

2011 ANNUAL *report*



Mission:
To Optimize Human Potential

Entrepreneurial Spirit Alive and Well at WSC

While many businesses struggle in this prolonged down economy, it has been inspiring this past year to work with those who are prospering and growing despite economic conditions. A common thread with these successful people seems to be their entrepreneurial spirit.

Work Skills Corporation had a fantastic year. Our programs and services expanded to serve additional people in more communities. We developed new partnerships that sparked innovative ideas leading to groundbreaking opportunities that will result in even more services to be delivered in the future. Entrepreneurship is alive and well at Work Skills. We are blessed to have an extremely talented and creative staff that not only thinks outside the box, but has tossed that box away. We have a Board of Trustees that not only supports our efforts, but joins us in instilling entrepreneurship as a mainstay of our corporate culture. As president of this great organization, I take pride in our accomplishments, but more so in those entrepreneurs who create opportunities for those we serve.

Rodney C. Jones
President/CEO

Board of Trustees

Terry L. Braciszewski, Ph.D.
Chairperson

Piet W. Lindhout
Vice Chairperson

Pamela A. McConeghy
Treasurer

Edward W. Bottum
Secretary

Anne J. Belser
John Bower

Edward P. Copp
Susan L. Hammersmith

Darcy Hoyes
David G. Johnson

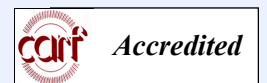
George J. Moses
Todd O'Grady
Elaine M. Tripi, Ph.D., C.R.C.
Gary H. Tweddle

Emeritus Member

Nina I. McClelland, Ph.D.



ISO 9001 Certified



Building Partnerships and Diversity

Every year is exciting at WSC as we review existing programs and services, make changes based on customer input and develop new programs and services to meet the ever-changing needs of those we serve. FY 2011 was exceptional, so much so that it has been suggested that we test the water that staff are drinking! The usual changes were made, expanding services where the need has been documented and increasing opportunities for people with barriers to employment, often by developing relationships with employers. Corporately, we also adopted a tagline that reflects WSC legacy of customer-focused services, entrepreneurship and cutting-edge activities, as well as community and relationship building—"No One Will Out Serve Us!" which is now our resounding theme and practice at WSC. The fruits of our entrepreneurial efforts in 2011 will be realized for the most part in 2012. WSC has been busy building partnerships that will expand and diversify our menu of services and employment opportunities for those we serve.

A most exciting venture that has captured the hearts of staff, customers and the community is the WSC Art Program. We have carved out space in our Brighton facility to teach art and develop the creative abilities of those who wish to participate. Additionally, we will be opening an art gallery, Studio West "Home of Art with a Heart" in downtown Brighton to present and sell the artwork created, which will also allow us to offer an art class in the curriculum of the WSC Academy, our Alternative High School. Studio West will present artwork from a wide variety of media and artists and will present the work in a number of community-focused events throughout the year. Bring on 2012...it will be a fantastic year!



Action Home Health Care Grows Business by 35%

Action Home Health Care (AHHC) was established in November 2008 as a superior provider of customer-focused quality health care services for individuals who prefer to age in grace or recover from a life changing event in their home. This past year, AHHC experienced 35% growth because of our drive and commitment to providing individualized and extraordinary service delivery, high quality staff, word-of-mouth referrals, low staff turnover and consistent follow through with customer expectations. Further, we understand that the decision to allow supportive staff in our customers' homes was not made lightly, and we are honored when a customer or family chooses AHHC as their preferred service provider. We believe that all citizens should have access to health care services and we have built our services on core principals of effectiveness, customer safety, timeliness, customer centeredness, efficiency, and customer satisfaction.

AHHC has been AAA-1B certified through the Area Agency on Aging since 2009. In addition, AHHC is affiliated with the Senior Alliance and the Valley Area Agency on Aging. During this past year, AHHC was pleased to serve individuals within the following communities: Genesee, Washtenaw, Livingston, Oakland, and Western Wayne. Services provided were Community Living Program Services, Homemaking, Personal Care, In-Home Respite, and Private Duty Nursing.

