



BOARD OF DIRECTORS MEETING

Monday, August 16, 2021

5:00 – 7:00pm

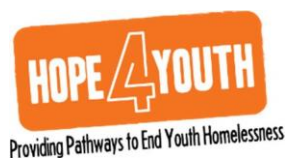
Meeting Location: Virtual/Call In

Zoom Link: <https://us02web.zoom.us/j/88056234497?pwd=SDdCSUNKTU1EbUllaUw1QXNJYTFwdz09&from=addon>

Meeting ID: 880 5623 4497

Passcode: 308363 +1 312 626 6799 US (Chicago)

AGENDA	TIME
• Call to Order (Stephen Spears)	5:00pm
• Approve Agenda and Minutes (Stephen Spears)	
• MACC Human Resource Presentation (Amanda Golly- VP)	5:03pm
• Finance & Administration Report (Erin O'Brien)	5:33pm
• Program Report (Mark McNamer)	5:53pm
• Advancement & Development Report (Julie Orlando & Stephen Nash)	6:03 pm
• Interim Executive Director Report <ul style="list-style-type: none">○ Representative Stephenson○ Finance Transition○ Volunteer Mentors	6:13 pm
• New Business (Stephen Spears)	6:23 pm
• Adjourn to Executive Session	6:08 pm



Board of Directors Meeting Minutes

June 28, 2021

5:00-7:00 pm; via Zoom call

Board Members Present: Sean Haag, Leanne Matchen, Stephen Nash, Don Phillips, Jennifer Stone, Chris Warner, Anna VonRueden

Board Members Absent: Paul Lenzmeier, Stephen Spears, Sue Woodward

Staff and Guests Present: Julie Fliflet, Cheryl Jensen, Mark McNamer, Julie Orlando

The meeting was called to order at 5:03 pm by Stephen Nash.

Approval of the Minutes

Julie Fliflet identified a gap in the May 24, 2021 meetings minutes that did not identify who seconded a motion. Anna, Chris, and Steve discussed the previous motion and filled in that gap. That correction was made to the May 24, 2021 meeting minutes.

Motion to approve the May 24, 2021 meeting minutes was made by Anna VonRueden, seconded by Don Phillips, and passed unanimously.

Finance Report

Julie Fliflet reviewed the May financials, showing a positive overall variance from budget of approximately \$52,000 through May. Julie Fliflet also noted that Mark Nolan had resigned from the Board, including his roles as (1) Treasurer and (2) Finance Committee member. She thanked him for his service to HOPE 4 Youth.

Program Report

Mark McNamer reviewed the May 2021 Program Report. He reported that HOPE Place is at capacity but that he expected a couple of vacancies soon and he intends to fill those spots quickly. There are 18 active youth in HOPE Homes. The Drop-In Center is busy, and staff are increasingly documenting the work being done. Mark also shared that there is a new staff person at the Drop-In Center who is bilingual and a native Spanish speaker. Finally, he reported that the graduation party at the Drop-In Center was a success.

Advancement & Development Report

Julie Orlando reviewed the Advancement Scorecard for May 2021. There is an uptick in total volunteer hours, there were 67 new volunteers, people are spending more time on the website, and there are 5 community donation drives planned for July. Additionally, the Drop-In Center now has donated lunches available Monday, Wednesday, and Friday, in addition to dinners, and Maple Grove Church is donating dinner to HOPE Place once a month.

Julie Orlando and Steven Nash reported on the Night 4 HOPE outcome. While the number of attendees was down due to COVID restrictions, there were several accomplishments, including an increasing the number of new donors and the average donation amount, the vendor food cost decreased, and the ratio of revenue to expenses improved. Feedback about the event has been positive and Julie Orlando invites additional feedback.

Finally, the date of the Darkest Night 4K will be Friday, September 17. There is already a lead sponsor who has committed \$10,000 for the event.

Executive Director Update

Cheryl Jensen reported that the Executive Director position has been posted on the website and social media and she has begun to vet candidates. The candidates will fill out a questionnaire and submit a writing sample, which will be provided to the Recruiting Committee. She is focused on finding a leader who can connect with the local community.

Cheryl Jensen also mentioned that Kyla Rathjen left her administrative assistant role for a different position outside of the organization. The staff is looking to add additional responsibilities to the administrative assistant position, possibly by expanding to development and finance, so that there are more opportunities for growth within the role.

Strategic Planning Committee Update

Jennifer Stone and Cheryl Jensen shared the Strategic Planning Committee's proposed Mission, Vision, Core Values, and Strategic Priorities, as outlined in the Board packet.

Motion to approve the Mission, Vision, Core Values, and Strategic Priorities as set forth by the Strategic Planning Committee was moved by Chris Warner, seconded by Don Phillips, and approved unanimously.

Cheryl Jensen shared that the next step is to bring the strategic plan back to the staff to create work plans. The Strategic Planning Committee will meet quarterly to review the work plans, and report progress to the full Board on a quarterly or biannual basis.

Mark Nolan's Resignation

Stephen Nash announced Mark Nolan's resignation from the Board.

Motion to accept Mark Nolan's resignation was moved by Don Phillips, seconded by Chris Warner, and approved unanimously.

Nominations Committee Update

Chris Warner, Chair of the Nominations Committee, recommended J.J. Slag to join the Board.

Motion to accept J.J. Slag's nomination was moved by Chris Warner, seconded by Jen Stone, and approved unanimously.

Executive Team – Treasurer

Mark Nolan's resignation leaves the position of Treasurer open on the Executive Committee. Don Phillips will be filling the position on a temporary basis. Don Phillips will evaluate taking on the Treasurer role full time after working with the Finance team.

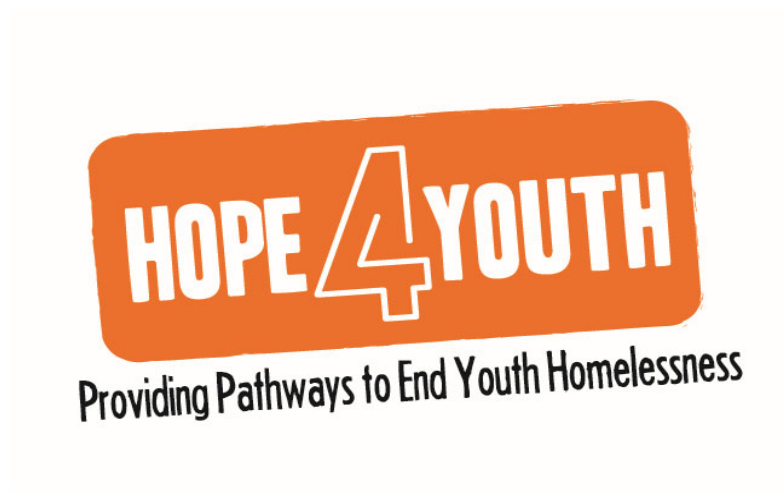
Motion to accept Don Phillips' temporary nomination was moved by Anna VonRueden, seconded by Don Phillips, and approved unanimously.

Adjourn to Closed Session

Motion to adjourn was made by Anna Von, seconded by Sean Haag, and approved unanimously.

The meeting ended and moved to closed session at 6:26 p.m.

