

OPPORTUNITY VILLAGE
70 YEARS OF SERVING PEOPLE WITH DISABILITIES

1954



2024

2024 COMMUNITY IMPACT ANALYSIS

September 23, 2024

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

RE: 2024 Community Impact Assessment

Dear Mr. Brown:

In accordance with your request, Applied Analysis (“AA”) is pleased to submit this 2024 Community Impact Assessment on behalf of Opportunity Village (“OV”). AA was engaged to review and analyze the economic, fiscal, and community impacts associated with Opportunity Village’s operation. 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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EXECUTIVE SUMMARY

AN OVERVIEW OF OPPORTUNITY VILLAGE'S
CONTRIBUTIONS TO NEVADA



A HISTORY OF COMMUNITY IMPACTS

Founded in 1954 by a group of concerned parents led by Dessie and Al Bailey, OV began as a school for children with intellectual and developmental disabilities in Las Vegas. Driven by Dessie's desire to create an empowering environment for her daughter, Claudia, and similar sentiment from other families to follow, the nonprofit has since grown significantly. In 2024, as it celebrates its 70th anniversary, Opportunity Village now reaches nearly 3,000 people annually, providing vital services such as workforce training, day habilitation, youth programs, and direct employment. With a dedicated staff of almost 750, the organization remains steadfast in its mission to empower, employ, and serve people with disabilities in Southern Nevada.



In its 70th anniversary year, OV is celebrating with several exciting developments, including the start of construction on a new residential community and northwest campus, a \$59-million project at North Thom and Rome Boulevards. This new development will be the second residential community pioneered by OV, providing housing for over 100 individuals with diverse abilities. In addition to this expansion, the nonprofit is marking the milestone anniversary by introducing new events such as A Runway Affair, Spring Fest, and Sips & Sounds, and launching two new business ventures, OV Thrift Plus and Dessie's Table Events. Through these new initiatives, OV continues to expand its community impact while keeping the needs of those it serves at the forefront.

As a leading organization in providing innovative services for people with intellectual and developmental disabilities, the social impacts and the knowledge and resources OV provides span nationwide. Here in Southern Nevada, this social impact is felt most strongly by those served by the organization via an increased quality of life and decreased risk of falling into homelessness or poverty. The independence and dignity provided to persons served through OV's training and employment programs, and as a result of their educational resources for independent tasks is immeasurable. Similarly, the respite OV creates for families of people with intellectual and developmental disabilities is a boon to all in Southern Nevada through the increased physical and mental capacity of those residents.

OV CONTRIBUTES MILLIONS IN FISCAL IMPACTS ANNUALLY

In the last ten years, the population of people with disabilities in Nevada has grown 35.7 percent, outpacing overall population growth. Their numbers increased from 12.2 percent of the overall population in 2012 to 14.3 percent in 2022. Given that most of Nevada's population resides in Southern Nevada, the benefits of Opportunity Village cannot be overstated. In 2023 Nevada's Aging and Disability Services Division budgeted \$260.9 million to provide services to people with intellectual and developmental disabilities, totaling \$33,185 per person for each of the 7,863 people served by the state. In contrast, **OV provided services to 1,061 people at a rate of \$6,598 in government assistance per person, for a total savings to the state of \$28.2 million in 2023.**

Over the last five years, OV has also increased the relative strength of the organization's fiscal impact, increasing government savings per dollar of assistance provided to OV from \$3.86 in 2018 to \$4.03 in 2023.

POSITIVE ECONOMIC IMPACT

The diversity of the business services provided by OV and the breadth of the organization's operations allow for secondary impacts of their activities to touch a wide range of industries and individuals in Southern Nevada. These secondary impacts include indirect impacts (the money spent on supplier and subsequent purchases by the organization) and induced impacts (the money spent by employees outside of OV).

OV directly engaged 721 staff members and 1,061 persons served for a combined total of 1,782 people in 2023. This supported a total of 2,518 jobs in Southern Nevada through the direct and secondary impacts of OV's operations. In 2023, OV also supported a total of \$42.1 million in wages and salaries resulting from \$23.2 million in direct wages and salaries and \$18.9 million in secondary impacts. Across all aspects of economic activity supported by OV's operations, OV generated over \$167.8 million in total economic output in 2023, including \$108.4 million in direct output and \$59.4 million in secondary output. **Given the 1,782 people directly engaged by the organization, OV's economic output per staff and persons served is \$60,804.** This economic output of OV is not only substantial but is growing year over year, impacting the local and regional economy in an increasingly positive way.

DETAILING THE IMPACT

SOCIAL IMPACTS

OV has a lasting impact on the lives of people with disabilities by creating opportunities for them to prosper and engage, not only each other, but with all members of the community. **In 2023, OV's impact reached over 2,500 people in Southern Nevada, including over 1,000 persons directly served by the organization.** In addition, Opportunity Village has also had a significant impact on the local community through thousands of volunteers and over 100,000 event attendees annually.



FISCAL IMPACTS

Opportunity Village (OV) generates a significant benefit to Nevada taxpayers on an annual basis through major investments and the general operational activities of the organization. **OV is the largest employer of people living with disabilities in the State of Nevada and one-third of OV's employees identify as having a disability.** Without OV's work, the people served would require services from the Department of Health and Human Services at a much higher cost. **In total, OV has saved Nevadans \$103.3 million over the last five years.**



ECONOMIC IMPACTS

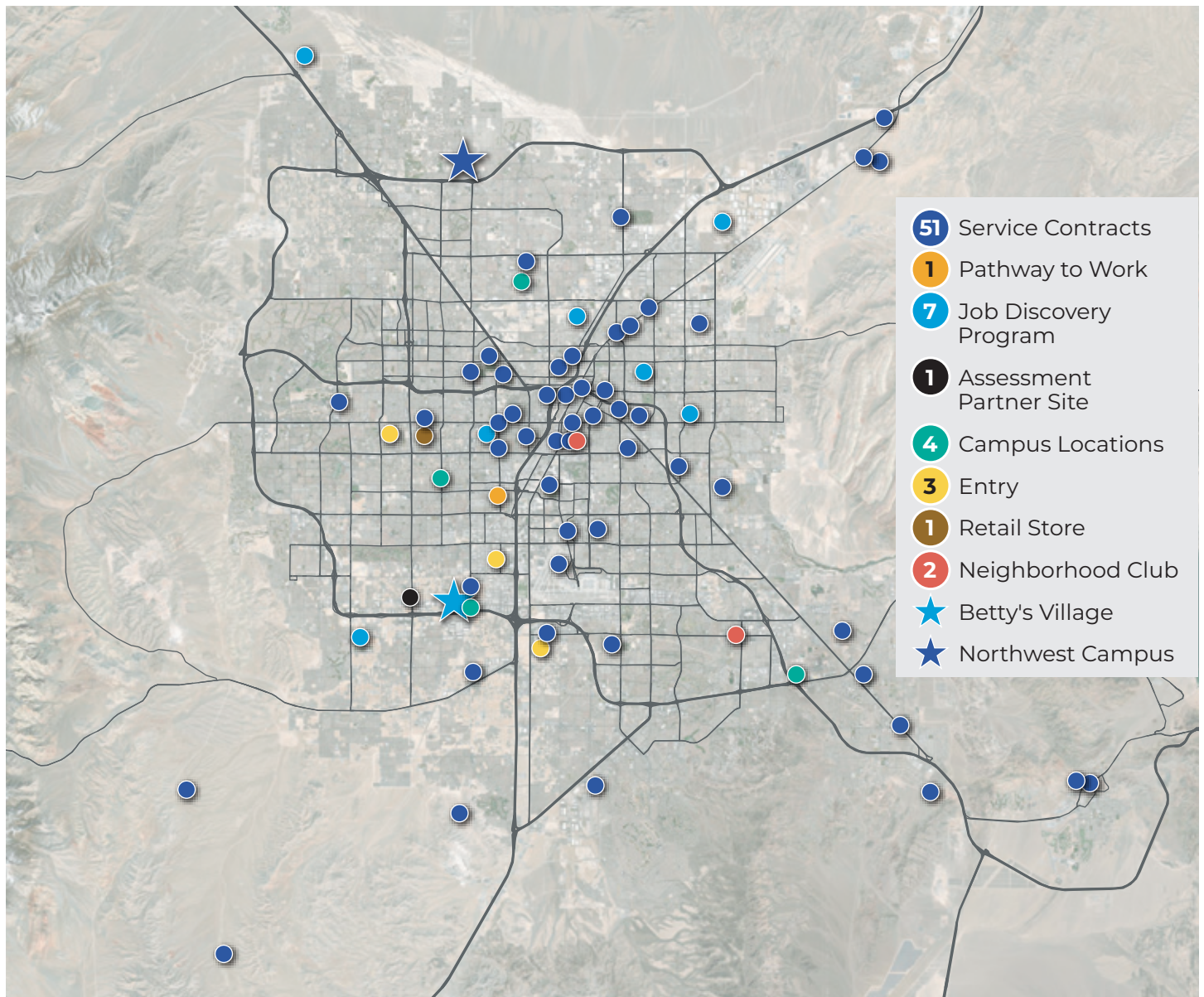
The economic impacts of OV illustrate the total impact of the employment and wages provided within the local economy. **In 2023, OV generated \$42.1 million in wages and salaries.** Including the indirect and induced impacts of employees and wages from additional economic interactions spurred by this activity, **OV supported 2,518 jobs and \$167.8 million in economic activity** in 2023.



