

Fiscal Year 2022
Financial Statements
as of March 31, 2022

Balance Sheet
as of March 31, 2022

		Comments
Assets		
Cash and Cash Equivalents	664,836.73	
Board Designated Operating Reserve	515,342.81	
Receivables	83,413.27	Heartland Tires, GRH, OEO
Prepaid Expenses	37,275.90	
Inventory	65,954.68	
Investments	38,242.46	Principal Investment
Property and Equipment, net	1,606,560.19	
Total Assets	3,011,626.04	
Liabilities		
Accounts Payable & Other Accrued Liabilities	44,133.13	Payroll liabilities
Mortgage Payable (VB)-Hope Place	273,153.27	
Mortgage Payable (Finl One)-Admin Office	144,013.55	
Total Liabilities	461,299.95	
Net Assets		
Unrestricted-Undesignated	1,841,162.27	
Unrestricted-Board Designated Operating Reserve	515,342.81	
Temporarily Restricted	232,333.35	Heartland, Ratfield, HSF, Christ Lutheran
Current Year Net Surplus(Deficit)	(38,512.34)	
Total Net Assets	2,550,326.09	
Total Liabilities & Net Assets	3,011,626.04	

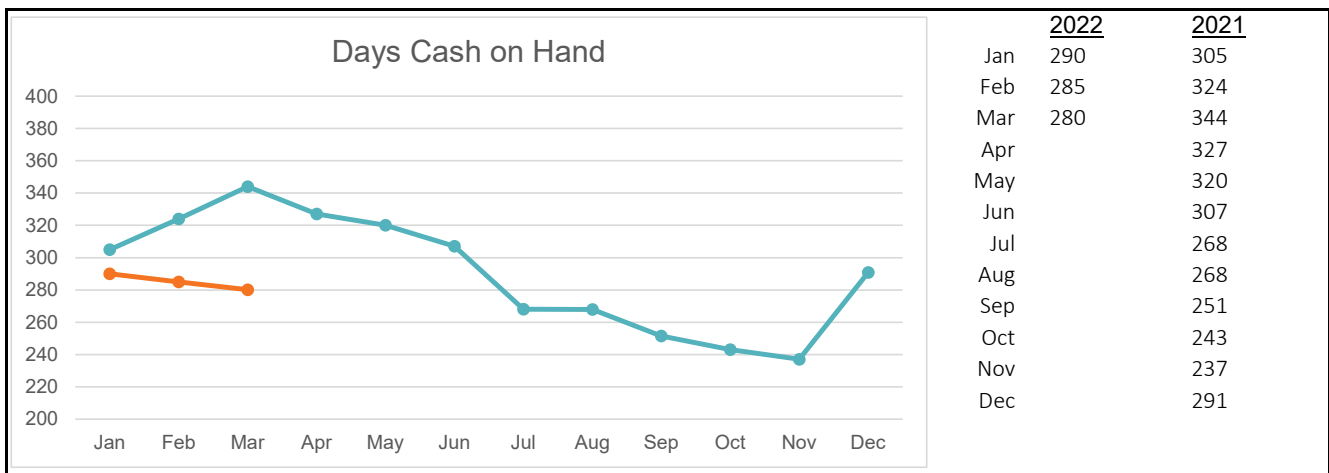
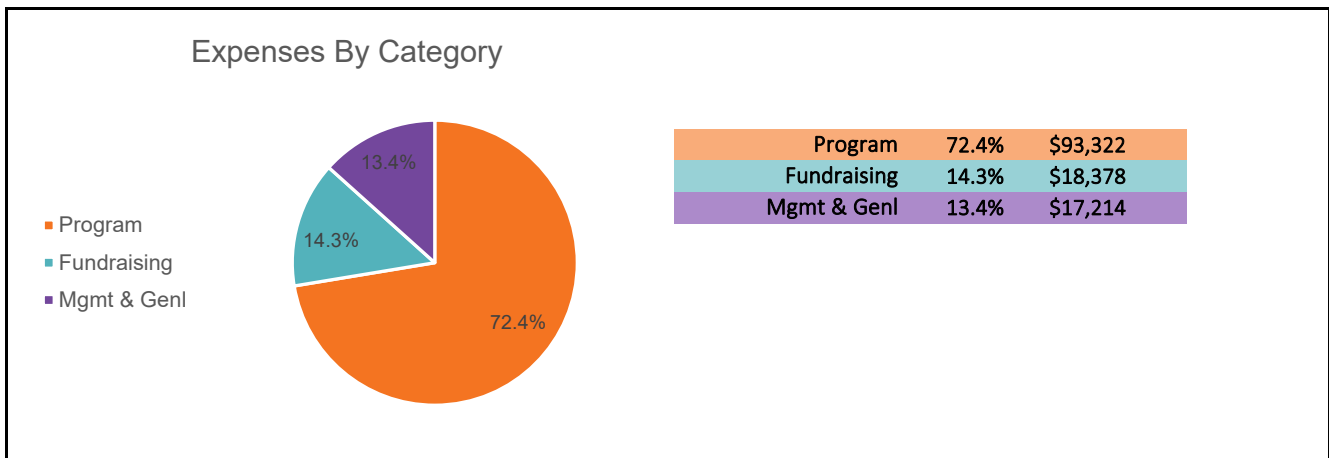
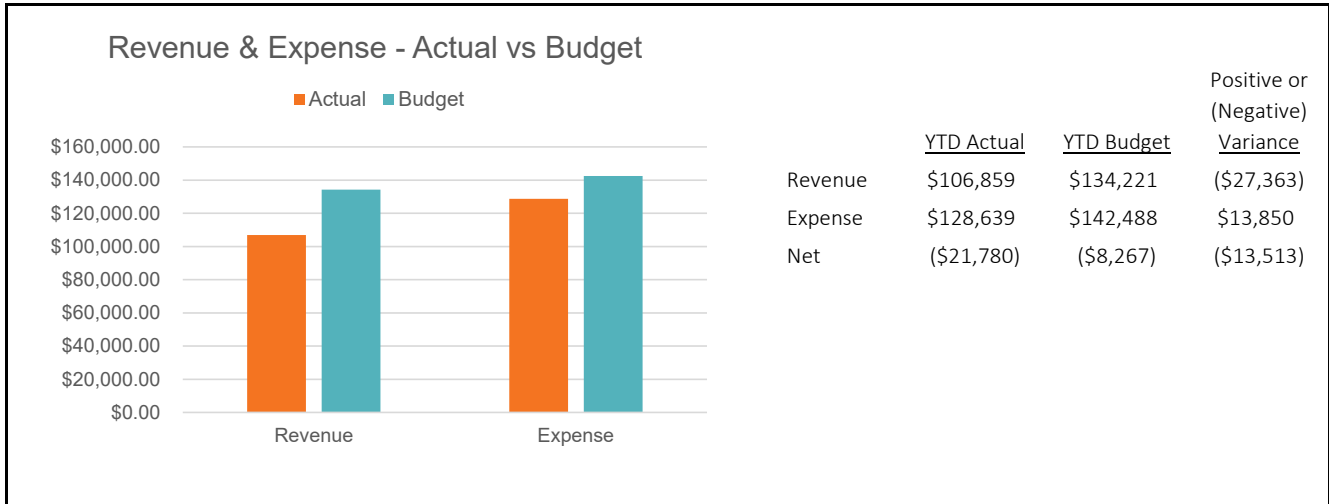
**Income Statement
as of March31, 2022**