Respectfully Submitted,
Leanne Matchen
Board Member



Fiscal Year 2021
Financial Statements
as of June 30, 2021



Balance Sheet
As of June 30, 2021

ASSETS

Cash and Cash Equivalents	751,332.25
Board Designated Operating Reserve	506,643.67
Receivables	182,569.45
Prepaid Expenses	20,124.35
Inventory	70,508.28
Investments	40,212.07
Property and Equipment, net	<u>1,636,739.71</u>
TOTAL ASSETS	<u><u>3,208,129.78</u></u>

LIABILITIES

Accounts Payable	30,084.80
Other Accrued Liabilities	40,343.20
Mortgage Payable (VB)-Hope Place	284,665.60
Mortgage Payable (Finl One)-Admin Office	<u>151,875.91</u>
TOTAL LIABILITIES	<u><u>506,969.51</u></u>

NET ASSETS

Unrestricted-Undesignated	1,990,693.29
Unrestricted-Board Designated Operating Reserve	506,643.67
Temporarily Restricted	242,170.76
Current Year Net Surplus(Deficit)	<u>(38,347.45)</u>
TOTAL NET ASSETS	<u><u>2,701,160.27</u></u>
TOTAL LIABILITIES AND NET ASSETS	<u><u>3,208,129.78</u></u>



Statement of Revenue and Expense
Fiscal Year 2021 - through June 30, 2021

	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Over(Under) YTD Budget</u>	<u>Full Year Budget</u>	
Revenue					
Donations, Gifts, and Grants	\$571,501.75	\$465,000.00	\$106,501.75	\$1,125,000.00	Unbudgeted COVID relief funding rec'd-PPP #2 \$180,412; MN DHS \$18,700; & Anoka Cty \$15,000 (total \$214,112) - and approx (\$100,000) behind budget for genl fundraising
Special Events, net	51,993.40	145,000.00	(93,006.60)	225,000.00	Actual Gala results were \$80,000 less than budgeted goal, and the Inspiring Hope Breakfast with goal for net revenue of \$15,000 was not held in June as budgeted
Inkind Contributions	32,303.47	46,200.00	(13,896.53)	120,000.00	Store closed end of Jan so five less months of donated inventory at Hope's Closet
Program Service Revenue	67,848.35	79,460.00	(11,611.65)	158,920.00	Rent collection/subsidy was \$11,600 less than expected YTD and is an area of concern
Store Sales	3,765.42	22,800.00	(19,034.58)	68,400.00	Store closed end of Jan so 5 less mo. sales @\$3,800/mo (also less in expenses below)
Investment & Other Income	6,764.80	6,830.00	(65.20)	13,660.00	
	<u>\$734,177.19</u>	<u>\$765,290.00</u>	<u>(\$31,112.81)</u>	<u>\$1,710,980.00</u>	
Expense					
Payroll, Taxes, and Benefits	448,046.99	522,170.00	(74,123.01)	1,051,440.00	Open positions (Mktg&Comm, Finance Mgr, E.D., Youth Coord)
Contracted Srvs & Professional Fees	108,718.43	68,555.00	40,163.43	126,490.00	Mktg&Comm contractors related to open position; unexpected legal & commun expenses related to E.D. separation; interim exec dir services due to open position
Insurance	15,610.90	16,030.00	(419.10)	32,060.00	
Building and Facilities Expense	69,334.94	84,107.00	(14,772.06)	167,810.00	Store closed end of Jan so 5 less mo. rent @\$3,040/mo (also less revenue above)
Supplies and Equipment	4,400.00	3,762.00	638.00	6,270.00	
Postage, Mailing & Delivery	534.20	900.00	(365.80)	5,820.00	
Staff, Board, & Volunteer Expense	6,661.84	8,390.00	(1,728.16)	31,440.00	Staff Training & Dev less than budget (in person conferences not held due to COVID)
Program Expenses	68,780.69	71,475.00	(2,694.31)	172,730.00	Store closed end of Jan so less donated inventory expense
Printing and Promotion Expenses	5,751.27	5,908.00	(156.73)	15,440.00	
Travel and Transportation	537.65	1,540.00	(1,002.35)	5,280.00	
Licenses, Membrshps, Dues, & Fees	21,426.54	22,442.00	(1,015.46)	46,460.00	
Depreciation Expense	22,721.19	22,085.00	636.19	44,170.00	
	<u>\$772,524.64</u>	<u>\$827,364.00</u>	<u>(\$54,839.36)</u>	<u>\$1,705,410.00</u>	
Net Surplus(Deficit)	<u>(\$38,347.45)</u>	<u>(\$62,074.00)</u>	<u>\$23,726.55</u>	<u>\$5,570.00</u>	