AHHC is delighted to announce that we were awarded the Community Living Supports/ Respite Provider contract this year within Livingston County. We look forward to building lasting relationships with our customers and focusing on providing services that align with our customers' expectations and needs. We at AHHC are committed to improving the health and well being of our customers through the provision of holistic, quality, cost-effective health care services. Our goals will be achieved by promoting an environment in which our employees enthusiastically support and advance our mission.





EDUCATION HIGHLIGHTS

WSC announced the new name of their Alternative Education School, The WSC Academy in September as a result of student feedback. The WSC Academy located in Brighton and Hazel Park, have been providing students with a choice and a chance to succeed for over seven years. Through high school completion, GED preparation, vocational training, job and career development and mentoring, WSC touches the lives of over 200 students each year in Brighton and the Detroit Metropolitan area.

We are very proud of our youth at the WSC Academy and their accomplishments in 2011.

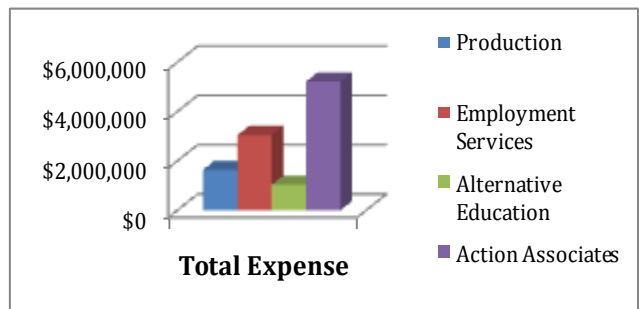
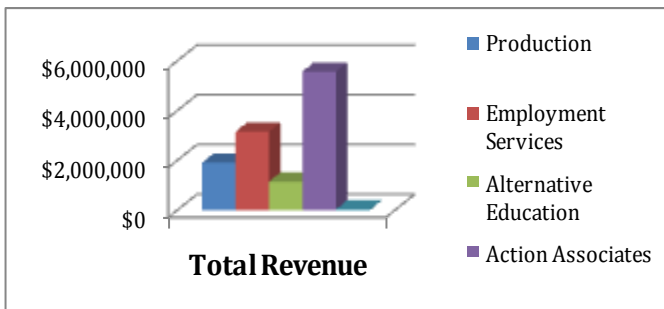
- ◆ 54 students progressed to a level of graduation or GED preparation.
- ◆ 14 graduates are planning to enroll in college and/or vocational training programs. The remaining students plan on entering the workforce or the U.S. Armed Forces.
- ◆ 15 students were employed through WSC’s Earn and Learn program.
- ◆ All of WSC students benefitted from job club; job readiness and development trainings, mock interviews, and a college and career fair where local colleges and universities exhibited.
- ◆ 2 students received scholarships from Baker College.

As part of our corporate tagline, “No one Will out Serve Us”, the WSC Academy implemented an instructor-led class at the Brighton Campus, a Graphic & Multimedia Design class with a redesigned state-of-the-art computer lab at the Hazel Park Campus. We also incorporated a new student leadership program along with a Bright Futures program geared towards college bound and trade school graduates.

