



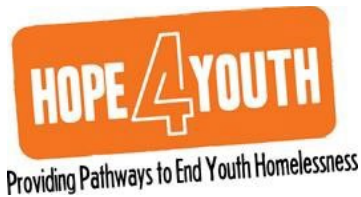
## BOARD OF DIRECTORS MEETING

Monday, September 25, 2023

5:00pm – 7:00pm

Meeting Location: Anoka County Sheriff's Office  
(If needed, virtual/call in within body of invitation)

| AGENDA  | TIME   |
|---|--------|
| I. Call to Order (Steve Nash) <ul style="list-style-type: none"><li>• Welcome and introduction</li></ul>  | 5:00pm |
| II. Mission Moment (LaChelle Williams)  | 5:10pm |
| III. Chairman's Report (Steve Nash) <ul style="list-style-type: none"><li>• Approval of Minutes<ul style="list-style-type: none"><li>○ Questions, discussion, removal</li></ul></li><li>• Confirmation of Agenda</li><li>• Update on Executive Committee<ul style="list-style-type: none"><li>○ Board meetings – 5p-7p</li><li>○ Annual Meeting – Slate of Officers</li><li>○ 2024 Budget timeline</li><li>○ Nominees for the Board</li></ul></li></ul> | 5:15pm |
| <b>Strategic Discussion: Presentation and Feedback</b>  |        |
| IV. Strategic Plan review and recommendations<br>(Sue Woodard   LaChelle Williams)  | 5:30pm |
| <b>Operational Updates</b>  |        |
| V. Advancement/Development Committee (JJ Slag   Nikki Calvin) <ul style="list-style-type: none"><li>• Amplifying our mission</li></ul>  | 6:05pm |
| VI. Program/Committee (Anna VonRueden   LaChelle) <ul style="list-style-type: none"><li>• Meeting the needs of our youth</li></ul>  | 6:15pm |
| VII. Finance/Committee (Don Phillips   Brooke Limanen)  | 6:25pm |
| VIII. Operational Update (LaChelle Williams) <ul style="list-style-type: none"><li>• Staff survey</li><li>• New facility process update</li></ul>   | 6:35pm |
| IX. Open Business   | 6:45pm |
| X. Adjourn  | 7:00pm |



# HOPE 4 Youth Board of Directors

## Meeting Minutes

Date: July 24, 2023

Time: 5:00 pm. Anoka County Sheriff's Office or Zoom.

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Board Members Present: Steve Nash, Pat Chen, Linda Barnum, Brad Wise, Anna VonRueden, JJ Slag, Don Phillips, Julie Cole, Sue Woodard,

Board Members Absent: Stephan Spears, Brad Konik

Staff and Guests Present: LaChelle Williams, Nikki Calvin, Brooke Limanen, Danielle Snider

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### Minutes:

#### Call to Order

- The meeting was called to order at 5:01 pm by Steve Nash. Our newest Board member, Brad Wise was introduced. Board and staff introductions were done.

#### Mission Moment (Pat Chen)

- A young man started coming to HOPE 4 Youth in 2021. His family moved here from Liberia. After a conflict with his family, he found himself homeless. He moved into HOPE Place in September of 2022. He started working at Lexington Manufacturing three months ago. He is currently working third shift and has shared with staff that he has found a place to grow and share. He catches on quickly and is excited to be a part of something bigger. This is one of the youth that testified during the legislative session. He is currently in school right now pursuing a degree in Accounting. We have been able to support this youth, getting them a stable place and providing him with the tools to launch and continue to improve himself and his life. What a testament of the important work we are doing in our community!

#### Approval of Agenda and Minutes

- Motion made by Pat Chen, seconded by Julie Cole and passed unanimously to approve the May minutes and July agenda.

#### Chairman's Report (Steve Nash)

- Update on Executive Committee
  - Audit and 990 Approval
    - A representative from Abdo attended the last Executive Committee meeting. They did a very good job going through each of the sections and was able to answer all of the questions we had. There really weren't a lot of issues and there were no discrepancies.
    - The Executive Committee recommended approval.
      - Motion to approve the audit and 990 by Linda Barnum, seconded by Anna VonRueden, and passed unanimously.
    - A few years ago, Abdo kind of fired us because of several internal problems that were at play. A tremendous amount of work was done getting things straightened out and ready. LaChelle and the team did great work getting us to a better place for the annual audit. We had no problems with this year's audit. Steve noted that this work is done throughout the year. LaChelle, Brooke, and the team work hard all year long.
  - Fiscal responsibility of Board with new facility
    - This year we were successful in our legislative endeavors this session. This is two years' worth the work to get us to this point. Steve thanked LaChelle and the team for their hard work to get up to this point. This is going to be a minimum two-year process. There will be a lot that goes into this. This is not just for now; this is for the future.
    - One of the Board's main responsibilities is fiduciary. We need to be making sure that we're wisely spending these funds to make sure we are meeting our mission.

- Vision of Board and Committee engagement
  - Steve stressed the importance of Board and Committee engagement. He noted that Board meeting schedule was modified to allow for the work being done at a Committee level to be emphasized.
  - The Building Committee will be made up of professionals that know about building and securing contractors. We are going to have one Board member to serve as a liaison. Steve Nash has had involvement in building committees in the past and will serve as liaison for the Board.
  - We need functioning committees to have all the work come together. The Building Committee will need involvement from the Finance, Program, and Advancement Committees.

#### **Board Nomination: Krista Benjamin**

- LaChelle shared that Krista is a humble yet energetic leader at Connexus Energy. She supervises Connexus Energy's legislative and government affairs, their employee services, and their own Board of Directors. She works closely with the executive leadership team including their CEO. Krista has spent 16 years working in the electric utility industry with a gift of project management. Her experience working with other nonprofits boards will only be an asset to us. As a note, our friend Krista is a bit of a celebrity as she came in second place at this year's AN4H's Heads or Tails game!
  - Motion to approve adding Krista to Board by Julie Cole, seconded by Linda Barnum. The motion passed unanimously.
  - We have a new board member! LaChelle will communicate this to Krista and she will join us for September's Board meeting.

#### **Operational Update (LaChelle Williams)**

- Board Development
  - We officially have two new board members with Krista's appointment! Our goal was to add two to four new board members. We have now added two new board members to our roster of community advocates. Again, welcome Sheriff Wise, and we will meet Krista Benjamin in person in September.
  - LaChelle is also working with a powerful candidate from Bremer Bank when our friend Stephen Spears rolls off in November. She is additionally working on a prospect from CLA and elsewhere.
  - We have added a new Board Committee member to the Strategic Steering Committee – Karen Anderson. Karen is with the Plymouth City office as their Public Safety Administrator. She is strongly versed in Risk Management plans. Her work with us will help us in our goal to complete a Risk Management Plan for H4Y by the end of 2023.
- Staffing Goal: 20 plus two interns.
  - Our team is working hard, together. Great things are being done across our organization.
  - We currently have an open position in Program for a Youth Services Coordinator. We are interviewing candidates, but the pool is light. We will be fully staffed when this individual is identified.
  - Additionally, we are reaching out to our university partners for two Fall interns. Our internship pipeline is strong.
- Government Funding
  - We continue to see increased opportunity for Government funding. While this can be appealing, it is someone we are tempering. Our goal this year was \$318K which included \$168K in ERC funding. We have a projection of \$428K due to the offering of FHPAP, Rapid Rehousing, and increases in our OEO funding. As you may know all government funding comes with many reporting needs and increased administrative work. We are cautiously monitoring our investment into this space.
- Current Facility Updates
  - HOPE Place is getting a facelift. We are using the Heartland Tire Golf event donation to provide some needed maintenance. We have repaired the roof, blacktopped the parking lot, painted everything, and will be outfitting the rooms with new furnishings.
  - The DIC has never looked so welcoming. Under Mica's leadership, things are running more professional than ever. We have completely reorganized the center, have the team operating succinctly, and have more youth visiting us. LaChelle encourage you to stop by, just let Nikki or LaChelle know when you have a few minutes in the morning before we open, we would love to share the updates!