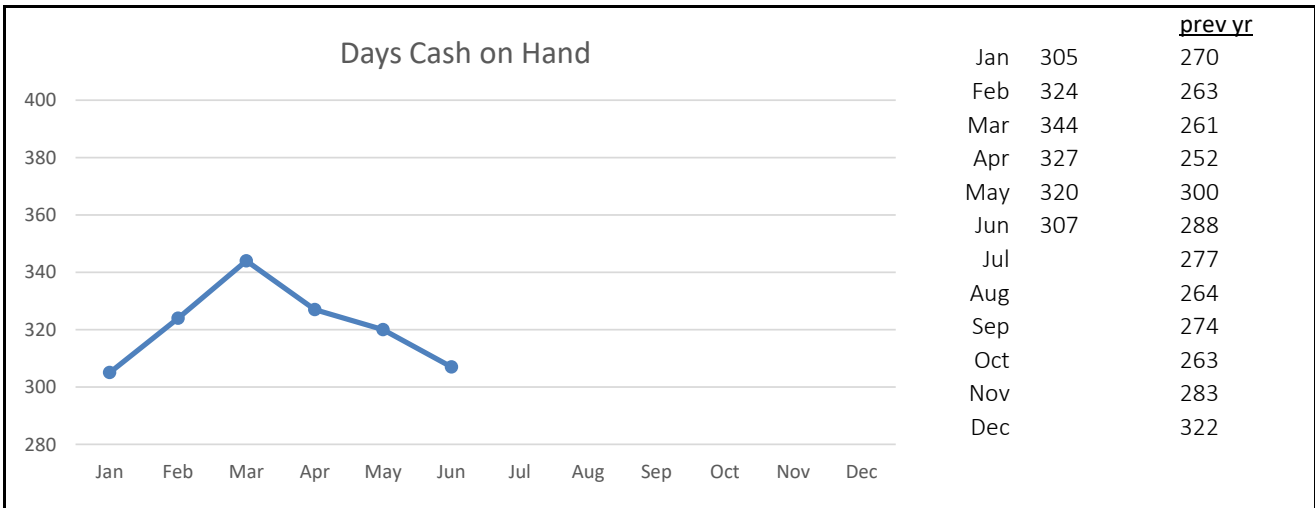
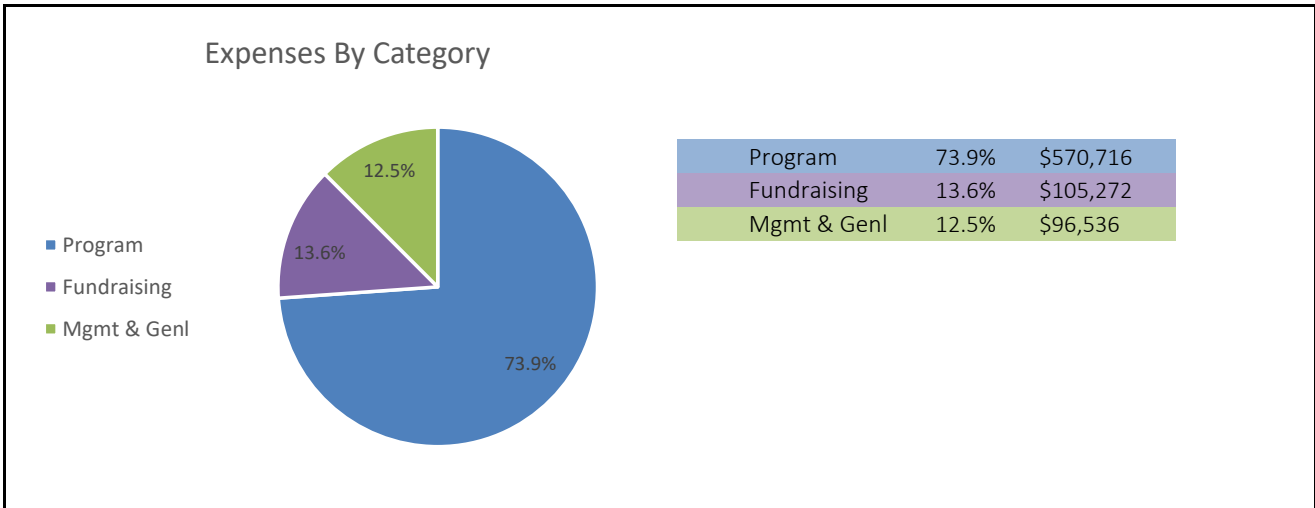
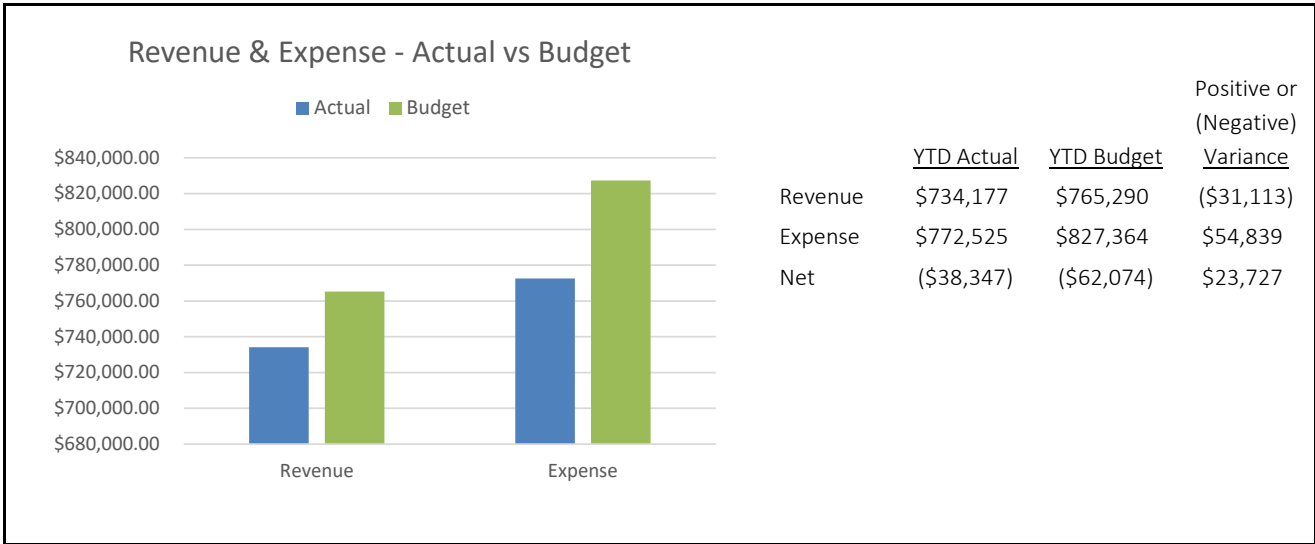
HOPE 4 Youth
Fiscal Yr 2021-Revenue and Expense Statement by Program Area
through June 30, 2021

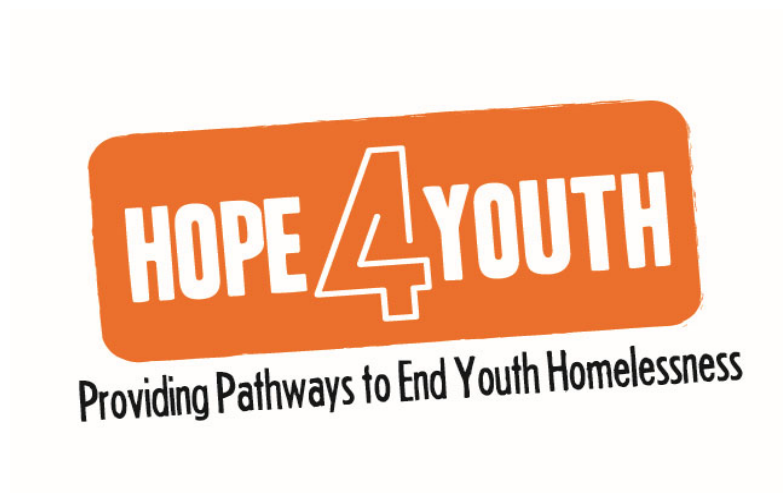
Program	73.88%
Fundraising	13.63%
Mgmt & Genl	12.50%

	Hope Place	Drop-In Center including Hope Homes	Hope's Closet	Fundraising & Special Events	Management and General	Total
Revenue						
Donations, Gifts, and Grants	56,324.00	99,399.10	265.70	235,100.47	180,412.48	571,501.75
Special Events, net	0.00	0.00	0.00	51,993.40	0.00	51,993.40
Inkind Contributions	43.00	30,084.07	2,176.40	0.00	0.00	32,303.47
Program Service Revenue	67,848.35	0.00	0.00	0.00	0.00	67,848.35
Store Sales	0.00	0.00	3,765.42	0.00	0.00	3,765.42
Investment & Other Income	0.00	0.00	0.00	0.00	6,764.80	6,764.80
Total Revenue	124,215.35	129,483.17	6,207.52	287,093.87	187,177.28	734,177.19
Expense						
Payroll, Taxes, and Benefits	100,903.84	188,693.20	12,325.75	78,834.59	67,289.61	448,046.99
Contracted Svcs & Professional Fees	51,635.62	22,571.88	2,177.94	13,861.63	18,471.36	108,718.43
Insurance	7,404.35	3,510.06	463.41	562.83	3,670.25	15,610.90
Building and Facilities Expense	28,988.32	32,088.68	4,699.89	2,527.31	1,030.74	69,334.94
Supplies and Equipment	2,143.86	1,430.65	5.42	246.78	573.29	4,400.00
Postage, Mailing & Delivery	33.33	70.80	6.40	364.95	58.72	534.20
Staff, Board, and Volunteer Expense	963.19	2,370.96	693.43	609.97	2,024.29	6,661.84
Program Expenses	5,033.93	58,691.80	5,054.96	0.00	0.00	68,780.69
Printing and Promotion Expenses	820.50	2,865.47	185.25	1,403.71	476.34	5,751.27
Travel and Transportation	217.33	255.64	31.08	21.84	11.76	537.65
Licenses, Memberships, Dues, & Fees	1,898.90	9,174.14	2,223.28	5,688.81	2,441.41	21,426.54
Depreciation Expense	19,250.46	1,288.35	544.26	1,149.42	488.70	22,721.19
Total Expense	219,293.63	323,011.63	28,411.07	105,271.84	96,536.47	772,524.64
Net Surplus(Deficit)	(95,078.28)	(193,528.46)	(22,203.55)	181,822.03	90,640.81	(38,347.45)

