

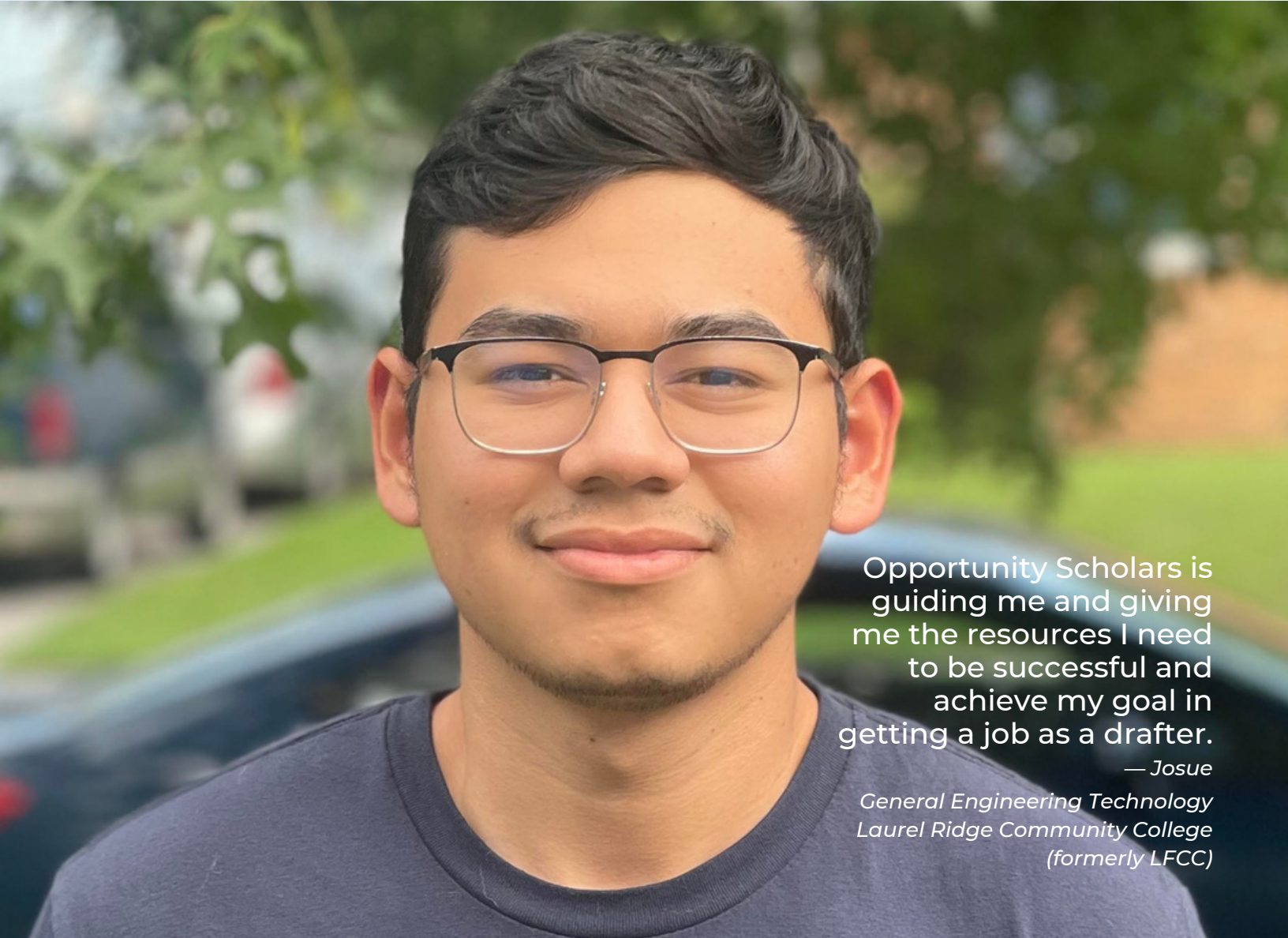


Opportunity Scholars

ANNUAL  
REPORT

2021

**Empowering EVERY student  
with the tools for success!**



Opportunity Scholars is  
guiding me and giving  
me the resources I need  
to be successful and  
achieve my goal in  
getting a job as a drafter.

— Josue

*General Engineering Technology  
Laurel Ridge Community College  
(formerly LFCC)*

## WHO WE ARE

Opportunity Scholars is a 501(c)(3) organization comprised of a team of passionate professionals including school leaders and community partners. We enable students with limited means to achieve the education they need for sustainable employment.

## MISSION

Opportunity Scholars provides a pathway for students to achieve a good career and a good life. We believe that supporting high value education and training for our youth is an investment that strengthens local families, local communities and the local workforce.

Through our collaboration with students, their families, local schools and community business leaders, we create successful futures for our young people and build a pipeline of professional, career and technology workers to invigorate local economies.