## **Advancement/Development Committee (JJ Slag/Nikki Kalvin)**

- Fundraising
  - The Fundraising Plan that was established in January is being reviewed monthly. This year we are focusing on LYBUNT/SYBUNT (last/some year but unfortunately not this) reporting to target those that need to be reengaged.
  - Summer Appeal
    - We are sending the Summer Appeal via eBlast to everyone on list. A paper mail copy is going to those that gave LYBUNT along with several other giving parameters.
- Marketing and Events
  - We are event heavy for Q3! The Volunteer picnic is on August 18<sup>th</sup>. The 4K Open House is August 19<sup>th</sup>. The 4K is September 16<sup>th</sup>.
  - The Hunt 4 HOPE Friday is September 22<sup>nd</sup>. It is the 8<sup>th</sup> year that we are doing this pheasant hunt fundraiser. This event started with Matt Brandt's birthday and has turned into annual event that brings in about \$60k a year.
  - Clays 4 Youth is on October 3<sup>rd</sup>. This is the second year of this event.
  - October 25<sup>th</sup> will be the Inspiring HOPE breakfast. It is the first year for this event and we are planning for one hour.
- Community Engagement
- Call to Action
  - We would like the Board to look at their schedules. We would like everyone at Inspiring HOPE breakfast. It would be ideal to have each board member fill a table of eight. The target of 50 people

## **Program Update (Anna VonRueden/LaChelle Williams)**

- Program Committee
  - Anna shared that Friday's Program Committee meeting will be joined by the founder of Authentic Roots Therapy. She will be answering questions about what it would look like to implement mental health support at the Drop-In Center both in our current facility and in the future.
- Partnership Opportunities
  - We continue to elevate our role as a community hub for resources. We continue to focus on our partnership opportunities seeking the necessary resources our youth will benefit from. Last year we ended the year with 71 partners, as of the end of June we are up to 80. We truly have a mindset now of supporting and honoring all youth.
- Single-organization Mindset
  - As shared earlier, with Mica's promotion we are truly seeing a single-organization mindset within our Program team. Working with Mark and the team, we are setting cultural improvements and increased opportunities for both operations. All in all, things are going well.
- Youth Survey Results
  - We took a snapshot of our first six-months of 2023. Our outcomes continue to be impressive. We are trending similarly to our 2022 outcomes with two standouts; 57% of our 2023 surveyed youth said they make advancements in their educational goals compared to 35% in 2022. We added a new question inquiring about changes with chemical use. We are ecstatic to see 80% of our surveyed youth have stopped or reduced their chemical use. Our partnership programs are working!
  - We will continue to focus on outcome information. We recognize this is what drives community engagement - a solution to an unacceptable issue.
  - Of the roughly 200 youth we're working with, 30 have responded. We are very pleased with this response rate thus far. Don noted the importance of getting responses. Julie noted that the healthcare response rate for surveys is 2%.
    - Sue Woodard noted that outcomes also become metrics. We'll always find ways to refine, but she is so impressed.
  - This is an example of what can happen when the right people on the team!

## **Finance Update (Don Phillips/Brooke Limanen)**

- 8.6 months of cash on hand
- Expenses are higher than budget due to the purchase of a storage shed for HOPE Place and the timing of the audit payment. The storage unit is part of the Heartland dollars we are expecting later this year.
- Expenses are currently tracking higher. Brooke researched and found that payroll/healthcare expenses are higher than budgeted. Brooke has noted this on the projection, and it will be taken into account for future budgeting.

- We will revisit at the end of Q3 to update the projection.
- Don noted that benefits and payroll expenses are higher because we're hiring good people. This will allow us to be a stable organization.

### **Strategic Discussion: Facility Roadmap (LaChelle Williams)**

- Tours/meetings/outreach
  - We are in somewhat of a waiting period. Until we have a signed contract with DEED we cannot spend a single nickel on anything related to the new facility. We are using this time to prepare by garnering information, insight, and spreading the word. The senior leadership team has gone on tours of our sister agencies throughout the metro area. We are meeting with individuals and organizations who have experience in state funding/construction, as well as reaching out to all of our key contacts. We are continuing to work with brokers on site options. We are starting to focus more on North Fridley, southern Blaine, and potentially Spring Lake Park.
- DEED and MMB partnership/contract
  - We believe we will be assigned our Project Management sometime this Fall and will get our contract signed. We actually have until December 31, 2027, to sign our contract with five additional years to construct our facility. We will move much more swiftly than this, however, we do have time if needed. As a Board of Directors, we will need to determine if we plan to build an \$8M facility or if we plan to expand that to a capital campaign. The new caveat we have with the government funding is our project must be fully funded before any dollars will be dispersed. If we move forward with a capital campaign, we will be unable to access the \$8M until the capital campaign is finished.
- Location identification
  - We continued to hear the same message about Coon Rapids - we will not be authorized to build there. As shared, we hope to find a location in Q4 - or Q1 2024. Brad Wise shared that the City of Coon Rapids had a plethora of issues during the pandemic with local social services non-profits receiving funding, but not providing oversight to their programs that they implemented with this funding. This led to increased safety concerns, law enforcement interactions, and problems with the neighborhood residents.
- Building committee vision and timing
  - In tandem with the DEED contract work and the location identification, we are starting the vetting and building of our Building HOPE Project committee. LaChelle will be coming forward with three proposals to serve as the Owner's Rep. The Executive Committee will help determine our Owner's Rep. Once they are hired, they will help with the RFPs for our architects and construction partners. The Building Committee will provide recommendations to the Executive Committee and Board for all final decisions and directions.
  - Paul Eckstrom has shared that he is willing to be involved in this project.
- Decisions regarding facility process
  - The project process, working with the guidelines from DEED, will begin. I have an aggressive timeframe of 2026 and a more moderate timeframe of 2027 for our move in date.

### **Open Business (Steve Nash)**

- LaChelle will be sending out a survey for meeting time preference. Please respond and share the best day and time for a meeting. We will review and make a decision for what's best for the team.

### **Adjourn**

- **Motion** to adjourn was made by Anna, seconded by Pat Chen, and approved unanimously.

The meeting ended at 6:40 pm.

Respectfully Submitted,

Danielle Snider, Administrative Coordinator

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### **Action Items:**

- Create a sign up genius or other avenue for Board engagement sign ups
- LaChelle will send a survey to determine the best day and time for future Board meetings.

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## Upcoming Events:

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- Thursday, August 17<sup>th</sup>, [Annual Volunteer Picnic](#) – All Board, staff and their families are welcome to attend
- Saturday, August 19<sup>th</sup>, 1<sup>st</sup> Annual [Summer Open House](#) at the Drop-In Center
- Monday, August 21<sup>st</sup>, 9<sup>th</sup> Annual [Heartland Tire Golf Classic](#) at Bunker Hills Golf Club
- Saturday, September 16<sup>th</sup>, the 8<sup>th</sup> Annual [The Darkest Night 4K](#) at Bunker Hills Golf Club
- Friday, September 22<sup>nd</sup>, the 8<sup>th</sup> Annual [Hunt 4 HOPE](#) at Wild Wings of Oneka
- Tuesday, October 3<sup>rd</sup>, the 2<sup>nd</sup> Annual [Clays 4 Youth](#) event at MN Horse and Hunt Club
- Wednesday, October 25<sup>th</sup>, the 1<sup>st</sup> Annual [Inspiring HOPE Breakfast](#) at The Mill Site
- Thursday, November 16<sup>th</sup>, the 7<sup>th</sup> Annual [Out of the Cold](#) at the Anoka County Sheriff's Office

# HOPE 4 Youth Vision 2024-2026

|                                  |   |   |
|----------------------------------|---|---|
| <p><b>Core Values</b></p>        | <ol style="list-style-type: none"> <li>1. Resourceful</li> <li>2. Accountable</li> <li>3. Inclusive</li> <li>4. Hopeful</li> <li>5. Compassionate</li> </ol>  | <p style="text-align: center;"><b>3-Year Picture</b></p> <p>Future Date: 2024-2026<br/> Revenue: \$4,000,000<br/> Surplus: \$25,000</p> <p>Measurables</p> <ul style="list-style-type: none"> <li>➤ Thriving culture; 92% staff retention, 70% volunteer retention, 10% increase in community program partners, and 10% increase in donor engagement</li> <li>➤ Financially Solvent; realize annual surplus, clean annual audit, all operational processes implemented, 76% budget to program expense, maintain less than 5% of government funding</li> <li>➤ New DIC/Admin facility with expanded services: <ul style="list-style-type: none"> <li>○ Mental Health support</li> <li>○ Career Development</li> <li>○ Financial competency training</li> <li>○ Family support</li> <li>○ Case management support</li> <li>○ Chemical dependency support</li> <li>○ Physical health support</li> <li>○ Basic needs support</li> <li>○ Stable housing support</li> <li>○ Facility improvements to support social and emotional engagement, meal prep, and volunteer/donation processing</li> </ul> </li> <li>➤ 30 FTEs</li> <li>➤ 400-450 volunteers</li> <li>➤ 2200 total donors</li> <li>➤ Board support expansion <ul style="list-style-type: none"> <li>○ Increase to 25 seats</li> <li>○ Update policies to support goals</li> </ul> </li> <li>➤ Create <i>HOPE 4 Youth Playbook</i> (transformational relationship processes, systems, roles, risk management plan, etc...)</li> </ul> |
| <p><b>Core Focus</b></p>         | <p><b>Mission:</b> Provide Pathways to end youth homelessness</p> <p><b>Vision:</b> Create an experience where all youth feel safe, valued, and supported while reaching their full potential</p> <p><b>Our Niche:</b> Meet youth where there are using our 4-fold approach:</p> <ul style="list-style-type: none"> <li>• Trauma-Informed Care</li> <li>• Strengths-Based mindset</li> <li>• Client – Youth Centered</li> <li>• Harm Reduction</li> </ul> |   |
| <p><b>10-Year Target</b></p>     | <p>Thriving \$7 million nonprofit and premier youth serving collaborator launching youth from homelessness to community contributor.</p>  |   |
| <p><b>Marketing Strategy</b></p> | <p>Target Market<br/> Three Unique markets:</p> <ol style="list-style-type: none"> <li>1. Youth</li> <li>2. Volunteers</li> <li>3. Donors</li> </ol> <p>Proven Success: (2022) 415 youth/2983 visits   65% CM<br/> 1186 Individual donors, 382 Organizational/Business donors   301 volunteers/1744 volunteer assignments   10,926 hours of engagement</p> <p>Guarantee: To be a premier steward of resources and community investment</p>                |   |