HOPE 4 Youth

Financial Dashboard YTD through June 30, 2021





Fiscal Year 2021
Financial Statements
as of July 31, 2021

8/10/2021



Balance Sheet
As of July 31, 2021

ASSETS

Cash and Cash Equivalents	678,884.72
Board Designated Operating Reserve	507,620.45
Receivables	183,326.99
Prepaid Expenses	21,881.95
Inventory	70,508.28
Investments	40,282.08
Property and Equipment, net	<u>1,632,967.27</u>
TOTAL ASSETS	<u><u>3,135,471.74</u></u>

LIABILITIES

Accounts Payable	32,312.43
Other Accrued Liabilities	43,905.36
Mortgage Payable (VB)-Hope Place	283,382.07
Mortgage Payable (Finl One)-Admin Office	<u>151,007.35</u>
TOTAL LIABILITIES	<u>510,607.21</u>

NET ASSETS

Unrestricted-Undesignated	1,989,716.51
Unrestricted-Board Designated Operating Reserve	507,620.45
Temporarily Restricted	230,280.06
Current Year Net Surplus(Deficit)	<u>(102,752.49)</u>
TOTAL NET ASSETS	<u>2,624,864.53</u>

TOTAL LIABILITIES AND NET ASSETS **3,135,471.74**



Statement of Revenue and Expense
Fiscal Year 2021 - through July 31, 2021

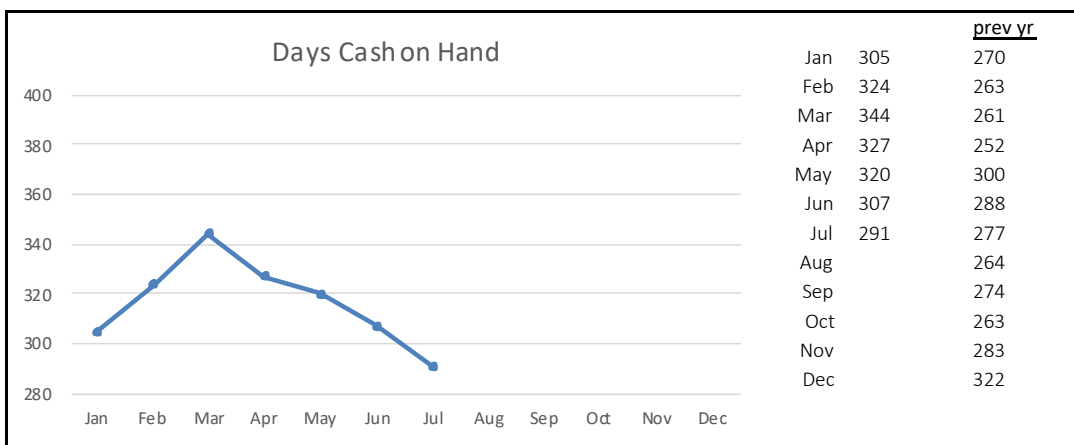
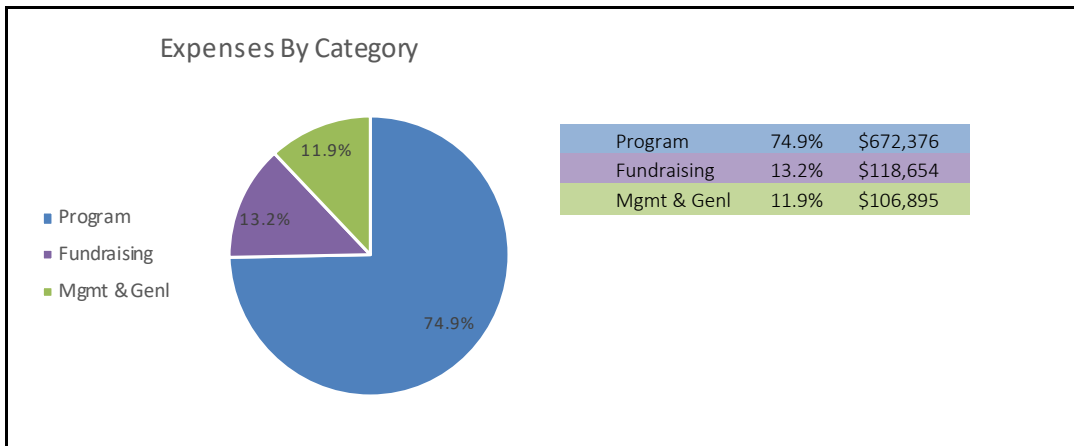
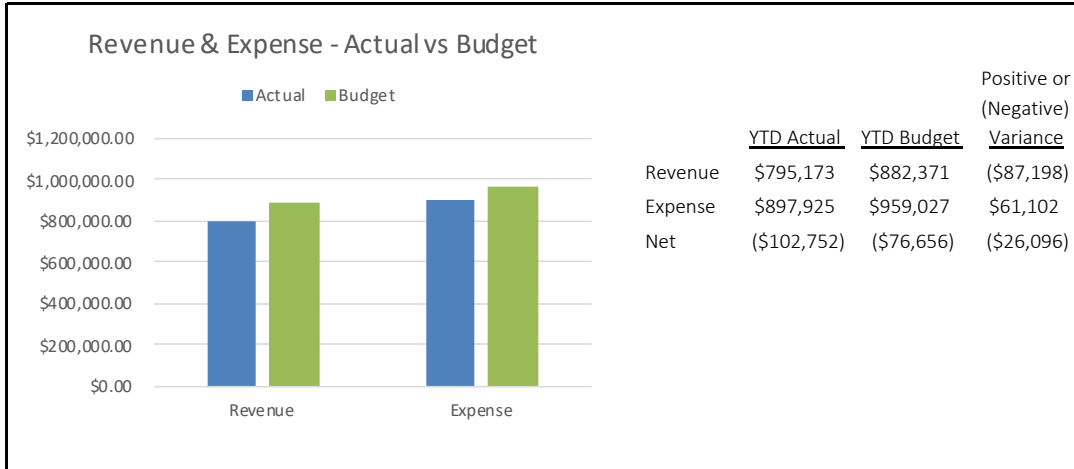
	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Over(Under) YTD Budget</u>	<u>Full Year Budget</u>	
Revenue					
Donations, Gifts, and Grants	\$600,781.76	\$542,500.00	\$58,281.76	\$1,125,000.00	Unbudgeted COVID relief funding rec'd-PPP #2 \$180,412; MN DHS \$18,700; & Anoka Cty \$15,000 (total \$214,112) offset by approx (\$150,000) behind budget for genl fundraising
Special Events, net	61,894.14	155,000.00	(93,105.86)	225,000.00	Actual Gala results were \$80,000 less than budgeted goal, the Inspiring Hope Breakfast with goal for net revenue of \$15,000 was not held in June as budgeted
Inkind Contributions	46,117.42	53,800.00	(7,682.58)	120,000.00	Store closed end of Jan so 6 less months of donated inventory at Hope's Closet
Program Service Revenue	74,729.82	92,703.00	(17,973.18)	158,920.00	Rent collection/subsidy was \$18k less than expected YTD and is an area of concern
Store Sales	3,765.42	30,400.00	(26,634.58)	68,400.00	Store closed end of Jan so 6 less mo sales (also less in expenses below)
Investment & Other Income	7,884.42	7,968.00	(83.58)	13,660.00	
	<u>\$795,172.98</u>	<u>\$882,371.00</u>	<u>(\$87,198.02)</u>	<u>\$1,710,980.00</u>	
Expense					
Payroll, Taxes, and Benefits	502,721.31	604,563.00	(101,841.69)	1,051,440.00	Open positions (Mktg&Comm, Finance Mgr, E.D., Youth Coord,Admin Assist)
Contracted Srvs & Professional Fees	132,851.08	77,397.00	55,454.08	126,490.00	Mktg&Comm contractors related to open position; unexpected legal & commun exp related to ED separation; interim ED services and acctg services replacing Fin Dir
Insurance	18,929.63	18,702.00	227.63	32,060.00	
Building and Facilities Expense	78,357.53	97,727.00	(19,369.47)	167,810.00	Store closed end of Jan so 6 less mo. rent @\$3,040/mo (also less revenue above)
Supplies and Equipment	4,400.00	3,936.00	464.00	6,270.00	
Postage, Mailing & Delivery	534.20	1,353.33	(819.13)	5,820.00	
Staff, Board, & Volunteer Expense	8,331.11	10,723.00	(2,391.89)	31,440.00	Staff Training & Dev less than budget (in person conferences not held due to COVID)
Program Expenses	93,510.47	83,641.00	9,869.47	172,730.00	Store closed end of Jan so less donated inventory expense
Printing and Promotion Expenses	6,949.58	6,892.00	57.58	15,440.00	
Travel and Transportation	574.61	2,080.00	(1,505.39)	5,280.00	
Licenses, Membrshps, Dues, & Fees	24,272.32	26,246.00	(1,973.68)	46,460.00	
Depreciation Expense	26,493.63	25,767.00	726.63	44,170.00	
	<u>\$897,925.47</u>	<u>\$959,027.33</u>	<u>(\$61,101.86)</u>	<u>\$1,705,410.00</u>	
Net Surplus(Deficit)	<u>(\$102,752.49)</u>	<u>(\$76,656.33)</u>	<u>(\$26,096.16)</u>	<u>\$5,570.00</u>	

