



COMMUNITY IMPACT ANALYSIS

OPPORTUNITY
VILLAGE
AMBASSADOR CORP.





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December 22, 2022

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

RE: 2022 Community Impact Assessment

Dear Mr. Brown:

In accordance with your request, Applied Analysis ("AA") is pleased to submit this *2022 Community Impact Assessment* on behalf of Opportunity Village ("OV"). AA was asked to review and analyze the economic impacts associated with Opportunity Village's operations and related activities. This summary report outlines the salient findings and conclusions of our review and analysis.

This report was designed by AA in response to your request. However, we make no representations as to the adequacy of these procedures for all your 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, financial and other predominant market data. This information was collected from our internal databases and various third parties, including Opportunity Village 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.

We enjoy sharing the great contributions that Opportunity Village makes within the southern Nevada community.

Sincerely,

Applied Analysis



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Opportunity Village Community Impact Analysis

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EXECUTIVE SUMMARY

An Overview of Opportunity Village's
Contributions to Nevada

Executive Summary

Detailing the Impact



Fiscal Impacts

The operations and investments made by OV represent a meaningful benefit to Nevadan taxpayers by substantially reducing the amount needed for the state and local services OV provides to residents with intellectual and developmental disabilities. Over the past five years, OV has saved Nevadan taxpayers \$127.7 million, with \$16.6 million in the last year alone.



Economic Impacts

In 2021, OV's on-site staff served over 700 people with intellectual and developmental disabilities, ultimately supporting 2,145 jobs through the indirect and induced economic impacts. In addition, OV supported \$27.4 million in wages and salaries and \$133.0 million in total economic activity for Southern Nevada.



Social Impacts

While the total community and societal impacts of OV's operations are too great and indefinable to quantify, there are significant improvements to quality-of-life and happiness for many participants in OV's programs. The number of volunteers and hours contributed to the community through OV's volunteer programs also represents major engagement.



Executive Summary

OV Contributes Millions in Fiscal Impacts Annually

Both historic census data and projections from research studies have shown that the population of people with intellectual and developmental disabilities is growing in Nevada. Given this data, the impact of OV cannot be understated. Nevada's Aging and Disability Services Division budgeted \$252.9 million for programs and services for people with intellectual and developmental disabilities in 2021. The division served 7,689 people with intellectual and developmental disabilities at an estimated rate of \$32,889 per person. Considering the 701 people directly served by OV in 2021 and the \$6.4 million in revenue from government assistance, this past year OV saved Nevada taxpayers an estimated \$16.6 million. Without OV, these defrayed assistance costs may have fallen to the state. Over the past five years combined, the fiscal impact of Opportunity Village totals approximately \$127.7 million in savings for Nevada.



Meet Courtney:
The Direct Support Professional

Community Impact Story

Courtney began working at Opportunity Village's Engelstad location as a Direct Support Professional (DSP) in 2018. Before joining the OV family, Courtney worked in San Diego, California as a Certified Nursing Assistant at an Assisted Living Facility for adults with developmental disabilities. In her role as a DSP, Courtney assists program participants in the packaging and assembly area and leads group interactive activities that teach essential subjects such as life skills. Courtney's favorite part about working at OV is interacting with the people OV serves and watching people grow, learn, and reach their goals. Courtney wants her team to feel good about themselves and what they do at Opportunity Village. She always tries to find ways to share a smile or a laugh with the people she works with and supports. Courtney recommends being a Direct Support Professional as a career path for anyone who wants to help improve the lives of others.



Executive Summary

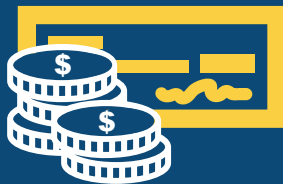
Positive Economic Impact of Opportunity Village

In 2021, OV directly engaged 1,424 people, between 723 staff members and 701 persons served by the organization. In total, combined with indirect (supplier and secondary purchases) and induced (employee spending) impacts, OV supported an estimated 2,145 jobs. Furthermore, the wages and salaries supported by OV's operations totaled more than \$37.4 million throughout the fiscal year. Of this, \$20.8 million was direct, \$9.4 million was indirect, and \$7.2 was induced.

Across all areas and levels of influence, OV generated over \$133.0 million in total economic output. Of this, \$83.7 million was direct output which, split evenly among OV's direct employees, is an output of \$58,773 per employee. As such, it is clear that Opportunity Village generates significant economic output and has a positive impact on the local and regional economy as a result.



2,145
TOTAL
EMPLOYMENT



\$37.4M
TOTAL WAGES
AND SALARIES



\$133.0M
TOTAL ECONOMIC
IMPACT

Executive Summary

OV's Societal Impacts as a Leading Organization

By increasing the quality of life and decreasing the chances of people with intellectual and developmental disabilities to fall into homelessness and poverty through employment opportunities, Opportunity Village has provided more than just a direct social impact to the people they have served over the last 60 years. OV has forged new connections across the country and developed innovative projects like Sean's Park and Betty's Village. OV also continues to expand their impact to people across the country and provide significant improvements in the quality of life for thousands of Nevadans. The organization aims to provide families and loved ones of those with disabilities relief and respite care, while also bringing the community together for a positive purpose. Through deconstructing stigmas by demonstrating acceptance, OV empowers and engages people with intellectual and developmental disabilities.



A man with a mustache, wearing a dark polo shirt, is smiling and giving a thumbs up with both hands. He is positioned in front of a large, light gray circular graphic. The background is a solid gray color. In the bottom right corner, there is a diagonal split between a yellow and a blue area.

ABOUT OPPORTUNITY VILLAGE

A History and Overview of
Community Impacts

Introduction

Purpose of Report

Applied Analysis (AA) conducted a review and analysis of the benefits Opportunity Village (OV) provides to Las Vegas and Nevada through their ongoing operations. This analysis reflects an update to previous studies prepared for Opportunity Village since 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). This study also addresses the unparalleled social function and benefits of OV for the community. These functions result in measurable and meaningful cost savings for the community, particularly in contrast to the alternative government programs serving people with

significant developmental disabilities or the complete absence of care. It is essential to note that the true impacts of Opportunity Village reach far beyond what can be recorded, quantified, and discussed in this report. Despite this, the quality of life and other benefits incurred to the people directly served by Opportunity Village and their families are undeniably weighty and remarkable.



**APPLIED
ANALYSIS**



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.



Introduction

A History of Community Impacts

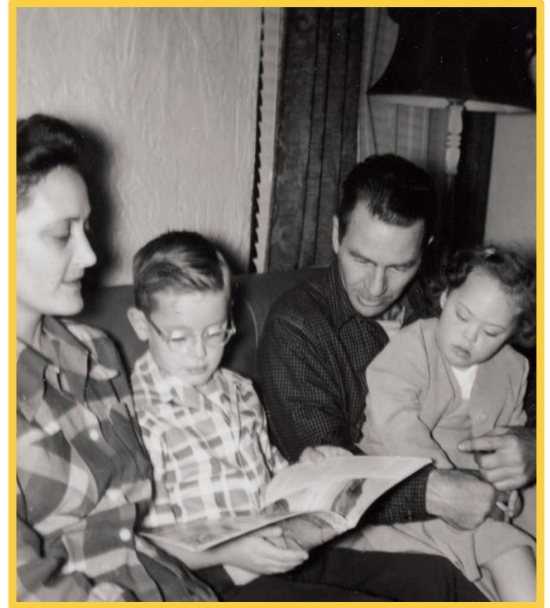
Opportunity Village is a nonprofit organization dedicated to serving people with intellectual and developmental disabilities as well as their loved ones. What started as a small education organization for children with intellectual and developmental disabilities, has grown into one of the largest employers 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 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 empowering, employing and serving people with disabilities is exemplified in everything they have done over the last 67 years.