## STRATEGIC GOALS | Primary Objectives



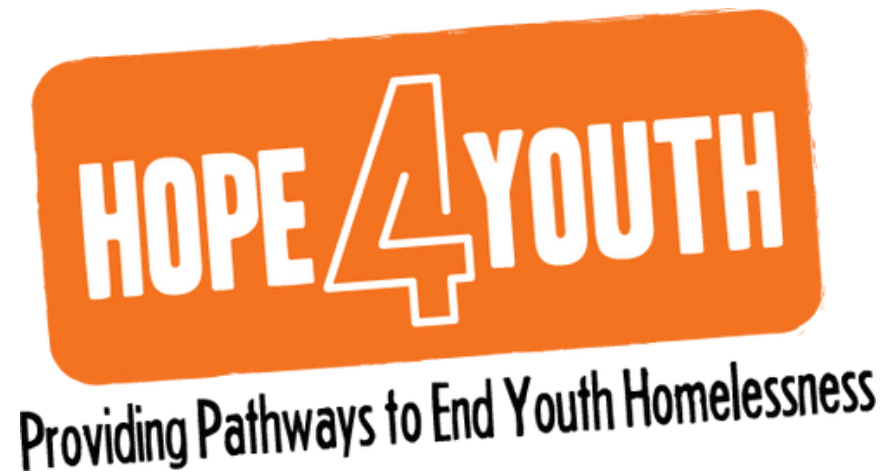
# HOPE 4 Youth Vision 2024-2026

- 1. Provide life-enhancing programs empowering youth to reach their full potential**
  - i. Deliver premier programs using the four-fold approach
  - ii. Create a *center* of support at the Drop-In Center addressing immediate and long-term needs
  - iii. Create a thriving place to live at HOPE Place to fully launch youth into the community
  - iv. Expand social & emotional well-being program offerings and resource partnerships
  
- 2. Engage in transformational partnerships with community leaders, donors, and volunteers**
  - i. Strengthen partnerships with community leaders focused on homelessness and youth empowerment to provide imperative resources for our youth
  - ii. Enhance donor relations to build transformational relationships resulting in innovative revenue generation
  - iii. Enhance volunteer opportunities and experience driving retention and increased engagement.
  - iv. Strengthen all stewardship efforts to foster greater connection and funder alignment to strategic priorities
  
- 3. Laser focus on premier staff retention and operational improvement**
  - i. Strengthen a transparent culture driving team engagement
  - ii. Deepen employee benefit expansion to elevate attractiveness and retention
  - iii. Ensure HOPE 4 Youth sustains an inclusive, equitable, and diverse culture
  - iv. Embody a strengths-based mindset, behavior, and actions
  
- 4. Determine viability, location, and funding plan for new HOPE 4 Youth (Drop-in) Center**
  - i. Feasibility study
  - ii. Explore legislative funding
  - iii. Explore capital campaign
  - iv. Explore new rental options



# HOPE 4 Youth Vision 2024-2026

| 1 YEAR PLAN  | ROCKS | ISSUE LIST |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
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| <p>Future Date:<br/>Revenue:<br/>Surplus:<br/>Measurables:</p> <p><b>Goals for the Year</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 20px;">1.</td><td></td></tr> <tr><td>2.</td><td></td></tr> <tr><td>3.</td><td></td></tr> <tr><td>4.</td><td></td></tr> <tr><td>5.</td><td></td></tr> <tr><td>6.</td><td></td></tr> <tr><td>7.</td><td></td></tr> </table> <ul style="list-style-type: none"> <li>Focus/Theme</li> <li>Roles and Responsibilities</li> <li>Cash flow analysis/budget</li> <li>Scorecard</li> </ul> | 1.    |            | 2. |  | 3. |  | 4. |  | 5. |  | 6. |  | 7. |  | <p>Future Date:<br/>Revenue:<br/>Surplus:<br/>Measurables:</p> <p><b>Rocks for the Quarter</b></p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 20px;">1.</td><td></td><td></td></tr> <tr><td>2.</td><td></td><td></td></tr> <tr><td>3.</td><td></td><td></td></tr> <tr><td>4.</td><td></td><td></td></tr> <tr><td>5.</td><td></td><td></td></tr> <tr><td>6.</td><td></td><td></td></tr> <tr><td>7.</td><td></td><td></td></tr> <tr><td>8.</td><td></td><td></td></tr> </table> | 1. |  |  | 2. |  |  | 3. |  |  | 4. |  |  | 5. |  |  | 6. |  |  | 7. |  |  | 8. |  |  | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 20px;">1.</td><td></td></tr> <tr><td>2.</td><td></td></tr> <tr><td>3.</td><td></td></tr> <tr><td>4.</td><td></td></tr> <tr><td>5.</td><td></td></tr> <tr><td>6.</td><td></td></tr> <tr><td>7.</td><td></td></tr> <tr><td>8.</td><td></td></tr> <tr><td>9.</td><td></td></tr> <tr><td>10.</td><td></td></tr> </table> <p><b>Prioritize</b></p> <ul style="list-style-type: none"> <li> <b>Identify</b></li> <li> <b>Discuss</b></li> <li> <b>Solve</b></li> </ul> <p>When solving an issue;</p> <ol style="list-style-type: none"> <li>1. Live with it, 2. End it, or 3. Change it.</li> </ol> | 1. |  | 2. |  | 3. |  | 4. |  | 5. |  | 6. |  | 7. |  | 8. |  | 9. |  | 10. |  |
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| 1.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 2.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 3.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 4.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 5.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 6.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 7.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 8.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 1.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 2.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 3.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 4.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 5.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 6.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 7.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 8.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 9.   |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |
| 10.  |       |            |    |  |    |  |    |  |    |  |    |  |    |  |   |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |    |  |  |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |    |  |     |  |



# ADVANCEMENT SNAPSHOT JULY 2023

## VOLUNTEER AND IN KIND DONATIONS

**353**

Total Hours

1,604 pounds  
379 pounds  
462.4 pounds  
17  
8

of Food Donated  
of Clothing Donated that met guidelines  
of Clothing Donated that did not meet guidelines\*  
New Volunteers  
Donation Drives Completed

\*Two days sampled out of five donation days

## DONATIONS: \$23,012

*Events over budget due to early sponsorships received*

*Corporations down due to donations received in June instead of July 2023*

|                     | Actual   | Budgeted |
|---------------------|----------|----------|
| Individuals         | \$9,249  | \$8,408  |
| Civic & Faith Based | \$2,524  | \$3,884  |
| Corporations        | \$1,422  | \$4,392  |
| Foundations         | \$1,000  | \$1,000  |
| Events              | \$10,843 | \$4,831  |

## NEW DONORS

**14**

New donors gave  
\$4,908

**22%**

First time donors  
making a second gift

## SOCIAL MEDIA STATISTICS

**30,379**

Impressions

*# of times  
content appears  
in front of user.*

**2,832**

Engagement

*# of times a user  
saved, commented,  
reacted, shared, or  
clicked on content.*

