



HOPE 4 Board of Directors Meeting Minutes

Date: Monday, May 19, 2025

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

Board Members Present: Steve Nash, Shawn Beatty, Paul Moore, Linda Barnum, Don Phillips, Krista Benjamin, Pat Chen, Liz Cook, Brad Wise, Anna VonRueden, Sue Woodard, JJ Slag

Board Members Absent: Julie Cole, James Lyght, Brad Konik

Staff and Guests Present: LaChelle Williams, Mark McNamer, Nikki Calvin, Brooke Limanen, Breanne Patton

Minutes:

Call to Order

- The meeting was called to order at 5:03pm by Krista Benjamin.

Mission Moment (Mark McNamer)

- Mark shared a video of several youth sharing how HOPE 4 Youth has supported them, and the impact HOPE 4 Youth's mission has had on their lives.

Approval of Agenda and Minutes

- **Motion made by Anna VonRueden, seconded by Steve Nash and passed unanimously to approve the agenda and March 24, 2025 minutes.**

Chairman's Report (Krista Benjamin)

- Board Executive Committee Update
 - HOPE 4 Youth has a lot to celebrate including:
 - A Night 4 HOPE: This event was a huge success! Nearly 300 people attended, and the generosity among guests was significant. Krista thanked the HOPE 4 Youth team for their tremendous effort. More details can be found under Advancement Update > A Night 4 HOPE
 - Building Update: We have a location in negotiation for a Purchase Agreement. More details can be found under the Operational Snapshot > New Facility
 - Audit Presentation: The Audit Presentation for 2024 is wrapped up. On May 12, 2025, the Executive and Finance Committees heard from the third-party audit firm, Abdo Solutions. HOPE 4 Youth's audit was clean. More details can be found under the Financial Report.
 - HOPE 4 Youth had operational growth. Mark was promoted to Associate Director.
 - Save the Date: The Board Fall Retreat will be September 18, 2025. LaChelle will send a calendar invite to the Board.
 - Advisory Committee: The Advisory Committee is expanding. Brad Konik is stepping down from the Board but will continue his work with HOPE 4 Youth on the Advisory Committee.
 - Board Nomination: Bri Clarin
 - Krista introduced Bri and pointed out Bri's personal experience with homelessness along with her professional experience in healthcare operations. Linda aided in connecting HOPE 4 Youth with Bri. Brooke and James met with Bri, and they all agree she is a strong fit for our organization.
 - **Motion made by Linda Barnum, seconded by Brad Wise and passed unanimously to approve the addition of Bri Clarin to the Board of Directors of HOPE 4 Youth.**

Operational Snapshot (LaChelle Williams)

- May Q2 Operations Plan Recap:
 - HOPE 4 Youth is on track in all goal 1 areas – we are in the green. HOPE 4 Youth's programs and processes are strong. Mark will share updates around the 65% increase in YTD increase in youth visits to the HOPE 4 Youth Center. In Q1, we served as many youth as we did in all of 2023. The need to optimize and build partnerships has never been more important.
 - HOPE 4 Youth has two yellows in goal 2 – this means we need the Board.