Key Events Timeline

The History of Opportunity Village

Opportunity Village is one of the State's largest employers of people with intellectual and developmental disabilities. This is largely due to the programs, events, and partnerships the organization has formed in the last 68 years since its inception. The vocational training, community employment, day services, advocacy, and recreational activities OV uses 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 with fewer limitations.

● OPPORTUNITY VILLAGE OPENS

Seven families, who were all determined to give their children with intellectual and developmental disabilities the best lives possible, founded Opportunity Village in 1954. More than six decades later OV is now 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 by providing vocational training, employment, habilitation, and social recreation programs, and services that improve their lives. OV strikes an innovative balance between their original mission and useful modernizations.

1954
1962
1964
1992
1995
1999
2005
2016
2017
2019
2020
2021
2022

● 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, retail continues to serve as a direct financial resource for OV and has become an essential source of employment for people with intellectual and developmental disabilities, all while providing an affordable place to shop for families in Southern Nevada.



● EMPLOYMENT AND TRAINING CENTER OPENS

The first employment training and employment resource centers opened in Downtown in 1964. The facility purpose was to train people with intellectual and developmental disabilities after they left the public school system. The center has since expanded to four Employment Resource Centers (ERC) across Southern Nevada. Each location serves as source of direct vocational training and provides employment opportunities.



Meet Gregory: "One of the Guys"

Community Impact Story

Gregory began his career with Opportunity Village in 2011 and is currently a warehouse employee in the Service Contracts department, which services Southern Glazier's Wine and Spirits. In his role, Gregory helps to maintain the upkeep of the floors for the pallet-jack and forklift drivers who are always on the go. His proudest accomplishment is the number of friends he has made at work. He enjoys being "one of the guys" and enthusiastically takes part in playful banter with his colleagues. He has benefitted greatly from working at Southern Wine and Spirits, learning the importance of professionalism, hard work, and teamwork, which has significantly improved his social skills. In his spare time, Gregory enjoys traveling and watching television and movies. His plans for the future include exploring different regions of the world, with Thailand being first on his list.

FIRST YEAR OF MAGICAL FOREST



OV's largest annual fundraising event, Magical Forest, started in the winter of 1992. This, along with other initiatives like HallOvee, allows OV to remain self-sufficient. Decked out in beautiful lights and decorations, the Magical Forest provides both locals and tourists 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.

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 rehabilitative exercises, American Sign Language (ASL) classes, reading classes, pet therapy, socialization, and community outings. Participants also take part in community volunteerism and devote several hours a week to help give back to Southern Nevada.



PRIDE OPENS

In 1999, People's Right to Independence, Dignity, and Equality (PRIDE) began serving people with very profound physical, 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, PRIDE at OV provides both direct support to program participants, and indirect support to the families of program participants.



FIRST YEAR OF THE GREAT SANTA RUN

The Las Vegas Great Santa Run, launched in 2005, is another vital fundraiser for keeping OV a self-sufficient organization. The 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.



SEAN'S PARK OPENS

Started in 2015 and completed in 2016, Sean's Park is a 2.5-acre park designed for children and adults with physical, intellectual, and 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. Clark County donated the 2.5 acres of land and provided a \$2 million grant to fund the project. Local retailer Star Nursery planted many of the full-grown trees at the park and various private donors also contributed significantly to making this innovation a reality.



● FOUNDING MEMBER OF TOGETHER FOR CHOICE

Truly ahead of its time, Opportunity Village opened its doors in the 1960s to help foster learning, employment and housing opportunities for people with intellectual and developmental disabilities in Southern Nevada. Nearly 60 years later, OV was able to officially join forces to develop a national organization of the same mission through their participation in Together for Choice. By seizing this opportunity, OV set the stage for more impactful projects in line with their mission, including laying the groundwork for the creation of Betty's Village almost four years after joining the coalition.

Working with the members of Together for Choice has helped Opportunity Village continue to lead key initiatives on a larger scale and help improve lives beyond Nevada by sharing their innovative programs and hands-on experience with similarly-minded organizations in other cities. In addition, OV benefits from this network through alliances with other organizations and the ability to organize and unify goals.



TOGETHER FOR CHOICE



VOLUNTEER IMPACTS

The True Blue volunteers are a long-term highly-dedicated cohort who each dedicate up to 30 hours a week to volunteering hand-in-hand with the people OV serves. From 2016 to 2019, this small group of 28 volunteers dedicated over 15,000 hours to OV. That's an average of over 535 hours each. Jen Jenkins, the longest-serving True Blue volunteer, has been working with OV for over a decade. After starting out as a volunteer at the annual Magical Forest event, Jen later moved over to the Walters Campus to assist in the Enable program. At the Enable program she aids staff in developing and administering social activities for the people served. Jen volunteers five days a week throughout the year and even bumps up to seven days a week during the holiday season to ensure everyone has access to anything they may need.

28
VOLUNTEERS

3
YEARS

15,000+
HOURS

**THANK
YOU!**

TRUE BLUE
Volunteer



COVID-19 PANDEMIC

It is important to note that the 2020 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 Nevada. The pandemic created many challenges for every business and organization in the country on both a national and local level. As seen in this report, various data tables and graphs showcase a decrease in a number of aspects of OV's impact in 2020. Many of these declines are a result of complying with limited capacity guidelines or with restricted funding during a global health crisis. Please note that OV 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. This is apparent in the 2021 numbers showing substantial growth following the struggles of 2020.

IMPACT OF COVID-19 IN CLARK COUNTY

31%

All-time High
Unemployment
Rate

+250K

Confirmed
COVID-19 Cases

\$38.8B

Total COVID-19
Federal Funding
Received by NV

COVID-19 RELIEF AND COMMUNITY ACTION

During initial COVID restrictions and subsequent capacity limiting recommendations, OV took initiative to revamp the way they provide impact to the people they served and the surrounding community. Without large in-person events, OV created a more streamlined system of volunteering and welcomed new groups to its volunteer family. OV successfully on-boarded 19 new community and corporate groups and 203 new volunteers. This resulted in 2,010 hours served for in-person events and 1,131 hours were served for at-home or online events, totaling 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 |





COVID-19 RELIEF AND COMMUNITY ACTION

Undaunted by limited capacity, OV maintained direct communication with all persons served and 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 that helped successfully protect the community. OV leveraged their internal nursing team to facilitate onsite COVID-19 tests and performed 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

BETTY'S VILLAGE OPENS IN JUNE 2021

After 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 including furnishings and fixtures totaled \$27.08 million for 70 units: 63 one-bedroom apartments, five two-bedroom apartments, and two four-bedroom homes. In addition, a 20,000-square-foot clubhouse features a gym, lounge, hobby room, game room, meditation room, multiple meeting rooms, outdoor BBQ, and pool. Residents began occupying the living space mid-June 2021 and the village reached full capacity in early 2022.

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





● LOVE LICENSE PLATE DESIGN IS REVEALED

Designed by Opportunity Village artist and long-time patron Sharen G., the new OV “LOVE” license plate helps build community awareness and raise funds through a portion of registration fees for every active registration using the LOVE plate. Unveiled in February 2022, the license plate design features the OV logo and beautiful watercolor artwork by Sharen. Fees from the plate are used to help fund job skill development, work experience programs, and community and social interaction opportunities.





