

# ANNUAL IMPACT REPORT

## FY23

APRIL 1, 2022 - MARCH 31, 2023



Interfaith Outreach™  
*Igniting the power of community*



## OUR VISION

To build a vibrant community where everyone counts, and all sectors and systems work together for the good of all

## OUR MISSION

To strengthen our community by meeting basic needs and equipping individuals and families for ongoing stability

# WORKING TOGETHER

## Dear Friend of Interfaith,

While planning this annual report, Board Chair Jessica Markkula and I each responded to a set of prompts to guide our thinking about themes for the year and what to highlight.

Upon reviewing our responses, something noteworthy happened: *Our answers were almost identical.*

The saying goes, "great minds think alike," and who I am to disagree? But more importantly, I saw this as a positive sign that IOCP's leadership, staff, and board are aligned.

As we execute our 2022-2025 Strategic Plan, we're also making sure we're aligned with the community and meeting the basic needs of our neighbors.

This is as important as ever, because last year's learnings proved that the needs of our community aren't going away.

However, we also learned how to better address them, and how we can be agile in addressing the needs as they continue to change.

What we're most excited about is the work IOCP did to grow and evolve our key programs. This work will allow us to sharpen focus on our mission and reduce gaps in access to critical resources for thousands of local families and individuals.

As you read this report, we hope you agree that it's always inspiring to see what we as a community can accomplish by being aligned - and by working together.

**Thank you for your continued support.**



**Kevin Ward**  
Executive Director



**Jessica Markkula**  
Board Chair



**KEVIN WARD**  
IOCP Executive Director



**JESSICA MARKKULA**  
IOCP Board Chair

# DOING THE WORK

## DELIVERING SERVICES

Interfaith Outreach delivers holistic services to help our community meet their basic needs and to equip individuals and families for ongoing stability.

In FY23, 1,545 households (4,756 people) worked with us in the following six areas: Food, Family Support, Employment, Transportation, Housing & Neighborhoods, and Education & Youth.

## ENGAGING PARTNERS AND STAKEHOLDERS

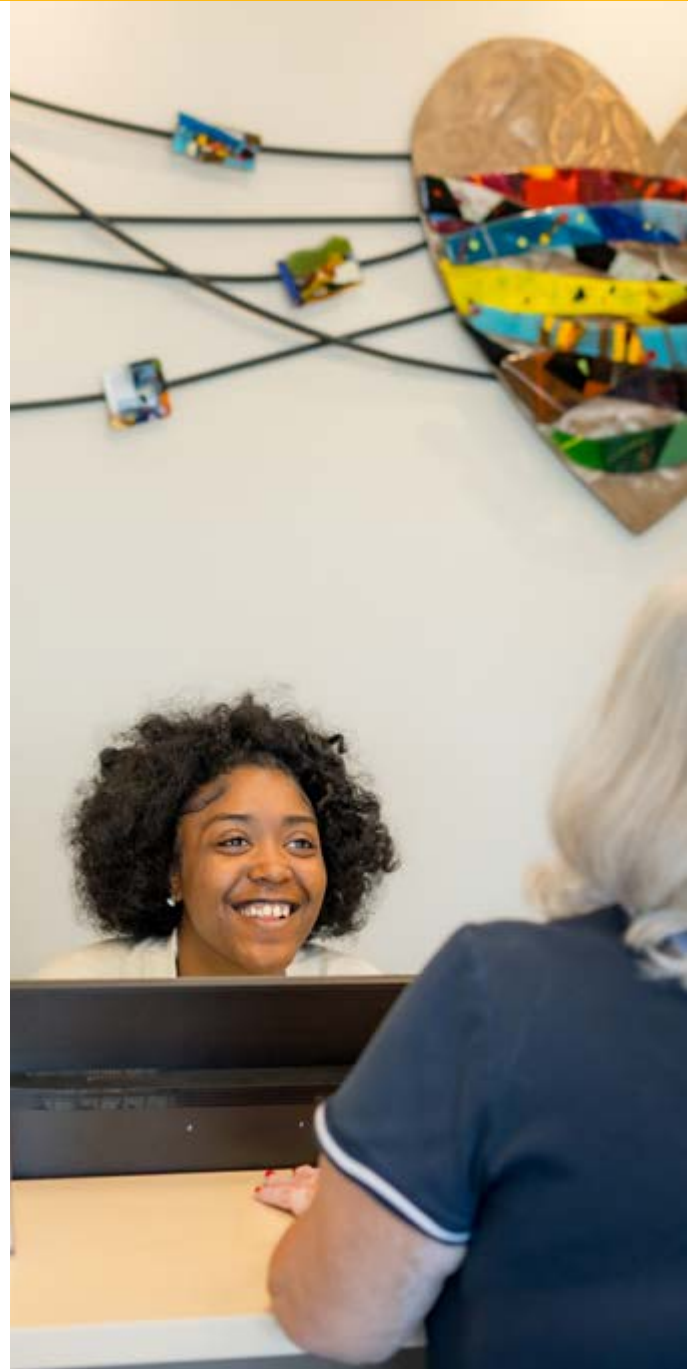
Interfaith Outreach engages program participants, community partners, and volunteers in addressing complex socio-economic community issues, leveraging resources (money, tangible goods, time, and expertise), building mutually beneficial relationships, creating a welcoming and inclusive community experience, and enhancing overall service delivery and impact.