- The first goal to highlight is relational engagement. LaChelle noted that the Board's help is needed in supporting pipeline outreach work to engage with more partners. Please think of partners Nikki could connect with.
 - The second need is the growth goal of donors who give \$10,000+. LaChelle asked the Board to think of any partners that have the capacity to give in this space.
 - HOPE 4 Youth's goal 3 objectives are on track. We are in the green.
 - HOPE 4 Youth's objectives are moving forward. We are in the green.
- Navigating the Environment:
 - LaChelle commented on how difficult it is not to have questions about the current environment and the possible impact on HOPE 4 Youth as a non-profit. LaChelle asked the Board to bring forward any concerns they have regarding external factors with governmental changes/executive orders, the increase in youth visits, and the overall economic uncertainty.
 - Conservation points from Board Members:
 - Linda asked if there are certain social services that staff recommend to youth that may receive cuts?
 - Don commented on the need to be thoughtful about the kinds of funding we apply for and how we present ourselves so that we are eligible for funding.
 - LaChelle pointed out that organizations focused on homelessness did not receive funding from Otto Bremer Trust and Schultz Family Foundation. LaChelle echoed Don's point that we need to be thoughtful and mindful about how we write our grants.
 - LaChelle mentioned that members of the Youth Service Network are planning a visit to the United Way of Twin Cities to find out more about the funds provided by Otto Bremer Trust.
 - Anna shared she is seeing a lot of funding toward connecting mission and services to crime prevention and crime response. She suggested looking into Youth Intervention Programs Grants and Community Crime Intervention and Prevention Grants.
 - Board Members also remarked that due to the uncertainty of the economy, donors may be tighter with their money, asking sponsors to give toward the Comprehensive Campaign may be a challenge and it is imperative that we get more partners involved.
- Streamline Focus:
 - LaChelle expressed her excitement about HOPE 4 Youth's growth and the need to expand partnerships within the community. The HOPE 4 Youth team will be streamlining their focus on fundraising, operational advancement, administrative efficiencies and the Building HOPE Project. LaChelle will be laser focused on efforts with DEED/MMB and the upcoming launch of a Comprehensive Campaign.
- New Facility:
 - HOPE 4 Youth is in negotiations, per a few minor terms pertaining to the accepted LOI, for property at 8565 Central Ave NE in Blaine.
 - After the LOI was accepted, LaChelle reached out to our legislators.
 - Then a Purchase Agreement was submitted for the Blaine parcel.
 - Negotiations are taking place with the sellers. LaChelle recognized Steve for his tremendous work with the negotiations!
 - Confirmation from the City of Blaine was received regarding zoning. HOPE 4 Youth is good with commercially zoned property.
 - Request for Proposal responses were reviewed, and the Building Committee interviewed three firms. Once the Purchase Agreement is complete, each of the three firms will provide an estimate of construction. From there, the Building Committee will select HOPE 4 Youth's construction partner.
 - HOPE 4 Youth is working with Old National Bank (previously Bremer Bank) on the bridge loan.
 - LaChelle has been in communication with our Project Manager at the State (DEED), Brennan. LaChelle and Anita, Owner's Rep, have a planning meeting with him tomorrow.
 - Next steps:
 - Finalize the Purchase Agreement
 - Determine construction firm after evaluation of bids and value the unique skill sets of each firm
 - Immediately begin Phase 1 of Due Diligence
 - Immediately move forward with the bridge loan appraisal and process
 - File format application with the State for the Building HOPE Project
 - The goal is to close by the end of August.
 - Shawn asked about public hearings. HOPE 4 Youth has not heard anything to date.
- Comprehensive Campaign:
 - HOPE 4 Youth has pivoted from a Naming Campaign to a Comprehensive Campaign. LaChelle met with two Capital Campaign consultants, and numerous thought leaders and donors to obtain insight, reaction, and feedback on our vision. The goals and objectives for the Comprehensive Campaign Committee have

been established. LaChelle will be championing the overall Comprehensive Campaign while Nikki, Mark and the rest of the team will continue to advocate for annual fundraising dollars through corporate, civic, faith, individual and private foundations. Our annual fundraising efforts also include our government grants and special events.

- LaChelle shared that the approach of the campaign will be a three-prong approach divided into two phases:
 - Phase 1 = Mission Expansion – money needed for the new facility (\$8M has already been raised through our bill appropriation) and \$1.5M raised to support any gap we might encounter as well as raising funds for known increases to our future operating budget
 - Phase 1 = Mission Delivery – money needed and raised for the current fiscal year to deliver HOPE 4 Youth's mission
 - Phase 2 = Mission Sustainability – money raised through an Endowment Fund, allowing HOPE 4 Youth to draw upon our assets through a pre-established plan
- Due to their bylaws, Krista mentioned that Connexus Energy would be unable to donate if HOPE 4 Youth was running a Naming/Capital Campaign.
- Please let LaChelle know if you would like to join the Comprehensive Campaign Committee, know philanthropic thought leaders who would like to join the Committee or could introduce LaChelle to potential donors.
- Shawn asked if we were going to incorporate the youth that were involved in the planning of the new building. Yes, that is on the task list for the new facility.

