

2022

ANNUAL REPORT



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



About Opportunity Scholars

Opportunity Scholars bridges the gap between families, schools and businesses, creating accessible and affordable pathways for low/middle income high school students to further their education and secure jobs in high-demand industries. In this way, we help build a pipeline of professional and technical workers to invigorate local economies, meet the needs of industries and secure the financial future of all young people in the communities we serve.

Our unique approach continues to gain recognition throughout Virginia and has been endorsed in the Virginia Chamber of Commerce's Blueprint Virginia 2030:

“Support community-based efforts like the Opportunity Scholars Program that seeks to better prepare all students for life after high school through community engagement, career counseling for different pathways, and financial support such as income sharing agreements.”

www.opportunityscholars.org

918 S. Braddock St., Winchester, VA 22601

540.931.1084

CEO Message

To our friends and supporters,

It is exciting to share the Opportunity Scholars 2022 Annual Report with you. This is my second year penning an Annual Report and I do it this time with some trepidation. That tinge of anxiety is due to a little voice that asks, "Can things for Opportunity Scholars actually be as good as they look and feel?" I am allowing myself to calm down enough to say "Yes! By all means, yes!" Our students, their families and our wonderful partners and supporters are daily blessing Opportunity Scholars. So, I am truly pleased to share this report with you.

Starting with the basics: Opportunity Scholars is first and foremost a critical CONNECTOR in our divided society! Our country's workforce development system suffers from a high degree of DISCONNECTION!!! Sadly, our dedicated educators struggle to connect with low- and middle-income students and families. Government workforce agencies struggle to identify and connect with low-income men and women who need their services. Employers who are willing to train young student workers, offer apprenticeships and employment, etc., can't adequately connect with the workers they seek to assist with these services.

Unfortunately, the low- and middle-income students and their families have virtually NO knowledge that any of these resources exist to help them. Thousands of students and families desperate to be part of the great economy this country offers simply don't know who or where to turn for support, training — and yes, frankly — a little love.

That's where Opportunity Scholars comes in. We are the TRUSTED CONNECTOR who knows where that help is located, who can be trusted, and who speaks their language — in more ways than one. Almost UNIQUELY, Opportunity Scholars knows where to get that training, that good job, that targeted financial aid and the good life these kids and young adults deserve.

Our own connections are growing RAPIDLY — more students, more families, more schools, more businesses, more student sponsors, more universities, community colleges, apprenticeships, etc., etc.

I hope this Annual Report lets you see clearly how we are transformational in our growing impact and also how you might help us grow even faster. Trust me when I say there are hundreds of deserving students and families waiting in desperation — not for a hand out, but a hand up — just an OPPORTUNITY!! But Opportunity Scholars is also dependent upon you, our supporters, our business partners, our educators, for that ability to continue to grow our impact.

We thank you in advance for all you do to allow that impact growth to accelerate even further in 2023.