In FY23, 1,201 volunteers contributed approximately 35,000 service hours valued at approximately \$1,050,000. We were supported by 4,730 donors whose combined financial and in-kind contributions totaled \$8,424,977.

## DISCOVERING COMMUNITY NEEDS AND OPPORTUNITIES

During the 2023 fiscal year, our focus was on food, emergency financial assistance, and welcoming new clients. A total of 353 households came to Interfaith Outreach for support for the first time.

As an outcome of the new strategic plan, we conducted market research to identify and understand current community needs and define the service gaps to be addressed in future years.





# HELPING OUR NEIGHBORS

EMERGENCY FINANCIAL ASSISTANCE | FOOD SHELF | GENERAL CASE MANAGEMENT

## BRIDGING BUDGET GAPS

FY23 brought increased use of our services among two significant groups: older adults (over age 55) and those with disabilities.

Many live on fixed incomes – and rely on Interfaith as a primary source of support during times of hardship.

A client's limited income might cover fixed expenses such as rent and insurance, but fluctuating monthly payments – like utilities and medical bills – can quickly consume the remaining household budget.

IOCP helps clients navigate payment programs and link to services, including our food shelf, that bridge the gaps.

**Emergency Financial Assistance (EFA)** is also available to households with urgent needs to access transportation or prevent eviction.

**350**

HOUSEHOLDS  
RECEIVED EMERGENCY  
FINANCIAL ASSISTANCE

**X**

**\$2,890.78**

AVERAGE  
ASSISTANCE PER  
HOUSEHOLD

**= \$1,011,772**

TOTAL SPENT ON EFA IN FY23

## ENSURING ACCESS

Nearly a quarter of households that receive food from IOCP live on a fixed income. For homebound individuals, having food delivered to their home is a critical service. Funds raised in FY23 made it possible for us to begin program expansion in FY24.



*"You not only treated me like a human being in need but you actually listened and executed far beyond what I ever imagined possible."*

*- Emergency Financial Assistance client*

# FOCUSING ON THE FUTURE

BACK TO SCHOOL | CARING FOR KIDS | NEIGHBORHOOD PROGRAM | RESALE SELECT



## 57%

CLIENT HOUSEHOLDS INCLUDED CHILDREN

### 2,096

CHILDREN  
IMPACTED BY  
IOCP SERVICES

### 405

HOUSEHOLDS  
WITH SINGLE  
PARENT/CAREGIVER

## STABILIZING FAMILIES

Interfaith's whole-household programs and services make a direct impact on how our community's children learn and live, now and as they grow.

