



REACHING HIGHER





THE BEST SOCIAL SERVICE PROGRAM IN THE WORLD IS A JOB.



Dear Friends,

At Summit Academy OIC, the time is now to reach higher.

Throughout our 60-year history, friends like you have made it possible to launch thousands of our graduates into the workforce through training offered at no cost to them. You're providing a way for people eager to make a change to build careers that support themselves and their families—impacting generations.

We're proud of everything our graduates have accomplished. Many have landed well-paying jobs and, in some cases, earn a six-figure income. Others have established their own electrician or carpentry businesses or work in union shops. Still others earned promotions through hard work and dedication and are now in a position to mentor and even hire other Summit graduates in a variety of fields. We applaud these graduates and are grateful for the role you have played in their success.

Because of you, youth in North Minneapolis have the opportunity to learn STEM concepts and skills through TechCONNECTS! and STEMLinx programming and opportunities in our Best Buy Teen Tech Center. From 3D printing to photography and basic engineering, the training you provide opens doors for these teens to move toward careers in science, technology, engineering, and math. Together, we are building our community into a hub for STEM learning and hope.

Much has been accomplished. But there is still more to do.

We believe the time has come to reach even higher. To open doors for people facing poverty to gain the skills to provide for themselves and their families and to lift up our entire community.

That's why we've launched the \$13M Scaling Up for Greater Impact campaign. Our aim is to build on our past and reach even more students in the years to come.

Read on for highlights from Fiscal Year 2023 to see how people like you have made our community a better place and how we're scaling up for the future.

Sincerely,

Leroy West
President & CEO

State of Employment in Minnesota

You make it possible for students to move out of poverty by preparing them for in-demand jobs, at no cost to them.

\$77,720
median household income
in Minnesota (all)*#



\$47,739
median household income
for Black/African American
households in Minnesota

12%
households in the nation
below poverty level*

31%
of Near North (Minneapolis)
households below
poverty level+*

43%
of Near North (Minneapolis)
residents with a high school
diploma/GED or less*

DEED Report: Black Minnesotans: An analysis of employment, educational and other economic trends and disparities related to the labor force
* mncompass.org/profiles/city/Minneapolis/near-north



3,391
students placed in jobs
over the last 10 years



47
GEDs earned in FY23

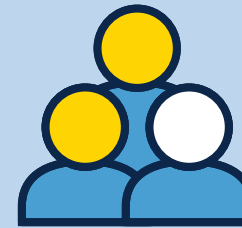
2023 by the Numbers



413
students completed
a training program



360
students unemployed
at enrollment



78%
of students identify
as a person of color



41%
students below
100% FPG+

66%
students below
200% FPG+

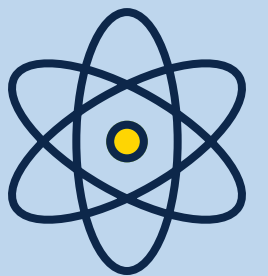


346
students placed
in a career



\$7.16
generated for every \$1
invested in FY23†

\$43,680
average 20-week
student earnings
after graduation



835
youth participated in
STEM programming



226
employers hired
students

12
hiring fairs

+ Federal Poverty Guideline, \$25,926 for a family of four † Constellation Fund

REACHING HIGHER

through Information Technology

TRAINING: Cybersecurity | IT Tech Support

The field of information technology continues to evolve. To keep up with the latest in the field, instructors began implementing Python language training to give students leading-edge techniques for virus and cyberattack defense.



83
IT and Cybersecurity
graduates placed in FY23

\$20.19
median wage

“In addition to training me in IT, the staff and instructors at Summit taught me writing skills to craft my resume and strong business emails. They taught me how to interview effectively. These skills got me the job I have now, with lots of opportunities for career advancement. Now I earn \$10 more AN HOUR than I did at my last job and have benefits.”