## VISION

Every student — regardless of life circumstance — will be empowered with the tools for success.

## VALUES

1. **Perseverance** - Never give up!
2. **Serving others** is the source of joy.
3. **Families** are united as one team.

# From the CEO

To our friends and supporters,

I am pleased to share with you the first annual report for Opportunity Scholars. While we spent 2020 basically getting organized and putting the foundation for our organization in place, 2021 was effectively our first year of operation and the year in which we began enrolling students to help them achieve their education and employment goals.

And what a year it has been! We engaged over 100 students and built working partnerships with our colleagues at Winchester Public Schools, Laurel Ridge Community College (formerly LFCC), and Shenandoah University, along with many great community organizations and individuals too numerous to name here. As has been said, it will take everyone working as a team if we are to help ALL students set and achieve goals for a prosperous future built on a relevant education and personal skill set.

Our board of trustees grew to a total of nine trustees as we welcomed Kristina Boulweiri, Bernard Mustafa, Lorna Magill and Rod Williams to our ranks. They have proven to be wonderful additions bringing new ideas and energetic support in all areas. We began our fundraising efforts and now count a growing number of supporters who have stepped forward to make our vision of “empowering EVERY student with the tools for success” a reality.

The most exciting news to share however is that we have incredible plans for the future. Opportunity Scholars plans to enroll AT LEAST 1,000 STUDENTS by 2025. We aim to CUT IN HALF the number of kids who leave an Opportunity Scholars high school without a career path to a high-wage, high-demand profession!! Finally, we seek to produce over 1,000 new skilled workers for LOCAL businesses to grow and help our LOCAL communities attract new businesses to make every person part of this great education-enabled US economy.

In 2022 we plan to expand into Frederick County, Clarke County and Loudoun County, doubling the number of students we serve. We are in active discussions with all the needed partners to make this growth plan a reality. As the pandemic recedes (he said hopefully), we anticipate fully utilizing the new Opportunity Scholars offices opened this year in Winchester and growing our programs there while we expand into new geography simultaneously.

In closing, let me invite you to join us in making this great economy work FOR ALL FAMILIES by considering the following:

- Nominating students who could fit with our program and who have interest in technical and professional careers;
- Volunteering to assist Opportunity Scholars staff in person or by connecting us with churches or other community organizations who might help us spread the word to students and families that need our support;
- Providing financial support to either our Education Fund or Operating Fund.

*God bless you all,*

JKS  
Chair, Board of Trustees  
Interim CEO

*CEO Knox Singleton (right) stands with pro-football great and business executive Charles Mann, who served as a keynote speaker for the Opportunity Scholars Career Camp. Mann talked to students about his life, his struggles and his successes.*



Opportunity Scholars  
*Pathways to Success*

LETTER FROM THE CEO



# PAULA

Thanks to Opportunity Scholars, I'm now in the Accounting Program at Shenandoah University. I'm getting my education and networking with people in my future career!

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# BRYAN

I'm so grateful to Opportunity Scholars for helping me pay for my Electrician coursework at Laurel Ridge Community College (formerly LFCC).



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# JUDITH

I've always been interested in helping people in the healthcare field. Opportunity Scholars has helped me navigate through the process of getting into college.





# 2021: GREAT LAUNCH AND CONTINUED MOMENTUM!

Despite COVID interrupting school schedules, the 2021 Opportunity Scholars launch was a great success. We began functioning operationally and connecting with interested students and their families in the first quarter of 2021 and subsequently greatly surpassed our end-of-year goal of 50 students admitted to the program.

In July, Opportunity Scholars held its first Career Camp — a considerable achievement with more than 60 students and their families attending. Attendees learned how Opportunity Scholars can support and guide them toward successful careers, listened to inspirational speakers, and interacted with successful technical and professional workers.

Opportunity Scholars hosted a dinner at Shenandoah University with Washington Football Great Ken Harvey as our dynamic and inspirational keynote speaker. Approximately 200 students, families and staff attended.

By the end of 2021, 89 students were involved in our program at varying levels, with another 15 students in the admission assessment process.

Opportunity Scholars' Education Fund supported:

- Students taking dual enrollment classes
- Students enrolled at Laurel Ridge Community College (formerly LFCC)
- Students enrolled at Shenandoah University

Current career paths among our students include:

- Electrician
- Cybersecurity Technician
- Associate Degree in Nursing
- Accounting
- Dental Hygiene
- Computer Aided Design



*Pro football great Ken Harvey stands with students on Day 3 of the Opportunity Scholars Career Camp. Harvey is now a motivational speaker who says he doesn't want to be known only as an NFL player, but also for his good works.*

# SCHOLAR DEMOGRAPHICS

The following data demonstrates 2021 end-of-year scholar representation in the categories of income/socioeconomic standing, parent education level, ethnicity/race and gender.