APPROACH AND METHODOLOGY

How the Impacts Were
Measured and Quantified

Defining the Impacts

Overview | Types of Impacts

OBJECTIVE

TO QUANTIFY THE RECURRING ECONOMIC, FISCAL, AND SOCIAL IMPACTS SOURCED TO OPPORTUNITY VILLAGE'S OPERATIONS WITHIN SOUTHERN NEVADA.



TYPES OF IMPACTS

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

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

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 OV activity on local and state government budgets. Public revenues and public service demands are regularly associated with the fiscal impacts. These 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, and the cost of providing health and human services.

Unlike economic impacts, fiscal impacts only reflect the direct result of an entity like OV. This is due to the near impossibility of accurately estimating secondary fiscal consequences without overlap or double-counting.

Although Opportunity Village does not generate public revenues, its operations directly offset the cost of the health and human services that state or local governments would otherwise have to provide. 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.





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 spend their wages to purchase goods or services. This would include buying food at a grocery store, 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.



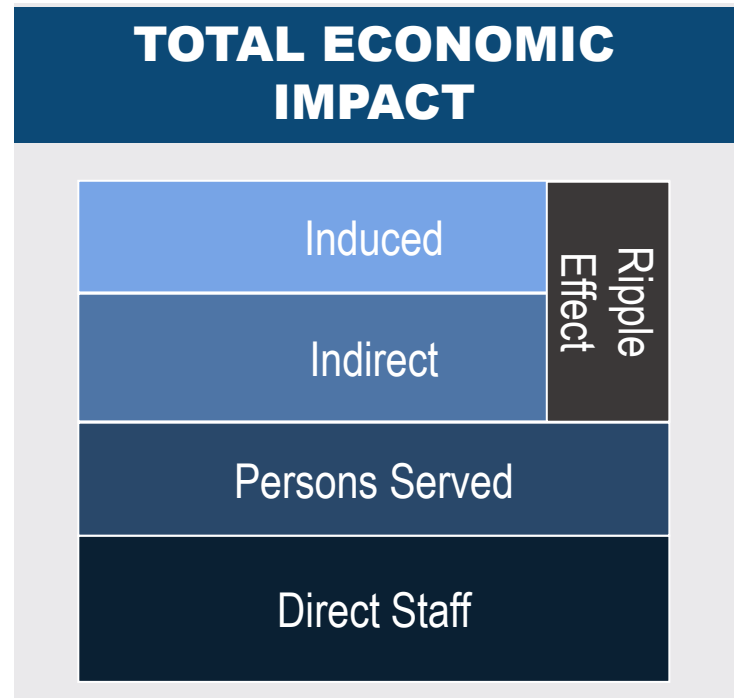
Defining the Impacts

Economic Impact Methodology | IMPLAN Model

IMPLAN is 1 of 3 nationally recognized impact analysis software tools and used by over 1,000 public and private institutions.

IMPLAN is an input-output model that uses complex economic equations to explain how the “outputs” of one industry become the “inputs” of others.

This relationship is sometimes referred to as the “multiplier effect,” illustrating how changes in one sector of the economy can affect other sectors.



Limitations and Assumptions

All econometric models have limitations, including input-output models like IMPLAN, which 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. Each impacting force has its own unique characteristics that affect how consumers and businesses respond to the given change.

For continuity 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, and promoting equality of opportunity for all members of the community. It is easy to understand on the surface why OV generally has a positive impact on society because it is a non-profit organization, however, it would be short-sighted to merely recognize this and not note all the additional meaningful contributions OV provides to the Southern Nevada community.

For consistency, social impact will be discussed in this report as direct social impact and indirect social impact.



Direct impacts occur via direct interaction with an organization's product or service. When OV provides employment services to a person with intellectual or developmental disabilities they are directly impacting that person's ability to live a well-balanced life.

Indirect impacts occur through the organization's output of a product or service. For example, when a person is employed through OV, this indirectly impacts the person'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.



FISCAL IMPACTS

Quantifying the Direct Impact
of Opportunity Village

Fiscal Impacts

The Impact of Opportunity Village on State Programs

Prior to the opening of OV, government funding for people with intellectual and developmental disabilities was nonexistent. Three years following the opening of OV, CCSD began to allocate funds for and integrate students into special education programs in the public school system. In the time since, this awareness has grown into government programs like *Programs and Services for Persons with Developmental Disabilities* and the corresponding Nevada Aging and Disability Services Division (ADSD).

In addressing the fiscal impacts of OV, it is essential to understand the extent to which its operations offset health and human service that would otherwise fall to state or local government. The Nevada ADSD is an agency that provides outpatient and inpatient care statewide similar to those provided by OV. Therefore, ADSD programs can be used as an insight into what OV's operations provide and the corresponding cost relief for local and state government.



Meet Florante: “Jack of All Trades”

Community Impact Story

Originally from the Philippines, Florante moved to America and in 2019, he began his career at Opportunity Village. Prior to moving, Florante mastered countless trades and skills ranging from household maintenance to exterior paintwork. Florante currently works in the Service Contracts department and provides custodial services at the Coca-Cola facility and Nevada Legal Services. In his role, Florante helps maintain the cleanliness of both work sites in their entirety. Florante is passionate about his role at OV and strives to “get the job right” every day. Florante’s favorite thing about being a part of the OV family is the work, as he takes pride in how well he does his job. During his time with OV, Florante has created meaningful bonds with his coworkers and supervisor, referencing that he gets along well with everyone on his team. In his spare time, Florante enjoys listening to music, watching television and playing on his phone. Florante is a hardworking, dedicated employee who has truly earned the nickname “Jack of All Trades”.

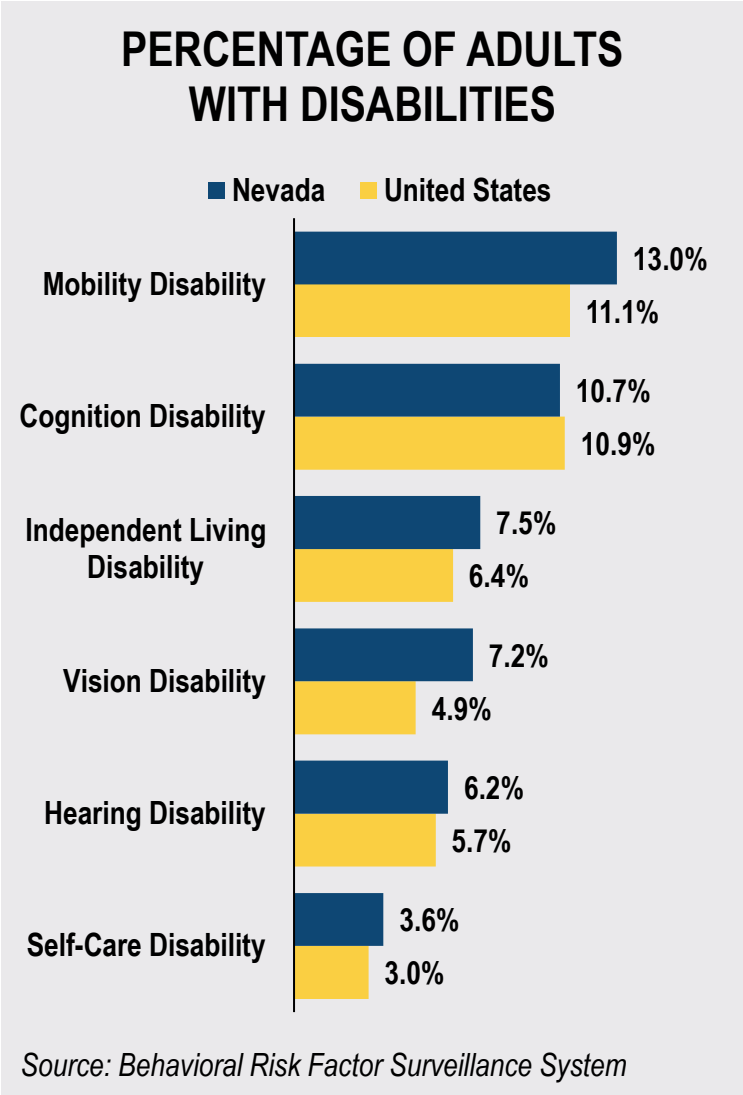
Fiscal Impacts

Population of Persons with Developmental Disabilities

In order to accurately assess impact, it is important to understand the scale at which Opportunity Village and similar services are helping people with intellectual and developmental disabilities in Southern Nevada.

