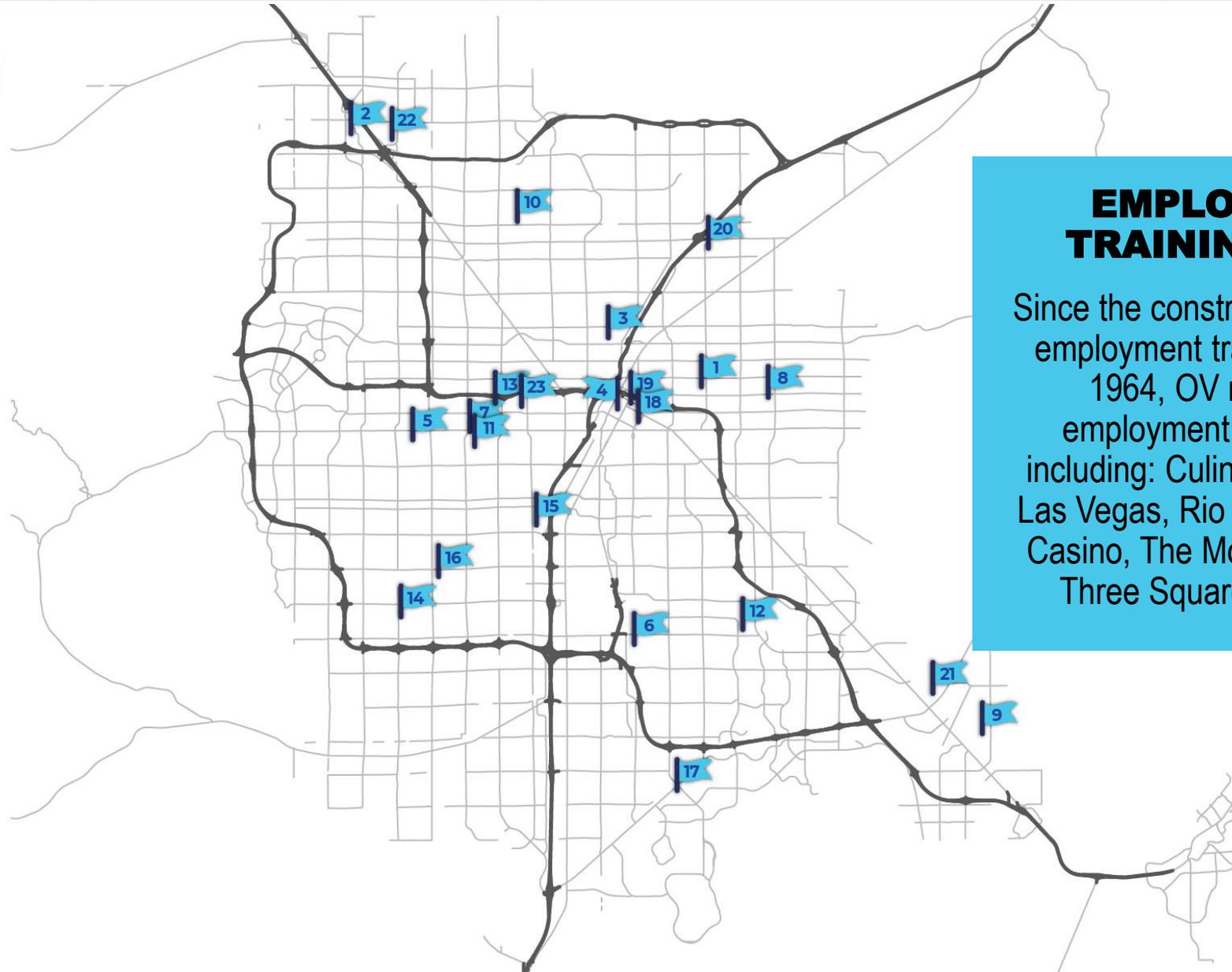
*Drop in persons served due to 25 percent capacity COVID-19 restrictions from June to July 2020, then 50 percent capacity from August 2020 to year-end. This does not necessarily mean less people enrolled for programs.