COMMUNITY PRESENCE

OPPORTUNITY VILLAGE LOCATIONS IN SOUTHERN NEVADA

The revolutionary living and recreation spaces created by OV, such as Sean’s Park, Betty’s Village, and the under-construction Northwest Campus, provide safe and accessible spaces available to all Southern Nevada Residents. In addition, OV’s service contracts and job-related programs create purpose and workforce opportunities for many persons served, and supply services to the community and local employers.



Note: As of September 2024.

Betty's Village

6.8
Acres

\$28.7M
Value

92
Residents

405
Waitlist Applicants



Betty's Village North
and Northwest Campus

17.6
Acres

\$59.0M
Value

100+
Anticipated Residents

138
Waitlist Applicants





ABOUT OPPORTUNITY VILLAGE

AN OVERVIEW OF COMMUNITY IMPACTS



KEY EVENTS TIMELINE

THE HISTORY OF OPPORTUNITY VILLAGE

Opportunity Village is one of Nevada'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 70 years since its inception. The vocational training, community employment, day services, advocacy, and recreational activities OV offers 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.

1954 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. Seven 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. In the modern era, OV strikes an innovative balance between holding true to its original mission and increasing value through constructive modernizations.

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, 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.





1964 EMPLOYMENT AND TRAINING CENTER OPENS

The first employment training and employment resource centers opened 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 across Southern Nevada. Each location serves as source of direct vocational training and provides a variety of employment opportunities.

1992 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 HalloVeen, allows OV to remain largely 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.



COMMUNITY IMPACT STORY

Melissa is an employee at Morrison Healthcare. Before joining, Melissa trained in Pathway to Work at the Rio Hotel & Casino, where she honed her skills and demonstrated exceptional dedication. Since becoming a part of Morrison Healthcare, Melissa has proven to be a stellar team member who consistently arrives on time and brings a positive attitude to the workplace. Her enthusiasm and commitment to excellence are truly commendable. Melissa's hard work and cheerful demeanor make her a valued member of the Morrison Healthcare team.



Meet Melissa:
"The Team Player"

1995 PROJECT ENABLE BEGINS

Project Enable began in 1995 and was designed to support people with severe physical, intellectual, and developmental disabilities. Project Enable provides rehabilitative exercises, American Sign Language 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.



1999 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 require 24-hour care and supervision. Besides providing respite care for families, the PRIDE program offers participants opportunities to 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.



2005 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 from the race go directly toward benefitting OV's programs and services.



2016 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, a moonwalk pad, and a full-size bowling lane. Sean's Park was made possible thanks to the support of individuals and businesses. Clark County donated 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. Various private donors also provided substantial contributions. Together, all made this innovative vision a reality.



2017 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 only 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 that improve lives throughout the United States 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 foster communication and work towards common goals.



2020 COVID-19 PANDEMIC

It is important to recognize that the 2020 data in this report reflects Opportunity Village's contributions to the economy during the COVID-19 pandemic, which led to a national emergency and the closure of all non-essential businesses in Nevada. The pandemic posed significant challenges for businesses and organizations nationwide, including OV. As reflected in this report, these circumstances reduced OV's impact in certain areas during 2020, largely due to capacity restrictions and limited funding amid the global health crisis. However, OV used this time to enhance its internal operations and outreach efforts for both staff and the broader community. This proactive approach is evident in the 2021 impact data, which shows substantial growth across all areas following the difficulties of 2020.



2021 COVID-19 RELIEF AND COMMUNITY ACTION

During initial COVID restrictions and subsequent capacity limiting recommendations, OV took initiative to revamp the way they serve 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 during this period. This resulted in 2,010 hours served for in-person activities and 1,131 hours were served for at-home or virtual activities, for a total of 3,141 hours volunteered, from November 2020 through January 2021.

Some notable activities and accomplishments from this time-period include:

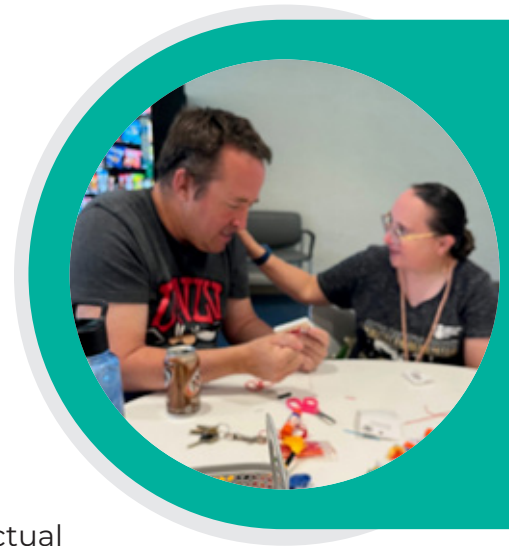
- Virtual and telephonic services were launched by OV direct care staff and OV nurses to serve approximately 950 individuals and supply 25 persons with the necessary equipment for remote engagement.
- COVID-19 entrance screening protocols were implemented at all facilities and offsite engagements.
- 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 through the Gold Medal for 2020 Best Place to Volunteer by the Las Vegas Review Journal.



2021 BETTY'S VILLAGE OPENS

Betty's Village, opened in 2021, 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 and common spaces including a 20,000-square-foot clubhouse that features a gym, lounge, hobby room, game room, meditation room, multiple meeting rooms, outdoor BBQ, and pool. Residents began occupying the living space in June 2021 and the village reached full capacity in early 2022. Betty's

Village illustrates OV's efforts to provide people with intellectual and developmental disabilities a whole new level of independence and community engagement.



COMMUNITY IMPACT STORY

The Regional Transportation Commission (RTC) of Southern Nevada and OV joined forces recently for the celebration and unveiling of the first transit training center on wheels. Artwork was created by Caesar, Sharen and Kelly who are participants and artists in the Boyd Gaming Fine & Performing Arts (FPA) program at Opportunity Village. Caesar's design was chosen to wrap the mobility bus while Sharen and Kelly's artwork was displayed at the corner bus stop of Patrick Lane and Buffalo Drive.

The Mobility Training Center on the GO, facilitated by the RTC, provides invaluable resources for individuals to master fare box operation, mobile ticketing systems, route planning, and more, ensuring greater accessibility and independence for all.



Meet Caesar, Sharen, and Kelly: "The Artists"

2022 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. In 2023, Opportunity Village sold a total of 21,051 branded license plates, generating \$47,892 in plate revenue.



2024 BREAKING GROUND ON THE NORTHWEST CAMPUS PROJECT

Betty’s Village, Opportunity Village’s first residential community for individuals with diverse abilities, reached full capacity just months after its opening in June 2021. In response to the resulting waitlist, Betty’s Village North is being developed to provide additional housing. Future residents will benefit from enhanced quality of life through increased socialization, safety, and educational opportunities, offering peace of mind to their families.

The Northwest Campus project, located at North Thom and Rome Boulevards near I-215, is set to break ground in October 2024, with completion expected in 18 to 24 months. This \$59-million, 17.6-acre development will provide accessible and affordable housing for over 125 residents, featuring one- and two-bedroom apartments as well as four-bedroom homes. The campus will include front-porch living, security cameras, on-site security, and textured front patios designed for vision-impaired residents. Upon completion of phase two, the mixed-use campus will also feature a new Opportunity Village Thrift Store, park, and program space.





APPROACH AND METHODOLOGY

HOW THE IMPACTS ARE MEASURED AND QUANTIFIED



DEFINING THE IMPACTS

Applied Analysis reviewed and analyzed the benefits provided by Opportunity Village to Las Vegas and Nevada through OV's ongoing operations. This study updates previous reports since 2006 and uses conventional analyses to estimate OV's economic impacts, including increases in employment, wages, and economic output. Additionally, the study highlights OV's unique social benefits, which result in significant cost savings for the community compared to alternative government programs or a lack of care for individuals with intellectual and developmental disabilities.

OVERVIEW

OBJECTIVE

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

TYPES OF IMPACT

- **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 that are 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.



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.

