

2022 Outcomes Highlights

Mission Statement

Abilities Solutions is a multi-faceted non-profit corporation whose mission is to advance and provide appropriate and desired employment opportunities for persons with barriers to entering or re-entering the work force, particularly those with disabilities. This is achieved through education, training, and workforce development, and rooted in an abiding commitment to quality and individualized customer service



59 YEARS

of proven dedication & excellence serving the community



The people we serve

620 unduplicated total persons served
reside across 6 NJ counties
Burlington—8% Salem – 8%
Camden—39% Cape May 1%
Cumberland – 16% Gloucester – 28%

Quotes from service recipients and supports

-"There couldn't be a better staff than at Abilities. The patience and understanding is outstanding. They have made my son's life complete."

-"Above and beyond. A breath of fresh air giving hope."

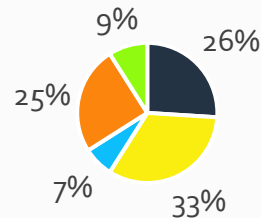
Programs

Transitional Employment

Referrals nearly doubled--14 received in 2021 & **26** received in 2022!
5 (5%) were referred to pursue competitive employment

3 People (**50% more than 2021**) exited for competitive jobs

Referral Source- primary counties



- Camden
- Gloucester
- Burlington
- Cumberland
- Other

Youth Services

Obtained DVR approval to vend Pre-ETS services
100% youth satisfaction with services provided
and **100%** follow-through with recommendations

Supported Employment

82% increase in number of people assisted with job placements (62)
100% employer satisfaction with services
Assisted **236** people to maintain their jobs
12,736.5 total hours of support was provided

Evaluation Services

Referrals received and numbers of program participants **doubled** and **tripled** from 2021
internal staff adjustments were made to accommodate changing needs

Business

Financial

20% staff turnover rate- an 11% decrease from 2021

96% of our contract manufacturing customers have been with us for more than 5 years



82% more than 10 yrs.
64% more than 15 yrs.
17% more than 25 yrs.

16% loss on investment income over prior year

3.5% positive change in Total Liabilities and Assets over prior year with assets approaching \$7.4M

2022 Expenses held with only 1% increase over prior year

Overall positive margin of revenue to expenses in 2022 of 3.9%

2022

Notable Accomplishments

In person program recruitment initiatives resumed; attended 5 resource/transition fairs, 3 Job Fairs, & hosted several schools

Approved by DVR to vend Pre-Employment & Transition services to youth across 5 NJ counties

Challenges

Staff recruitment and retention

Continue advocacy efforts to modernize extended employment programs in order to preserve choice

Continued need to pivot in person to remote services due to Covid and infectious disease concerns as necessary

Goals for 2023

Increase community outings for Transitional Employment service recipients including Situational Assessments and job tours

Establish new referral sources

Add additional community job sampling sites for youth & adults

Enhance & further increase outreach strategies and community partnerships

Build organizational capacity for the future by finalizing formal agreement(s) with other diligently curated providers

Ensure a smooth transition upon planned retirement of current CEO through a well thought out transition plan

Quote from one of our valued business partners:

"We have been doing business with Abilities Solutions since the 1990s. Their work is perpetually excellent, no matter how complicated or detailed the job. They are efficient, friendly and honest. Out of all our vendors through the years, they have always been here for us.

-Ling Chang, Amaryllis Inc.