Sources: Opportunity Village; Applied Analysis; IMPLAN

2020 COMMUNITY IMPACT ASSESSMENT REPORT

EMPLOYMENT TRAINING SITES

- 1 The Animal Foundation
- 2 Centennial Hills Hospital
- 3 Culinary Academy of Las Vegas
- 4 Discovery Children's Museum
- 5 Fletcher Jones
- 6 Get Fresh
- 7 Head Start Learning Center (Spring Valley)
- 8 Sunrise Children's Foundation (East Campus)
- 9 City of Henderson Heritage Park Senior Center
- 10 OV North Campus
- 11 OV Oakey Campus & Kitchen
- 12 OV Neighborhood Club
- 13 OV Thrift Store
- 14 OV Ralph & Betty Engelstad Campus
- 15 Rio All-Suite Hotel & Casino
- 16 Spring Valley Hospital Medical Center
- 17 St. Rose Dominican Hospital Siena Campus
- 18 The Center
- 19 The Mob Museum
- 20 Three Square Food Bank
- 21 OV Walters Family Campus
- 22 Centennial Hills Y
- 23 YMCA Meadows



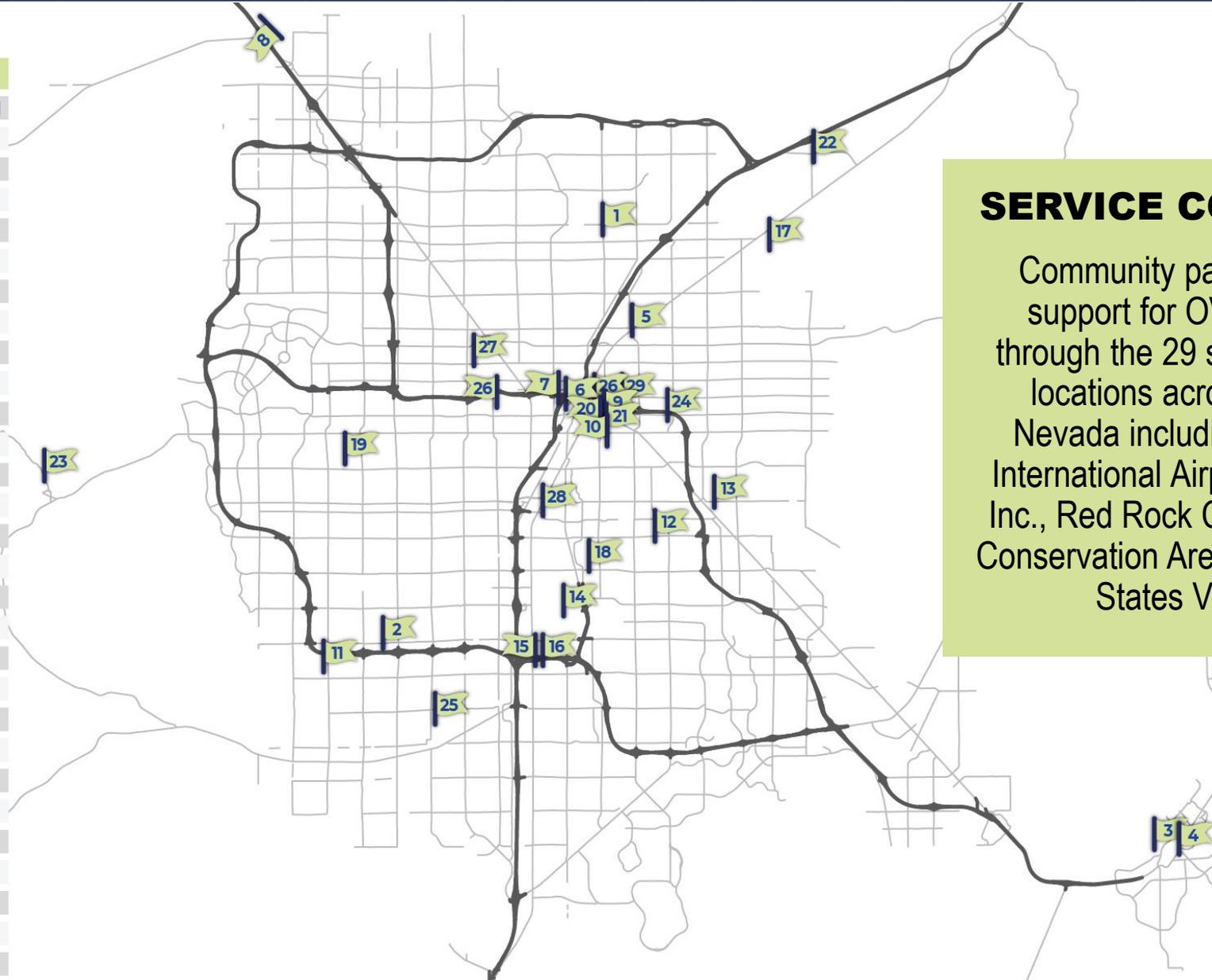
EMPLOYMENT TRAINING SITES

Since the construction of the first employment training center in 1964, OV now has 23 employment training sites including: Culinary Academy of Las Vegas, Rio All-Suite Hotel & Casino, The Mob Museum and Three Square Food Bank.

2020 COMMUNITY IMPACT ASSESSMENT REPORT

SERVICE CONTRACTS

- 1 6th Recruiting Brigade - U.S. Army Recruiting Command
- 2 Bottega Exchange
- 3 Boulder Oaks Community Association
- 4 Bureau of Reclamation Lower Colorado Region
- 5 City of North Las Vegas City Hall
- 6 Clark County Government Center
- 7 Cox Media Inc
- 8 Desert National Wildlife Refuge
- 9 General Services Administration (Foley)
- 10 General Services Administration (Lloyd George)
- 11 Jason James Pizza Bistro
- 12 Laguna Verde HOA
- 13 Lutheran Social Services of Nevada
- 14 McCarran B/C-Gates & Parking Lots
- 15 McCarran Bus Maintenance Building
- 16 McCarran Rental Car Center
- 17 Nellis Airforce Base US Postal Service
- 18 Nevada Partnership-Homeless
- 19 Ntooitive Digital