In the United States, according to the Centers for Disease Control and Prevention (CDC), 61 million adults (26.0 percent of the adult population) live with a disability. The Bureau of Labor Statistics (BLS) estimates the employment-population ratio for people with a disability decreased from 19.3 percent in 2019 to 17.9 percent in 2020. In 2021, this ratio increased back to 19.1 percent, approaching pre-COVID levels.

In 2020 the Behavioral Risk Factor Surveillance System found that, compared to the national average, Nevada had a higher ratio of adults with disabilities in five of six disability categories. Adults with mobility disabilities are the largest group at 13.0 percent of Nevada’s adult population. This is followed by adults with a cognition disability (10.7 percent), independent living disability (7.5 percent), vision disability (7.2 percent), hearing disability (6.2 percent) and self-care disability (3.6 percent).



Fiscal Impacts

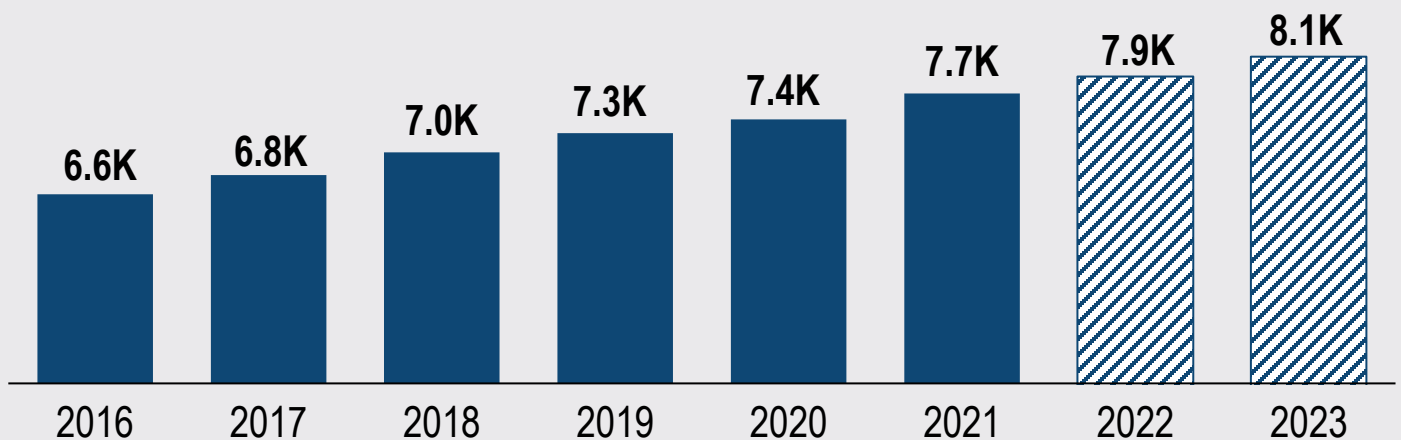
Population of Persons with Developmental Disabilities

Since 2016, the number of people receiving services in Nevada with intellectual and developmental disabilities has increased year over year, growing to a total of 7,689 people in 2021 according to the Nevada ADSD. The ADSD projects that by 2023 the number of people with intellectual and developmental disabilities will increase to nearly 8,093.

Furthermore, the CDC Health Resources and Services Administration found in a 2017 study that the prevalence of intellectual and developmental disabilities in children increased 9.5 percent between 2009 and 2017. The driving cause of this increase could be a combination of any number of factors, including more accurate diagnosis guidelines and screening measures, growing populations, and improvements in awareness. Without OV and similar organizations this portion of the population would face difficulties in acquiring the resources needed to lead a fulfilling and sustainable life.

POPULATION OF PERSONS WITH DEVELOPMENTAL DISABILITIES IN NEVADA

■ Historical ▨ Projected



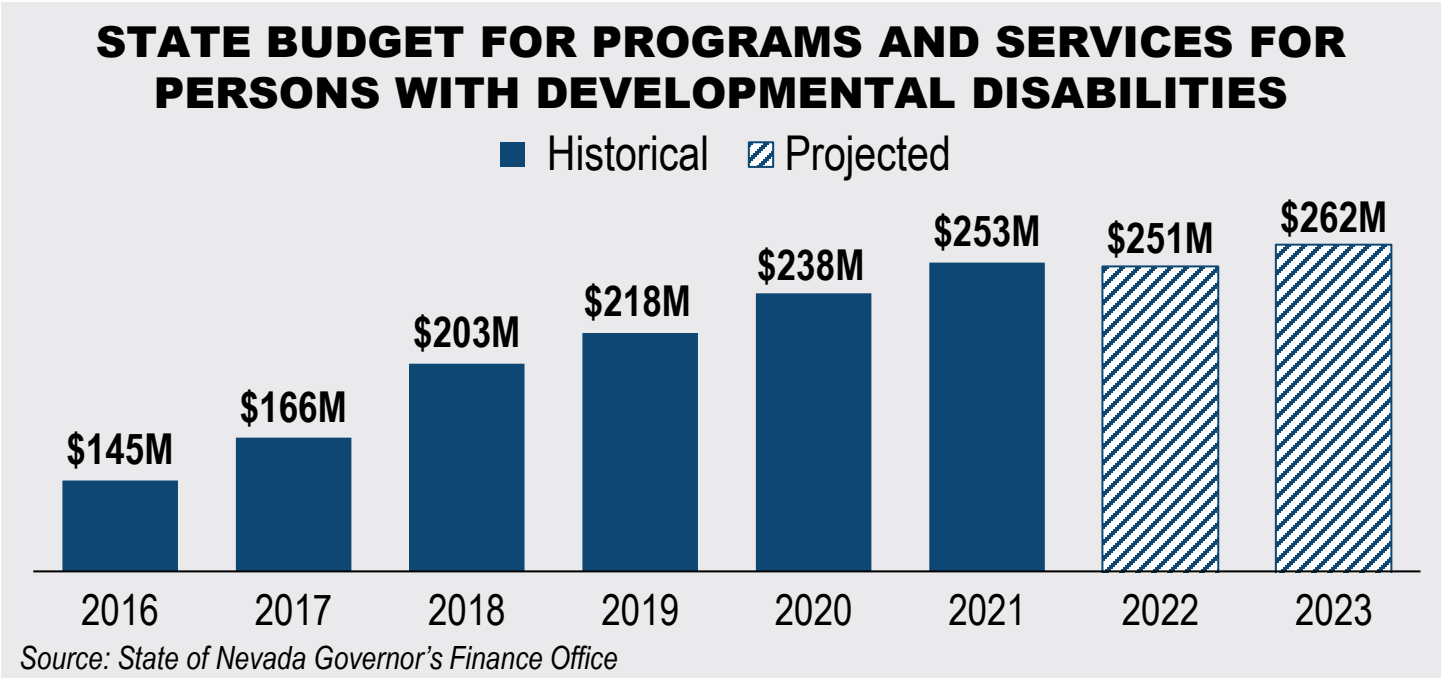
Source: Nevada Aging and Disability Services Division (ADSD)

Fiscal Impacts

Estimated Net Benefit to the State from OV

For the 2021 fiscal year, the state of Nevada approved a budget of \$252.9 million for programs and services for people with intellectual and developmental disabilities. In the subsequent two years, the budget is projected to increase by 3.5 percent to \$261.7 million. This change is roughly in line with the projected 5.2 percent increase in population of people with intellectual and developmental disabilities in Nevada during the same period. This funding goes towards service coordination, supportive living arrangements, family respite, and job and training programs.