**392.7**

Average Reach

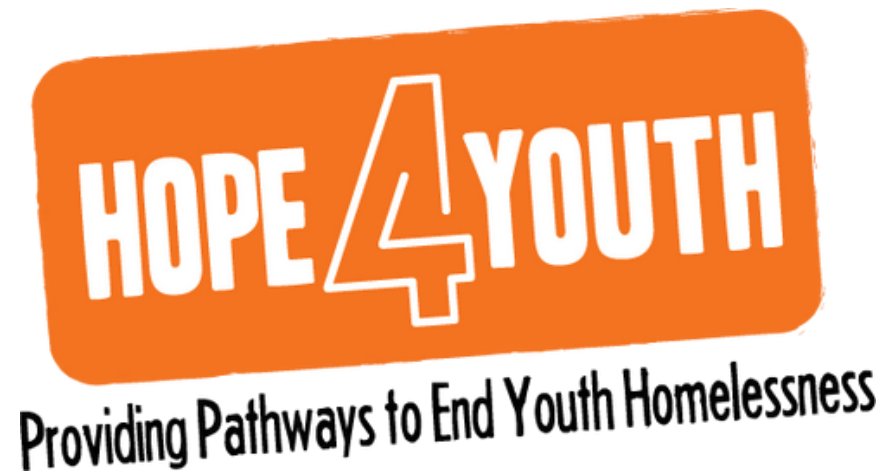
*Average # of unique  
users per post*

**77**

# of Posts

## SPECIAL ADVANCEMENT UPDATES

- Summer Appeal finalized to drop in August
- First Sponsors secured for The Darkest Night 4K
- Initial Planning for the Holiday Season
- Scheduled First Annual Open House with targeted asks to Community Members and Business Partners
- 13 Community Outreach events
- Second Annual HOPE 4 Youth Race Night at Running Aces



# ADVANCEMENT SNAPSHOT AUGUST 2023

## VOLUNTEER AND IN KIND DONATIONS

**279**  
Total Hours

1,550.8 pounds of Food Donated  
 821.5 pounds of Clothing Donated that met guidelines\*  
 1,531.4 pounds of Clothing Donated that did not meet guidelines\*\*  
 11 New Volunteers  
 10 Donation Drives Completed

\* Clothing donation drive response  
 \*\* Four days sampled out of six donation days

## DONATIONS: \$100,751.10

Two platinum sponsors for the 4K chose to give at the Gala instead. Civic and Faith is continuing to trend down this year. Individual giving is down from two large donors but not overall in number of gifts.

|                     | Actual   | Budgeted |
|---------------------|----------|----------|
| Individuals         | \$35,455 | \$51,096 |
| Civic & Faith Based | \$1,062  | \$2,088  |
| Corporations        | \$5,295  | \$11,065 |
| Foundations         | \$0      | \$0      |
| Events              | \$58,940 | \$71,936 |

## NEW DONORS

**35**  
New donors this month gave \$25,908

**22%**  
First time donors making a second gift within one year

## SOCIAL MEDIA STATISTICS

**33,233**  
Impressions

# of times content appears in front of user.

**1,569**  
Engagement

# of times a user saved, commented, reacted, shared, or clicked on content.

**353.97**  
Average Reach

Average # of unique users per post

**89**  
# of Posts

## SPECIAL ADVANCEMENT UPDATES

The Volunteer Picnic was a huge success with double the attendees from last year  
 Open House with nearly 30 attendees from the community  
 Heartland Tire Golf Classic raised \$151,451 this year  
 Summer Appeal exceeded goal by 61% through a direct targeted mailing  
 12 Community Outreach events and tours



Providing Pathways to End Youth Homelessness

# PROGRAM SNAPSHOT JULY 2023

## HOPE 4 Youth Drop-In Center Youth Statistics

**271**

Drop-In Center  
Visits  
Children Visits = 49  
Total Visits = 320  
YTD Youth Visits = 1531

**121**

Unique  
Youth  
YTD Youth = 316  
Under 18 = 2

**18**

New Intakes  
YTD = 138

### DIC Community Referrals

|   |    |
|---|----|
| Basic Needs                             | 13 |
| Education                               | 0  |
| Emergency Shelter                       | 2  |
| Employment                              | 2  |
| Financial Assistance                    | 2  |
| Health (physical, mental, etc.) Support | 0  |
| Housing                                 | 2  |
| Legal Support                           | 0  |
| Parenting Support                       | 10 |

**Total Community Referrals 31**

### Case Management Services – All Programs

**110 Youth Received 84 Hours of Case Management Services**

DIC: 99 (82%) - youth received CM  
DIC: 114 (94%) - youth received basic needs supports

### Drop-In Center On-Site Resources

|                                     |              |
|-------------------------------------|--------------|
| Transportation supports =           | 21           |
| Amount of transportation supports = | <b>\$330</b> |
| Food Shelf Visits =                 | 209          |
| Clothing Closet Visits =            | 101          |
| Hygiene Closet Visits =             | 112          |
| Meals Eaten =                       | 169          |

### HOPE Place Youth Statistics - 11 youth served

1 open units, 0 move-out, 1 move in  
4 residents continue to work on a career path (restaurant industry, education, retail, industrial manufacturing)  
8 residents are working (2 FT, 6 PT)  
1 enrolled basic education classes  
1 enrolled in FT HS  
3 enrolled in college for fall  
1 enrolled in beauty school  
6 are receiving health support (physical, mental)

**Career Force Sessions at HP:** 4 residents engaged in 5 1:1 contacts

### Drop-In Parenting Youth

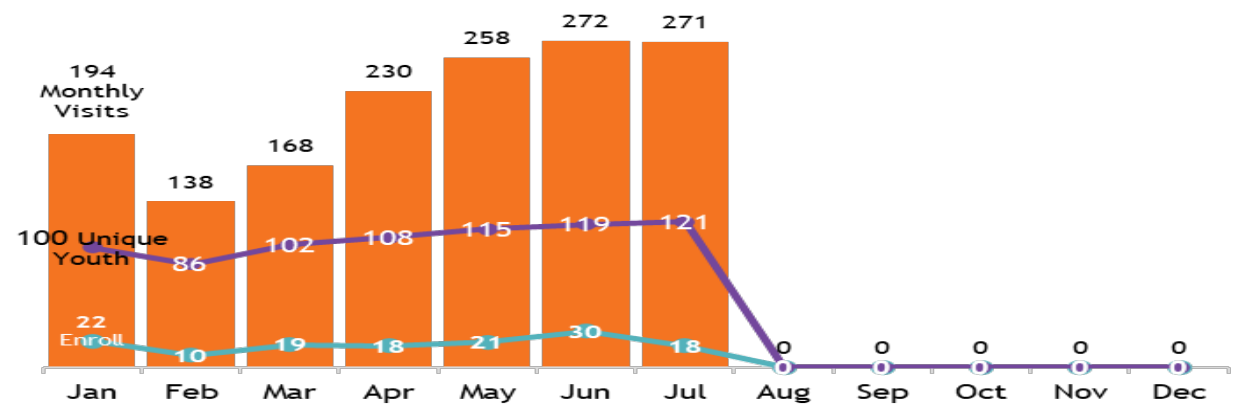
Number of Children Visits = 49  
Youth w/Children present = 27 (22%)  
Baby Products Provided = 37  
Community Referrals Parenting Support = 10



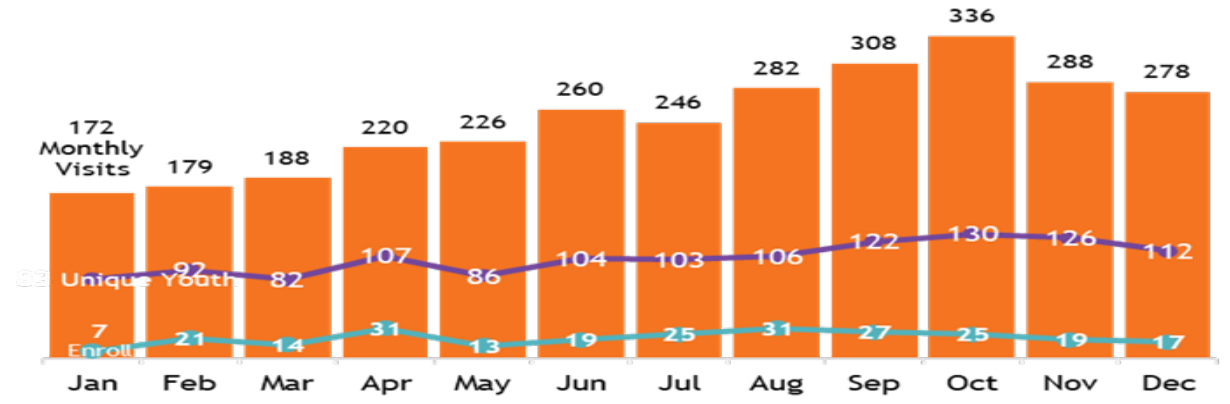
Providing Pathways to End Youth Homelessness