- 20 NV Legal Services
- 21 NV Legal Services
- 22 Progressive Alloy Steel Unlimited
- 23 Red Rock Canyon National Conservation Area
- 24 Reyes Coca-Cola Bottling
- 25 Southern Glazer's Wine & Spirits
- 26 Springs Preserve
- 27 State Parks Office Southern Region
- 28 The Venetian Resort Las Vegas Warehouse
- 29 United States Veterans



SERVICE CONTRACTS

Community partnership and support for OV is apparent through the 29 service contract locations across Southern Nevada including: McCarran International Airport, Cox Media Inc., Red Rock Canyon National Conservation Area and the United States Veterans.

Economic Impact

Opportunity Village’s Wages and Salaries Impacts

OV is unique in that it not only provides a paycheck for its staff, but it serves people with intellectual and developmental disabilities that also earn a paycheck. During 2020, OV paid its staff and people with intellectual and developmental disabilities a combined \$18.6 million in direct wages and salaries. In addition to wages for those directly employed, OV supported \$9.5 million in indirect wages and \$6.5 million through induced wages. In total, wage and salary payments generated by OV reached \$34.6 million. This equates to roughly \$19,300 per employee. It should be noted that persons served at OV do not work full-time, and that many of them would face a greater challenge in finding employment without OV’s services.

Compared to the prior year, total wages supported through OV’s operations and spending decreased by 9.4 percent. This drop in wages and salaries can be sourced to an overall drop in persons served due to the capacity restrictions from the COVID-19 health crisis. However, when compared to 2010, wages and salaries supported increased a notable 32.9 percent. Overall, OV averages an estimated \$33.3 million in wages and salaries supported each year.