With your help, we sent little learners to child care and preschool and connected school-aged kids to summer and after-school activities.

We provided families with seasonal and household essentials – from school supplies and winter coats to bedding and furniture.

We strengthened and stabilized entire families by helping parents/caregivers address barriers to living-wage employment, stable housing or reliable transportation.

“We recently had a client who came in to get clothing and household goods for her and her son’s first apartment. She said, ‘You didn’t just set (us) up for an apartment, you set (us) up for a home.’”

- Sonja C., Resale Select manager



### MEETING (BEYOND) BASIC NEEDS

Whether it's choosing a new backpack, a summer sport, or an after-school activity, we recognize a child's need to develop a sense of identity, a feeling of belonging, and a connection to their community.



784

STUDENTS RECEIVED  
BACKPACKS + SUPPLIES



102

FAMILIES WITH KIDS  
RECEIVED WINTER COATS



103

KIDS REGISTERED FOR SUMMER ACTIVITIES  
THROUGH NEIGHBORHOOD PROGRAM

### INVESTING IN EDUCATION

The **Caring for Kids (CfK)** program provides scholarships and other supports for families with preschool-aged children in the Wayzata and Orono public school districts.



62

YOUNG LEARNERS  
RECEIVED CFK SCHOLARSHIPS



\$450,207

TOTAL SPENT ON  
CFK SCHOLARSHIPS

# YOUR DOLLARS AT WORK

We are fortunate to report another successful year thanks to the financial support of our generous donors. You allowed us to forge new paths as we responded to the community's changing needs.

Your donations were crucial as we saw increases in program area expenses per household; the number of clients returning after at least one year of inactivity; and in the ratio of households receiving services in more than one impact area. These are all reminders that our work is never done.

## PROGRAM AREA EXPENSES

PROGRAM AREA	EXPENSES	HOUSEHOLDS*	AVG. EXPENSE/ HOUSEHOLD
HOUSING & NEIGHBORHOODS	\$1,780,775	541	\$3,291.64
FOOD	\$1,671,657	890	\$1,878.26
EDUCATION & YOUTH	\$1,123,600	514	\$2,185.99
RESALE SELECT	\$957,842	N/A	N/A
FAMILY SUPPORT	\$690,848	1,036	\$666.84
TRANSPORTATION	\$223,819	139	\$1,610.20
COMMUNITY ENGAGEMENT	\$198,599	N/A	N/A
EMPLOYMENT	\$185,833	285	\$651.22

\*Households may participate in more than one program.



YOU GAVE  
**\$6.3M**  
IN CASH

YOU DONATED  
**\$2.0M**  
WORTH OF GOODS  
AND SERVICES



WE WELCOMED  
**353 NEW**  
CLIENT HOUSEHOLDS

**75%**  
OF EXPENSES  
WENT DIRECTLY  
TO OUR PROGRAMS



# STATEMENT OF ACTIVITIES

APRIL 1, 2022 - MARCH 31, 2023	Without Donor Restriction	With Donor Restriction	Total
<b>REVENUE</b>			
Grants and Contributions	\$ 4,713,786	\$ 1,622,999	\$ 6,336,785
In-Kind Donations and Donated Services	\$ 2,088,192	\$ -	\$ 2,088,192
Resale Select Revenues	\$ 580,031	\$ -	\$ 580,031
Other Revenue	\$ 28,476	\$ -	\$ 28,476
Net Assets Released from Restrictions	\$ 1,481,432	\$ (1,481,432)	\$ -
<b>Total Revenue</b>	<b>\$ 8,891,917</b>	<b>\$ 141,567</b>	<b>\$9,033,484</b>
<b>EXPENSES</b>			
Deliver Services	\$ 4,746,380	\$ -	\$ 4,746,380
Engage Stakeholders	\$ 1,677,285	\$ -	\$ 1,677,285
Discover Community Needs	\$ 409,308	\$ -	\$ 409,308
Total Program Expenses	\$ 6,832,973	\$ -	\$ 6,832,973
Management & General	\$ 1,397,475	\$ -	\$ 1,397,475
Fundraising	\$ 831,301	\$ -	\$ 831,301
<b>Total Expenses</b>	<b>\$ 9,061,749</b>	<b>\$ -</b>	<b>\$ 9,061,749</b>
Non Operating Revenue & Expenses	\$ 281,830		\$ 281,830
<b>Total Change in Net Assets</b>	<b>\$ 111,998</b>	<b>\$ 141,567</b>	<b>\$ 253,565</b>