HIGHLIGHTS

• 2,731 People Received Services • 1,258 People Placed Into Employment • Oldest Customer Served 100 Years
• Highest Annual Salary \$55,000 • Average Starting Wage \$10.04

- ◆ Work Skills Corporation (WSC) has been named a recipient of the Sloan Award, which honors the top 20% of employers nationally in terms of quality program, policies, and culture that creates an effective and flexible workforce.
- ◆ Work Skills Corporation nominee, Frank Cole was presented with the Outstanding Job Training Participant Award from the Livingston County Workforce Development Council.
- ◆ Workforce Development Council awarded an Outstanding Workforce / Economic Development Program for 2011 to the Job Fair Committee, which Work Skills Corporation is a contributing member and serves as a co-chair for employer and business development.
- ◆ Awarded a 3rd year grant from Michigan Department of Labor & Economic Growth / Michigan Rehabilitation Services to work with individuals that need rapid support services such as individuals that are homeless or are returning citizens through the Michigan Prisoner Re-Entry Initiative.
- ◆ Partnership evolving with Michigan Department of Labor & Economic Growth / Michigan Rehabilitation Services to work with youth, with autism and cognitive impairments in Livingston, Oakland and Washtenaw Counties.
- ◆ WSC began producing picture frames consisting of reclaimed urban wood for the Urban Ashes Home Furnishing Collection.
- ◆ WSC Production department has expanded to include kitting and packaging for Sky Chef, a direct supplier to Delta Airlines.
- ◆ 78% of customers maintained employment for 90 days.
- ◆ 98.6% customer satisfaction with services.
- ◆ 100% referral source satisfaction.



WSC Foundation Annual Report 2011

Board of Trustees

Dale H. Smith, Chairperson
Pamela A. McConeghy,
Vice Chairperson
Anne J. Belser, Secretary
Edward W. Bottum
Elizabeth H. Fuqua
Rodney C. Jones



"Our purpose is to support Work Skills Corporation by providing strategic financial resources."

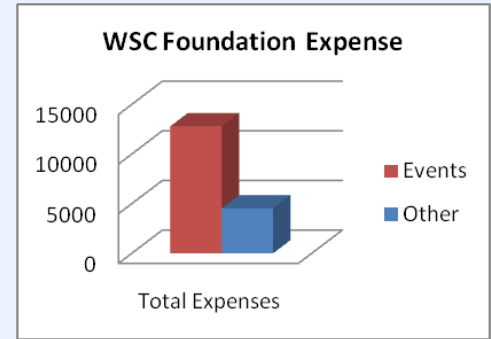
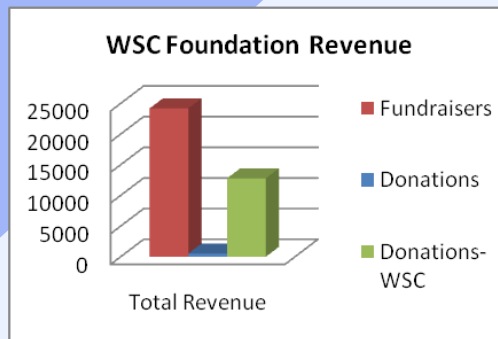


New Edition

To support our entrepreneurial efforts, WSC hired Development Specialist, Cortney Wiggins. Cortney is responsible for helping the Executive Management Team maintain and expand WSC's funding from private foundations, as well as develop new sources of income from individuals, events, and governmental grants.



The 3rd Annual fundraising event for the Work Skills Foundation was our best ever in terms of attendance and outcomes! The event was sold out with 19 sixsomes & all 114 golfers present! All 19 holes of the golf course were turned into par threes and a hole-in-one prize was there for the taking on every hole. Guests enjoyed new activities such as the 19th Hole, Wine Pull, and a Silent Auction in addition to gourmet dining stations after golf.



Proceeds from the 2011 event allowed WSC to upgrade audio/visual equipment for the conference room. Save the date for the 4th Annual Three Par Palooza at Lakelands Golf & Country Club, May 21, 2012!



Special thanks to our Major Sponsor:



Corporate Sponsors:

Corrigan Oil
Patrick Financial Group, L.C.C.
Tri County Cleaning Supply



WSC Foundation
100 Summit St.
Brighton, MI 48116
Ph: (810) 534-6132
Fax: (810) 227-1344
E-mail: cortneyw@wskills.com
Web Site: www.wskillsfoundation.org