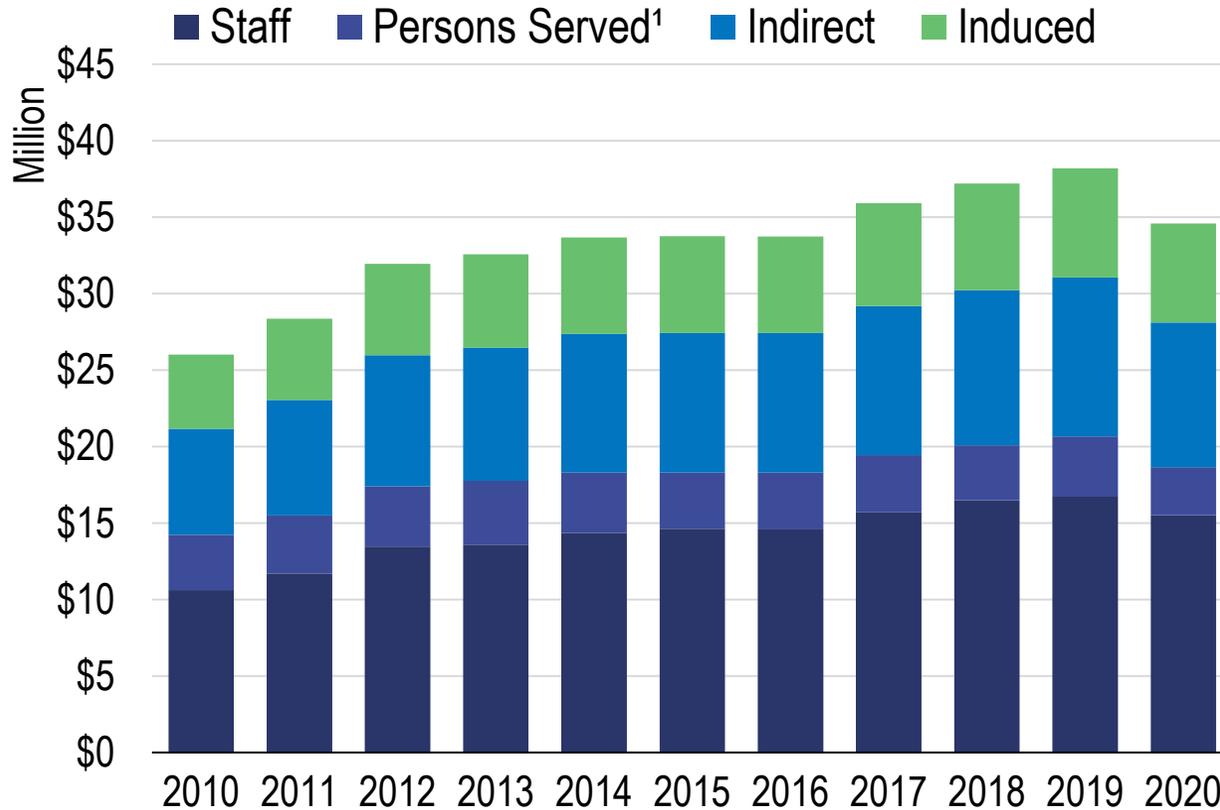
TOTAL WAGES AND SALARIES
\$34.6M



Sources: Opportunity Village; Applied Analysis; IMPLAN

Economic Impact

Historical Wages and Salaries Impacts



	Staff	Persons Served	Indirect	Induced	Total
2020	\$15,516,200	\$3,130,400	\$9,476,900	\$6,475,500	\$34,599,000
2019	\$16,728,200	\$3,942,900	\$10,382,600	\$7,150,200	\$38,203,900
2018	\$16,485,700	\$3,605,600	\$10,150,500	\$6,963,200	\$37,205,000
2017	\$15,734,900	\$3,704,200	\$9,764,700	\$6,724,200	\$35,928,000
2016	\$14,593,900	\$3,701,300	\$9,134,100	\$6,315,700	\$33,745,000
2015	\$14,633,700	\$3,660,600	\$9,144,100	\$6,317,700	\$33,756,100
2014	\$14,364,300	\$3,931,300	\$9,074,200	\$6,301,900	\$33,671,700
2013	\$13,581,000	\$4,186,100	\$8,716,100	\$6,097,800	\$32,581,000
2012	\$13,467,900	\$3,932,300	\$8,579,700	\$5,981,900	\$31,961,800
2011	\$11,694,200	\$3,795,200	\$7,560,700	\$5,307,300	\$28,357,400
2010	\$10,630,200	\$3,606,200	\$6,918,300	\$4,870,900	\$26,025,600

¹Persons Served. While not traditional employees, PSs are a critical measure of success for OV and are thus included in the measures of those employed.

Sources: Opportunity Village; Applied Analysis; IMPLAN
Note: Totals may not sum due to rounding.