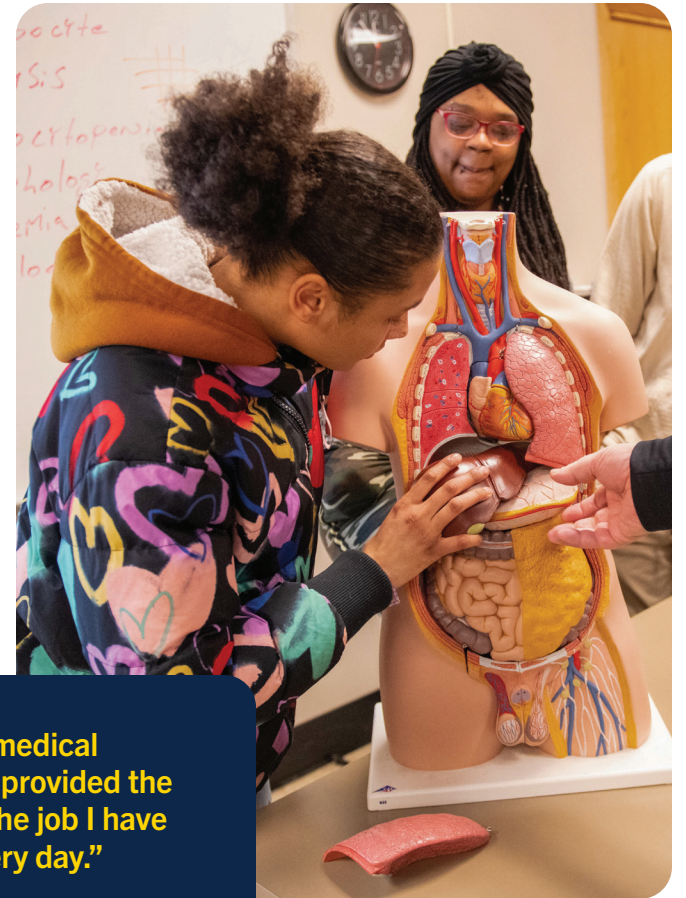
—**MICHAEL YANG**
Customer Service Professional, Ameriprise
2021 Cybersecurity graduate

REACHING HIGHER

through Healthcare

TRAINING: Medical Administrative Assistant

To increase marketability of our graduates, the Medical Administrative Assistant (MAA) program added a Medical Billing and Coding curriculum enhancement in FY23 that provides eligibility for students to take the American Health Information Management Association Certified Coding Associate exam. With the certification, graduates have more placement options and are prepared for roles with higher salaries.



45
MAA graduates
placed in FY23

\$19.93
median wage

“I came to Summit with a medical background, but Summit provided the office skills I needed for the job I have now. I use these skills every day.”

—**ROBYN BERKLEY**
Administrative Assistant, DaVita Dialysis Center
2023 Medical Administrative Assistant graduate

Credentialing for Job Upgrades

Your investment raises the odds for success for Summit graduates. By embedding industry-specific credentials into each of our Career and Technical Education (CTE) trainings, your gifts help ensure our graduates have the skills they need to thrive.

IT Tech Support	Comp TIA A+ and PC Pro
Cybersecurity	Security Plus/Security Pro
Medical Administrative Assistant	AHIMA Certified Coding Associate (CCA)
Carpentry and Electrician	LEED-GA (Green Associate)
NEW: Financial Services	Securities Industry Essentials (SIE)



To tap into Minnesota’s strong legacy of food production and address the need for workers, Summit launched a customized training program in Food Manufacturing in FY23. The third cohort will begin training in February 2024.

New Training: Financial Services

Program launch: March 2024

Minnesota’s Chamber of Commerce has prioritized diversity to open doors to talent from all walks of life.* The need for diversity is highlighted in the financial services industry, where only six percent of Minnesota’s workforce is Black.

Summit’s new Financial Services training program, created alongside leaders in financial institutions, will prepare students for roles in banking, mortgage, title, insurance, and similar industries to fill employment gaps. This training will build up the community by increasing acumen in financial matters and providing role models in the financial industry.

*<https://www.mnchamber.com/blog/advancing-workplace-inclusion-chamber-foundations-workforce-dei-initiative>

REACHING HIGHER

through Construction

TRAINING: Carpentry | Electrician

Grant funding from CenterPoint Energy made it possible to expand energy efficiency construction topics into curriculum. Students also learn weatherization and deconstruction techniques to promote material reuse. Thanks to the generosity of people like you, Summit graduates also receive tool kits upon program completion so they're prepared for the first day on the job.