### Year Over Year Drop-In Center Data

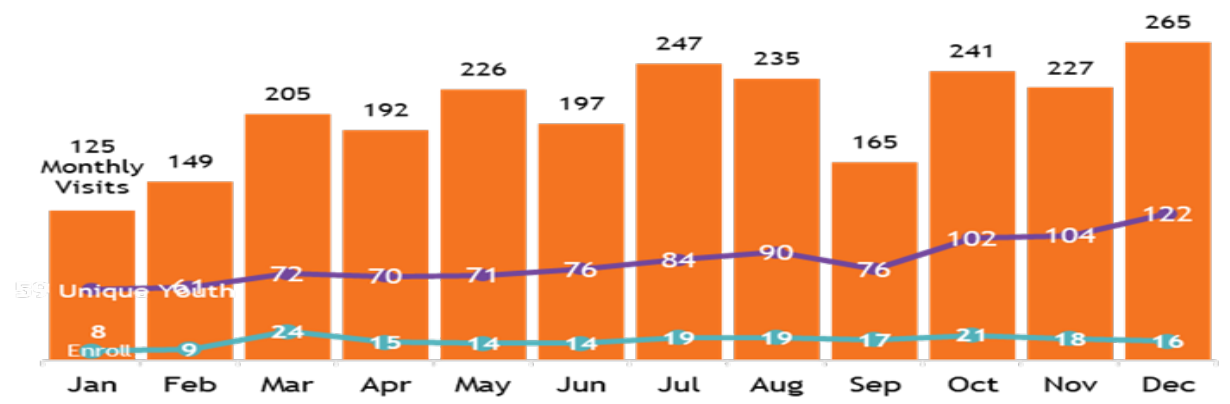
2023



2022



2021





Providing Pathways to End Youth Homelessness

# PROGRAM SNAPSHOT AUGUST 2023

## HOPE 4 Youth Drop-In Center Youth Statistics

**304**

Drop-In Center  
Visits  
Children Visits = 44  
Total Visits = 348  
YTD Youth Visits = 1835

**127**

Unique  
Youth  
Under 18 = 4  
YTD Youth = 344

**22**

New Intakes  
YTD = 160

### DIC Community Referrals

|   |    |
|---|----|
| Basic Needs                             | 13 |
| Education                               | 2  |
| Emergency Shelter                       | 2  |
| Employment                              | 3  |
| Financial Assistance                    | 17 |
| Health (physical, mental, etc.) Support | 2  |
| Housing                                 | 3  |
| Legal Support                           | 4  |
| Parenting Support                       | 0  |

**Total Community Referrals 46**

### Case Management Services – All Programs

**93 Youth Received 101 Hours of Case Management Services**

DIC: 81 (64%) - youth received CM  
DIC: 122 (96%) - youth received basic needs supports

### Drop-In Center On-Site Resources

|                                     |              |
|-------------------------------------|--------------|
| Transportation supports =           | 38           |
| Amount of transportation supports = | <b>\$618</b> |
| Food Shelf Visits =                 | 258          |
| Clothing Closet Visits =            | 113          |
| Hygiene Closet Visits =             | 177          |
| Meals Eaten =                       | 195          |

### HOPE Place Youth Statistics - 12 youth served

0 open units, 1 move-out, 2 move in  
6 residents continue to work on a career path (ed support, medical, automotive, personal care, retail, industrial manufacturing)  
10 residents are working (4 FT, 6 PT)  
1 passed her GED  
1 enrolled in FT HS  
3 enrolled in college for fall  
1 enrolled in beauty school  
5 are receiving health support (physical, mental)  
8/11 passed monthly room checks

**Career Force Sessions at HP:** 7 residents engaged in 15 1:1 contacts, 3 youth attended workshop

### Drop-In Parenting Youth

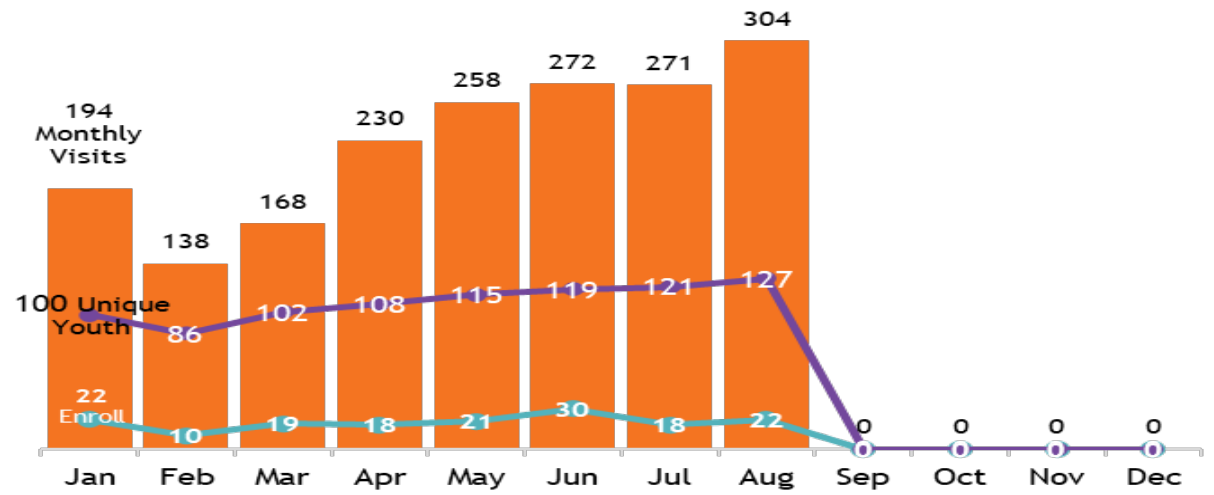
Number of Children Visits = 44  
Youth w/Children present = 23 (18%)  
Baby Products Provided = 43  
Community Referrals Parenting Support = 0



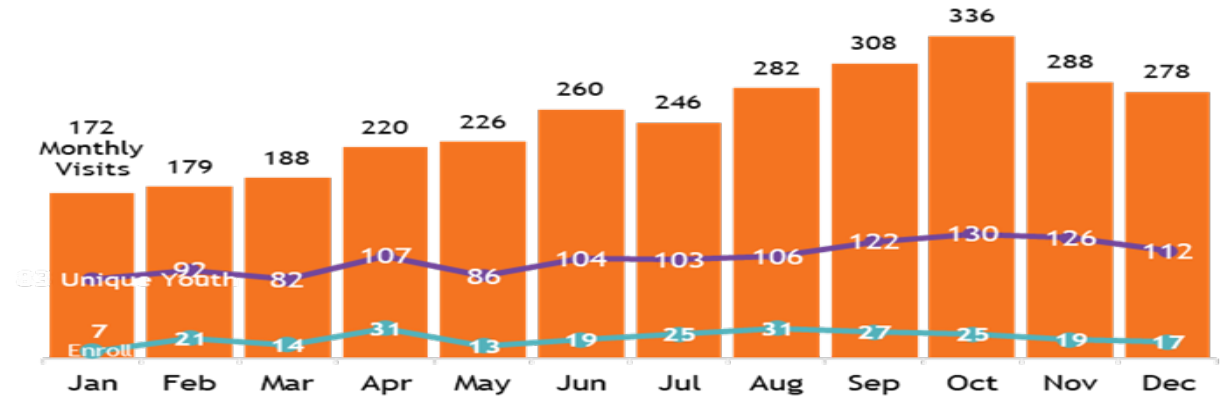
Providing Pathways to End Youth Homelessness