Economic Impact

Opportunity Village's Economic Output Impacts

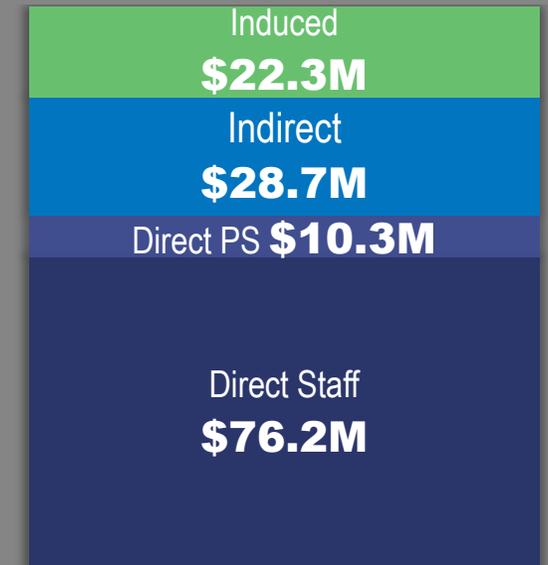
During 2020, through direct staff and persons served employment, OV was directly responsible for generating \$86.5 million in direct economic output for the local economy. This equates to roughly \$73,600 in economic output per direct employee. Indirect economic output from vendor purchases and other secondary purchases reached \$28.7 million. Additionally, induced impacts supported by direct employee spending generated \$22.3 million. In total, OV was responsible for generating \$137.6 million in economic output, which equates to roughly \$76,900 in economic output per employee.

Overall, economic output decreased slightly from 2019, down 9.1 percent from \$151.3 million. However, OV's total economic output has grown over the past decade, increasing 35.1 percent from \$101.9 million in 2010.

This significant contribution to the local economy is a testament to how important OV is for not just the people it serves but for the community as a whole. OV continues to expand and offer opportunities for people who would not have many resources otherwise. By generating an average of \$131.4 million in economic output each year, OV is a leading example of the type of impact a nonprofit organization can have on a community.