In 2021, the Nevada ADSD served 7,689 people with intellectual and developmental disabilities at an estimated rate of \$32,889 per person. In the same time period, OV served 701 people. Applying the same cost of care and support services from ADSD operations to OV yields an approximate savings of \$16.6 million for Nevada as a result of OV’s operations.



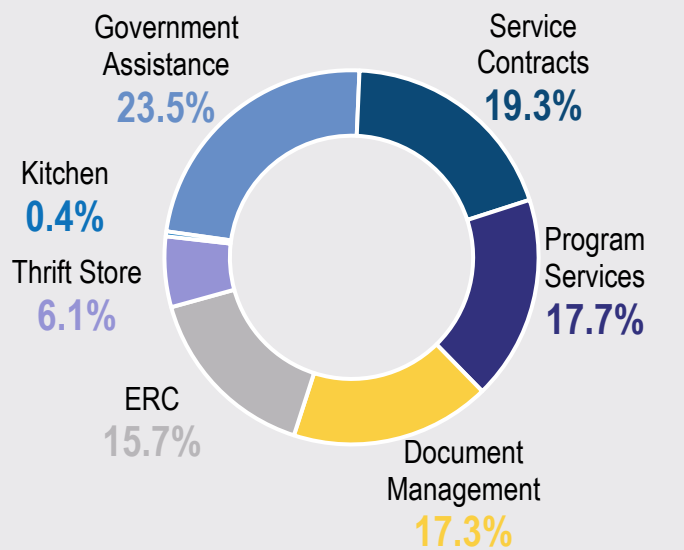
Fiscal Impacts

Budget Per Persons

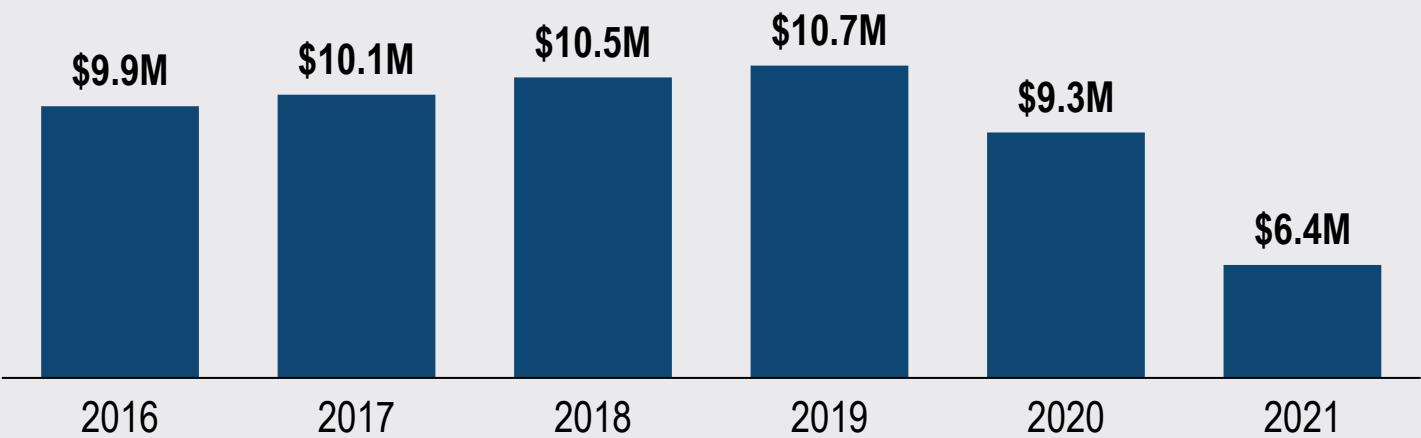
In 2021, the three largest revenue streams for OV were government assistance (23.5 percent), service contracts (19.3 percent), and program services (17.7 percent). Combined sales and services were 60.5 percent of total revenues.

The \$6.4 million in government assistance received by OV in fiscal year 2021 was used to support 701 persons served, equating to a per person spend of \$9,189 in government support.

2021 REVENUES BY SOURCE



GOVERNMENT ASSISTANCE TO OPPORTUNITY VILLAGE



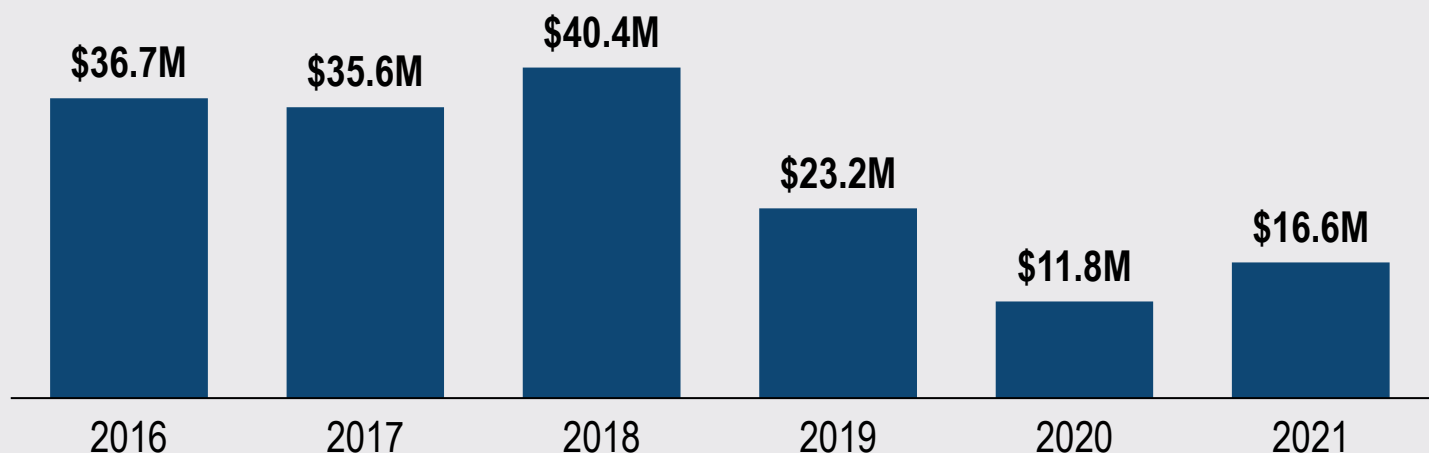
Fiscal Impacts

Estimated Net Benefit to the State from OV

After accounting for the \$6.4 million in funding from government assistance received by OV in 2021, the net benefit of their operations to Nevada taxpayers is approximately \$16.6 million for the year. Over the last five years, the total cumulative savings is \$127.7 million.

The comparative decline in defraying of assistance costs seen in 2020 and 2021 is a result of the limited number of people OV was able to serve during the COVID-19 pandemic due to various meeting restrictions. Although the number of people served during those years were lower that does not necessitate a lower rate of enrollment. It only reflects that a limited amount of people were able to receive their services due to limitations on capacity. This illustrates how the limitations from COVID affected in the impact of OV. Fortunately, as the state continue to recover from the pandemic, these effects should continue to ease.