God bless you all,
Knox Singleton



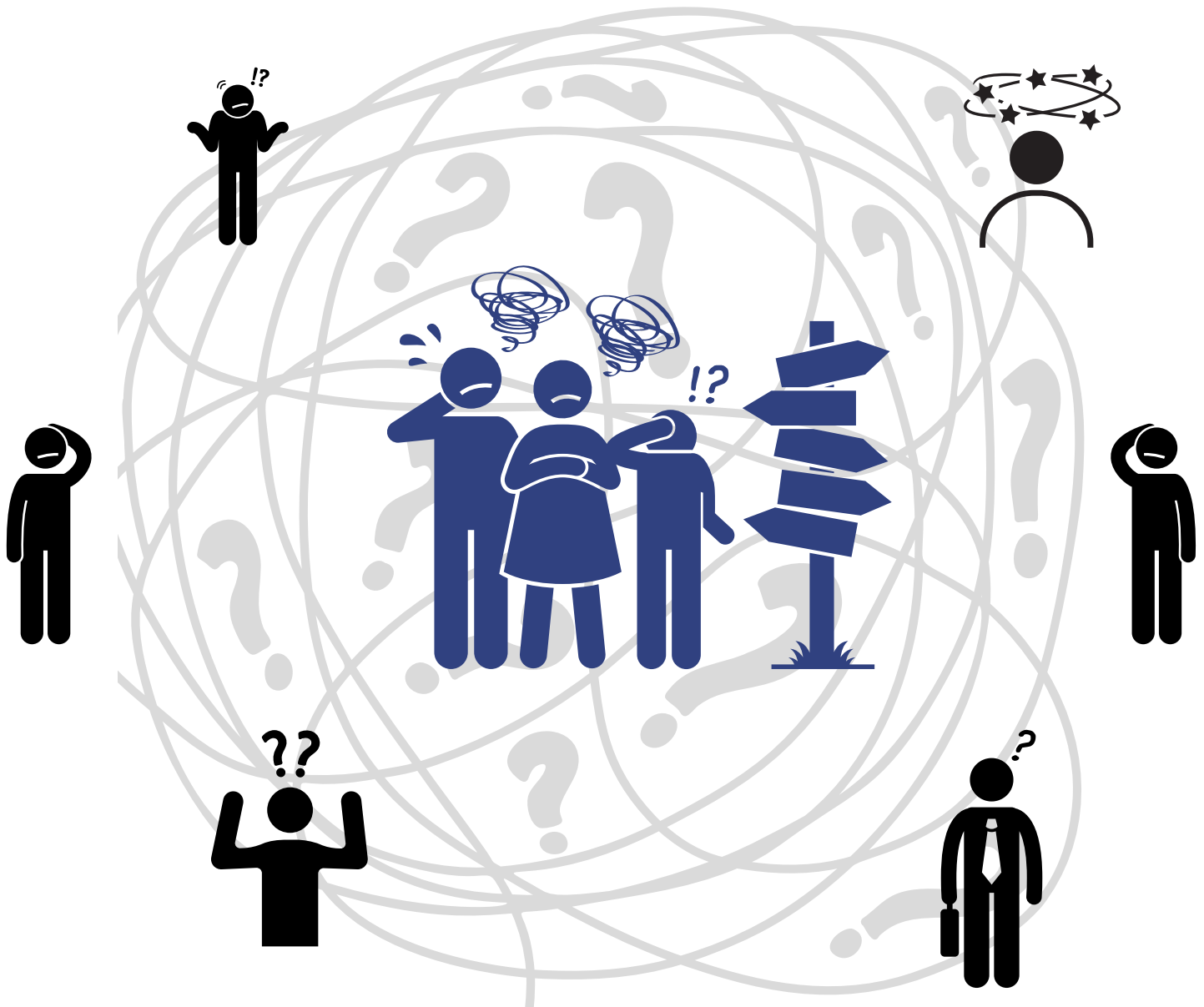
J. Knox Singleton “

Thousands of students and families desperate to be part of the great economy this country offers simply don't know who or where to turn for support, training — and yes, frankly — a little love.

That's where Opportunity Scholars comes in.

THE PROBLEM:

Today's workforce development system is hopelessly disconnected and broken.



The current system of helpful resources is almost entirely unconnected and is therefore largely ineffective.

Low- and middle-income families are not aware of the many services and support available from various government, education and business entities.

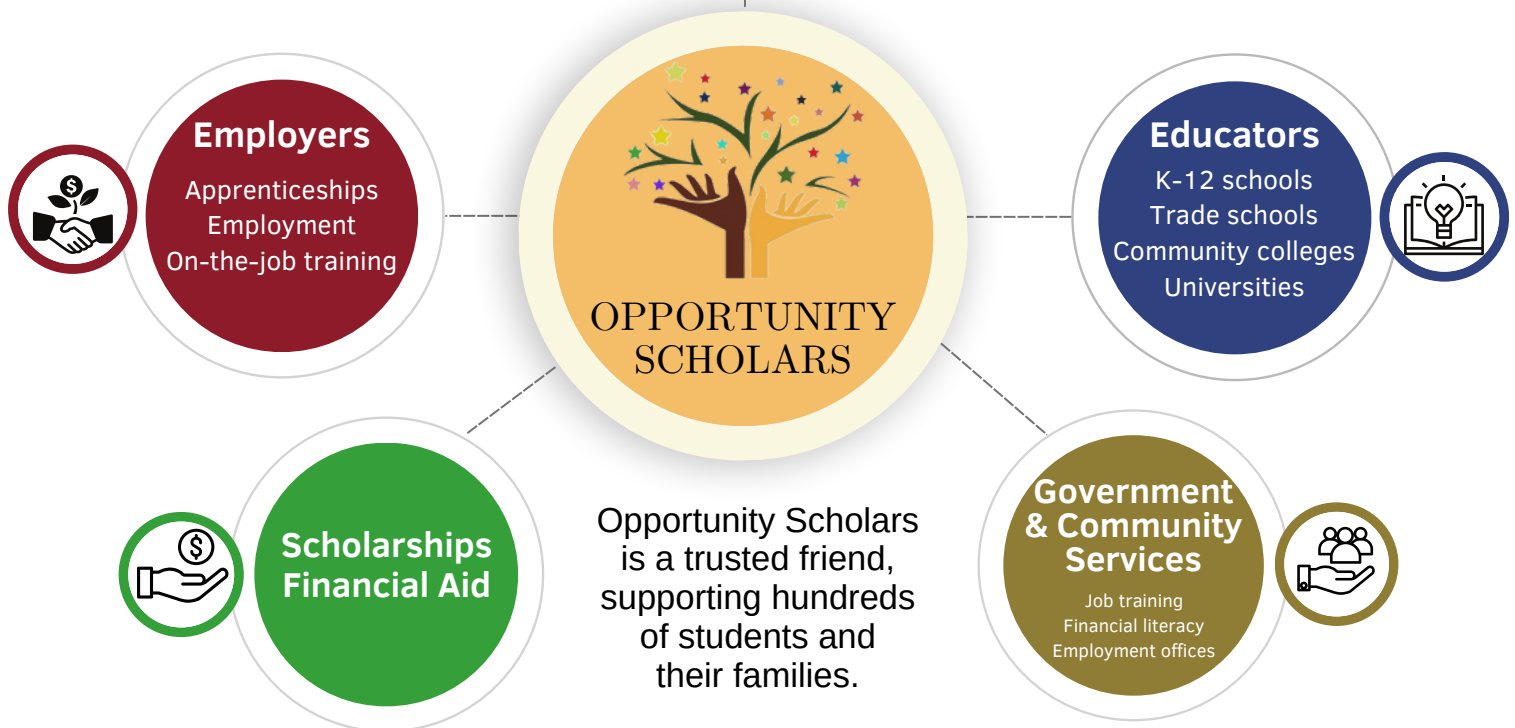
Conversely, government, educators and business entities cannot connect with the students who need training and employment.