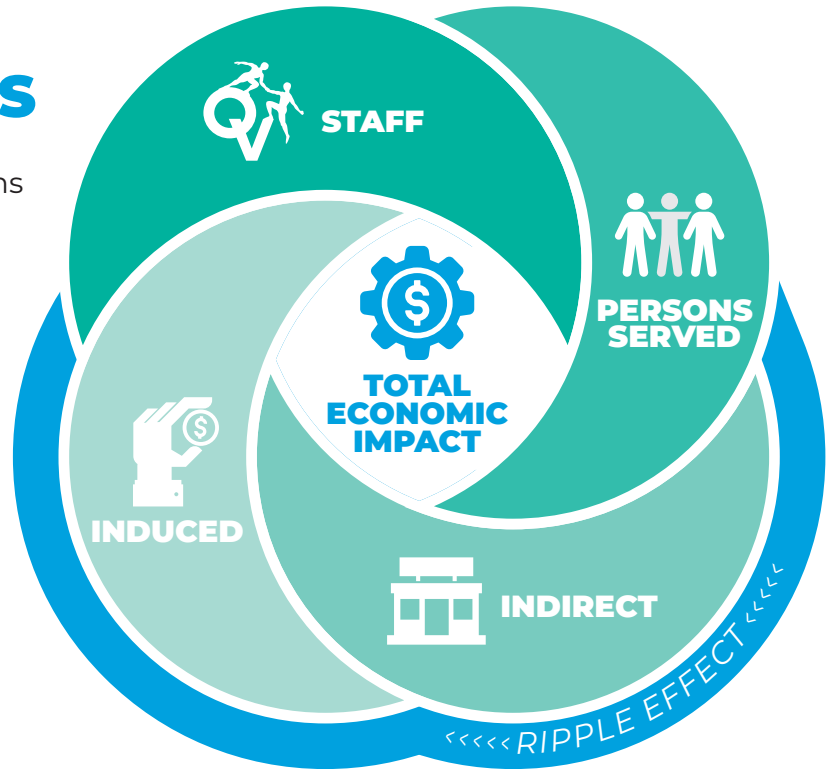
Unlike economic impacts, fiscal impacts only reflect the direct result of an entity like OV. This is due to the near impossibility of accurately estimating secondary fiscal consequences without overlap or double-counting.

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 delays the big financial problems that come from not helping people with severe intellectual and developmental disabilities, saving millions of dollars each year in statewide programs and services.



ECONOMIC IMPACTS

Economic impacts reflect the contributions to the state, region, or locality. For 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 between these primary (direct) and secondary (indirect and induced) impacts is sometimes referred to as the “ripple effect”, indicating how changes in one sector of the economy can affect other sectors.



Direct Impacts refer to changes in the demand for services. For OV, direct employees include both the organization’s staff and the people they serve. Although these individuals aren’t typical employees, they earn wages with taxes deducted. The people served are essential to OV’s success. Direct wages are the payments made by the organization, and direct output refers to the value of the goods or services they produce.



Indirect Impacts refer to the secondary effects that support OV’s activities. For example, suppliers and catering services that provide materials to people served by OV are considered indirect employees. Their jobs rely, fully or partially, on the income from OV’s purchases.



Induced Impacts reflect the impact created when direct employees spend their wages to purchase goods or services. This includes 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.

Methodology and Limitations: Applied Analysis used IMPLAN, a widely recognized impact analysis tool utilized by over 1,000 public and private organizations. IMPLAN is an input-output model that demonstrates how one industry’s outputs serve as inputs for others. This relationship, known as the “multiplier effect,” shows how changes in one sector can impact other sectors of the economy.

However, all econometric models, including IMPLAN, have limitations. It assumes that capital and labor are used in fixed proportions, meaning each job created or lost leads to predictable changes in investment, income, and employment. In reality, developers, consumers, and governments respond in more complex ways, adjusting the balance between capital and labor and shifting investment patterns. Each factor brings unique dynamics that influence how businesses and consumers respond to economic changes. To ensure consistency, historical impacts have been updated using the latest economic multipliers.

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



THE IMPACT OF OPPORTUNITY VILLAGE ON STATE PROGRAMS

Before Opportunity Village opened, government funding for individuals with intellectual and developmental disabilities was virtually nonexistent. Three years after OV's establishment, the Clark County School District began allocating funds and integrating students into special education programs within the public school system. Since then, awareness and support for this population have grown, leading to the creation of government programs such as Programs and Services for Persons with Developmental Disabilities and the Nevada Aging and Disability Services Division (ADSD).

When considering the fiscal impacts of OV, it's crucial to recognize how its operations offset health and human services that would otherwise be the responsibility of state or local governments. The Nevada ADSD provides both outpatient and inpatient care services similar to those offered by OV. As such, ADSD programs offer a valuable comparison for understanding OV's contributions and the resulting cost savings for local and state governments.

COMMUNITY IMPACT STORY

Jorja, a participant in the Supported Living Arrangement program, has been working on independent living skills, including cooking. With a little guidance from the dedicated staff, she has excelled.

Jorja is proactive: she goes grocery shopping independently and is excited to master essential cooking and living skills through the Supported Living Arrangement program which fosters individuals within their own homes. As Jorja continues to thrive, her journey towards living independently is marked by determination and a growing culinary prowess.



Meet Jorja:
"The Culinary Creative"

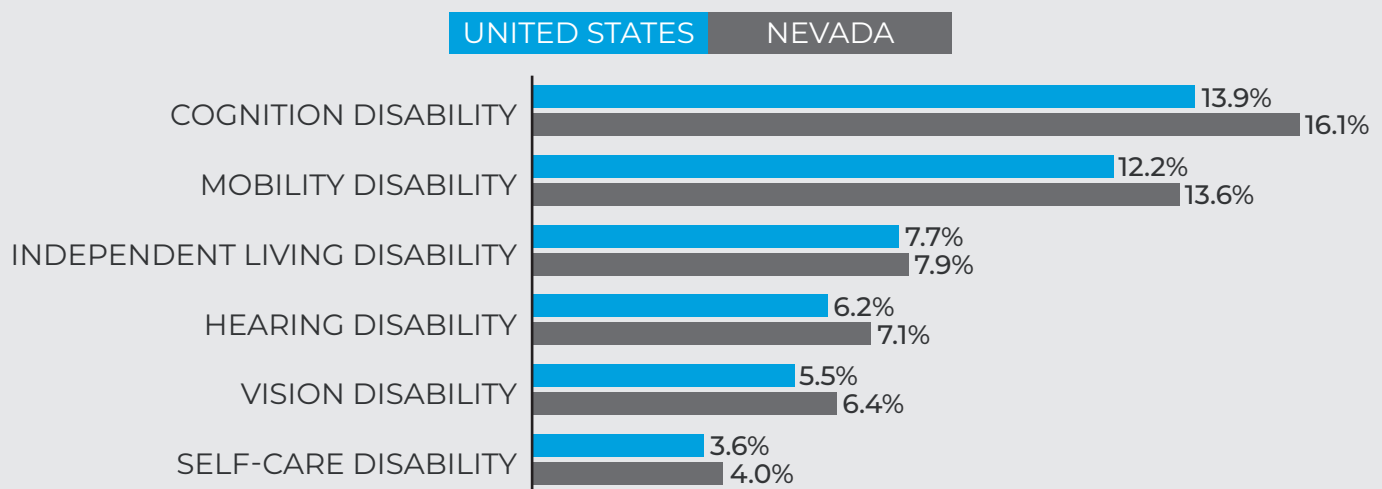
POPULATION OF PERSONS WITH DEVELOPMENTAL DISABILITIES

To fully grasp the impact of Opportunity Village and similar organizations, it is essential to first understand the scale of need for services supporting individuals with intellectual and developmental disabilities in Southern Nevada.

According to the Centers for Disease Control and Prevention, more than one in four adults in the United States (28.7 percent) have some form of disability. In Nevada, the need is even more pronounced. The *2022 Behavioral Risk Factor Surveillance System* reported that Nevada exceeds the national average in every disability category. The largest group comprises adults with cognitive disabilities, making up 16.1 percent of the state’s adult population.

Employment statistics further underscore the challenges faced by individuals with disabilities. The Bureau of Labor Statistics reported a decline in the employment-population ratio for people with disabilities, dropping from 19.3 percent in 2019 to 17.9 percent in 2020, largely due to the COVID-19 pandemic. However, this ratio had risen to 22.5 percent—the highest level since data collection began in 2008. This increase reflects progress but highlights the continued need for organizations like OV to create opportunities and support for this underserved population.

PERCENTAGE OF ADULTS WITH DISABILITIES



Source: U.S. Centers for Disease Control and Prevention

Since 2016, the number of individuals receiving services for intellectual and developmental disabilities in Nevada has steadily increased, reaching 7,991 people in 2023, according to the Nevada ADSD.

