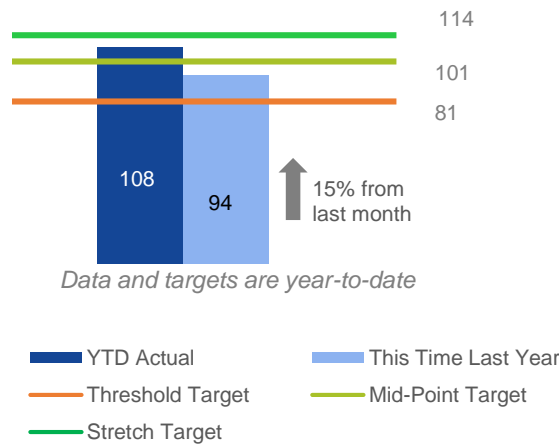


Are we housing guests?

Yes, and about 15% more guests are housed each month. If that trend continues we will surpass our stretch goal by the end of the fiscal year.

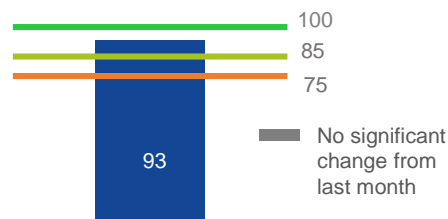
Number of MK guests we have helped house this year



Are formerly homeless guests remaining in housing?

Yes, we continue to help 90% of our Permanent Supportive Housing (PSH) residents stay in housing. So far this year, we have maintained a range of 92% to 94% of residents still in housing after 1 year.

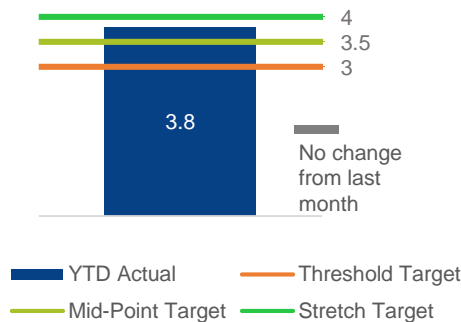
Percent of MK's PSH residents still in housing after 1 year



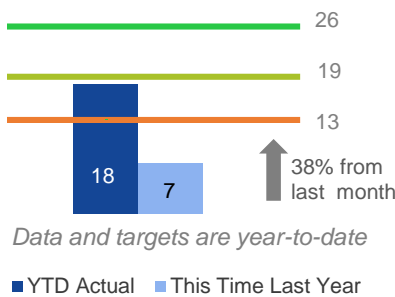
Are we delivering high-quality, guest-centered services?

Yes, we are over or very close to all mid-points targets. We continue to focus on government income benefits and saw our largest increase this past month. The increase included our first PSH resident to receive new benefits through SSI/SSDI.

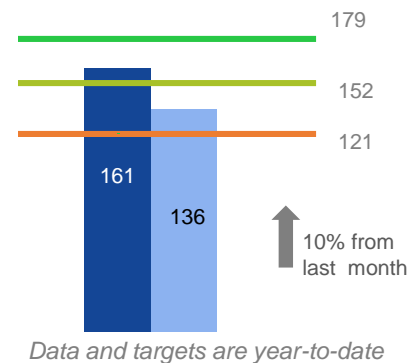
Average MK Plate score
(a tool developed by MK to measure the nutritional value of each meal. Scale is 1-4)



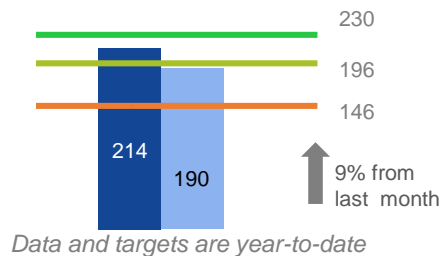
MK guests we helped obtain government income benefits



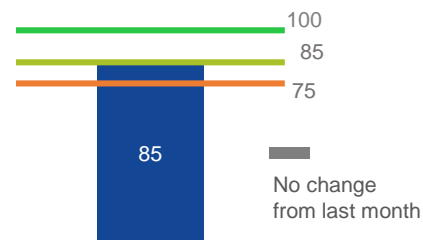
MK guests we helped connect to mental health services