	Actual	Budget	Actual to Budget Variance	Act to Bud Variance Comments
Ordinary Income/Expense				
Income				
DONATIONS, GIFTS, & GRANTS	66,694.25	74,500.00	(7,805.75)	Timing with grant receipt
SPECIAL EVENTS	23,782.68	40,000.00	(16,217.32)	Behind in planned sponsorships
OTHER SUPPORT	4,672.80	7,583.00	(2,910.20)	In-kind donations are down
PROGRAM SERVICE FEES	11,172.79	10,930.00	242.79	
HOPE'S CLOSET SALES.	0.00	0.00	0.00	
INVSTMT INC & OTHR GAIN(LOSS)	536.04	1,208.33	(672.29)	Market is weak
Total Income	106,858.56	134,221.33	(27,362.77)	
Expense				
PAYROLL, TAXES, & BENEFITS	76,523.74	79,954.00	(3,430.26)	Qtr 4 \$987.52 tax refund for overcollected taxes on payroll
CONTRACTED SRV & PROF FEES	14,638.39	15,149.00	(510.61)	
INSURANCE.	5,389.15	2,999.00	2,390.15	
BULDING & FACILITIES EXPENSE	12,861.99	10,433.00	2,428.99	Roof/ceiling insulation repair snow removal utilities
SUPPLIES & MINOR EQUIPMT	151.97	1,792.00	(1,640.03)	
POSTAGE, MAILING, & DELIVERY	40.51	2,350.34	(2,309.83)	Timing of expense
STAFF, BOARD, & VOLUTEER EXP	488.75	1,534.00	(1,045.25)	
PROGRAM EXPENSES	10,254.65	18,465.00	(8,210.35)	Managed spending in Q1 based on Pohlrad and needs
PRINTING & PROMOTION EXPENSE	968.63	2,175.00	(1,206.37)	
TRAVEL & TRANSPORTATION	20.40	333.00	(312.60)	
LICENSES-MEMBRSHPS-DUES-FEES	3,528.14	3,143.00	385.14	
DEPRECIATION EXPENSE.	3,772.44	4,161.00	(388.56)	
Total Expense	128,638.76	142,488.34	(13,849.58)	
Net Ordinary Income	(21,780.20)	(8,267.01)	(13,513.19)	
Net Income	(21,780.20)	(8,267.01)	(13,513.19)	