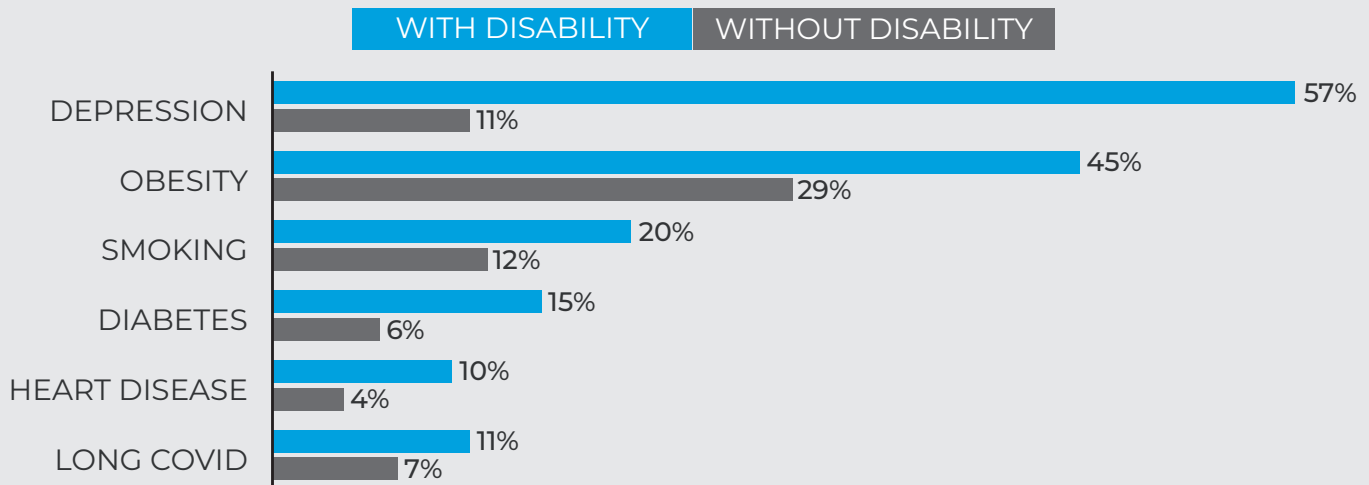
Additionally, the CDC Health Resources and Services Administration reported that the prevalence of diagnosed developmental disabilities in children aged 3 to 17 rose from 7.4 percent to 8.6 percent between 2019 and 2021. Several factors likely contributed to this rise, including improved diagnostic practices, heightened awareness, expanded screening programs, and changes in diagnostic criteria. Without the support of organizations like Opportunity Village, many individuals in this growing population would struggle to access the resources necessary to lead fulfilling and sustainable lives.



**1 IN 3
ADULTS**

IN NEVADA (32 PERCENT)
HAVE A DISABILITY

ADULTS WITH DISABILITIES IN NEVADA ARE MORE LIKELY TO REPORT...



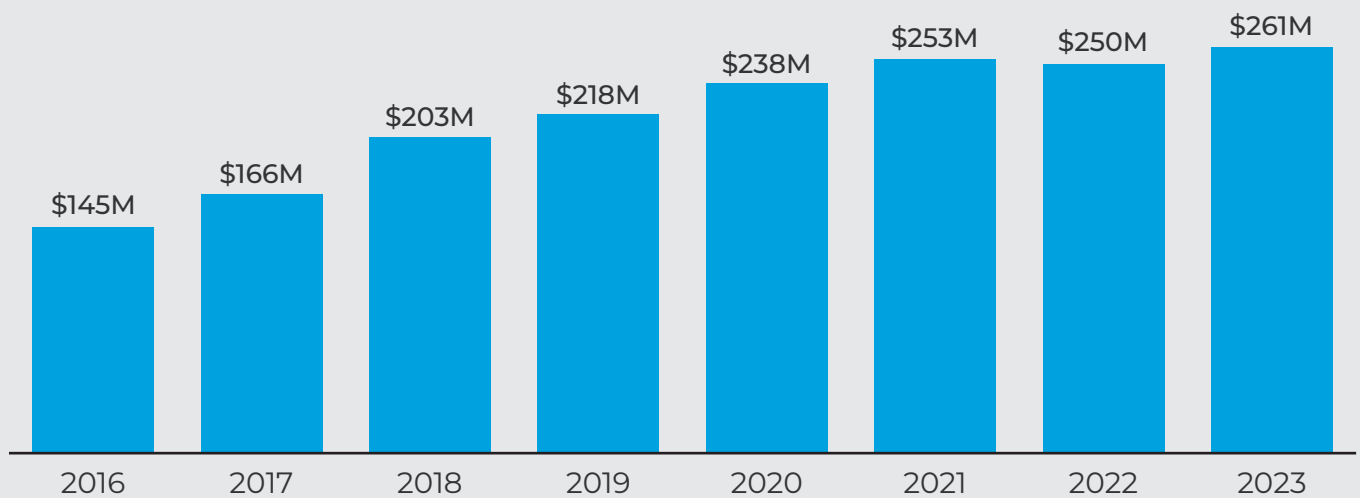
Source: U.S. Centers for Disease Control and Prevention

ESTIMATED NET BENEFIT TO THE STATE FROM OPPORTUNITY VILLAGE

For the 2023 fiscal year, the state of Nevada approved a budget of \$260.9 million for programs and services for people with intellectual and developmental disabilities. Over the next biennium, the budget is projected to increase by 25.8 percent to \$328.3 million in 2025. This funding supports service coordination, supportive living arrangements, family respite, and job and training programs.

In 2023, the Nevada ADSD served 7,863 people with intellectual and developmental disabilities at an estimated rate of \$33,185 per person. In the same time period, OV served 1,061 people. Applying the same cost of care and support services from ADSD operations to OV yields an approximate savings of \$28.2 million for Nevada as a result of OV's operations.

STATE BUDGET FOR PROGRAMS AND SERVICES FOR PERSONS WITH DEVELOPMENTAL DISABILITIES



Source: State of Nevada Governor's Finance Office

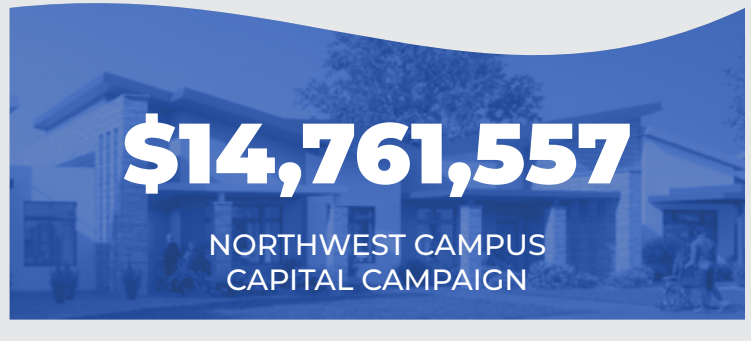
SOURCES OF REVENUE

In 2023, Opportunity Village generated a significant portion of its revenue through business-like operations, which created jobs and reduced the need for public funding. Outside of government support, contract sales and service contracts each accounted for 24.5 percent of OV's total revenue, making up 49.0 percent of the organization's total revenue combined.



GENERAL FUNDRAISING

Annual Giving	\$1,458,037
Betty's Village and Sean's Park	\$1,406,937
Community Events	\$1,296,839
Other	\$456,800
Total	\$4,618,612



2023 REVENUES BY SOURCE

25.9%

Government Support

24.5%

Contract Sales

24.5%

Service Contracts

17.1%

Fundraising

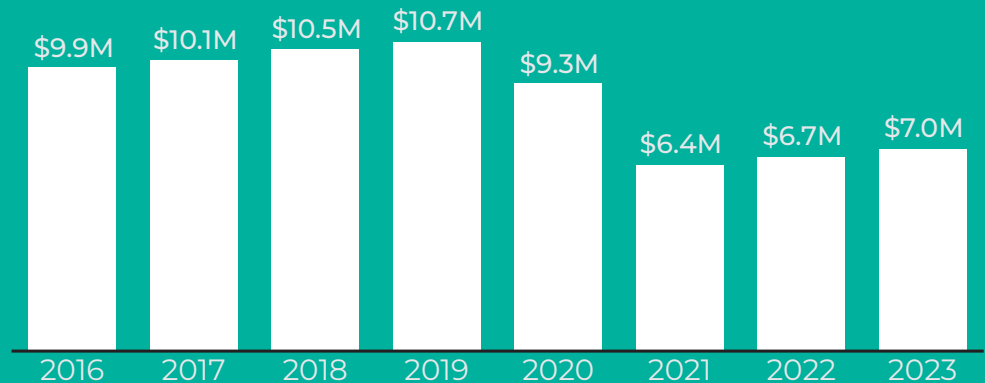
4.8%

Retail Store

3.2%

Betty's Village

GOVERNMENT ASSISTANCE TO OPPORTUNITY VILLAGE



OV provides essential services to major businesses across Southern Nevada. Through these business ventures, OV not only generates revenue but also creates meaningful employment opportunities for people with disabilities. Outside of government support, contract sales (24.5 percent) and service contracts (24.5 percent) were OV's largest sources of revenue in 2023. Combined sales and services were 49.0 percent of total revenues.