THE SOLUTION:

**Opportunity Scholars connects students and their families
with all they need to secure successful careers!**



Low- and middle-income
students and their families



We connect with each student personally:
where they live, what they dream about becoming, what they need to succeed.

We also know the businesses that will employ and train young adults,
apprenticeships that will prepare them for a trade,
hospitals that will help them become healthcare workers,
and scholarships and workforce programs that will pay for all of the costs.

We ARE the missing link!

We guide, connect, finance and engage students to
achieve their dreams of career success!

2022 Year in Review

New Office Dedication

U.S. Senator Mark Warner — along with dozens of business, education and community leaders — attends the Opportunity Scholars office dedication ceremony in Winchester.



MOU Signing

Opportunity Scholars and Laurel Ridge Community College make their partnership official with a Memorandum of Understanding Ceremony.



Dream BIG Career Camp

Our 2022 career camp brought together 75 students on the campus of Shenandoah University for a fun introduction to the program and an inspiring look at their futures.



2022 FINANCIAL SNAPSHOT

Figures presented are awaiting final completion of our 2022 financial audit.

Revenue (donations/grants)	\$355,217
Operating Expenses	
Programs/Education	265,631
Administrative	19,347
Fundraising	17,547
Total Expenses	\$302,547

Growth

Opportunity Scholars (OS) first began working with students at Handley High School in Winchester, Va. in 2021. During the first school year, we engaged approximately 100 students, exposing them to high-demand, good-wage, meaningful careers that create social mobility. As other schools learned about the effectiveness of the program, we began to experience rapid growth.

Our goal is to rapidly expand the number of students while rapidly expanding the number of new schools, businesses and community organizations with whom we work.

By February of 2023, our student engagement reached 276 and our expansion into Loudoun County has begun.

During calendar year 2022:
x2 Student engagement doubled.
&
x3 our education partners tripled!

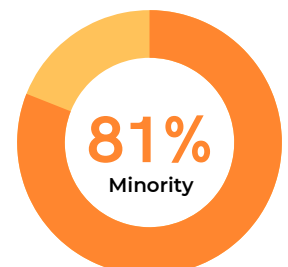
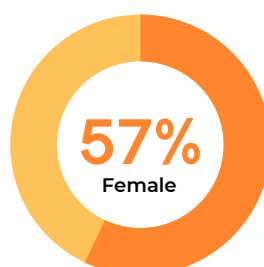
2022 Education Partners

Handley High School
James Wood High School
Millbrook High School
Sherando High School
Clarke County High School
Laurel Ridge Community College
Shenandoah University

Student Demographics

Out of 276 students, 57% are female and 81% are from underrepresented groups.

73% Hispanic/Latino
7% African American
5% White
1% Asian
14% Unspecified



Our first graduates

In December of 2022, we watched our first three scholars become dental assistants. They are on their way to securing successful careers — and will be giving back to future scholars!

As a first-generation college student, Kaylin Hernandez Hurtado says Opportunity Scholars helped her academic journey every step of the way, beginning with the initial application process and ultimately helping find job prospects: "Opportunity Scholars helped me prepare the paperwork I needed to get started to further my education. They helped me financially and even introduced me to job opportunities. They were always there for me and gave me all the support I needed!"

Scholar Sara Centeno Claros had the additional challenge of learning English while learning dentistry. "The bi-lingual coaches at Opportunity Scholars helped me get into the program and then answered any questions I needed along the way. I would like to work on my English more and then become a dental hygienist. And maybe someday I'll even become a dentist!"