## Year Over Year Drop-In Center Data

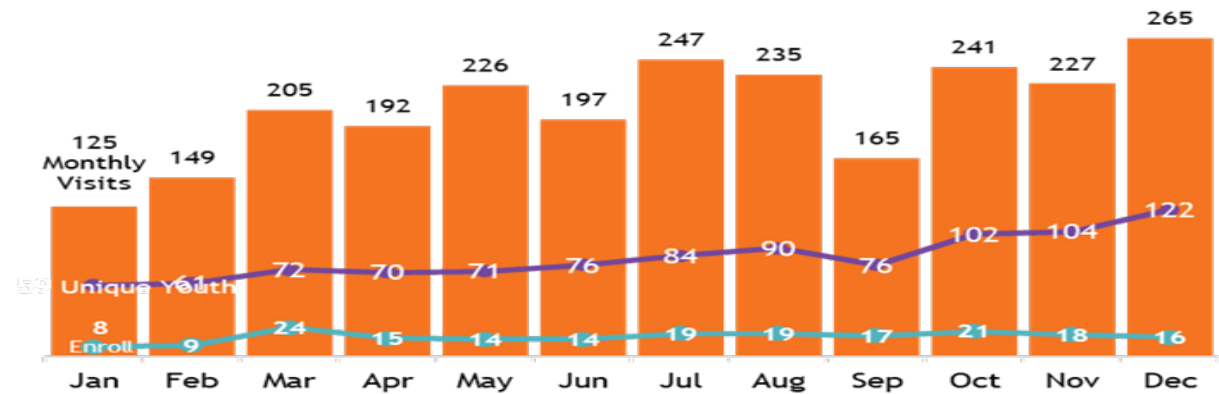
2023



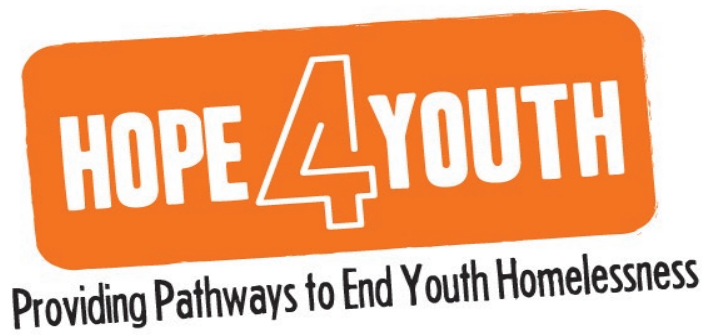
2022



2021







**Fiscal Year 2023**  
**Financial Statements**  
**as of July 31, 2023**

**Statement of Financial Position**  
**July 2023**

|   |                     | <b>Comments</b>                           |
|---|---------------------|---|
| <b>Assets</b>                                   |                     |   |
| Cash and Cash Equivalents                       | 375,760.51          |   |
| Board Designated Operating Reserve              | 261,158.37          |   |
| Building Fund                                   | 29,479.72           | Will transfer to Building Campaign budget |
| Receivables                                     | 47,687.15           | GRH, OEO, Rent                            |
| Prepaid Expenses                                | 41,950.05           |   |
| Inventory & Other Assets                        | 45,205.23           |   |
| Investments                                     | 342,270.31          | Principal Investment and T-Bills          |
| Property and Equipment, net                     | 1,307,502.18        |   |
| <b>Total Assets</b>                             | <b>2,451,013.52</b> |   |
| <b>Liabilities</b>                              |                     |   |
| Accounts Payable & Other Accrued Liabilities    | 87,333.12           | Payroll liabilities, credit card          |
| <b>Total Liabilities</b>                        | <b>87,333.12</b>    |   |
| <b>Net Assets</b>                               |                     |   |
| Unrestricted-Undesignated                       | 2,370,549.00        |   |
| Unrestricted-Board Designated Operating Reserve | 261,158.37          |   |
| Temporarily Restricted                          | 15,934.94           | Ratfield Scholarship                      |
| Current Year Net Surplus(Deficit)               | (283,961.91)        |   |
| <b>Total Net Assets</b>                         | <b>2,363,680.40</b> |   |
| <b>Total Liabilities &amp; Net Assets</b>       | <b>2,451,013.52</b> |   |

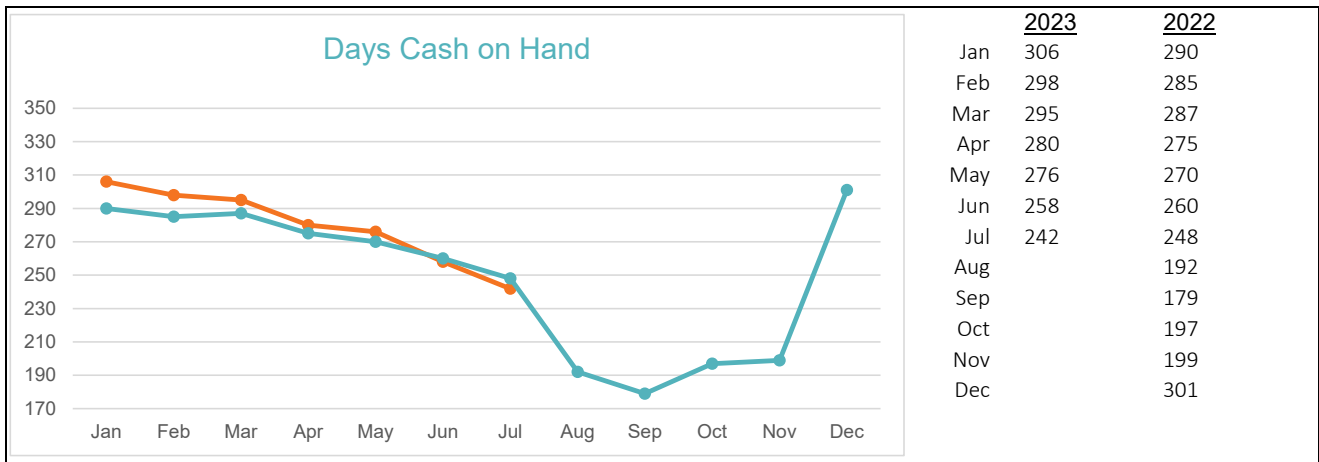
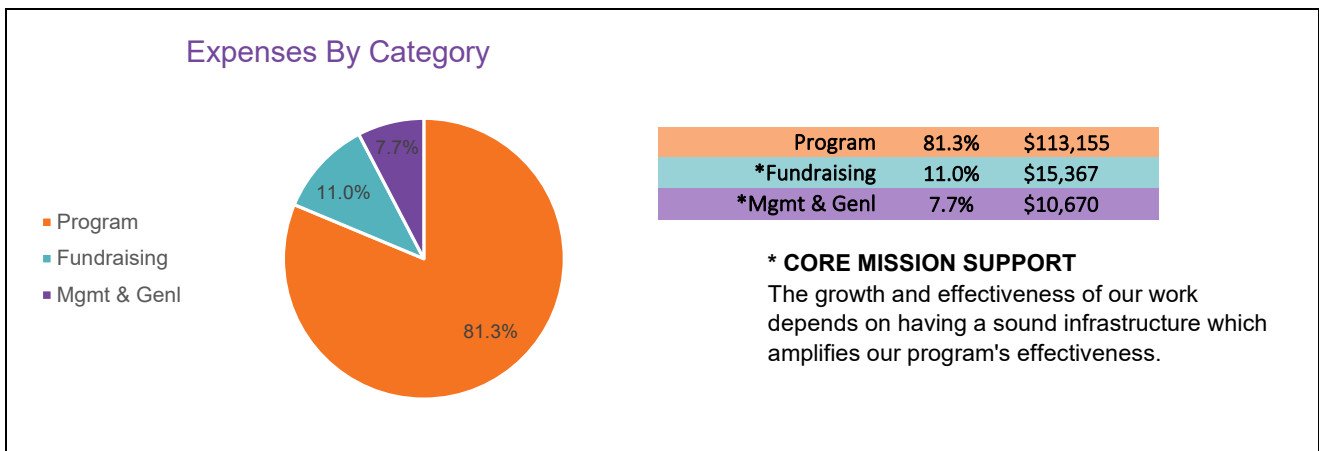
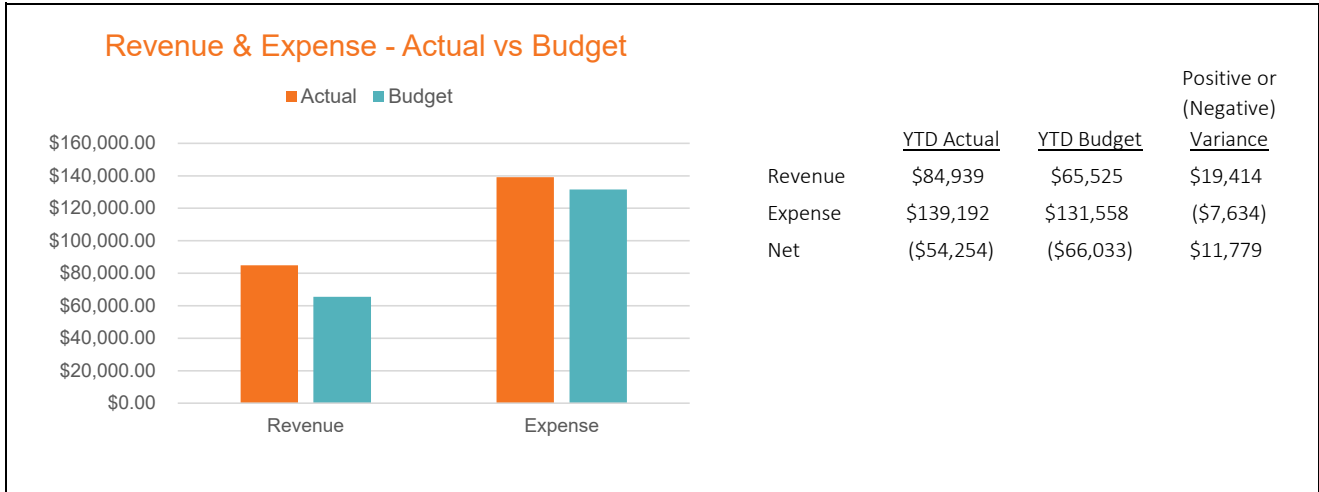
**Statement of Activity**  
**July 2023**