Opportunity Village provides essential services to many large businesses operating in Southern Nevada. Notable venues served by **OV Cleans** include Harry Reid International Airport and North Las Vegas City Hall. Cox also contracts with OV through **OV Solutions**, which provides a packaging and assembly service for consumer items. Many of these services have been on offer for years, with the **Rag Reclamation** program having saved resorts thousands of dollars a year by revitalizing old linens.

OPPORTUNITY VILLAGE'S BUSINESS SERVICES

OV Cleans⁺

Rag Reclamation

OV SOLUTIONS

Dessie's TABLE
A DIVISION OF OPPORTUNITY VILLAGE

Print Pals and Mail Masters

Button Brigade


Paper Pros

ESTIMATED NET BENEFIT TO THE STATE FROM OPPORTUNITY VILLAGE

After receiving \$7.0 million in government assistance in 2023, Opportunity Village provided Nevada taxpayers with a net benefit of approximately \$28.2 million for the year. Over the past five years, OV has saved the state a cumulative total of \$103.3 million.

Since the COVID-19 pandemic, Opportunity Village has continued to increase their community and financial value, with the total savings for the state now about \$5 million higher than in 2019.

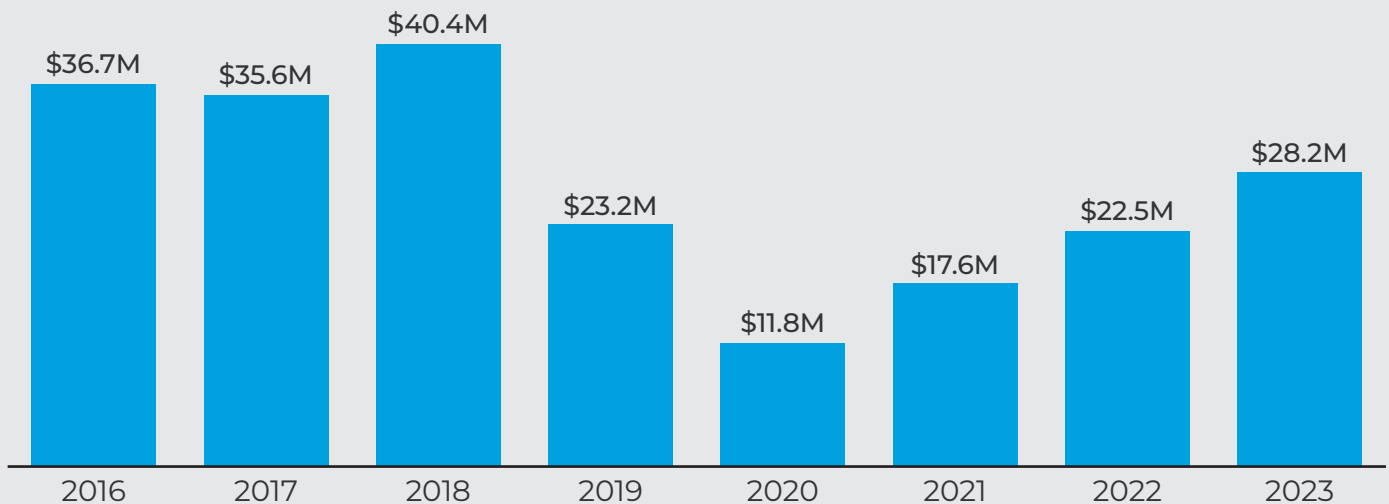
Today's figures are still significantly lower than the pre-COVID record high of \$40.4 million in 2018 due to less people being served. However, OV's savings for Nevada taxpayers continue a strong trend of post-COVID recovery seen over the last three years.



\$103.3M

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

ESTIMATED AMOUNT OPPORTUNITY VILLAGE SAVES NEVADA TAXPAYERS



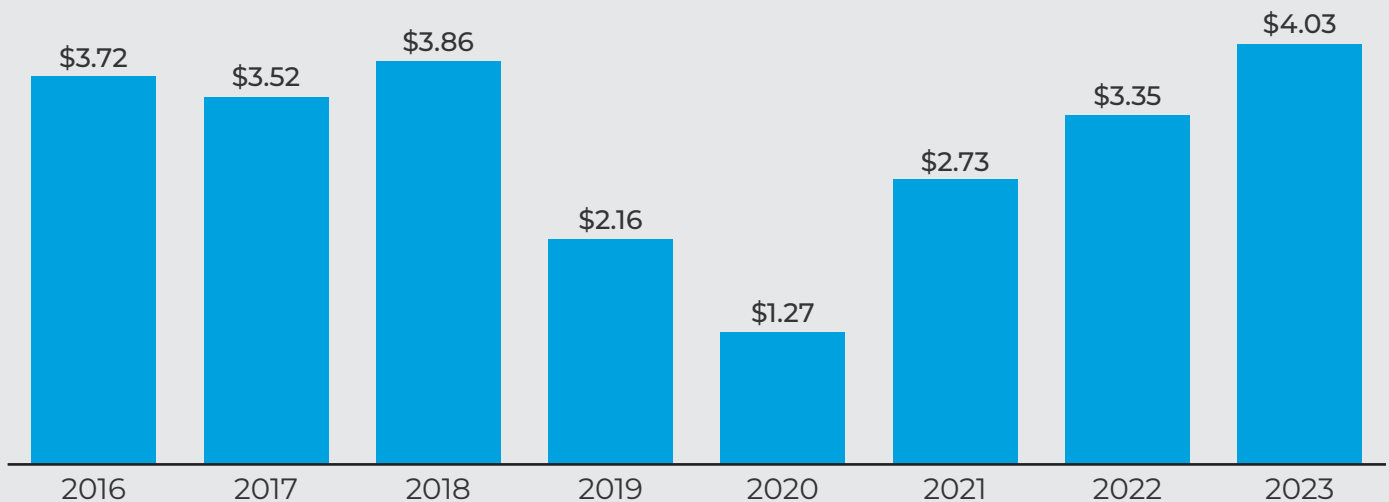
Source: State of Nevada Governor's Finance Office; Opportunity Village; Applied Analysis

GOVERNMENT SAVINGS RESULTING FROM STATE ASSISTANCE

Following the substantial disruption of normal operations during the COVID-19 pandemic, OV created a bevy of innovative processes to ensure a continuum of care for many of those they serve. The positive impact of these investments and innovations OV implemented in 2020 and 2021 are now coming to light. In 2023, OV managed to create a savings to the State of \$4.03 per dollar of government assistance provided, or a return on investment of 303.0 percent.

As compared to years prior to COVID-19, in which savings per dollar averaged \$3.32 and return on investment averaged 68.1 percent, OV's operations this year represent a significant increase in efficiency and potential fiscal benefit to the State. As the number of persons served annually continues to increase post-pandemic, so does the potential for the State and community to benefit from OV's increased efficiency and trend towards economies of scale.

STATE SAVINGS PER DOLLAR OF GOVERNMENT ASSISTANCE



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

RELATIONSHIP BETWEEN FISCAL AND SOCIAL CONCERNS

As Nevada’s population of individuals with intellectual and developmental disabilities grows, so does the importance and impact of OV. The increasing demand for independent living, life skills education, and employment programs signals a parallel rise in the need for services at hospitals, homeless shelters, and prisons. By investing in OV, the state and local governments can mitigate these costs, as OV serves as a vital alternative to welfare-type assistance for people with intellectual and developmental disabilities in Southern Nevada.

OV not only reduces reliance on government assistance but also creates programs that enable individuals to lead happy, healthy, and productive lives, generating cost savings for the state. In 2023 alone, \$3.6 million in earnings went to 1,061 individuals with intellectual and developmental disabilities through OV’s operations, resulting in \$20.0 million in total economic output generated by the people served by OV.

Over the past five years, OV’s operations have saved Nevada taxpayers an estimated \$103.3 million by providing employment opportunities to an annual average of 886 individuals. By investing in OV, state and local governments save money while empowering individuals to contribute meaningfully to the community.