ESTIMATED AMOUNT OPPORTUNITY VILLAGE SAVES NEVADA TAXPAYERS



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

Fiscal Impacts

Relationship Between Fiscal and Social Concerns

As the population of individuals with intellectual and developmental disabilities in Nevada continues to grow so will the importance and size of OV's impact. In addition to increasing need for independent living, life-skill education, and employment programs, it can be inferred that the demand for services at hospitals, homeless shelters, and prisons will also continue to grow.

OV represents a vital alternative to welfare-type assistance for people living with intellectual and developmental disabilities. By reducing the need for government assistance and creating programs to help people lead happy, healthy, and productive lives, OV fosters a mutually beneficial relationship between all Southern Nevada stakeholders.



\$127.7M

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

In 2021, the fiscal impact of these relationships is apparent in the \$3.1 million in earnings to 701 people with intellectual and developmental disabilities as a result of OV's operations. Ultimately, this resulted in \$16.8 million in total economic output generated solely by the persons served by OV.

In the last five years, OV's operations have saved Nevada taxpayers an estimated \$127.7 million by providing employment opportunities to an average of 1,373 people with intellectual and developmental disabilities each year.



ECONOMIC IMPACTS

Quantifying the Annual Impacts of
Organizational Operations

Economic Impacts

Employment Impact from Opportunity Village

The career opportunities provided by OV to serve people with intellectual and developmental disabilities span a wide variety of industries. These include positions in hospitality, retail, community relations, food services, operations, fine arts, information technology, and social services.

In fiscal year 2021, OV directly employed 723 staff members and served 701 people with intellectual and developmental disabilities, totaling 1,424 direct employees. Although persons served (PS) are 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 true impacts of OV reach far beyond staff that is directly employed to include indirect impacts. These secondary employment impacts, created through OV's purchases from suppliers, totaled 401 employees. Additionally, the induced impacts of OV's activities, sourced from businesses supported by OV employees that benefit from their spending, supported 320 employees.

Overall, Opportunity Village supported 2,145 jobs in 2021. This is a significant increase of 26.1 percent from the prior year and demonstrates the recovery from the pandemic.

TOTAL EMPLOYMENT
2,145

Induced **320**

Indirect **401**

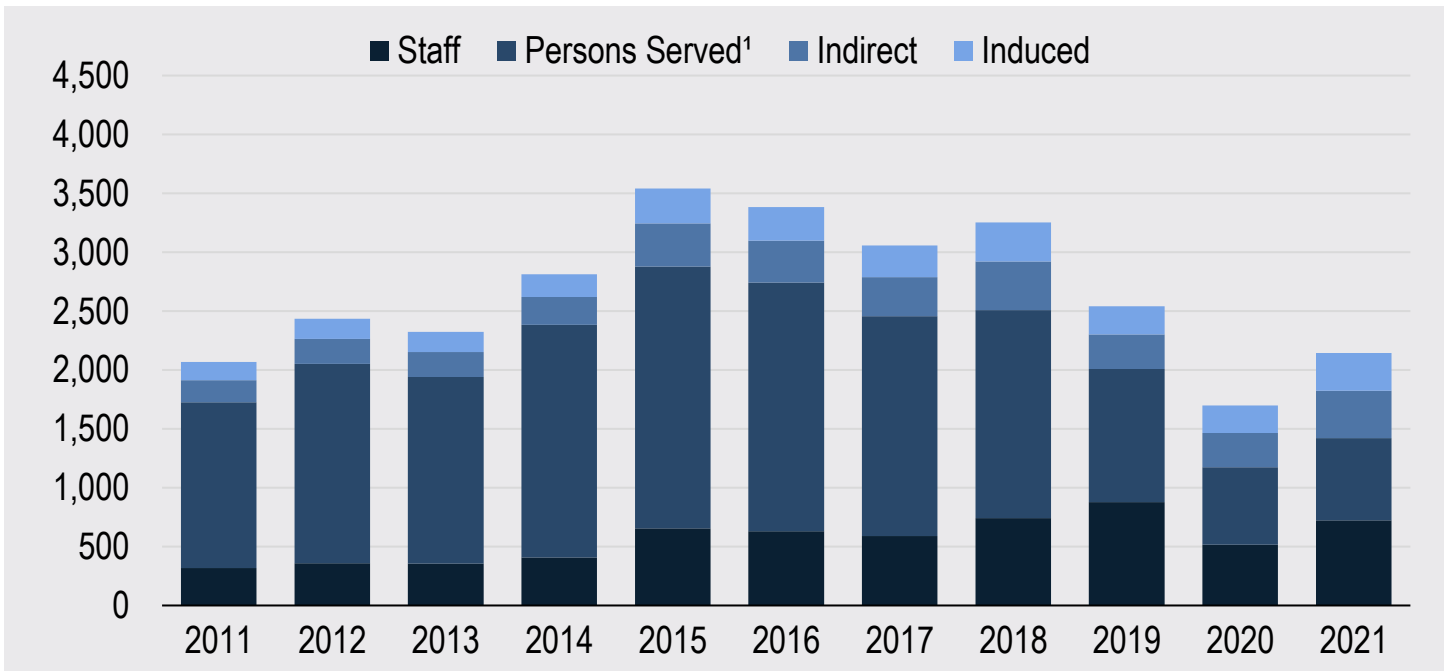
Direct Persons Served
701

Direct Staff **723**

Source: Opportunity Village; Applied Analysis; IMPLAN.

Economic Impacts

Historical Employment Impacts



| YEAR | STAFF | PERSONS SERVED¹ | INDIRECT | INDUCED | TOTAL |
|------|-------|-----------------|----------|---------|-------|
| 2021 | 723 | 701 | 401 | 320 | 2,145 |
| 2020 | 517 | 658 | 291 | 234 | 1,700 |
| 2019 | 879 | 1,129 | 295 | 238 | 2,542 |
| 2018 | 742 | 1,768 | 414 | 331 | 3,254 |
| 2017 | 590 | 1,867 | 333 | 268 | 3,058 |
| 2016 | 631 | 2,113 | 355 | 285 | 3,384 |
| 2015 | 657 | 2,221 | 369 | 295 | 3,542 |
| 2014 | 409 | 1,975 | 238 | 193 | 2,815 |
| 2013 | 358 | 1,583 | 212 | 173 | 2,326 |
| 2012 | 359 | 1,695 | 211 | 172 | 2,437 |
| 2011 | 318 | 1,408 | 188 | 154 | 2,069 |

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. Source: Opportunity Village; Applied Analysis; IMPLAN.

Economic Impacts

Opportunity Village's Wage and Salary Impacts

Unlike a traditional businesses, OV provides a paycheck not just to their direct staff, but also to hundreds of people that the organization and traditional staff help serve. In 2021, OV directly paid \$20.8 million in wages and salaries. In addition to these direct wages, OV's operations supported indirect wages of \$9.4 million among their suppliers and \$7.2 million in induced wages throughout the rest of the local economy. In total, all salaries and wages generated by OV totaled \$37.4 million. This equates to more than \$17,400 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, OV saw an 11.5 percent increase in the total wages generated. Although this increase is partially driven by inflation, it is also driven by increases in OV's reach and operations throughout 2021. Over the last decade there has been a hefty 35.3 percent

increase in total wages generated by OV, illustrating the continual growth in direct, indirect and induced impacts on the local economy. Since 2011, OV has averaged \$33.4 million in wages generated as a result of their engagements.