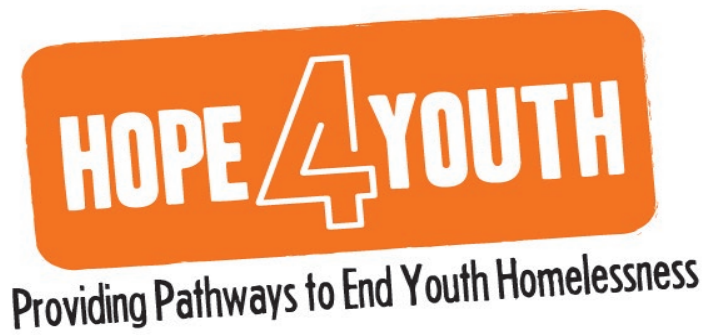
|                                  | Actual             | Budget             | Actual<br>to Budget<br>Variance | Act to Bud Variance Comments  |
|----------------------------------|--------------------|--------------------|---------------------------------|---|
| <b>Ordinary Income/Expense</b>   |                    |                    |                                 |   |
| <b>Income</b>                    |                    |                    |                                 |   |
| DONATIONS, GIFTS, & GRANTS       | 43,305.14          | 30,184.00          | 13,121.14                       | Ind, Civic/Faith and Corp donations are down                              |
| INVSTMT INC & OTHR GAIN(LOSS)    | 3,948.43           | 7,187.99           | (3,239.56)                      | Treasury Bill timing  |
| OTHER SUPPORT                    | 15,958.36          | 11,667.00          | 4,291.36                        |   |
| PROGRAM SERVICE FEES             | 10,893.74          | 11,655.00          | (761.26)                        |   |
| SPECIAL EVENTS                   | 10,832.83          | 4,831.00           | 6,001.83                        | Clays 4 Youth funds coming earlier than expected                          |
| <b>Total Income</b>              | <b>84,938.50</b>   | <b>65,524.99</b>   | <b>19,413.51</b>                |   |
| <b>Expense</b>                   |                    |                    |                                 |   |
| BULDING & FACILITIES EXPENSE     | 8,365.02           | 8,568.00           | (202.98)                        |   |
| CONTRACTED SRV & PROF FEES       | 18,205.08          | 18,278.00          | (72.92)                         |   |
| DEPRECIATION EXPENSE.            | 3,579.26           | 3,179.00           | 400.26                          |   |
| INSURANCE.                       | 2,975.77           | 2,875.00           | 100.77                          |   |
| LICENSES-MEMBRSHPS-DUES-FEES     | 3,027.82           | 3,185.00           | (157.18)                        | Donor Database upgrade - will continue through 2023                       |
| PAYROLL, TAXES, & BENEFITS       | 79,888.71          | 72,887.00          | 7,001.71                        | Fully staffed- grant requirement and higher than planned healthcare costs |
| POSTAGE, MAILING, & DELIVERY     | 102.00             | 363.00             | (261.00)                        |   |
| PRINTING & PROMOTION EXPENSE     | 1,234.54           | 560.00             | 674.54                          | Out of sequence expenditure - YE on track                                 |
| PROGRAM EXPENSES (YOUTH SUPPORT) | 20,397.72          | 20,777.00          | (379.28)                        |   |
| STAFF, BOARD, & VOLUTEER EXP     | 681.44             | 396.00             | 285.44                          |   |
| SUPPLIES & MINOR EQUIPMT         | 337.51             | 200.00             | 137.51                          |   |
| TRAVEL & TRANSPORTATION          | 397.32             | 290.00             | 107.32                          |   |
| <b>Total Expense</b>             | <b>139,192.19</b>  | <b>131,558.00</b>  | <b>7,634.19</b>                 |   |
| <b>Net Income</b>                | <b>(54,253.69)</b> | <b>(66,033.01)</b> | <b>11,779.32</b>                |   |

**Statement of Revenue and Expense**  
**Fiscal Year 2023 - through July 31, 2023**

|                                     | <u>YTD Actual</u>            | <u>YTD Budget</u>            | <u>Over(Under)<br/>YTD Budget</u> | <u>Full Year<br/>Budget</u> | <u>Forecast</u>           | <u>As of Q2<br/>Projected Year<br/>End</u> |  |
|-------------------------------------|------------------------------|------------------------------|-----------------------------------|-----------------------------|---------------------------|--|--|
| <b><u>Revenue</u></b>               |                              |                              |                                   |                             |                           |  |  |
| Donations, Gifts, and Grants        | 409,362.80                   | 433,872.00                   | (24,509.20)                       | 1,175,000                   | 1,150,491                 | 1,285,768                                  | Increase of OEO, FHPAP (Anoka County) and remaining portion of Heartland |
| Investment & Other Income           | 26,462.80                    | 21,164.93                    | 5,297.87                          | 31,975                      | 37,273                    | 40,512                                     |  |
| Inkind Contributions                | 85,556.14                    | 74,919.00                    | 10,637.14                         | 140,000                     | 150,637                   | 146,349                                    |  |
| Program Service Revenue             | 80,323.21                    | 79,335.00                    | 988.21                            | 135,364                     | 136,352                   | 137,111                                    |  |
| Special Events, net                 | 127,759.21                   | 132,831.00                   | (5,071.79)                        | 235,000                     | 229,928                   | 225,526                                    |  |
|                                     | <b><u>\$729,464.16</u></b>   | <b><u>\$742,121.93</u></b>   | <b><u>(\$12,657.77)</u></b>       | <b><u>\$1,717,339</u></b>   | <b><u>\$1,704,681</u></b> | <b><u>\$1,835,266</u></b>                  |  |
| <b><u>Expense</u></b>               |                              |                              |                                   |                             |                           |  |  |
| Building and Facilities Expense     | 91,405.32                    | 67,065.00                    | 24,340.32                         | 113,946                     | 138,286                   | 184,620                                    | HOPE Place building expenses   |
| Contracted Srvs & Professional Fees | 134,264.35                   | 119,626.00                   | 14,638.35                         | 203,048                     | 217,686                   | 216,844                                    |  |
| Depreciation Expense                | 24,142.22                    | 22,253.00                    | 1,889.22                          | 37,811                      | 39,700                    | 41,817                                     |  |
| Insurance                           | 23,918.31                    | 20,125.00                    | 3,793.31                          | 34,500                      | 38,293                    | 35,712                                     |  |
| Licenses, Membrshps, Dues, & Fees   | 26,048.85                    | 22,372.00                    | 3,676.85                          | 43,273                      | 46,950                    | 44,885                                     |  |
| Payroll, Taxes, and Benefits        | 574,784.39                   | 546,652.00                   | 28,132.39                         | 947,529                     | 975,661                   | 1,016,037                                  | Higher than planned Healthcare costs                                     |
| Postage, Mailing & Delivery         | 585.08                       | 2,178.00                     | (1,592.92)                        | 9,000                       | 7,407                     | 7,666                                      |  |
| Printing and Promotion Expenses     | 6,605.92                     | 9,870.00                     | (3,264.08)                        | 15,720                      | 12,456                    | 11,773                                     |  |
| Program Expenses (Youth Support)    | 121,419.14                   | 138,691.00                   | (17,271.86)                       | 271,035                     | 253,763                   | 254,144                                    |  |
| Staff, Board, & Volunteer Expense   | 4,907.38                     | 12,005.00                    | (7,097.62)                        | 22,100                      | 15,002                    | 14,281                                     |  |
| Supplies and Equipment              | 3,166.70                     | 5,200.00                     | (2,033.30)                        | 10,500                      | 8,467                     | 8,329                                      |  |
| Travel and Transportation           | 2,178.41                     | 2,150.00                     | 28.41                             | 3,600                       | 3,628                     | 3,521                                      |  |
|                                     | <b><u>\$1,013,426.07</u></b> | <b><u>\$968,187.00</u></b>   | <b><u>\$45,239.07</u></b>         | <b><u>\$1,712,062</u></b>   | <b><u>\$1,757,301</u></b> | <b><u>\$1,839,629</u></b>                  |  |
| <b>Net Surplus(Deficit)</b>         | <b><u>(\$283,961.91)</u></b> | <b><u>(\$226,065.07)</u></b> | <b><u>(\$57,896.84)</u></b>       | <b><u>\$5,277</u></b>       | <b><u>(\$52,620)</u></b>  | <b><u>(\$4,363)</u></b>                    |  |

# HOPE 4 Youth Financial Dashboard - July 2023





**Fiscal Year 2023**  
**Financial Statements**  
**as of August 31, 2023**

**Statement of Financial Position**  
**August 2023**

**Comments**

**Assets**

|                                    |                     |   |
|------------------------------------|---------------------|---|
| Cash and Cash Equivalents          | 506,893.31          |   |
| Board Designated Operating Reserve | 262,169.06          |   |
| Building Fund                      | 29,593.86           | Will transfer to Building Campaign budget |
| Receivables                        | 76,628.90           | GRH, OEO, Rent                            |
| Prepaid Expenses                   | 37,057.84           |   |
| Inventory & Other Assets           | 45,205.23           |   |
| Investments                        | 305,587.44          | Principal Investment and T-Bills          |
| Property and Equipment, net        | 1,306,457.78        |   |
| <b>Total Assets</b>                | <b>2,569,593.42</b> |   |