ECONOMIC IMPACTS

QUANTIFYING THE ANNUAL IMPACTS OF
ORGANIZATIONAL OPERATIONS



EMPLOYMENT IMPACT FROM OPPORTUNITY VILLAGE

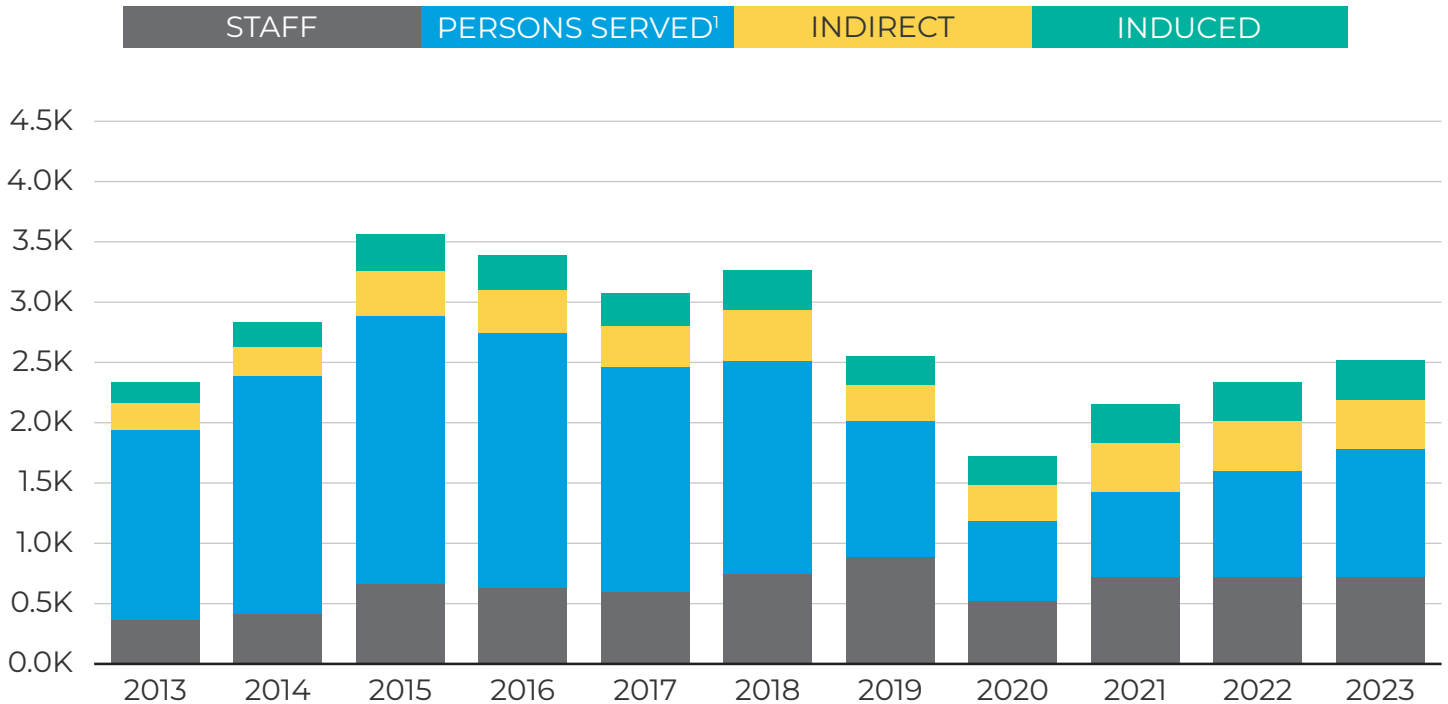
In 2023, Opportunity Village supported a total of 2,518 jobs, marking a 7.7 percent increase from the previous year and continuing a strong upward trend following the operational disruptions of 2020. Of these, 1,782 were direct employees, including 721 staff members and 1,061 individuals with intellectual and developmental disabilities participating in OV's programs. While those served by OV are not traditional employees, they play a critical role in the organization's success as producers of value for both OV and the local economy, and are therefore counted among those directly employed.

Beyond its direct employment, OV generates significant indirect and induced impacts. In 2023, OV's purchases from suppliers created 409 additional jobs, while spending by OV employees supported 326 more jobs in the local economy. These secondary employment effects demonstrate the far-reaching influence of OV's operations across various industries, including hospitality, retail, community relations, food services, operations, fine arts, information technology, and social services.

By offering career opportunities across a diverse range of fields, OV not only empowers individuals with intellectual and developmental disabilities but also strengthens the local economy through job creation and increased economic output.



HISTORICAL EMPLOYMENT IMPACTS



YEAR	STAFF	PERSONS SERVED ¹	INDIRECT	INDUCED	TOTAL
2023	721	1,061	409	326	2,518
2022	722	881	409	326	2,337
2021	723	701	408	325	2,157
2020	517	658	296	237	1,709
2019	879	1,129	300	242	2,551
2018	742	1,768	421	336	3,267
2017	590	1,867	339	272	3,068
2016	631	2,113	361	289	3,394
2015	657	2,221	375	300	3,553
2014	409	1,975	242	196	2,822
2013	358	1,583	215	176	2,332

Source: Opportunity Village; Applied Analysis; IMPLAN.

Note: ¹While not traditional employees, Persons Served are a critical measure of success for OV and are thus included in the measures of those employed. Data is for calendar year.

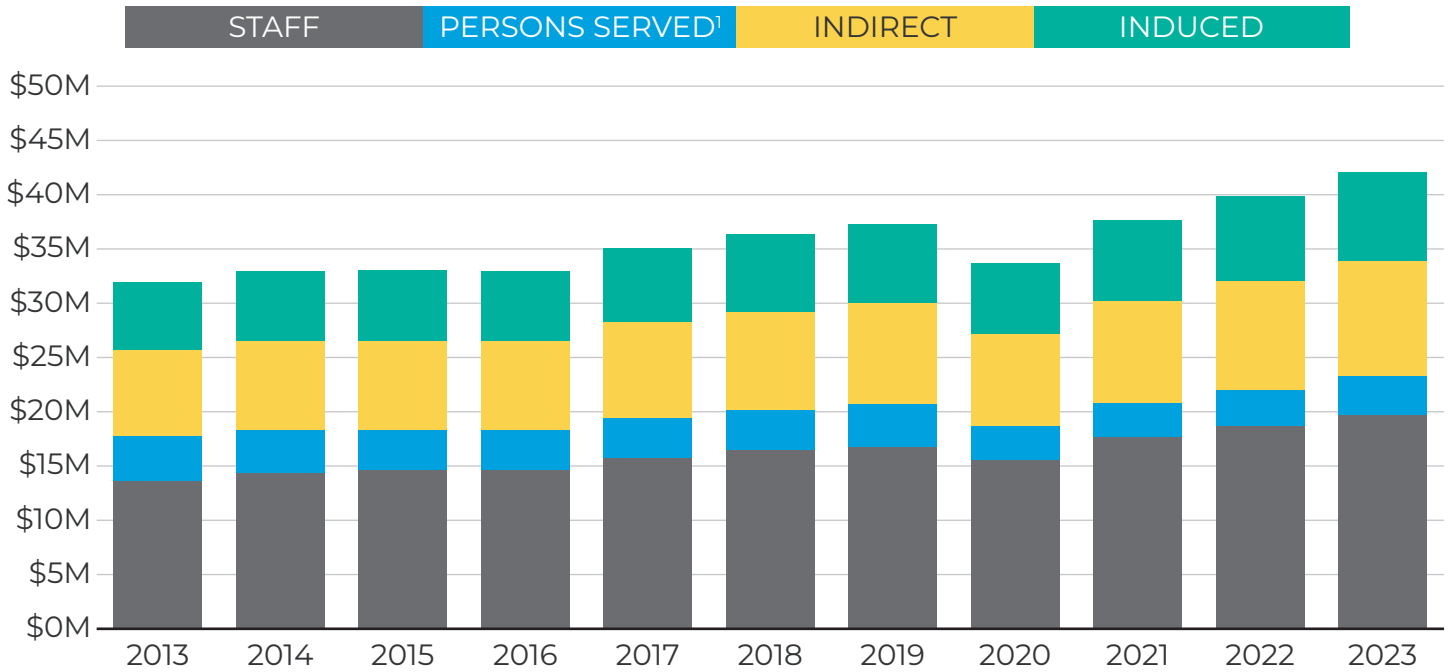
OPPORTUNITY VILLAGE'S WAGE AND SALARY IMPACTS

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 2023, OV paid \$23.2 million in direct wages and salaries. In addition to these direct wages, OV's operations supported indirect wages of \$10.6 million among their suppliers and induced wages of \$8.3 million via staff spending throughout the rest of the local economy. In total, all salaries and wages generated by OV totaled \$42.1 million, the highest ever recorded since this report's inception in 2005. This is an economic impact of \$16,727 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 a 5.6 percent increase in the total wages generated in 2023. Although this increase is driven partially by inflation, the increase in OV's reach and operations also contributed significantly. Over the last decade, total annual wages generated by OV have increased 32.0 percent, illustrating the growth in direct, indirect, and induced impacts on the local economy. Since 2013, OV has averaged \$35.7 million in wages generated as a result of their engagements.