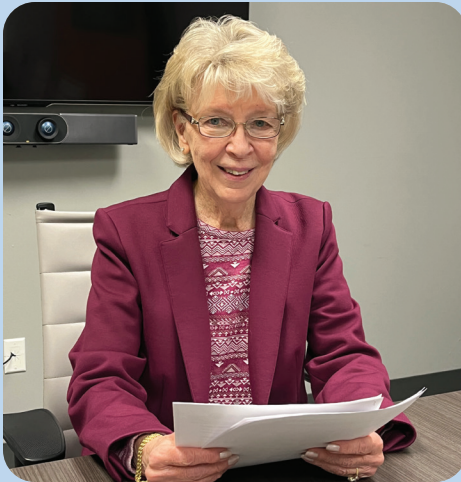
"Summit is a good runway. It didn't take a lot of time out of my life to completely change my career path."

—**EVAN SANDERS**
Superintendent,
Shafer Construction
2010 Construction graduate



164
Construction students
placed in FY23

\$22.00
median wage



"Summit is a way we can take people that don't have skills and feed them into areas that they have interest in and help them to prepare for good jobs. I think that's hugely important in addressing poverty and joblessness."

—**BARBARA DAL SIN**
Vice President, John A. Dalsin & Son, Inc.
Corporate Partner and Volunteer

Not Just a Job, A Legacy

Veronica Lamson struggled for years as a result of choices she regrets. But when she entered recovery after giving birth to her son, she began seeking a career field that could help establish a solid foundation for her family.

"Growing up, I was always interested in assembly and how things work," Veronica says. So when she heard about Summit's no-cost Electrician training, she thought it was too good to be true. "I was living in St. Cloud, Minnesota, and learned I could do the first 10 weeks online," she says.

"A big goal of mine was to create a life I didn't want to escape from. I have that now, thanks to Summit," Veronica says. "It's the perfect tool to open up new doors. I used to wonder, 'How am I going to get money for food?' Now I'm thinking, 'How can I create a legacy for my children and grandchildren?' Summit played a huge role in that."

—**VERONICA LAMSON**
Electrical Apprentice
St. Cloud Refrigeration
2023 Construction graduate

Alongside a partnership with **Simonson Lumber**, Summit is reaching higher by expanding opportunities to students in the St. Cloud, Minnesota area.

"Recently, we had the pleasure of partnering with Summit to provide hands-on training to their students. Our mutual vision of giving people the hand up they need made partnering with Summit an easy choice."

—**MICHELLE SININGER**
HR/Safety Manager
Simonson Lumber



Every year, Summit Carpentry students travel to the Steger Center in Ely, Minnesota, to learn construction skills from master carpenters in an idyllic setting. The Steger Center is also building a premiere green conference center with help from Summit students so they get a firsthand look at environmentally friendly building practices.