**Liabilities**

|  |                  |                                  |
|--|------------------|----------------------------------|
| Accounts Payable & Other Accrued Liabilities | 80,576.69        | Payroll liabilities, credit card |
| <b>Total Liabilities</b>                     | <b>80,576.69</b> |                                  |

**Net Assets**

|   |                     |                      |
|---|---------------------|----------------------|
| Unrestricted-Undesignated                       | 2,369,538.31        |                      |
| Unrestricted-Board Designated Operating Reserve | 262,169.06          |                      |
| Temporarily Restricted                          | 15,934.94           | Ratfield Scholarship |
| Current Year Net Surplus(Deficit)               | (158,625.58)        |                      |
| <b>Total Net Assets</b>                         | <b>2,489,016.73</b> |                      |
| <b>Total Liabilities &amp; Net Assets</b>       | <b>2,569,593.42</b> |                      |



**Statement of Activity  
August 2023**

|                                  | Actual            | Budget            | Actual<br>to Budget<br>Variance | Act to Bud Variance Comments  |
|----------------------------------|-------------------|-------------------|---------------------------------|---|
| <b>Ordinary Income/Expense</b>   |                   |                   |                                 |   |
| <b>Income</b>                    |                   |                   |                                 |   |
| DONATIONS, GIFTS, & GRANTS       | 187,264.18        | 191,915.00        | (4,650.82)                      | Individuals and Corporation donations are down  |
| INVSTMT INC & OTHR GAIN(LOSS)    | 2,341.17          | 2,161.99          | 179.18                          | Waiting on Fidelity for final investment total  |
| OTHER SUPPORT                    | 18,601.95         | 11,667.00         | 6,934.95                        | Targeted Donation Drives  |
| PROGRAM SERVICE FEES             | 11,013.30         | 11,655.00         | (641.70)                        |   |
| SPECIAL EVENTS                   | 53,829.68         | 71,396.00         | (17,566.32)                     | A portion of Clays 4 Youth funds hit financials in July, Hunt 4 HOPE funds coming in later than planned |
| <b>Total Income</b>              | <b>273,050.28</b> | <b>288,794.99</b> | <b>(15,744.71)</b>              |   |
| <b>Expense</b>                   |                   |                   |                                 |   |
| BULDING & FACILITIES EXPENSE     | 7,672.58          | 9,103.00          | (1,430.42)                      |   |
| CONTRACTED SRV & PROF FEES       | 22,887.13         | 15,466.00         | 7,421.13                        | Final Audit payment later than planned  |
| DEPRECIATION EXPENSE.            | 3,621.98          | 3,174.00          | 447.98                          |   |
| INSURANCE.                       | 2,975.77          | 2,875.00          | 100.77                          |   |
| LICENSES-MEMBRSHPS-DUES-FEES     | 3,300.31          | 3,540.00          | (239.69)                        |   |
| PAYROLL, TAXES, & BENEFITS       | 76,269.76         | 72,887.00         | 3,382.76                        | Fully staffed- grant requirement and higher than planned healthcare costs                               |
| POSTAGE, MAILING, & DELIVERY     | 776.55            | 2,863.00          | (2,086.45)                      |   |
| PRINTING & PROMOTION EXPENSE     | 3,025.22          | 2,810.00          | 215.22                          |   |
| PROGRAM EXPENSES (YOUTH SUPPORT) | 23,812.81         | 20,527.00         | 3,285.81                        | HOPE Place furniture (Heartland) and Contra account for in-kind donations                               |
| STAFF, BOARD, & VOLUTEER EXP     | 1,712.99          | 516.00            | 1,196.99                        |   |
| SUPPLIES & MINOR EQUIPMT         | 319.55            | 200.00            | 119.55                          |   |
| TRAVEL & TRANSPORTATION          | 410.30            | 290.00            | 120.30                          |   |
| <b>Total Expense</b>             | <b>146,784.95</b> | <b>134,251.00</b> | <b>12,533.95</b>                |   |
| <b>Net Income</b>                | <b>126,265.33</b> | <b>154,543.99</b> | <b>(28,278.66)</b>              |   |

**Statement of Revenue and Expense**  
**Fiscal Year 2023 - through August 31, 2023**

|                                     | <u>YTD Actual</u>            | <u>YTD Budget</u>            | <u>Over(Under)<br/>YTD Budget</u> | <u>Full Year<br/>Budget</u> | <u>Forecast</u>           | <u>As of Q2<br/>Projected Year<br/>End</u> |  |
|-------------------------------------|------------------------------|------------------------------|-----------------------------------|-----------------------------|---------------------------|--|--|
| <b>Revenue</b>                      |                              |                              |                                   |                             |                           |  |  |
| Donations, Gifts, and Grants        | 596,626.98                   | 625,787.00                   | (29,160.02)                       | 1,175,000                   | 1,145,840                 | 1,285,768                                  | Increase of OEO, FHPAP (Anoka County) and remaining portion of Heartland |
| Investment & Other Income           | 28,803.97                    | 23,326.92                    | 5,477.05                          | 31,975                      | 37,452                    | 40,512                                     |  |
| Inkind Contributions                | 104,158.09                   | 86,586.00                    | 17,572.09                         | 140,000                     | 157,572                   | 146,349                                    |  |
| Program Service Revenue             | 92,107.51                    | 90,990.00                    | 1,117.51                          | 135,364                     | 136,482                   | 137,111                                    |  |
| Special Events, net                 | 181,588.89                   | 204,227.00                   | (22,638.11)                       | 235,000                     | 212,362                   | 225,526                                    |  |
|                                     | <b><u>\$1,003,285.44</u></b> | <b><u>\$1,030,916.92</u></b> | <b><u>(\$27,631.48)</u></b>       | <b><u>\$1,717,339</u></b>   | <b><u>\$1,689,708</u></b> | <b><u>\$1,835,266</u></b>                  |  |
| <b>Expense</b>                      |                              |                              |                                   |                             |                           |  |  |
| Building and Facilities Expense     | 99,077.90                    | 76,168.00                    | 22,909.90                         | 113,946                     | 136,856                   | 184,620                                    | HOPE Place building expenses   |
| Contracted Svcs & Professional Fees | 157,151.48                   | 135,092.00                   | 22,059.48                         | 203,048                     | 225,107                   | 216,844                                    |  |
| Depreciation Expense                | 27,764.20                    | 25,427.00                    | 2,337.20                          | 37,811                      | 40,148                    | 41,817                                     |  |
| Insurance                           | 26,894.08                    | 23,000.00                    | 3,894.08                          | 34,500                      | 38,394                    | 35,712                                     |  |
| Licenses, Membrshps, Dues, & Fees   | 29,349.16                    | 25,912.00                    | 3,437.16                          | 43,273                      | 46,710                    | 44,885                                     |  |
| Payroll, Taxes, and Benefits        | 652,754.15                   | 619,539.00                   | 33,215.15                         | 947,529                     | 980,744                   | 1,016,037                                  | Higher than planned Healthcare costs                                     |
| Postage, Mailing & Delivery         | 1,361.63                     | 5,041.00                     | (3,679.37)                        | 9,000                       | 5,321                     | 7,666                                      |  |
| Printing and Promotion Expenses     | 9,631.14                     | 12,680.00                    | (3,048.86)                        | 15,720                      | 12,671                    | 11,773                                     |  |
| Program Expenses (Youth Support)    | 145,231.95                   | 159,218.00                   | (13,986.05)                       | 271,035                     | 257,049                   | 254,144                                    |  |
| Staff, Board, & Volunteer Expense   | 6,620.37                     | 12,521.00                    | (5,900.63)                        | 22,100                      | 16,199                    | 14,281                                     |  |
| Supplies and Equipment              | 3,486.25                     | 5,400.00                     | (1,913.75)                        | 10,500                      | 8,586                     | 8,329                                      |  |
| Travel and Transportation           | 2,588.71                     | 2,440.00                     | 148.71                            | 3,600                       | 3,749                     | 3,521                                      |  |
|                                     | <b><u>\$1,161,911.02</u></b> | <b><u>\$1,102,438.00</u></b> | <b><u>\$59,473.02</u></b>         | <b><u>\$1,712,062</u></b>   | <b><u>\$1,771,535</u></b> | <b><u>\$1,839,629</u></b>                  |  |
| <b>Net Surplus(Deficit)</b>         | <b><u>(\$158,625.58)</u></b> | <b><u>(\$71,521.08)</u></b>  | <b><u>(\$87,104.50)</u></b>       | <b><u>\$5,277</u></b>       | <b><u>(\$81,827)</u></b>  | <b><u>(\$4,363)</u></b>                    |  |

# HOPE 4 Youth Financial Dashboard - August 2023