HISTORICAL WAGES AND SALARIES IMPACTS



YEAR	STAFF	PERSONS SERVED ¹	INDIRECT	INDUCED	TOTAL
2023	\$19.7M	\$3.6M	\$10.6M	\$8.3M	\$42.1M
2022	\$18.7M	\$3.3M	\$10.1M	\$7.8M	\$39.9M
2021	\$17.7M	\$3.1M	\$9.5M	\$7.4M	\$37.6M
2020	\$15.5M	\$3.1M	\$8.5M	\$6.6M	\$33.7M
2019	\$16.7M	\$3.9M	\$9.3M	\$7.3M	\$37.3M
2018	\$16.5M	\$3.6M	\$9.1M	\$7.1M	\$36.3M
2017	\$15.7M	\$3.7M	\$8.8M	\$6.9M	\$35.1M
2016	\$14.6M	\$3.7M	\$8.2M	\$6.5M	\$33.0M
2015	\$14.6M	\$3.7M	\$8.2M	\$6.5M	\$33.0M
2014	\$14.4M	\$3.9M	\$8.2M	\$6.5M	\$32.9M
2013	\$13.6M	\$4.2M	\$7.9M	\$6.3M	\$31.9M

Source: Opportunity Village; Applied Analysis; IMPLAN.

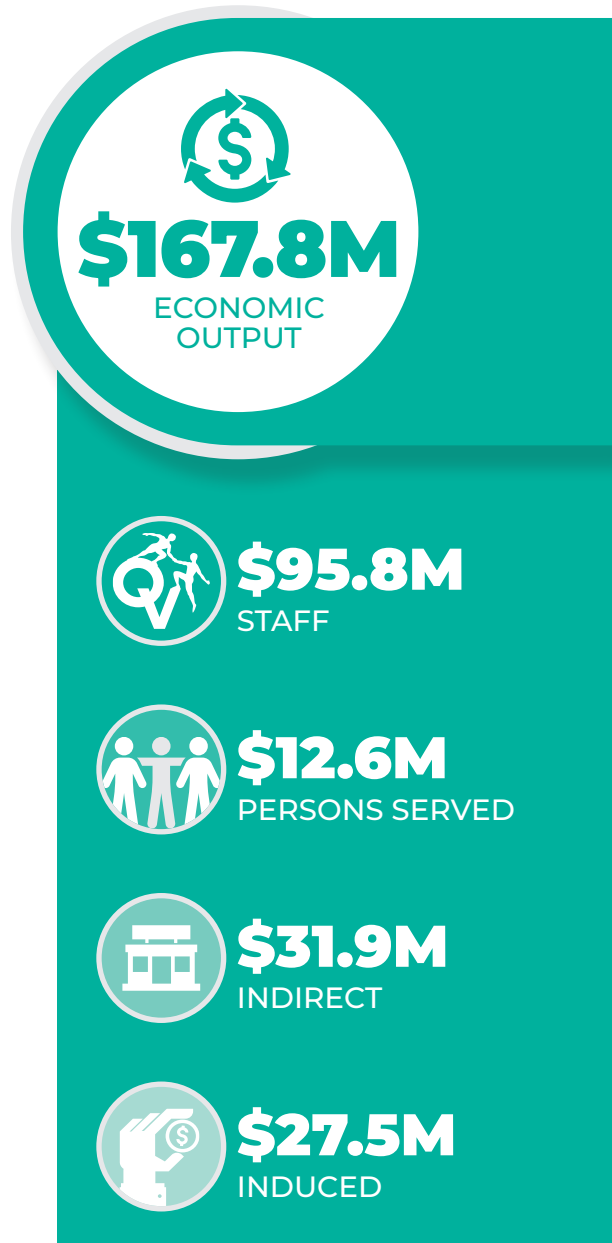
Note: ¹While not traditional employees, Persons Served are a critical measure of success for OV and are thus included in the measures of those employed. Data is for calendar year.

OPPORTUNITY VILLAGE'S ECONOMIC IMPACTS

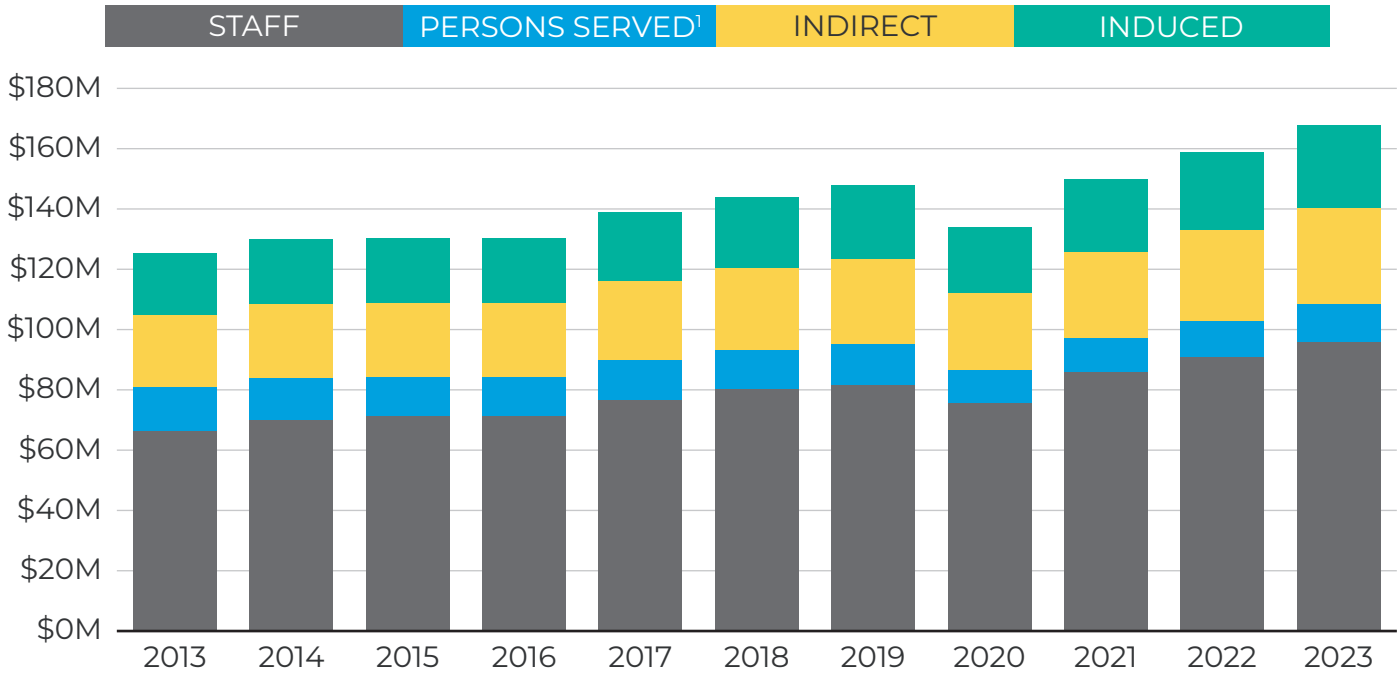
In 2023, via employment of direct staff and persons served, OV was directly responsible for generating \$108.4 million in economic output. In addition, indirect impacts from supplier and secondary purchases of OV totaled \$31.9 million, and the induced impacts from employee spending supported an additional \$27.5 million in economic output. Combined, the economic impact of OV's operations generated a record \$167.8 million for the local economy in 2023.

This \$167.8 million output was 5.6 percent higher than total output for 2022, garnering a historical peak performance. This year-over-year growth continues a steady overall trend of increasing total economic output over the last decade, with a total increase in 33.7 percent since 2013.

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 Southern Nevada economy as a whole. As OV continues to expand and launch new programs and events, their reach will continue to increase and bolster the surrounding community. This \$167.8 million in annual output is a clear example of the impact of a leading nonprofit like OV.