HOPE 4 Youth
Fiscal Yr 2021-Revenue and Expense Statement by Program Area
through July 31, 2021

Program	74.88%
Fundraising	13.21%
Mgmt & Genl	11.90%

	Hope Place	Drop-In Center including Hope Homes	Hope's Closet	Fundraising & Special Events	Management and General	Total
Revenue						
Donations, Gifts, and Grants	58,488.05	111,675.75	265.70	249,939.78	180,412.48	600,781.76
Special Events, net	0.00	0.00	0.00	61,894.14	0.00	61,894.14
Inkind Contributions	43.00	43,898.02	2,176.40	0.00	0.00	46,117.42
Program Service Revenue	74,729.82	0.00	0.00	0.00	0.00	74,729.82
Store Sales	0.00	0.00	3,765.42	0.00	0.00	3,765.42
Investment & Other Income	0.00	0.00	0.00	0.00	7,884.42	7,884.42
Total Revenue	133,260.87	155,573.77	6,207.52	311,833.92	188,296.90	795,172.98
Expense						
Payroll, Taxes, and Benefits	115,290.53	214,667.17	12,846.50	86,761.70	73,155.41	502,721.31
Contracted Svcs & Professional Fees	63,756.27	28,681.14	2,177.94	17,118.01	21,117.72	132,851.08
Insurance	8,793.45	4,159.68	553.56	669.55	4,753.39	18,929.63
Building and Facilities Expense	32,023.64	37,429.45	4,797.68	2,916.52	1,190.24	78,357.53
Supplies and Equipment	2,143.86	1,430.65	5.42	246.78	573.29	4,400.00
Postage, Mailing & Delivery	33.33	70.80	6.40	364.95	58.72	534.20
Staff, Board, and Volunteer Expense	987.62	3,339.50	695.70	1,244.47	2,063.82	8,331.11
Program Expenses	5,255.00	82,580.56	5,674.91	0.00	0.00	93,510.47
Printing and Promotion Expenses	913.58	3,801.86	185.25	1,541.51	507.38	6,949.58
Travel and Transportation	217.33	292.60	31.08	21.84	11.76	574.61
Licenses, Memberships, Dues, & Fees	2,135.00	10,333.67	2,482.66	6,427.87	2,893.12	24,272.32
Depreciation Expense	22,458.87	1,488.65	634.97	1,340.99	570.15	26,493.63
Total Expense	254,008.48	388,275.73	30,092.07	118,654.19	106,895.00	897,925.47
Net Surplus(Deficit)	(120,747.61)	(232,701.96)	(23,884.55)	193,179.73	81,401.90	(102,752.49)

**HOPE 4 Youth
Financial Dashboard YTD through July 31, 2021**





Providing Pathways to End Youth Homelessness

Program Snapshot June 2021

HOPE 4 Youth Drop-In Center Youth Statistics

197

Drop-In Center Visits

76

Unique Youth
Under 18 = 5

15

New Intakes
Under 18 = 4

DIC Community Referrals

Employment Referral	2
Housing Referral	4
Life Skills Referral	7
Mental Health Referral	4
Social Service Provider	11
Shelter Referral	4

Case Management Services – All Programs

60 Youth Received 77 Hours of Case Management Services

HOPE Homes

Screening = 4
Active Youth/Host = 13
Total Youth Served = 17
Supports to Youth and Host = \$2300

HOPE Place Youth Statistics - 13 youth served

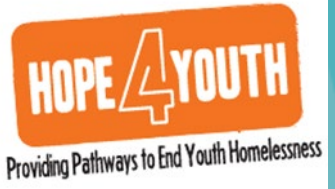
- 2 youth exited by choice (1 unit filled, 1 open)
- 10 residents are in school or working
- 1 is focusing on mental health but also working
- 1 working on ParaPro course final exam to be a certified Paraprofessional in education
- 7 residents continue to work on a career path (nursing, auto mechanics, manufacturing, landscaping, restaurant industry, retail, early childhood education)