**TOTAL WAGES
AND SALARIES
\$37.4M**

Induced **\$7.2M**

Indirect **\$9.4M**

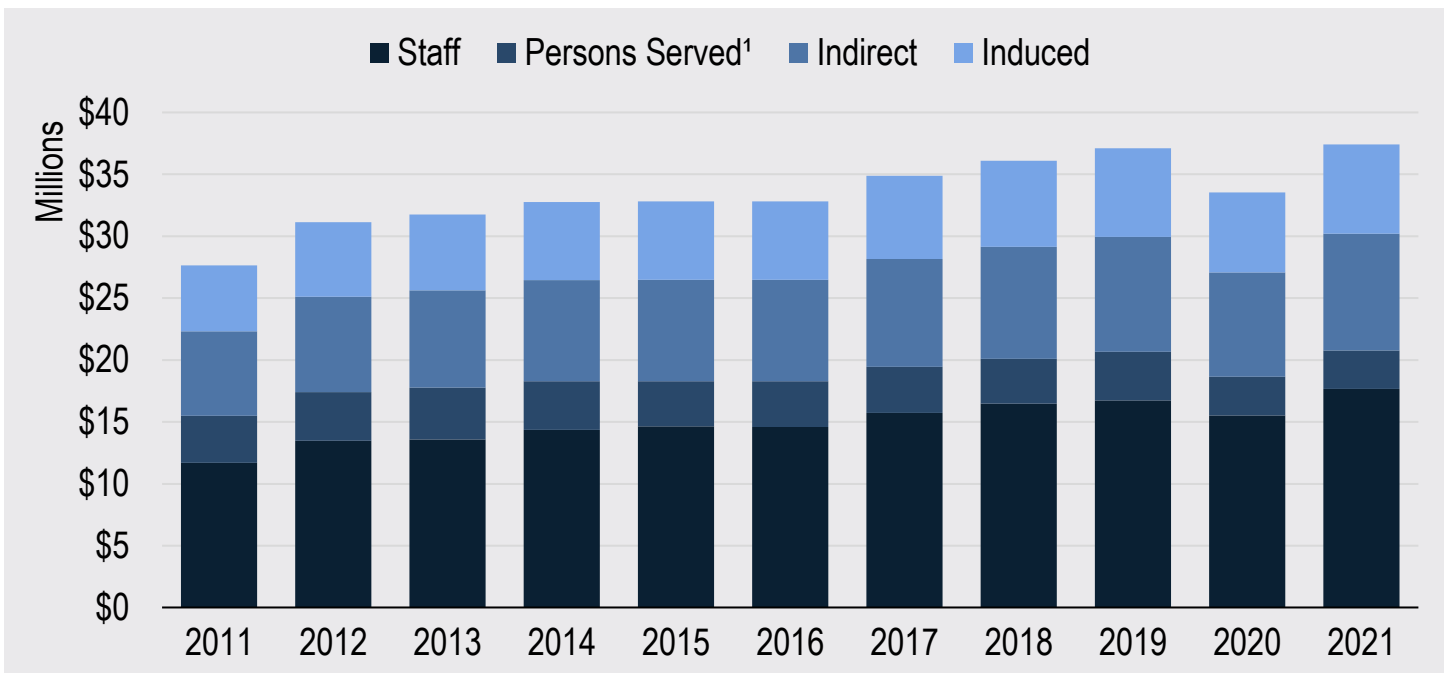
Direct PS **\$3.1M**

Direct Staff **\$17.7M**

Source: Opportunity Village; Applied Analysis; IMPLAN.

Economic Impacts

Historical Wages and Salaries Impacts



| YEAR | STAFF | PERSONS SERVED¹ | INDIRECT | INDUCED | TOTAL |
|------|--------------|-----------------|-------------|-------------|--------------|
| 2021 | \$17,657,000 | \$3,104,500 | \$9,437,600 | \$7,213,600 | \$37,412,700 |
| 2020 | \$15,516,200 | \$3,130,400 | \$8,427,300 | \$6,467,100 | \$33,541,000 |
| 2019 | \$16,728,200 | \$3,942,900 | \$9,274,800 | \$7,153,200 | \$37,099,100 |
| 2018 | \$16,485,700 | \$3,605,600 | \$9,047,000 | \$6,960,200 | \$36,098,500 |
| 2017 | \$15,734,900 | \$3,704,200 | \$8,722,500 | \$6,727,000 | \$34,888,600 |
| 2016 | \$14,593,900 | \$3,701,300 | \$8,178,600 | \$6,323,800 | \$32,797,600 |
| 2015 | \$14,633,700 | \$3,660,600 | \$8,183,900 | \$6,324,800 | \$32,803,000 |
| 2014 | \$14,364,300 | \$3,931,300 | \$8,145,800 | \$6,316,100 | \$32,757,500 |
| 2013 | \$13,581,000 | \$4,186,100 | \$7,857,900 | \$6,121,100 | \$31,746,100 |
| 2012 | \$13,467,900 | \$3,932,300 | \$7,719,600 | \$6,000,400 | \$31,120,200 |
| 2011 | \$11,694,200 | \$3,795,200 | \$6,829,700 | \$5,331,400 | \$27,650,500 |

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. Source: Opportunity Village; Applied Analysis; IMPLAN.



Economic Impacts

Opportunity Village's Economic Output Impacts

In 2021, via employment of direct staff and persons served, OV was directly responsible for generating \$83.7 million in economic output. In addition, indirect impacts from supplier and secondary purchases of OV totaled \$26.3 million, and the induced impacts from induced employee spending in other economic sectors supported an additional \$23.1 million in economic output. Combined, the economic impact of OV's operations generated \$133.0 million for the local economy.

This output for 2021 was 11.7 percent higher than total output for 2020 and even outpaced 2019, garnering a historical peak performance. This growth is part of a continual trend shown in the increase in total economic output of 36.4 percent since 2011.

The millions of dollars in economic output OV contributes to the economy every year illuminates the wider economic influence of their operations not just on those directly involved with their organization, but also on the local economy as a whole. As OV continues to expand and launch new programs and events, their reach will continue to increase and bolster their surrounding community. This \$133.0 million in annual output is a clear example of the impact a leading nonprofit like OV can have.