TOTAL NUMBER OF STUDENTS WE HAVE ENGAGED: 89

## Family Income

*Based on information gathered from our students' Free Applications for Federal Student Aid (FAFSA), Summary Aid Reports (SAR) and Estimated Family Contribution (EFC):*

- 85% of our students are from low-income socioeconomic backgrounds.
- 15% fall into a lower middle-income bracket.

## Family Background

- 90% of our scholars report that they will be first-generation college attendees.
  - More than 60% of our scholars' parents attained education no further than middle-school level.
  - 30% of our scholars' parents are high school graduates.
  - 10% of our scholars' parents pursued some college or a certificate program.
- Hispanic scholars are among the population whose parents have the least education and highest financial need.

## Ethnicity/Race

- Approximately 86.5% are minority students, broken down by numbers of students here:
  - 56 Hispanic-Latino
  - 12 African American
  - 4 Bi-racial
  - 17 White

## Gender

- Out of 89 scholars, 49 are female and 40 are male.

# 2021

## FINANCIAL SNAPSHOT



Opportunity Scholars  
Pathways to Success

Because 2021 was essentially the first full year of operation for Opportunity Scholars, most funds raised were used to build the Education Fund.

Donations/grants	\$656,767
Operating Expenses	
Programs/Education	141,540
Administrative	24,568
Fundraising	6,468
Total Expenses	\$172,576
Contributions to the Education Fund	\$484,191

*The Education Fund pays for the expenses of Opportunity Scholars students while they are engaged in career and technical training and in their studies at Community College and/or University. Since there are a rapidly growing number of students in the OS program, much of the Education Fund is already committed to their future education expenses. There is an urgent need to increase donations to this fund as we increase the number of students enrolled in the OS program.*

*Figures presented here are pending as we await completion of the audit of 2021 financial statements.*

2021 FINANCIAL SUMMARY

# Board of Directors Officers



## J. Knox Singleton, CEO

After 35 years working as the CEO of Inova Health System, Knox technically “retired” but continues to serve people in a variety of ways. He was named CEO of the year by both Virginia Business and the Washington Business Journal. In addition to co-founding and serving as the CEO of Opportunity Scholars, he is also Board Chair of Healthcare Realty Trust, a co-founder and board member for The Global Good Fund, Board Chair for the Winchester Rescue Mission, and holds director and board officer positions for many other organizations. He serves as Executive in Residence for Healthcare Management in the Shenandoah University School of Business. Knox earned his bachelor’s degree in Business Administration from the University of North Carolina and a master’s degree from Duke University. He resides in Winchester, Va., with his wife. Together, they have seven children.



## Scott Miller, Board Secretary

Scott is Director of the Virts-Miller Family Foundation, and owner and vintner of Selma Estate Wines, based in Napa Valley. He is a co-founder of Opportunity Scholars, President and Chairman of the Loudoun Education Foundation, President and Chairman of the children’s musical therapy foundation A Place To Be, is a Trustee of Shenandoah University, INOVA Hospital Foundation Trustee, and is an Advisor to the Loudoun Public School System’s Academy of Engineering and Technology. Scott earned his master’s degree in Engineering from the University of Pennsylvania. Scott and his wife, Sharon Virts own the historic Selma Mansion in Leesburg and are currently renovating the estate.



## Tracy Fitzsimmons Ph.D., Board Treasurer

Tracy is the President at Shenandoah University leading the institution of over 4,000 students, 900 faculty and staff throughout their campuses. She received her undergraduate degree in politics from Princeton University and her master’s and doctoral degrees from Stanford University in Latin American studies and political science. Tracy serves on the board of directors for Shenandoah Telecommunications, Inc., Blue Ridge District BB&T Bank, Loudoun Education Foundation, and is the President of the ODAC conference. She lives in Winchester with her husband and three children.



# Board of Directors

## Members



### Fred Thompson

Fred is the business partner and Chief Administrative Officer at Thompson Hospitality. He received a B.A. degree in Classical Studies from Hampden Sydney College and an M.A degree in Public Administration from University of Virginia. Fred is the 2022 Chair of the Board of Directors of the Virginia Chamber of Commerce, sits on the board of the Global Good Fund Foundation, and is part of the Deacon Ministry at the Vienna First Baptist Church. He resides in Ashburn and has one son, Fred Thompson III (Trey) who is a student at Virginia Commonwealth University.



### Julie Hart Overbaugh

Julie is the Director of Operations for Opportunity Scholars. She is a lifelong resident of the Shenandoah Valley and graduated from Lord Fairfax Community College. Julie has over 24 years of extensive experience for two national non-profit organizations overseeing education, mission, outreach, development and fundraising programs. She most recently worked as the Business Administrator at Open Door Church and was their Youth and Preschool Program Director. Julie served as board president for Friday's Child Adoption Agency and was a board member and treasurer at the American Cancer Society. She resides in Winchester with her husband, Tony and their three children.