Career Force Sessions at HP = No data to report this month

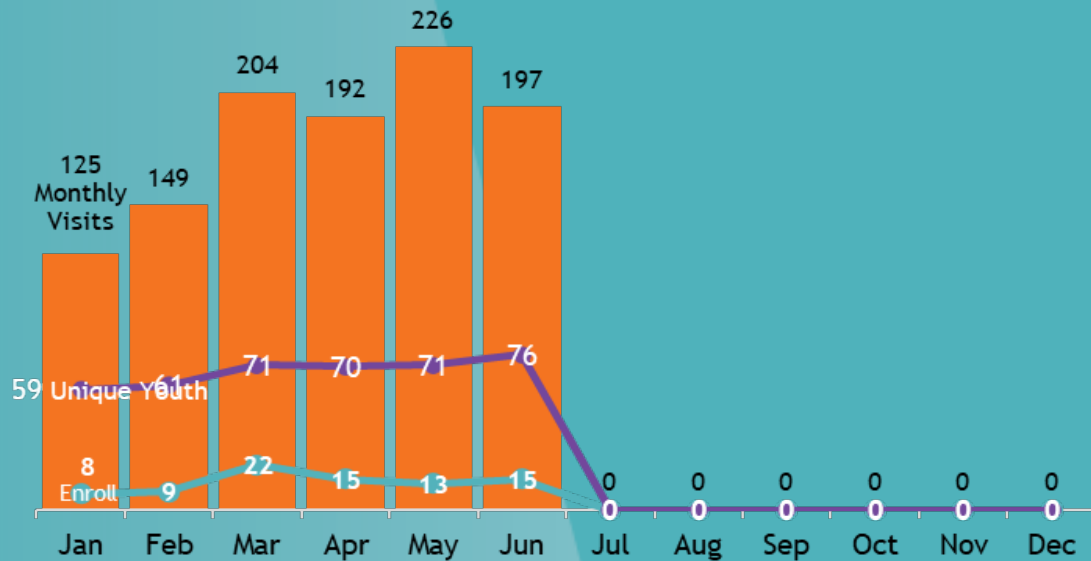
Drop-In Center On-Site Resources

4
Crisis Calls





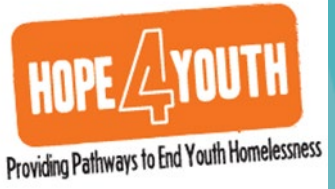
Additional June DIC Data



How Referred - Previous Month	
Row Labels	Unique Youth
Agency Website	1
Church	1
Government	1
Outreach	1
Another Client	1
Internet	4
Unknown	5
Other	7
School/Community Org	13
Other Agency	15
Friend/Family	27
Grand Total	76

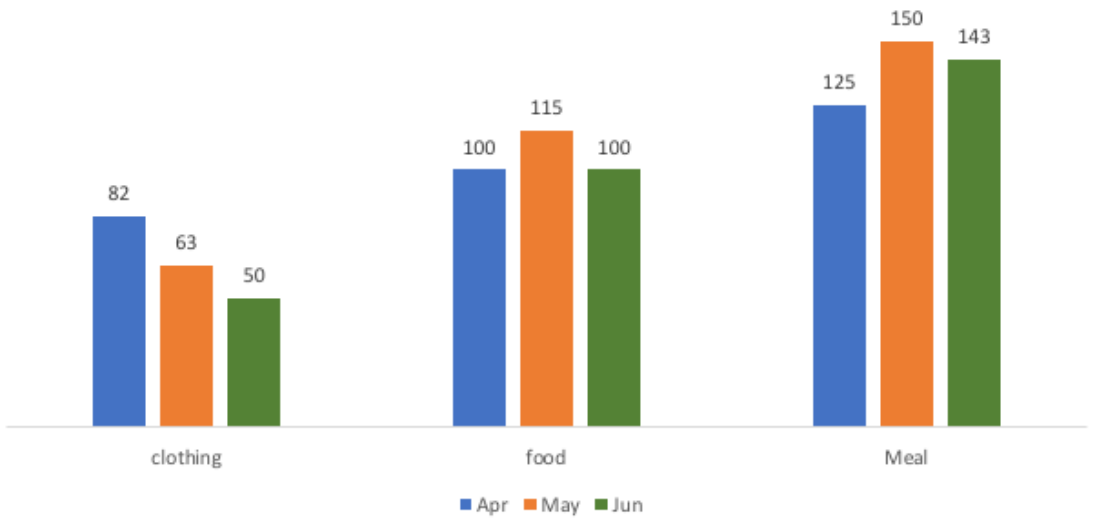
Drop In Center - Under 18	
Row Labels	Unique Youth
2021 - 01	2
2021 - 02	3
2021 - 03	2
2021 - 04	2
2021 - 05	6
2021 - 06	5

Drop In Center - Children Present	
Row Labels	Unique Youth
2021 - 01	7
2021 - 02	6
2021 - 03	5
2021 - 04	6
2021 - 05	10
2021 - 06	12

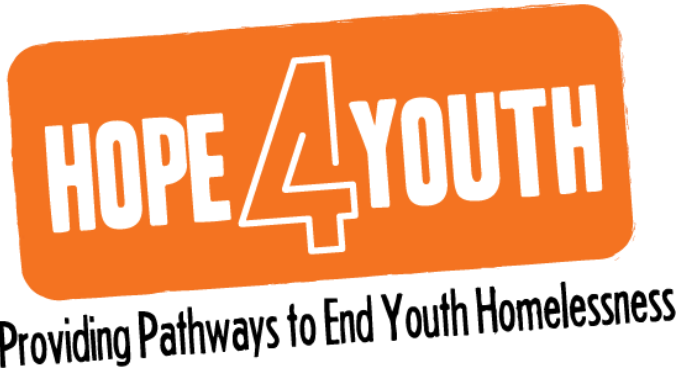


DIC Second Quarter Data

Drop In Center - 2021 2nd QTR



	Drop In Center
Data points	
Of total youth visits what was average daily attendance?	9.6
Total number of youth visits	615
Total number of unduplicated youth visits	131
CLOTHING	195
FOOD	315
MEAL	418
PROVIDER VISITS	28
EMPLOYMENT REFERRALS	9
HOUSING REFERRALS	16
OTHER SHELTER	3
Stepping Stone	8
OTHER REFERRALS	36



Program Snapshot July 2021

HOPE 4 Youth Drop-In Center Youth Statistics

247

Drop-In Center Visits

84

Unique Youth Under 18 = 4

19

New Intakes Under 18 = 2

DIC Community Referrals

Housing Referral	13
Mental Health Referral	2
Social Service Provider	7

Case Management Services – All Programs

66 Youth Received 78 Hours of Case Management Services

DIC: 43 (52%) of youth received CM

HOPE Homes

Screening = 2
Active Youth/Host = 13
Total Youth Served = 15
Supports to Youth and Host = \$1752.00

HOPE Place Youth Statistics - 12 youth served

- 1 unit filled (Coordinated Entry)
- 0 units open
- 1 resident has been working FT time since January saved enough to purchase a vehicle
- 6 residents continue to work on a career path (in nursing, auto mechanics, manufacturing, landscaping, restaurant industry)
- 8 residents are in school or working
- 1 is focusing on mental health

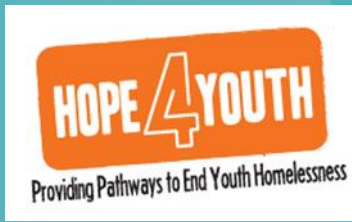
Career Force Sessions at HP = 10 individual sessions with 5 residents