**TOTAL ECONOMIC
OUTPUT**
\$133.0M

Induced **\$23.1M**

Indirect **\$26.3M**

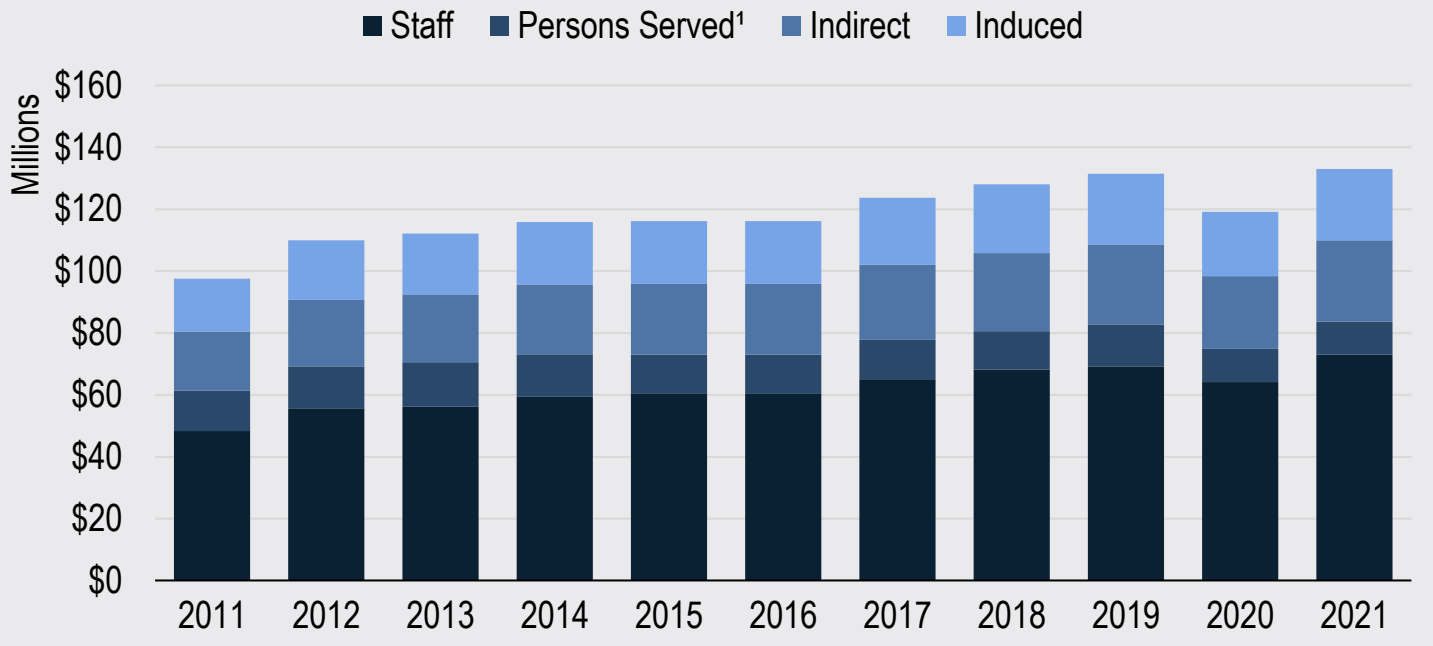
Direct PS **\$10.7M**

Direct Staff **\$73.0M**

Source: Opportunity Village; Applied Analysis; IMPLAN.

Economic Impacts

Historical Economic Output Impacts



| YEAR | STAFF | PERSONS SERVED¹ | INDIRECT | INDUCED | TOTAL |
|------|--------------|-----------------|--------------|--------------|---------------|
| 2021 | \$73,021,800 | \$10,656,100 | \$26,285,500 | \$23,080,100 | \$133,043,500 |
| 2020 | \$64,168,200 | \$10,745,200 | \$23,490,100 | \$20,691,700 | \$119,095,200 |
| 2019 | \$69,180,800 | \$13,534,000 | \$25,877,900 | \$22,886,900 | \$131,479,600 |
| 2018 | \$68,177,900 | \$12,376,200 | \$25,230,000 | \$22,269,600 | \$128,053,700 |
| 2017 | \$65,072,900 | \$12,714,600 | \$24,336,800 | \$21,523,200 | \$123,647,500 |
| 2016 | \$60,354,300 | \$12,705,000 | \$22,830,800 | \$20,233,300 | \$116,123,400 |
| 2015 | \$60,518,600 | \$12,565,000 | \$22,843,400 | \$20,236,600 | \$116,163,600 |
| 2014 | \$59,404,500 | \$13,494,200 | \$22,752,000 | \$20,208,600 | \$115,859,300 |
| 2013 | \$56,165,300 | \$14,369,000 | \$21,968,100 | \$19,584,800 | \$112,087,200 |
| 2012 | \$55,697,600 | \$13,497,800 | \$21,572,000 | \$19,198,600 | \$109,966,000 |
| 2011 | \$48,362,300 | \$13,027,100 | \$19,101,600 | \$17,058,200 | \$97,549,200 |

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. Source: Opportunity Village; Applied Analysis; IMPLAN.



SOCIAL IMPACTS

Quantifying the Impact on
Nevada's Communities

Social Impacts

The Opportunity Village Mission

Opportunity Village's community ties, both to individuals and corporate supporters, represent a massive network of Southern Nevada residents. Through their services and charity events, OV unites over 130 corporate supporters and a substantial number of individuals together to focus on their mission of empowering, employing, and serving people with disabilities.

This network and the events that physically bring contributors and community stakeholders together around OV help demystify the concept of corporate social responsibility (CSR) for many local businesses. In recent years with the rapid growth of interest in the concept of CSR has highlighted questions and challenges in quantifying return on investment (ROI) for CSR programs.



Despite this CSR programs are becoming increasingly linked to profits and consumer behavior. In 2017, Deloitte released study results indicating that nine in ten millennials believed that social impacts should take priority over profit.

Programs like OV's help elucidate and provide visibility for corporate supporters by providing clear impacts on the Southern Nevada community through the jobs, quality of life, and pride that people with intellectual and developmental disabilities benefit from as a result of OV's activities.



Social Impacts

Direct and Indirect Social Impact on the Community

Direct Impacts

The direct impacts of Opportunity Village are clear in the fiscal and economic value the programs create for the local economy. The direct social impacts include providing people with intellectual and developmental disabilities employment opportunities, medical care, and social recreation.



Indirect Impacts

Although the indirect impacts of OV's activities are not as immediately apparent, they are equally, if not even more, meaningful and imperative than the direct impacts. The social visibility and opportunities for independent living and employment represent a clear goal and vision for others to strive for and a source of hope for other people and families affected by intellectual and developmental disabilities. 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.

OV's annual events such as Magical Forest and the Las Vegas Great Santa Run also impact the Las Vegas community by attracting thousands of locals as well as visitors to participate, helping boost the tourism industry and economy.



Social Impacts

Immeasurable Community Impacts of OV

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)



Social Impacts

Immeasurable Community Impacts of OV

As Bob Brown, CEO of Opportunity Village, has stated; “Opportunity Village was founded more than six decades ago by loving parents...They wanted what all good parents want; that which is best for their children.”

Opportunity Village continues to be a leader in providing resources, innovative programs and a supportive environment to people with intellectual and developmental disabilities throughout Southern Nevada. The true immeasurable impact of this is seen not in numbers, but in people.



Meet Ben: *The PR Representative*

Community Impact Story

Ben joined the OV Family after his graduation from Silverado High School in 2015. Since coming to Opportunity Village, Ben has participated in Day Habilitation programming at OV’s Walters location in Henderson and most recently at the Sunset Road Neighborhood Club. While at the Neighborhood Club, Ben participates in a variety of activities and classes such as Spanish language classes and safety skills classes. He is also able to practice skills such as interviewing and how to grocery shop. Ben enjoys going on community outings during his day at OV, as well as engaging in Zumba and singing karaoke. He also teaches ASL to his peers and educates his colleagues about the history of Marvel comic books. Ben’s peers love working with him because of his kind spirit and positive outlook on life. Ben’s favorite part of the work-day is spending time with the Direct Support Professionals that support him and learning new things. Ben is also an Opportunity Village Ambassador and joined the Ambassador Corps in 2021. In this role, he serves as a Public Relations representative for OV. Being an Ambassador has helped Ben with public speaking, which is a skill he would like to continue growing and possibly turn into a career. Ben was even able to emcee an Opportunity Village staff In-Service this year. Ben also hopes to obtain a degree in a field he enjoys such as reading. In his spare time, Ben likes to swim, hang out with his friends, read comic books, and play videogames.



EMPOWERING, EMPLOYING, AND
SERVING PEOPLE WITH DISABILITIES

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

Walters Family Campus
451 E. Lake Mead Pkwy.
Henderson, NV 89015

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

Betty's Village
7755 W. Oquendo Rd.
Las Vegas, NV 89113

**Opportunity Village
Neighborhood Club**
4300 E. Sunset Rd., Suite C6
Las Vegas, NV 89104

Opportunity Village Thrift Store
390 S. Decatur Blvd.
Las Vegas, NV 89107