REACHING HIGHER *through STEM*

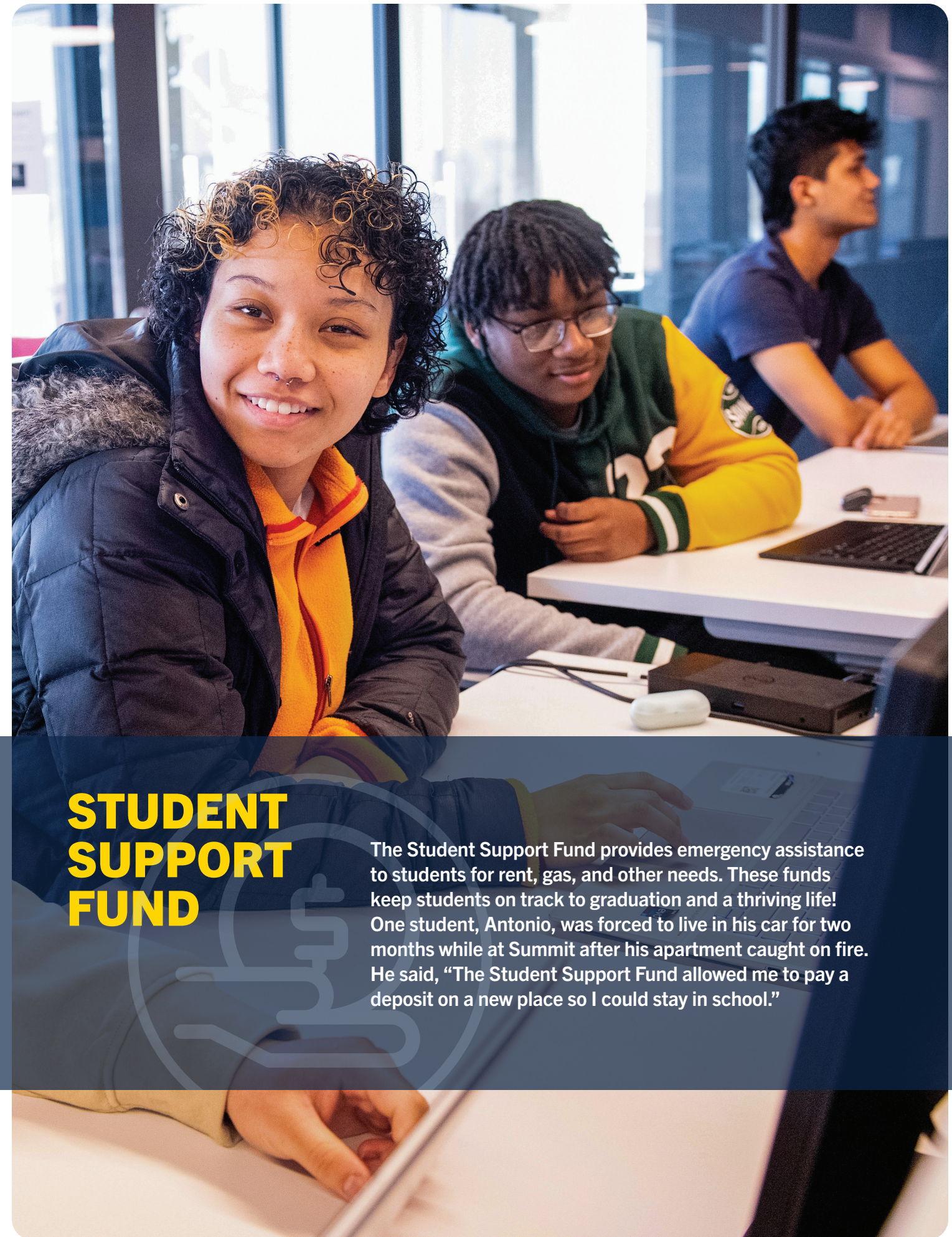
The Best Buy Teen Tech Center, located on Summit's main campus, provides teens a safe space to explore cutting-edge technology, express themselves creatively, and learn essential life skills. The center provides hands-on training in photography, video, design, coding, cybersecurity, music, entrepreneurship, and more through drop-in times and workshop programs.

The space also launched a workforce readiness program called STEMLinx, primarily funded by a Department of Labor grant, in which youth are encouraged to think about their futures and plan the steps needed to succeed. With guest speakers, field trips, microcredentials, and paid work opportunities, youth get a meaningful experience while exploring a variety of STEM careers related to their skills and interests.



“We have small GED cohorts that provide personal attention, along with instructors who are very knowledgeable about the subjects and teaching methodologies. They take the time to know each student and his or her needs.”

—ABBI MAYLAND
GED Manager



STUDENT SUPPORT FUND

The Student Support Fund provides emergency assistance to students for rent, gas, and other needs. These funds keep students on track to graduation and a thriving life! One student, Antonio, was forced to live in his car for two months while at Summit after his apartment caught on fire. He said, “The Student Support Fund allowed me to pay a deposit on a new place so I could stay in school.”