### Rod Williams

Rod has over 28 years experience in the leadership and healthcare setting and brings a wealth of knowledge in community engagement, financial and strategic planning, and operational management. Rod earned a B.A. degree in Business Management from Clark College and his Master's of Public Health from the University of Pittsburgh. He serves as a Fellow on the Advisory Board for the American College of Healthcare Executives, a member of the National Association of Healthcare Executives and Rotary Club.

# Board of Directors

## Members



### Kristina Bouweiri

Kristina is the CEO and President of Reston Limousine, Washington DC's premier transportation provider. She is the founder of the monthly networking program, Sterling Women and co-founder of the annual Virginia Women's Business Conference. Kristina has served or currently serves on boards around the DC region and beyond, including Enterprising Women magazine DC Chamber of Commerce, Leadership Greater Washington, Northern Virginia Community College, Inova Loudoun Hospital Foundation, and Loudoun CEO Cabinet, among others. She also is a member of the Dean's Advisory Council at George Mason University's School of Business, where she helped launch a Women in Business Initiative program to support students, alumnae and other businesswomen.



### Lorna Martinez Magill

Lorna has over 25 years of experience in the private, public, and non-profit sectors. She has served as a Chief Financial Officer for organizations in a variety of industries. She believes in giving back to her community and lends her expertise as a member of numerous advisory boards and coalitions. She is passionate about education and presents financial related training to entrepreneurs, non-profits and individuals. She is a Certified Public Accountant as well as a Certified Global Management Accountant and received her bachelor's degree in accounting from the University of New Mexico as well as a certificate in Non-Profit Management. She attended the high-performance Business Program at Dartmouth Universities, Tuck School of Business. Lorna is a first-generation college graduate and is passionate about helping youth obtain a higher education. In her spare time, Lorna enjoys spending time with her husband, three grown sons and her extended family and friends.



### Bernard Mustafa

Bernard is the Co-Founder and CEO of BE FIT Technologies which is a family business focusing on wellness and fitness. He was the managing partner of PVBS since 2003 and was recognized as the premier and leading Microsoft ERP partner for government contractors. Bernard has served in numerous local and national organizations including past chair of Community Foundation of Northern Virginia and honorary trustee of the Loudoun Education Foundation. In 2015, Bernard was appointed by Governor Terry McAuliffe to the Board of the Center for Innovative Technology. Bernard holds a B.S. in Accounting from the University of Baltimore and an MBA Morgan State University. Bernard served in the United States Army and is a Vietnam Veteran and is a member of All Souls Church where he is a treasurer and Board of Trustees Member. He resides in Broadlands with his wife, Daphne and they have five children.

# Community Advisory Group

In addition to our Board of Directors, Opportunity Scholars relies on the input and connections of our Community Advisory Committees for the regions we serve. These groups consult, strategize and provide outreach for the development of opportunities for our students.

## Co-Chairs



### Andy Vipperman

Andy Vipperman is from Winchester, Virginia. He is a graduate of John Handley High School, received a Bachelor's Degree in Psychology from Hampden-Sydney College, a graduate certificate from Shenandoah University in Public Policy, and a Master's Degree in Human and Organizational Studies from George Washington University. After college, Andy returned to Winchester and worked for the Winchester Police Department and later for the U.S. Government. Currently, Andy serves as President and Chief Marketing Officer for Legacy Synthesis and dedicates his free time to his family and numerous community causes, various non-profit organizations, and community causes. His motto is "People First."



### Mady Rodriguez

Mady Rodriguez is a community advocate and leader who has been heavily involved in the local Latino community for over 25 years. She is the President of the Winchester Education Foundation, Vice President of Arte Libre VA, advisor to the Opportunity Scholars Board, and board member of the Douglass Park Family Day Foundation and "I'm Just Me" movement. Her experience includes working with various populations in both the academic and medical sectors. She obtained her Master's Degree in Human Services in 2015 and is a proud Latina working hard to make a difference and be a vessel for others to have opportunities to truly be the best they can be. She is a case manager for infants with disabilities and a medical social worker for the local hospital system. Mady is also a professor at LFCC and Shenandoah University.



Opportunity Scholars  
Pathways to Success

# CONTACT US!

To learn more about Opportunity Scholars,  
visit our website:

[www.opportunityscholars.org](http://www.opportunityscholars.org)

Or email us:

[info@opportunityscholars.org](mailto:info@opportunityscholars.org)

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Opportunity Scholars has helped me find the right program — Computer Aided Drafting at Laurel Ridge Community College (formerly LFCC) — and has given me the push I needed to continue pursuing my career.

— Valentin

CONTACT US!