Drop-In Center On-Site Resources

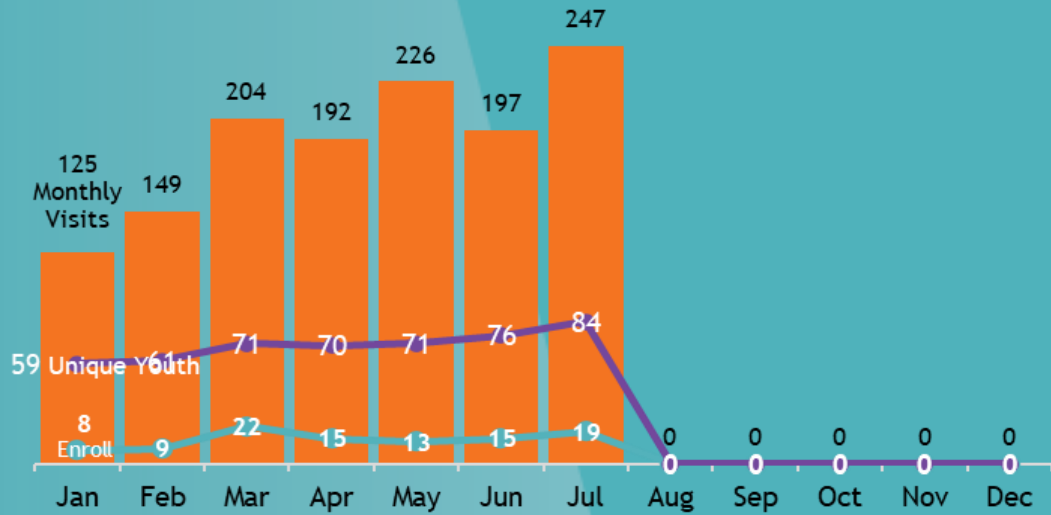
10

Crisis Calls





Additional July DIC Data



How Referred - Previous Month	
Row Labels	Unique Youth
Agency Website	1
Government	1
Another Client	2
Internet	2
Unknown	4
Other	8
School/Community Org	10
Other Agency	13
Friend/Family	43
Grand Total	84

Drop In Center - Under 18	
Row Labels	Unique Youth
2021 - 01	2
2021 - 02	3
2021 - 03	2
2021 - 04	2
2021 - 05	6
2021 - 06	5
2021 - 07	4

Drop In Center - Children Present	
Row Labels	Unique Youth
2021 - 01	7
2021 - 02	6
2021 - 03	5
2021 - 04	6
2021 - 05	10
2021 - 06	12
2021 - 07	14



Providing Pathways to End Youth Homelessness

Advancement Scorecard June 2021*

*Stats are only reflective of June (Not YTD)

VOLUNTEER HOURS

471

Total Hours

Down 242 hours since May

- 191 hours Drop-In Center
- 40.5 hours DIC Meals
- 12 hours Hope's Closet
- 54 hours One-time projects/other
- 161.5 hours Donation Center
- 12 hours HOPE Place

DONORS

17

New donors gave \$5,804.21

Down 50 donors & down \$5,795.96 since May

0

New recurring monthly donors

Down 2 since May

DONATIONS: \$28,668.86

Down \$47,870.79 since May

- \$1,000.00 Events
- \$2,500 Grants/Foundations
- \$4,394.61 Online Giving
- \$10,982.53 Portal Giving
- \$9,791.72 Traditional Giving

ACTIVE VOLUNTEERS

those that have volunteered in the past 6 months

114

Active Volunteers

Up 2 since May

15

New Volunteers

Up 7 since May

SOCIAL MEDIA STATISTICS

92,560

Impressions

of times content appears in front of a user. Up 29,958 since May

8,008

Engagement

of times a user commented, reacted, shared, or clicked on content. Up 4,942 since May

13,179

Followers

Up 105 since May

WEBSITE STATISTICS

4,438 Page Sessions

A single website visit that can include many pageviews. Up 732 since May

575 Returning visitors

Down 15 since May

0:01:52 Average time on website

Up :22 seconds since May

EMAIL STATISTICS

8,171 Accepted Subscribers

Up 2 since May

20.70% Open Rate

Down .05% since May



Providing Pathways to End Youth Homelessness

Advancement Scorecard July 2021*

*Stats are only reflective of July (Not YTD)

VOLUNTEER HOURS

331

Total Hours
Down 140 hours since June

- 120 hours Drop-In Center
- 45 hours DIC Meals
- 8 hours Hope's Closet
- 16 hours One-time projects/other
- 112 hours Donation Center
- 30 hours HOPE Place

DONORS

14

New donors gave \$2,173.52

Down 3 donors & down \$3,630.69 since June

0

New recurring monthly donors

Same as June

DONATIONS: \$20,568.50

Down \$8,100.36 since June

- \$10,000.00 Events
- \$0 Grants/Foundations
- \$2,626.30 Online Giving
- \$3,173.74 Portal Giving
- \$4,768.46 Traditional Giving

ACTIVE VOLUNTEERS

those that have volunteered in the past 6 months

114

Active Volunteers
Same as June

15

New Volunteers
Same as June

SOCIAL MEDIA STATISTICS

53,001

Impressions

of times content appears in front of a user.
Down 39,559 since June

5,245

Engagement

of times a user commented, reacted, shared, or clicked on content.
Down 2,763 since June

13,196

Followers

Up 17 since June

WEBSITE STATISTICS

2,844 Page Sessions

A single website visit that can include many pageviews.
Down 1,594 since June

483 Returning visitors

Down 92 since June

0:01:44 Average time on website

Down :08 seconds since June

EMAIL STATISTICS

8,171 Accepted Subscribers

Same as June

20.70% Open Rate

Same as June



SPONSORSHIP OPPORTUNITIES

On any given night, there are more than 6,000 youth experiencing homelessness in Minnesota. When the darkness of night sets in, these youth are staying in shelters, sleeping on the streets and in cars, and couch-hopping. Many are alone and hopeless. HOPE 4 Youth is there to ensure all youth will feel safe, valued and supported while reaching their full potential. This begins with meeting their basic needs and leads to supporting them with the resources and skills needed to find and keep stable housing. **The 6th annual Darkest Night 4K be held Friday, September 17, 2021 at Bunker Hills Golf Club.** We hope to raise awareness of what youth experience and raise funds so they never have to experience it again.