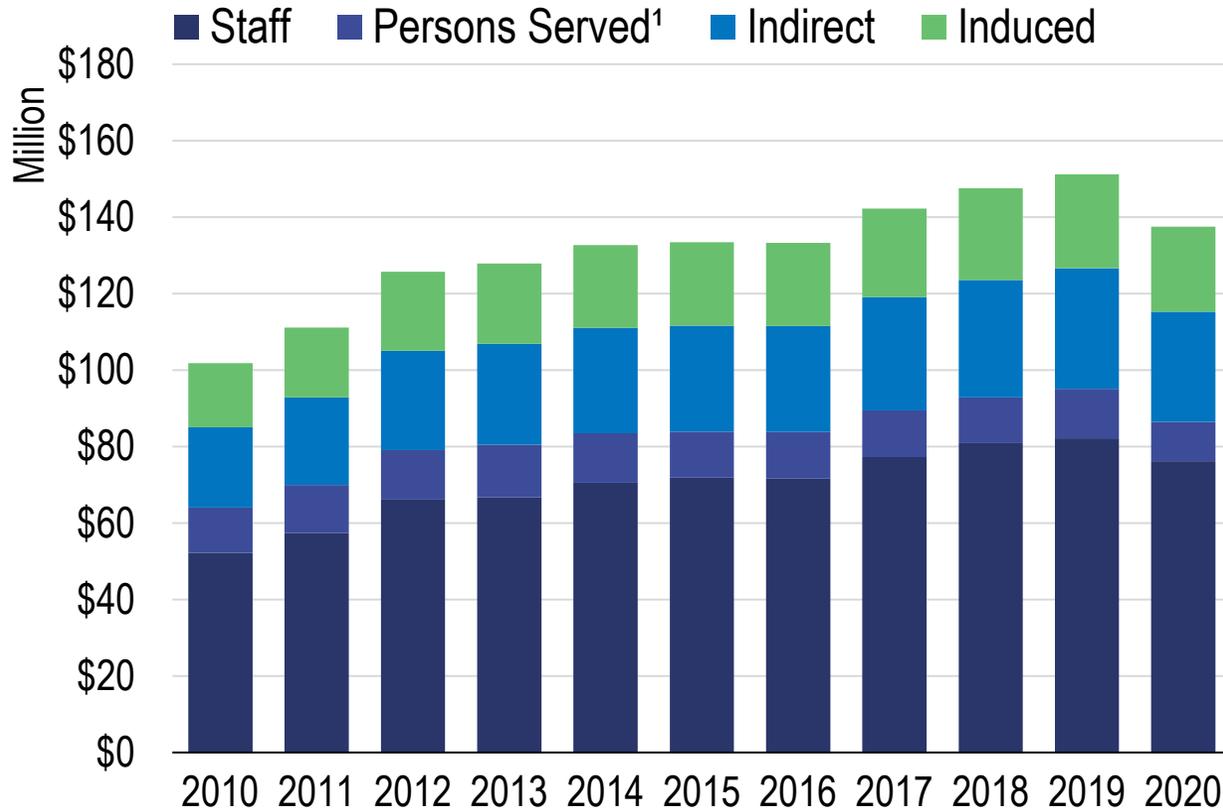
TOTAL ECONOMIC OUTPUT
\$137.6M



Sources: Opportunity Village; Applied Analysis; IMPLAN

Economic Impact

Historical Economic Output Impacts



	Staff	Persons Served	Indirect	Induced	Total
2020	\$76,192,300	\$10,314,400	\$28,748,200	\$22,314,900	\$137,569,800
2019	\$82,144,100	\$12,991,500	\$31,494,500	\$24,639,800	\$151,269,900
2018	\$80,953,300	\$11,880,100	\$30,791,000	\$23,995,600	\$147,620,000
2017	\$77,266,400	\$12,205,000	\$29,620,300	\$23,172,000	\$142,263,700
2016	\$71,663,700	\$12,195,700	\$27,706,800	\$21,764,000	\$133,330,200
2015	\$71,858,700	\$12,061,300	\$27,737,300	\$21,771,200	\$133,428,500
2014	\$70,536,000	\$12,953,200	\$27,524,800	\$21,716,700	\$132,730,700
2013	\$66,689,800	\$13,793,000	\$26,437,500	\$21,013,300	\$127,933,600
2012	\$66,134,400	\$12,956,700	\$26,024,400	\$20,614,000	\$125,729,500
2011	\$57,424,600	\$12,504,900	\$22,932,600	\$18,289,200	\$111,151,300
2010	\$52,199,900	\$11,882,100	\$20,983,800	\$16,785,200	\$101,851,000

¹Persons Served. While not traditional employees, PSs are a critical measure of success for OV and are thus included in the measures of those employed.

Sources: Opportunity Village; Applied Analysis; IMPLAN
 Note: Totals may not sum due to rounding.

Economic Impact

Opportunity Village's Betty Village Construction Impact

On September 2019, OV broke ground on Betty's Village, an independent living community for those in Southern Nevada. The construction of Betty's Village resulted in a notable economic impact in the community.

Construction of the project generated a total of 202 job-years of employment, which paid nearly \$11.3 million in total wages and salaries. This equates to roughly \$55,900 per employee.

Overall, Betty's Village generated a direct output of \$27.2 million, equating to roughly \$261,912 in economic output per direct employee. Indirect economic output reached an estimated \$9.2 million while induced impacts were estimated at \$7.3 million. In total, the project produced a one-time economic impact of \$43.7 million, equating to \$216,715 in economic output per total employee.

	Direct	Indirect	Induced	Total
Employment (Job-Years)	104	54	44	202
Wages and Salaries	\$6,311,775	\$2,864,718	\$2,112,735	\$11,289,227
Output	\$27,241,270	\$9,179,535	\$7,280,636	\$43,701,441



ESTIMATED TOTAL ECONOMIC OUTPUT FROM THE CONSTRUCTION OF BETTY'S VILLAGE

\$43.7M

Sources: Opportunity Village; Applied Analysis; IMPLAN

SOCIAL IMPACTS

QUANTIFYING THE IMPACT OF THE ORGANIZATION'S
OPERATIONS ON NEVADA'S COMMUNITIES

Social Impact

Opportunity Village's Mission to Providing Purpose

In recent years, “corporate social responsibility” (CSR) has been at the forefront of discussions. One of the most significant difficulties in CSR implementation has been quantifying how CSR ultimately impacts return on investment. Social impacts are less concrete than both economic and fiscal impacts. They include quality-of-life issues stemming from the utility of time and retention or maximization of well-being. While not easily measurable, social impacts are just as important as financial success. In 2017, Deloitte conducted a survey finding that nine in ten millennials (86 percent) believed that social impacts should take priority over profit.