Statement of Revenue and Expense
Fiscal Year 2022 - through March 31, 2022

	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>Over(Under) YTD Budget</u>	<u>Full Year Budget</u>
<u>Revenue</u>				
Donations, Gifts, and Grants	\$230,656.22	\$229,100.00	\$1,556.22	1,245,000
Special Events, net	35,105.40	50,000.00	(14,894.60)	240,000
Inkind Contributions	17,158.68	20,333.00	(3,174.32)	100,000
Program Service Revenue	30,483.20	32,790.00	(2,306.80)	131,160
Store Sales	0.00	0.00	0.00	10,000
Investment & Other Income	2,050.83	3,624.99	(1,574.16)	14,500
	<u>\$315,454.33</u>	<u>\$335,847.99</u>	<u>(\$20,393.66)</u>	<u>1,740,660</u>
<u>Expense</u>				
Payroll, Taxes, and Benefits	197,459.67	239,862.00	(42,402.33)	959,445
Contracted Srvs & Professional Fees	46,010.13	48,251.00	(2,240.87)	196,206
Insurance	10,591.68	8,993.00	1,598.68	35,984
Building and Facilities Expense	32,846.70	31,676.00	1,170.70	129,365
Supplies and Equipment	400.15	5,376.00	(4,975.85)	21,500
Postage, Mailing & Delivery	40.51	4,217.02	(4,176.51)	10,000
Staff, Board, & Volunteer Expense	1,030.96	2,728.00	(1,697.04)	19,360
Program Expenses	45,282.09	55,186.00	(9,903.91)	255,310
Printing and Promotion Expenses	2,835.25	2,975.00	(139.75)	16,000
Travel and Transportation	143.32	643.00	(499.68)	3,400
Licenses, Membrshps, Dues, & Fees	9,781.32	9,704.00	77.32	40,819
Depreciation Expense	7,544.88	12,483.00	(4,938.12)	49,936
	<u>\$353,966.66</u>	<u>\$422,094.02</u>	<u>(\$68,127.36)</u>	<u>1,737,324</u>
Net Surplus(Deficit)	<u>(\$38,512.33)</u>	<u>(\$86,246.03)</u>	<u>\$47,733.70</u>	<u>3,336</u>

HOPE 4 Youth Financial Dashboard YTD through March 31 , 2022





Providing Pathways to End Youth Homelessness

Program Snapshot March 2022

HOPE 4 Youth Drop-In Center Youth Statistics

188

Drop-In Center Visits
YTD = 539

82

Unique Youth
YTD = 154
Under 18 = 5
Children Present = 11

14

New Intakes
YTD = 42

DIC Community Referrals

Employment	2
Emergency Shelter	0
Housing Referral	7
Mental Health Referral	1
Other	1
Social Service Provider	7

Case Management Services – All Programs

96 Youth Received 139 Hours of Case Management Services

DIC: 70 (85%) - youth received CM
DIC: 76 (93%) - youth received basic needs supports