MK guests we helped connect to physical health services



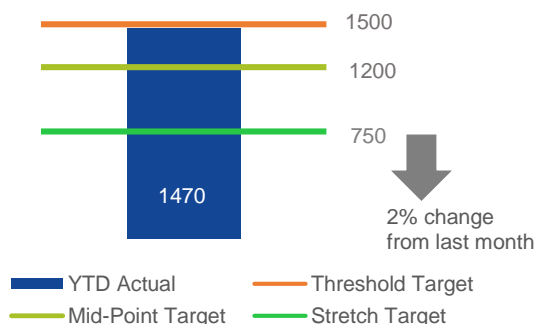
Percent of guests reporting MK is meeting their needs



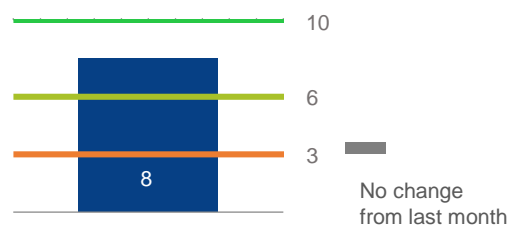
Are we building and exerting our leadership to accelerate ending chronic homelessness in DC?

Yes, the 2017 Point-in-Time results have been announced and DC saw a 2% decrease in the number of individuals experiencing chronic homelessness. This is not as large of a decrease we had hoped but it is progress. In addition, the DC Council approved a FY18 budget with \$1.5 million more than the Mayor proposed for ending chronic homelessness. This will fund 18% of the overall need, an increase of 8% from the Mayor's proposed budget.

Number of individuals experiencing chronic homelessness in DC
(lower is better)



Percent of staff and guests who are agents of change in intentionally eliminating systemic barriers to ending chronic homelessness



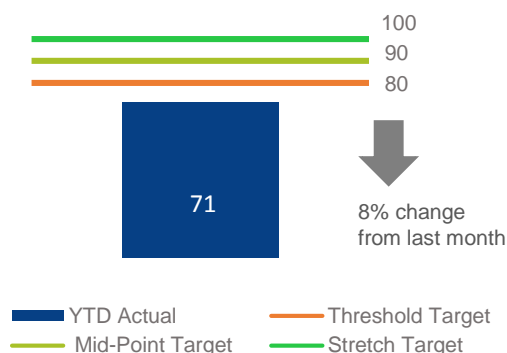
Amount invested in ending chronic homelessness by the DC government this year

\$ 6.5 Million
Approved by DC Council
35% of our ask and 18% of the need

Do staff have the resources necessary to meet our objectives?

No, four objectives are not meeting the mid-point targets. Of those, government income benefits and staff retained are the objectives that could change and where resources should be focused.

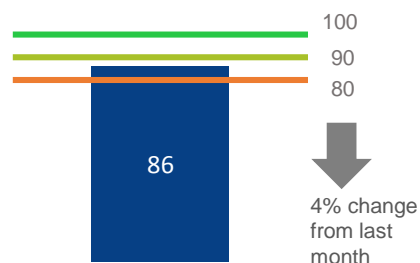
Percent of organizational mid-point targets met



Are we recruiting and retaining high-performing, values-centered staff?

We dropped below our trend and mid-point target of 90%. We should reach our target once some replacement positions are filled.

Percent of staff retained



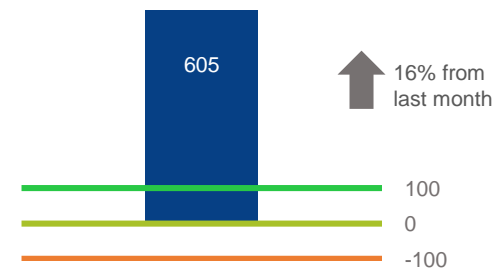
Do we have a positive performance-driven culture?

We use the two measures above to track our positive performance-driven culture. Resources for objectives and measures not achieving mid-point targets should be prioritized.

Are we financially sustainable?

Yes, we have raised 10% more than budgeted and have spent 6% less than expected. Our financials are a month delayed, so below is through May. At the end of May, we were waiting on a number of government contracts to be paid. This contract revenue is included in the net surplus but not in the months of expenses in reserve, thus one increased but the other decreased. We did receive the payments in June.

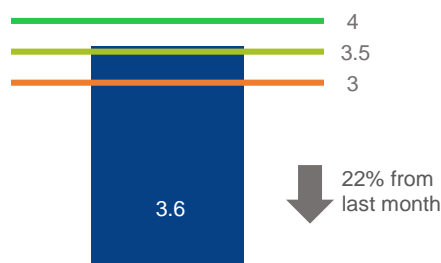
FY net surplus / deficit (in thousands)



Source: MK May financials

■ YTD Actual ■ Threshold Target
■ Mid-Point Target ■ Stretch Target

Months of expenses in reserve



Source: MK May financials