Financials

STATEMENT OF ACTIVITIES
FISCAL YEAR JULY 1, 2022–JUNE 30, 2023

REVENUE

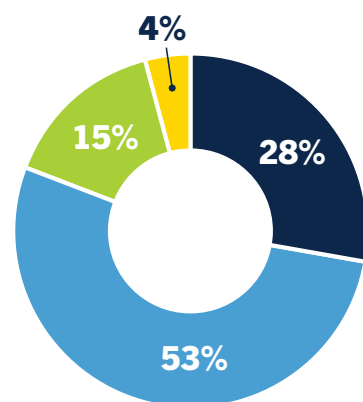
Government Grants	\$ 3,834,492
Philanthropy	\$ 7,299,998
Student Financial Aid	\$ 2,134,829
Other Income	\$ 523,278
Total Support & Revenue	\$ 13,792,597

EXPENSES

Trainings	\$ 8,617,197
General Administrative	\$ 2,748,213
Fundraising	\$ 941,329
Facilities & Rentals	\$ 229,517
Total Expenses	\$ 12,536,256

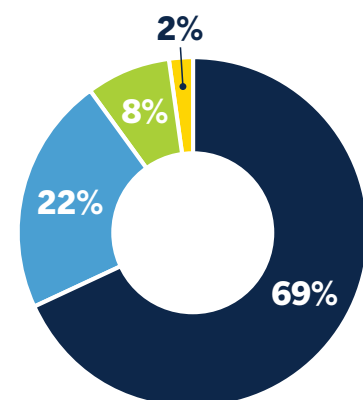
Change in Operating Net Assets **\$ 1,256,341**

REVENUE SOURCES



- Government Grants
- Philanthropy
- Student Financial Aid
- Other Income

EXPENSES BY CATEGORY



- Trainings
- General Administrative
- Fundraising
- Facilities & Rentals

BALANCE SHEET AS OF JUNE 30, 2023

ASSETS

Cash & Equivalents	\$ 3,456,711
Receivables	\$ 3,413,378
Other Current Assets	\$ 354,652
Total Current Assets	\$ 7,224,741
Property & Equipment (Net)	\$ 5,683,760
Other Assets	\$ 5,910,853
Total Assets	\$ 18,819,354

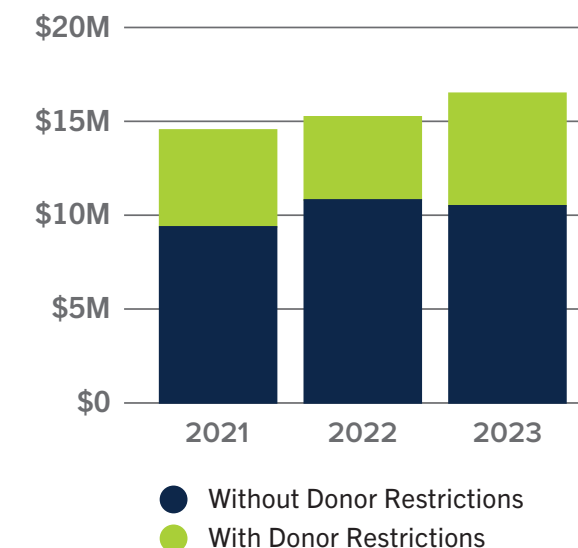
LIABILITIES

Accounts Payable	\$ 541,824
Other Current Liabilities	\$ 965,164
Long-Term Liabilities	\$ 821,324
Total Liabilities	\$ 2,328,312

NET ASSETS

Without Donor Restrictions	\$ 10,495,418
With Donor Restrictions	\$ 5,995,624
Total Net Assets	\$ 16,491,042
Total Liabilities and Net Assets	\$ 18,819,354

NET ASSETS THREE-YEAR TREND



“I have been a supporter of Summit for more than 25 years. I joined the board because I believed in the mission and what it stands for. I believe very strongly that ‘the best social service program in the world is a job.’ I am so proud of the progress that the organization has made over the years.”

—JEAN FOUNTAIN
Donor and former
Summit board member



The results on pages 10-11 are extracted from audited statements for the Fiscal Year ended June 30, 2023.

REACHING HIGHER *thanks to YOU!*

The work of Summit Academy OIC moves forward through the generosity of corporations, foundations, and individuals like you.† With their support and yours, students gain pathways out of poverty and into the middle class!