HOPE Homes

Screening = 2
Active Youth/Host = 10
Total Youth Served = 12

HOPE Place Youth Statistics - 12 youth served

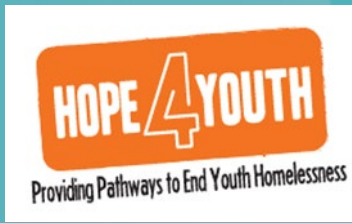
- 2 exited for alternate housing
- 1 new residents entered
- 7 residents continue to work on a career path (production, auto mechanics, retail, restaurant industry, education, nursing)
- 9 residents are working
- 2 working and taking post high school education classes
- 4 working toward starting post high school education classes (construction, IT, nursing)
- 2 working on getting their driver's license

Career Force Sessions at HP = Incomplete Data

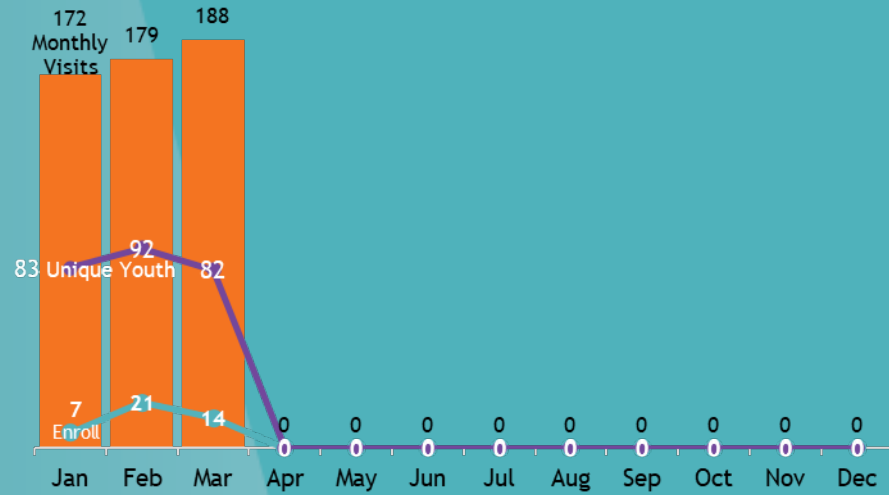
Drop-In Center On-Site Resources

8
Crisis Calls





March 2022 DIC Data



How Referred	
Row Labels	Unique Youth
Internet - Other	1
Government	1
Another Client	2
Unknown	3
Other	4
Internet	4
Other Agency	10
School/Community Org	16
Friend/Family	41
Grand Total	82

Case Management Services - DIC		
Row Labels	# of Services	Count of ClientID
2022 - 01	178	71
2022 - 02	154	70
2022 - 03	166	70
Grand Total	498	128

Drop In Center - Under 18	
Row Labels	Unique Youth
2022 - 01	2
2022 - 02	4
2022 - 03	5
Grand Total	7

Drop In Center - Children Present	
Row Labels	Unique Youth
2022 - 01	15
2022 - 02	10
2022 - 03	11
Grand Total	26



Providing Pathways to End Youth Homelessness

Advancement Scorecard March 2022

VOLUNTEER HOURS

620

Total Hours

Up 104 hours from March 2021

332 hours
26 hours
42 hours
45 hours
169 hours
6 hours

Drop-In Center
DIC Meals
Hope's Closet
One-time projects/other
Donation Center
HOPE Place

DONORS

51

New donors gave \$20,007.96

Up 16 and up \$12,302.72 from March 2021

1

New recurring monthly donors

Up 1 from March 2021

DONATIONS: \$69,227.77

Down \$9,675.60 from March 2021

\$23,651.64	Individuals
\$1,851.50	Civic & Faith Based, Small Business
\$15,763.62	Corporations
\$1,000.00	Foundations
\$26,961.01	Events
\$0	Government

VOLUNTEERS

82%

of all H4Y volunteers have been active in the past 6 months

5

New Volunteers
Down 6 from March 2021

SOCIAL MEDIA STATISTICS

66,259

Impressions

of times content appears in front of a user.
Down 10,058 from March 2021

2,060

Engagement

of times a user commented, reacted, shared, or clicked on content.
Down 2,887 from March 2021

13,480

Followers

Up 615 from March 2021

WEBSITE STATISTICS

3,488 Page Sessions

A single website visit that can include many pageviews. Down 986 from March 2021

2,373 New visitors (new stat)

466 Returning visitors

Down 163 from March 2021

0:01:56 Average time on website

Down :20 from March 2021

EMAIL STATISTICS

8,195 Accepted Subscribers

Down 24 from March 2021

33.87% Open Rate

Up 4.91% from March 2021