Financial Report (Brooke Limanen/Liz Cook)

- Liz talked about HOPE 4 Youth's 2024 audit. She began her presentation by sharing the key groups responsible: Governance, Management and Independent Auditor.
 - Governance = provides Strategic Direction and upholds Accountability
 - Management = provides internal controls, creates accounting policies, makes decisions, gives fair presentation of financial statements and sets programs to prevent and detect fraud
 - Independent Auditor = gives opinion on fair presentation of financial statements, audit in accordance with Generally Accepted Auditing Standards (GAAS), are reasonable, understand the internal controls and take a risk based audit approach
- Liz pointed out that the financial statement audit opinion is unmodified, and the audit results showed management was well prepared, no material weaknesses noted, no material audit entries and no passed adjustments. HOPE 4 Youth had a clean audit that went well.
- Liz shared highlights from HOPE 4 Youth's financial statements:
 - Cash increased \$185k
 - \$750k increase in revenue overall
 - Program Expenses: 85% in 2024 vs. 81% in 2023
 - Goods available for distribution increased \$59k
 - \$527k increase in expenses overall
 - Gain of \$331k for 2024
- Liz shared Form 990 highlights:
 - Form 990 is the most public document.
 - Liz broke down sections of Form 990.
 - Part III Service Accomplishments = describes the services HOPE 4 Youth provides for the year
 - Part VII Governance and Officers = reports on the Board's policies and practices
 - Schedule B Major Contributors = reports information about significant contributions HOPE 4 Youth receives, any names are redacted
 - Schedule G Fundraising Events = provides supplemental information about fundraising events
 - Schedule O Additional Narratives = provides narrative explanations to specific questions asked on the form; Liz said Board Members should read this section
- Brooke stated that going forward the financials will be presented in more detail. The Board holds fiduciary responsibility for HOPE 4 Youth.
- Brooke explained the Statement of Financial Position. The Statement of Financial Position lists all HOPE 4 Youth's assets and liabilities. It is the measure of what HOPE 4 Youth is worth. Our assets will increase with the purchase of a new building along with liabilities.
- Brooke pointed out the Cash on Hand graph. She explained that depreciation and in-kind are not cash value. This is figured out by taking our total expenses, less depreciation and less in-kind. The result is HOPE 4 Youth's cash on-hand. The cash on-hand is then calculated into months of cash on-hand.
- Brooke talked about the Revenue Year to Date.
 - Civic/Faith: we are seeing fewer Civic/Faith donations than the previous year. This was a trend we noticed in the last half of 2024. It could be due to economic uncertainty.

- Corporate: these donations are down. The White Castle donation we expected was much less than budgeted. We also had \$20,000 for ECMC budgeted for April, but we will not see those funds until May. The Government Grant lines are down due to not being able to bill for open positions. We expect to see an increase in this in the coming months now that positions are filled.
- In kind Contributions: in-kind contributions are much higher than budgeted even after the amendment to the budget. This is due to our partnership with Hope for the Community (Second Harvest), which gives us fresh food for the youth. Special Events are doing much better than budgeted.
- There is nothing much to report for Expenses Year to Date. HOPE 4 Youth is doing a great job managing expenses.
- HOPE 4 Youth divides all expenses into three main categories: Fundraising, Management & General and Program. In April, 87.2% was Programs, 8.9% was Fundraising and 3.9% was Management & General. The standard for non-profits is 70% going to Programs. Currently, HOPE 4 Youth is exceeding the standard. Staff are very aware of the budget. As a reminder, at HOPE 4 Youth, instead of Fundraising and Management costs being stated as overhead, we use the term Core Mission Support. We cannot do the work we do without these supports.
- **Motion made by Steve Nash, seconded by Liz Cook and passed via 7 in-person and 2 proxy votes to approve HOPE 4 Youth's 2024 audit.**

Advancement Update (Nikki Kalvin/Paul Moore)