\$100,000+

3M
Best Buy Foundation
Ciresi Walburn Foundation
Constellation Fund
Graco Foundation
Anonymous
NBA Foundation
Northwest Area Foundation ▲
Otto Bremer Trust ▲
Anonymous
Target Foundation ▲
WEM Foundation ▲

\$25,000-\$99,999

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\$10,000-\$24,999

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Niyah Wesley
Sara Whitehead
Ouraphone Willis
Tracey Wilson
Catherine Yanish
Marie Zellman
Anne and Jonathan Zielske
C Zwicky

IN HONOR OF...

All the EXCELLENT Staff that helped my son Alec succeed in the Construction Trade
Mishele Cunningham

The Becks
Merry and Steve Beck ▲

Penny Burke
Tim Burke

Barbara Butts-Williams
Capella University

Larry Hendrickson
Amanda and Kent Adams ▲

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Judy Lewis
Andrew Shulman

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Virginia Carlson
Loren Diekrager
The Dougherty Family
Charitable Account
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Dorothy Lynette Rucker
Jaki Bailey
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Minnesota Wild
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† This list on pages 12-14 recognizes donations \$100 and up made between July 1, 2022 and June 30, 2023. For a complete list, visit saaic.org/fy23donors.

▲ Indicates 10+ year supporter
* Indicates donor is deceased



A Campaign for Summit Academy OIC

REACHING HIGHER toward the Future

SCALING UP FOR GREATER IMPACT

For almost 60 years, Summit Academy OIC has shifted people out of poverty and into careers and prosperity through career and technical education offered at no student cost. We're "scaling up" to provide economic independence and prosperity to even more students through our accredited training for in-demand careers. Working alongside people like you, our goal is to grow even greater personal and economic impact for our graduates and our community. Specifically, the campaign aims to:

Expand High-Demand Training | \$8.5 Million

Double enrollment through new online and in-person trainings that will help meet workforce demand and move more students into life-sustaining jobs.

Ensure Student Success | \$2.5 Million

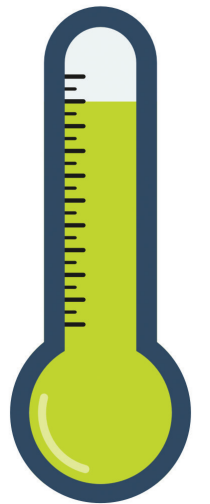
Provide an emergency fund that keeps students on track to graduation and brighter futures.

Inspire Future STEM Leaders | \$2 Million

Expand STEM career pathway development programs to prepare the next generation for workforce success.

THANKS TO ALL OUR GENEROUS DONORS TO THE SCALING UP FOR GREATER IMPACT CAMPAIGN!

GOAL: \$13,000,000



Raised to date: \$11,996,266*

*As of 12/31/2023

Visit info.saaic.org/scalingup to learn more and donate to the Scaling Up for Greater Impact campaign, or contact Sarah Armstrong at sarmstrong@saaic.org.

SCALING UP FOR GREATER IMPACT CAMPAIGN DONORS ‡

Anonymous ▲
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- Tutor students in math or language arts
- Conduct mock interviews or participate in a career fair
- Help students write cover letters and resumes
- Serve as a guest lecturer and connect with resources in our community
- Assist teens with computer and 3D printer use, music and film production, and more
- Join an Advisory Committee and help Summit with long-term planning

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- Volunteer on campus with your staff
- Arrange internships for Summit students at your place of employment
- “Double your donation” by matching hours donated by your employees

Visit saaic.org/volunteer for available opportunities.

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Give securely online at saaic.org/give



Summit Locations

Summit Academy OIC
Main Campus & Best Buy Teen Tech Center
935 Olson Memorial Highway
Minneapolis, MN 55405
612-377-0150 (Summit Academy OIC)
612-278-7356 (Best Buy Teen Tech Center)

Extension Campus
North Star Innovation Center
1256 Penn Avenue North
Minneapolis, MN 55411





SUMMIT
ACADEMY OIC

935 Olson Memorial Highway
Minneapolis, MN 55405

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