TITLE SPONSOR - \$10,000 **SOLD**

- Opportunity to include items in swag bags
- Displayed recognition at the event
- 20 complimentary 4K entries
- Mention in press release and media bytes

- Large logo with link on HOPE 4 Youth website
- Mentions on HOPE 4 Youth's social media
- Logo with link in Eblasts
- Logo on The Darkest Night 4K advertising

GOLD SPONSOR - \$5,000

- Opportunity to include items in swag bags
- Displayed recognition at the event
- 10 complimentary 4K entries
- Logo with link on HOPE 4 Youth website
- Mentions on Hope 4 Youth's social media
- Logo with link in Eblasts

SILVER SPONSOR - \$2,500

- Opportunity to include items in swag bags
- Displayed recognition at the event
- 6 complimentary 4K entries
- Logo with link on HOPE 4 Youth website
- Mentions on Hope 4 Youth's social media
- Logo in Eblasts

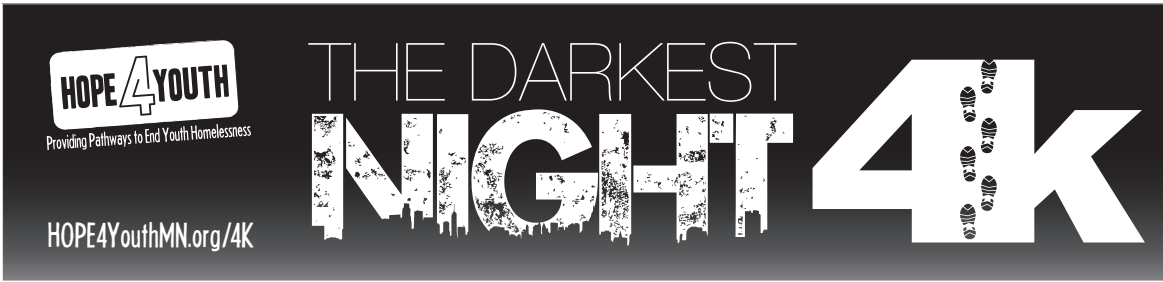
BRONZE SPONSOR - \$1,000

- Opportunity to include items in swag bags
- Displayed recognition at the event
- 4 complimentary 4K entries
- NAME on HOPE 4 Youth website
- Mention on Hope 4 Youth's social media
- Name in Eblasts

STAR SPONSOR - \$500

- Opportunity to include items in swag bags
- Displayed recognition at the event
- 2 complimentary 4K entries
- Name on HOPE 4 Youth website
- Name in Eblasts

To confirm your sponsorship, contact Nikki Calvin, at 763.323.2066 ext. 102, or nkalvin@hope4youthmn.org. All sponsorship payments are expected prior to the day of event unless other arrangements have been made. Payment can be remitted via credit card (HOPE4YouthMN.org/4K) or check (made payable to HOPE 4 Youth) and mailed to HOPE 4 Youth, 2191 Northdale Blvd. NW, Coon Rapids, MN 55433. Tax ID #46-1626500.



SPONSORSHIP CONFIRMATION

I am confirming my sponsorship for The Darkest Night 4K benefiting HOPE 4 Youth. I would like to commit to the following:

TITLE SPONSOR - \$10,000 **SOLD**

GOLD SPONSOR - \$5,000

SILVER SPONSOR - \$2,500

BRONZE SPONSOR - \$1,000

STAR SPONSOR - \$500

.....

Name _____ Business _____

Address _____

City/State _____ Zip Code _____

Email _____ Phone _____

Logos must be in .ai or high quality .png format. Logos should be emailed to Julie Orlando:
jorlando@hope4youthmn.org

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All sponsorship payments are expected prior to the day of event unless other arrangements have been made.

CREDIT CARDS: HOPE4YouthMN.org/4K

CHECKS:

HOPE 4 Youth

2191 Northdale Blvd NW

Coon Rapids, MN 55433

Questions? Contact Nikki Calvin, 763.323.2066 ext. 102, or nkalvin@hope4youthmn.org. Tax ID #46-1626500.



A Pheasant Hunt Fundraiser Benefiting HOPE 4 Youth

Ready! Aim! Fire! **Join us for the 6th annual Hunt 4 HOPE on Friday, September 24, 2021** at Wild Wings of Oneka (14814 Irish Ave, Hugo). The fundraiser includes the hunt, delicious food and drinks, along with prizes. Sponsorship information is below:

Title Sponsor \$6,000	<ul style="list-style-type: none">• Three fields (9-12 people), including guides, ammunition, bird cleaning and birds• Food and drink after the Hunt• Logo on HOPE 4 Youth website, eblasts, and other marketing collateral• Mentions on HOPE 4 Youth's social media• Recognition at the Hunt
Presenting Sponsor \$4,000 (2 Available)	<ul style="list-style-type: none">• Two fields (6-8 people), including guides, ammunition, bird cleaning and birds• Food and drink after the Hunt• Logo on HOPE 4 Youth website, eblasts, and other marketing collateral• Mentions on HOPE 4 Youth's social media• Recognition at the Hunt
Pheasant, Chukar, Quail Sponsors \$2,000 (2 Each Available - 6 Total)	<ul style="list-style-type: none">• One field (3-4 people), including guide, ammunition, bird cleaning and birds• Food and drink after the Hunt• Logo on HOPE 4 Youth website and eblasts• Mention on HOPE 4 Youth's social media
Field Sponsor \$1,700 (20 Available)	<ul style="list-style-type: none">• One field (3-4 people), including guide, ammunition, bird cleaning and birds• Food and drink after the Hunt• Name on HOPE 4 Youth website and eblasts
Individual Registration \$450	<ul style="list-style-type: none">• One hunting spot on a field, including guide, ammunition, bird cleaning and birds• Food and drink after the hunt

Please complete the attached form and email it to nkalvin@hope4youthmn.org. You may also mail this form with check payable to HOPE 4 Youth (2191 Northdale Blvd. NW, Coon Rapids, MN 55433). Registration can also be completed online at HOPE4YouthMN.org/Hunt4HOPE. Credit cards are accepted online or by calling 763.323.2066, ext 112. Questions? Contact Matt Brandt at matt@brandtmgmt.com or call 651.503.2892.



A Pheasant Hunt Fundraiser Benefiting HOPE 4 Youth
Friday, September 24, 2021 9 a.m. - 12 p.m.
Wild Wings of Oneka (14814 Irish Ave, Hugo)

- Title Sponsor** Presenting Sponsor Pheasant Sponsor Chukar Sponsor
 Quail Sponsor Field Sponsor Individual Registration

TEAM CAPTAIN	NAME _____
	ADDRESS _____
	CITY _____ STATE _____ ZIP _____
	PHONE _____ <input type="radio"/> CELL <input type="radio"/> OFFICE
	EMAIL _____ BRINGING OWN DOGS # _____
TWO	NAME _____
	ADDRESS _____
	CITY _____ STATE _____ ZIP _____
	PHONE _____ <input type="radio"/> CELL <input type="radio"/> OFFICE
	EMAIL _____ BRINGING OWN DOGS # _____
THREE	NAME _____
	ADDRESS _____
	CITY _____ STATE _____ ZIP _____
	PHONE _____ <input type="radio"/> CELL <input type="radio"/> OFFICE
	EMAIL _____ BRINGING OWN DOGS # _____
FOUR	NAME _____
	ADDRESS _____
	CITY _____ STATE _____ ZIP _____
	PHONE _____ <input type="radio"/> CELL <input type="radio"/> OFFICE
	EMAIL _____ BRINGING OWN DOGS # _____

Please complete this form and email it to nkalvin@hope4youthmn.org. You may also mail this form with check payable to HOPE 4 Youth (2191 Northdale Blvd. NW, Coon Rapids, MN 55443). Registration can also be completed online at HOPE4YouthMN.org/Hunt4HOPE. Credit cards are accepted online or by calling 763.323.2066, ext. 112. Questions? Contact Matt Brandt at matt@brandtmgmt.com or 651.503.2892.