- A Night 4 HOPE:
 - Estimated net from 2025 is \$161,000 compared to the net from 2024 that was \$137,000. This is a 17.5% increase in net revenue.
 - Giving Moment in 2025 compared to 2024:
 - 83 donations vs. 38 donations
 - \$59,540 vs. \$28,700
 - There was over a 100% increase in the Giving Moment. This increase can be attributed to planned matches in the room, planned donors to give at specific levels and to having the right people present in the room
 - Sponsorships in 2025 compared to 2024:
 - \$79,000 vs \$62,000
 - 28% increase over 2024
 - There were four new sponsors. This can be attributed to the early ramped up sponsorship plan for recruiting new sponsors, Board assistance with introductions to potential sponsors and increasing giving levels of existing sponsors.
 - Silent Auction in 2025 compared to 2024:
 - \$16,867 vs \$11,717
 - 44% increase over 2024. Attributing the increase to our team asking for more auction items, making more in-person asks and assistance from the Gala Committee on acquiring items.
 - Games and live auctions had small growth in 2025.
 - A Night 4 HOPE will take place next year on April 11, 2025.
 - Board comments about A Night 4 HOPE:
 - Paul said the energy was excellent.
 - Steve commented on how every year A Night 4 HOPE has gotten better. The Board needs to keep introducing and bringing guests to A Night 4 HOPE.
 - Krista asked if the Board could get a list of donors which will help determine who else to invite.
- Law Enforcement Day:
 - It took place on Thursday, May 15, 2025.
 - Six departments showed up
- Pack the Pantry:
 - Kicks off on Saturday, May 31, 2025
 - The Challenge will take place all summer through June, July and August
 - The goal is to collect 100 bags of essential items each week to meet the growing number of youth coming to HOPE 4 Youth for support.
 - HOPE 4 Youth is asking local organizations and businesses to host a drive. There are 11 partners hosting drives in June.
- Partnerships:
 - Nikki shared community business connections in Anoka and Blaine County:
 - Harley Davidson, nVent Hoffman, Vista Outdoors, Federal, Pentair, Firestone Metal Products, Ace Solid Waste, Walters Recycling and Refuse, Meier Tool, Graco, Inc., United Health Care, Target Corporation, Schwan's and Blaine Sports Associations
- Community Engagement Events:

- Nikki shared Community Engagement events for summer 2025:
 - June: 6/7 – Anoka PRIDE, 6/13 – Fridley 49er Day Ninja Course, 6/14 – Fridley 49er Day Booth and Ninja Course, 6/14 – Father Hennepin Days, 6/18 – Columbia Heights Art and Info Fair, 6/28 – MPLS PRIDE
 - July: 7/12 – Coon Rapids Women of Today Community Donation Drive, 7/27 – Champlin Food Truck Festival, 7/28 – Anoka Chamber Golf Tournament
 - August: 8/16 – Anoka Food Truck Festival

Program Update (Mark McNamer/Pat Chen)

- Mark shared the facility improvements made at HOPE Place: new shed, parking lot sealcoating, landscaping improvements, new camera system, panic button and intercom, updated controlled access, updated community room and updated apartment units
- Mark shared the facility improvements made at the HOPE 4 Youth Center: new front desk, moved the clothing closet to the main level, zen room updates, pantry added fresh food options due to the partnership with Hope for the Community, kitchen updates and garden planters
- 12 youth received over \$10,000 in Housing Supports in April
- Mark shared program data that showed a significant increase in youth served, youth visits, and new enrollments from 2024 vs 2025.
 - 50% increase in youth served
 - 65% increase in youth visits
 - 73% increase in new enrollments
- Mark shared basic needs data that showed a significant increase in food shelf visits, clothing closet visits and meals served from April 2024 vs April 2025.
 - 54% increase in food shelf visits
 - 80% increase in clothing closet visits
 - 55% increase in meals served
- The Board asked a few questions to Mark about HOPE 4 Youth's programming. Linda asked if HOPE 4 Youth connects with youth that leave the program. Mark replied that HOPE 4 Youth does reach out to those youth.
- JJ asked if there is any use for the HOPE 4 Youth Center now that HOPE 4 Youth is moving into a new facility? LaChelle mentioned there was talk about using the current HOPE 4 Youth Center strictly for case management

Open Business (Linda Barnum)

- Linda thanked staff for the work that they are doing. She asked that her comment of gratitude go on record.

Adjourn

- **Motion to adjourn was made by Don Phillips, seconded by Linda Barnum, and approved unanimously.**

The meeting ended at 7:01pm.

Respectfully Submitted,

Breanne Patton, Administrative Coordinator

Action Items:

- Please let LaChelle know if you would like to join the Comprehensive Campaign Committee, know philanthropic thought leaders who would like to join the Committee or could introduce LaChelle to potential donors.
- Please connect with Nikki with any partners that would like to work with and support HOPE 4 Youth.
- Please think of anyone who could give at the \$10,000+ level.

Upcoming Events:

- Community Engagement events for summer 2025:
 - June: 6/7 – Anoka PRIDE, 6/13 – Fridley 49er Day Ninja Course, 6/14 – Fridley 49er Day Booth and Ninja Course, 6/14 – Father Hennepin Days, 6/18 – Columbia Heights Art and Info Fair, 6/28 – MPLS PRIDE
 - July: 7/12 – Coon Rapids Women of Today Community Donation Drive, 7/27 – Champlin Food Truck Festival, 7/28 – Anoka Chamber Golf Tournament
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