HISTORICAL ECONOMIC OUTPUT IMPACTS



YEAR	STAFF	PERSONS SERVED ¹	INDIRECT	INDUCED	TOTAL
2023	\$95.8M	\$12.6M	\$31.9M	\$27.5M	\$167.8M
2022	\$90.8M	\$11.8M	\$30.3M	\$26.0M	\$158.9M
2021	\$85.9M	\$11.0M	\$28.6M	\$24.5M	\$150.0M
2020	\$75.5M	\$11.1M	\$25.5M	\$22.0M	\$134.1M
2019	\$81.4M	\$13.9M	\$28.1M	\$24.3M	\$147.7M
2018	\$80.2M	\$12.7M	\$27.4M	\$23.7M	\$144.0M
2017	\$76.6M	\$13.1M	\$26.4M	\$22.9M	\$138.9M
2016	\$71.0M	\$13.1M	\$24.8M	\$21.5M	\$130.4M
2015	\$71.2M	\$12.9M	\$24.8M	\$21.5M	\$130.4M
2014	\$69.9M	\$13.9M	\$24.7M	\$21.5M	\$129.9M
2013	\$66.1M	\$14.8M	\$23.8M	\$20.8M	\$125.5M

Source: Opportunity Village; Applied Analysis; IMPLAN.

Note: ¹While not traditional employees, Persons Served are a critical measure of success for OV and are thus included in the measures of those employed. Data is for calendar year.

EMPLOYMENT BEYOND OPPORTUNITY VILLAGE

As Opportunity Village continues to expand its economic impact—growing at a compound annual rate of 4.9 percent over the last 19 years—it has also significantly broadened its reach in Southern Nevada. Over the past 70 years, OV has evolved from operating within a single industry to partnering with a diverse range of sectors through mission-driven collaborations and job training programs. This diversification enhances OV’s economic potential and financial sustainability.

A key aspect of this growth is the organization’s partnerships with over 170 businesses across Southern Nevada, providing employment opportunities for the individuals served by OV. This industry diversity not only strengthens the broader Southern Nevada economy but also enhances the stability and sustainability of OV’s impact. By offering a wide variety of job training and employment experiences, OV equips individuals with intellectual and developmental disabilities with the skills needed to succeed across multiple sectors, ensuring a lasting positive impact on both the individuals and the community.





SOCIAL IMPACTS

QUANTIFYING THE IMPACT
ON LOCAL COMMUNITIES



THE OPPORTUNITY VILLAGE MISSION

Opportunity Village has established strong community ties, connecting both individuals and corporate supporters across Southern Nevada. OV has successfully united over 130 corporate supporters and, over the past five years, has engaged an average of 11,040 individual volunteers annually. Through their various services and charity events, OV empowers, employs, and serves people with disabilities, demonstrating the tangible impact of corporate social responsibility (CSR) on the local community.



In recent years, CSR has become a greater focus for large companies, however, many struggle to quantify the return on investment for these programs. This is because the value of social impacts, such as improved quality of life or increased community pride, can be difficult to quantify. Despite this, there is a growing body of research that indicates CSR programs are linked to greater profits and influence consumer behavior.



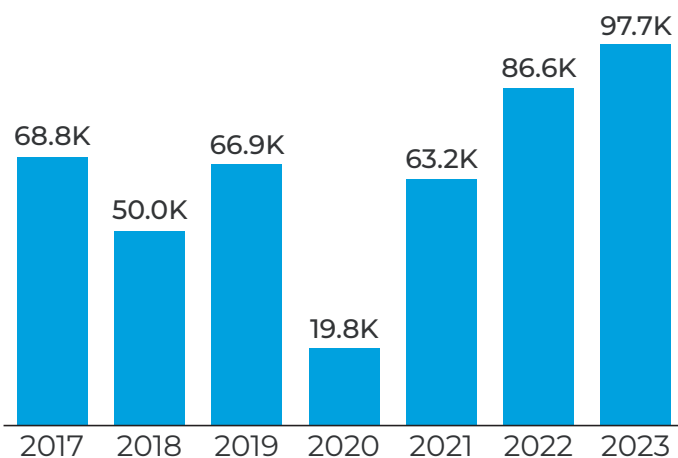
This is where OV's programs excel. By bringing contributors and community stakeholders together, OV demystifies CSR for businesses in Southern Nevada. Their efforts make the concept of CSR digestible by providing direct insights and actionable examples of how corporate support can benefit the Southern Nevada community. OV's activities not only enhance the lives of people with intellectual and developmental disabilities but also showcase the broader social value of corporate engagement in CSR initiatives.

VOLUNTEER IMPACTS AND INVOLVEMENT

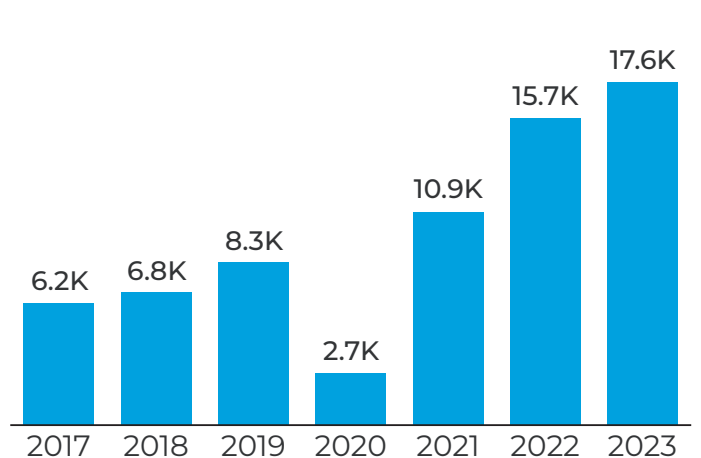
Opportunity Village has become a powerful force in bringing the community together through its steadily growing volunteer program. In 2023, volunteer hours reached a historic peak of 97,684, a 12.8 percent increase from 2022 and a remarkable 33.0 percent increase over pre-pandemic averages. This surge in volunteer engagement reflects not only a recovery from pandemic disruptions but also the success of OV's focused efforts to expand its volunteer programs and deepen community involvement.

The number of volunteers has also seen substantial growth, rising to 17,571 in 2023, an 11.7 percent increase from the previous year and more than double the number of volunteers engaged during the pandemic low in 2020. This growing base of volunteers highlights OV's ability to unite the community around its mission, as people from all walks of life come together to support those with intellectual and developmental disabilities.

ANNUAL VOLUNTEER HOURS



NUMBER OF VOLUNTEERS



A significant portion of these volunteer hours, over 50,000, was dedicated to the “Magical Forest All Event Support,” emphasizing the event’s popularity and importance within OV’s activities. As volunteer participation increases, the distribution of effort across various areas of the organization has remained stable, demonstrating OV’s effective coordination of volunteers to meet its needs.

While the average number of volunteer hours per person in 2023 (5.64) remains slightly below pre-pandemic levels, the increase in the overall number of volunteers has more than compensated, resulting in higher total hours. This shift from a smaller, more dedicated group of volunteers to a larger and more diverse pool illustrates how OV is growing its volunteer base while continuing to mobilize the community in meaningful ways.

Overall, the consistent rise in both volunteer numbers and total hours reflects OV’s success in fostering a deep sense of connection and shared purpose within the community, ensuring the organization’s programs and events remain vibrant and impactful.

COMMUNITY IMPACT STORY

Joe’s lifelong aspiration of joining the Army became a reality thanks to the Nevada National Guard. Through an honorary soldier experience, Joe was able to live out his dream in full force.

He spent a day that commenced with the issuance of a specialty fitted uniform, followed by a swearing-in ceremony. Throughout the day, Joe enjoyed up-close encounters with military vehicles such as a Humvee, tank, and helicopter. Guided facility tours of the Las Vegas Army Aviation Support Facility and Clark County Armory provided him with invaluable insights into military operations.

A highlight of this special day was Joe’s visit to the Engagement Skills Trainer, where he seized the opportunity to fire an M-4 rifle.

Joe’s journey was marked by achieved promotions, as he progressed from Corporal to ultimately achieving the esteemed position of First Sergeant.

Undoubtedly, it was a day with unforgettable moments and cherished memories.

Meet Joe:
The Public Servant



ANNUAL COMMUNITY EVENTS



HALLOWEEN
AT THE MAGICAL FOREST

29K ATTENDEES **\$68.9K** RAISED



Camelot

320 ATTENDEES **\$756.7K** RAISED



Magical Forest
AT OPPORTUNITY VILLAGE

62K ATTENDEES **\$324.5K** RAISED



8K ATTENDEES

\$140.4K RAISED

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 opportunities for independent living and employment offer a clear goal for others to strive for and serve as a source of hope for individuals and families affected by intellectual and developmental disabilities. In addition, OV's job placements generate community awareness of 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 and visitors to participate, helping boost the tourism industry and economy.



IMMEASURABLE COMMUNITY IMPACTS OF OPPORTUNITY VILLAGE

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 or being active members of the workforce. Through deconstructing stigmas by demonstrating acceptance, OV empowers and engages people with intellectual and developmental disabilities.

OTHER IMMEASURABLE SOCIAL IMPACTS INCLUDE:



- Improving the quality of life of 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)

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.



Opportunity Village - Linda Smith and Christopher Smith Family Campus

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



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