# BALANCE SHEET

MARCH 31, 2023

## ASSETS

Cash and Cash Equivalents	\$ 1,795,136
Grants Receiveable	\$ 658,311
Pledges Receivable	\$ 30,000
Inventory	\$ 228,962
Other Assets	\$ 133,299
Investments	\$ 4,374,283
Net Property and Equipment	\$ 5,365,766

**Total Assets \$12,585,757**

## LIABILITIES & NET ASSETS

### Liabilities

Accounts Payable	\$ 31,040
Accrued Expenses	\$ 243,904
Deferred Revenue	\$ 51,075
Lease Liability	\$ 52,282
<b>Total Liabilities</b>	<b>\$ 384,301</b>

### Net Assets

Without Donor Restriction	\$ 11,477,109
With Donor Restriction	\$ 724,347
<b>Total Net Assets</b>	<b>\$ 12,201,456</b>

**Total Liabilities & Net Assets \$12,585,757**



# OUR DONORS

Interfaith's donors come from a variety of backgrounds and sectors, but you all have one thing in common: You play a significant role in making our community the place of most potential.

Whether your donation to Interfaith was financial or in-kind, you made an impact.

## CELEBRATING TOGETHER

On June 11, 2022, Interfaith supporters gathered at McNamara Alumni Center for the biennial **Spread Your Wings Gala**.

We raised funds for our programs and services with the help of dedicated committee members and volunteers as well as our generous sponsors:

### PRESENTING SPONSOR

Polaris Foundation

### STABILIZE SPONSORS

BMO Harris, Loram Maintenance of Way, Mortenson, Robins Kaplan LLP, UBS Financial Services, Wagner Spray Tech

### ILLUMINATE SPONSORS

Alerus Mortgage, Allina Health, Bridgewater Bank, JLL, New Horizon Enterprises, Inc., Old National Bank, Prouty Project, Sandvold Financial Group, The Advocate Group, LLC, Thomsonite Inn

### IGNITE SPONSORS

Bremer Bank, United Healthcare

Thank you to everyone who made this evening a success!

## SUPPORT ACROSS SECTORS

DONOR TYPE	# OF TIMES DONATED*
INDIVIDUAL	8,297
CORPORATION	468
FOUNDATION	316
FAITH GROUP	180
ORGANIZATION (CIVIC GROUPS, ETC.)	108
DONOR ADVISED FUND	54
TRUST	36
SCHOOL	35
GOVERNMENT	10

\*Numbers represent in-kind (goods or services) and financial donations. One donor may donate multiple times.



# OUR VOLUNTEERS

Simply put, our organization would not be where it is today without our valued volunteers, particularly those who keep our **food shelf** and **Resale Select** thrift store open.

**30**  
GROUPS

**1,201**  
INDIVIDUALS

**35,109**  
HOURS SERVED

We were grateful to see the return of individual volunteers as well as groups from local schools, businesses, and places of worship. However, even with this amazing level of support, about 32% of our volunteer openings went unfilled.

"I just felt like  
I wanted to be a  
part of the solution."

- Joanne W., volunteer

# THANK YOU FOR MAKING AN IMPACT



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