Sara Centeno Claros



Carlos Sevilla Lopez



Kaylin Hernandez Hurtado



Staff

Our dedicated team of change-makers approaches scholars with understanding and respect for their needs and cultural values.



Knox Singleton
Chief Executive Officer



Julie Overbaugh
Chief Operating Officer



Greg Bucher
Employment Services Manager



Heather Waugh
Outreach/Fundraising Manager



Marlenne Perez
Life Success Coach

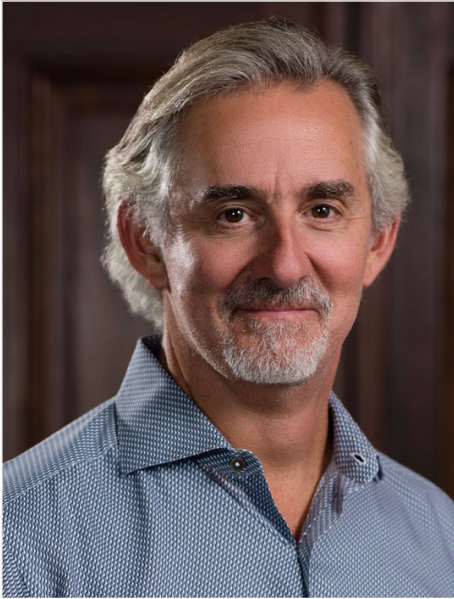


Connie Van Sickler
Life Success Coach



Aida Sempe
Life Success Coach

Board of Directors Officers



Scott Miller
Board President

Scott is the Director of the Virts-Miller Family Foundation, and owner and vintner of Selma Estate Wines. He is also 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, a Trustee of both Shenandoah University and INOVA Hospital Foundation, 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.



Lorna Martinez Magill
Board Secretary

Lorna has over 25 years of experience in the private, public and non-profit sectors. She has served as a CFO for organizations in a variety of industries. She is a Certified Public Accountant and a Certified Global Management Accountant. She 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.



Bernard Mustafa
Board Treasurer

Bernard is the Co-Founder and CEO of BE FIT Technologies. Previously, he was managing partner of PVBS and was recognized as the leading Microsoft ERP partner for government contractors. He is past chair of Community Foundation of Northern Virginia and honorary trustee of the Loudoun Education Foundation. In 2015, he was appointed by Gov. McAuliffe to the Board of the Center for Innovative Technology. He holds a B.S. in Accounting from the University of Baltimore and an MBA Morgan State University. Bernard served in the U.S. Army and is a Vietnam Veteran. He is treasurer and Board of Trustees Member of All Souls Church.

Board of Directors



Fred Thompson
Partner/Chief Admin. Officer
Thompson Hospitality



Julie Overbaugh
Chief Operating Officer
Opportunity Scholars



Rod Williams
Chief Executive Officer
Williams Centers



Sonny Swann
President
Climatic Heating & Cooling



Ashley Ivey
Assistant Administrator
I-CARE Inc.



Tracy Fitzsimmons, Ph.D.
President
Shenandoah University



Connor Marsden
Executive Vice President
N. America Service Cloud, Salesforce



Nick Clemente
Vice President, Government Relations
Northern Virginia Chamber of Commerce



James Dyke
Senior Advisor
McGuireWoods Consulting



Jonathan Avendano
Associate Pastor
Iglesia Mana Del Cielo



J. Knox Singleton
Chief Executive Officer
Opportunity Scholars

Community Advisory Groups

In addition to our Board of Directors, each geographic program area has a Community Advisory Group. This body is an informal advice/counsel mechanism that provides insights and knowledge about the local community and its priorities and interests to the Opportunity Scholars' staff and leadership. This group is based on the Opportunity Scholars' goal of engaging the broad community at the grassroots level to "own" and support our primary goal of helping underserved students reach their full education potential and be able to compete successfully for great jobs.

Thank You!



We count on you!

Refer a student!

Opportunity Scholars accepts students with a wide range of academic achievement and welcomes average- to above average-achieving students from middle- to low-income households. Each career pathway may require a different level of academic preparation, but our coaches try to match each student with a career path that they can successfully complete.

Financially support our scholars!

Help us change the trajectory of our youth and our communities, exponentially! Because we support our scholars using a "Partnership Success Agreement" model rather than a traditional scholarship program, we provide the upfront costs for education/training, which our scholars pay back after achieving good-paying employment. In this way, they replenish our education fund and "pay it forward" to future students.

Your financial support is a great investment in the lives of our scholars, their families and our communities!

CONTACT US!

info@opportunitiescholars.org

540.931.1084

918 S. Braddock St.
Winchester, VA 22601