Deeply invested in their roots, OV unites the community together through their services and charity events. Because of their successful impact on the community, over 130 corporate supporters back OV's mission to providing pride, purpose and paycheck to people with intellectual and developmental disabilities.

Another reason for OV's success is the staff and volunteer's belief in the OV Way, which consists of five pillars: Development, Stewardship, Productivity, Enthusiasm and Connections. OV utilizes these pillars as not only expectations for their employees, but also to advocate the importance of reducing the stigmas associated with intellectual and developmental disabilities.

THE
OV WAY

DEVELOPMENT

STEWARDSHIP

PRODUCTIVITY

ENTHUSIASM

CONNECTIONS

Social Impact

Direct and Indirect Social Impact on the Community

OV is responsible for providing both direct and indirect social impacts in Southern Nevada. OV directly impacts people with intellectual and developmental disabilities by providing them employment, medical care and social recreation. These impacts can be seen in conjunction with the economic and fiscal impacts discussed in this report.

However, OV's indirect impacts deserve some recognition as well. Although less apparent, it does not make these impacts less meaningful. For example, when OV provides their services to a client, the families of those with intellectual and developmental disabilities receive relief and support to care for their loved ones. In addition, OV's job placements brings awareness to the community about how people with intellectual and developmental disabilities can be successful in the workforce despite the discriminations they face. Another example of OV indirect impact on the community is through their annual events. Each year events such as Magical Forest or the Las Vegas Great Santa Run bring thousands of locals and visitors into the Las Vegas area. Thanks to OV's successful events, Southern Nevada can receive a tourism boost which in turn stimulates the local economy.



Community Impact Story

Meet Neal: The Aspiring Chef
(Former Job Discovery Program Student)

Moving from one training program to another is never easy. For many it takes months to acclimate into a new role. This was not the case for Neal when he transferred into OV's Job Discovery Program at Heritage Park Senior Center. Neal hit the ground running impressing not only his coaches, but also the staff at Heritage Park, quickly becoming known as one of the MVP's of the Job Discovery Program. Not long after transferring into the program, it was determined that Neal was ready to look for employment. This young man who was eager to find ways to care for his family with aspirations of becoming a chef like his father, scored a serious touch down on July 2, 2020 when he was offered a full-time job as a steward in the Hospitality Café at the new Las Vegas Raiders Training facility. In this role, he is able to support the chefs in preparing daily meals.

Social Impact

Opportunity Village's Impact That Cannot Be Quantified

OV has made great strides in reducing stigma and replacing it with a continuum of care, hope and community pride. For people with intellectual and developmental disabilities, stereotyping and discrimination can be a tremendous barrier to participating in classroom activities as well as being active members of the workforce. Through deconstructing stigmas by demonstrating acceptance, OV empowers and engages people with intellectual and developmental disabilities.

Some of OV's other unquantifiable social impacts include:

- Improving the quality of life to people with intellectual and developmental disabilities and their families
- Increasing the rates of employment and productivity of those with intellectual and developmental disabilities
- Lessening the demands for state and local health and human services for intellectual and developmental disabilities
- Reducing homelessness and poverty for people with or without intellectual and developmental disabilities (Betty's Village)

INDEPENDENCE
PURPOSE
 PRIDE
 ACCEPTANCE
 ADVOCACY
 DEVELOPMENT
 CONNECTIONS
 INSPIRATION
ENGAGEMENT
 EMPOWERMENT
 QUALITY OF LIFE



Opportunity Village - Oakey Campus / Magical Forest

6300 W. Oakey Blvd. Las Vegas, NV 89146

Ralph & Betty Engelstad Campus

6050 S. Buffalo Dr. Las Vegas NV 89113

Betty's Village

7755 W. Oquendo Rd. Las Vegas, NV 89113

Walters Family Campus

451 E. Lake Mead Pkwy. Henderson, NV 89105

Opportunity Village Neighborhood Club

4300 E. Sunset Rd., Suite C6 Las Vegas, NV 89104

North Campus

4180 W. Craig Rd. North Las Vegas, NV 89031

Opportunity Village Thrift Store

390 S. Decatur Blvd. Las Vegas, NV 89107

2020 COMMUNITY IMPACT ASSESSMENT REPORT