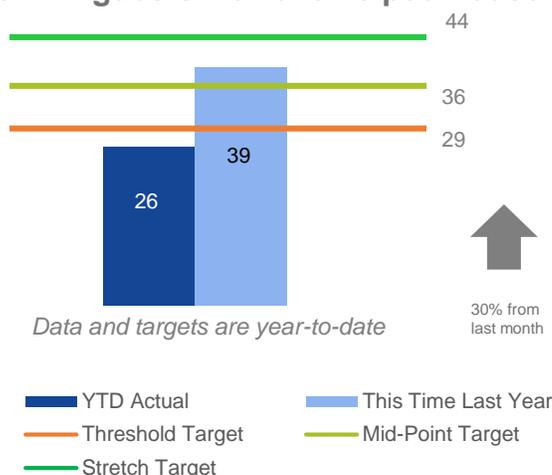


Are we housing guests?

Yes, although not as much as we would like at this point in the year. We project monthly targets from our annual targets so they are spread evenly throughout the year. However, we know that guests obtain vouchers most years between December and February. We hope to see this reflected in our data starting next month. In addition, PSH has two planned expansions this year and once those occur, we will see a number of guests move into housing. There are currently 19 PSH guests who have been matched to us but are still working to find apartments. Our annual mid-point target is to help 145 guests move into housing this year.

Number of MK guests we have helped house this year

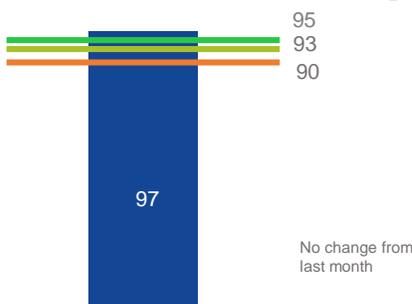


Countdown to helping house our 1,000th guest! Currently at 940 guests!

Are guests who formerly experienced homelessness remaining in housing?

Yes, and we are above our stretch target! Our strong eviction prevention work enables us to keep a high retention rate.

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



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

Yes! For the MK Plate score, the majority of meals served have all 4 components that we deem to be part of a healthy meal. As our new DHS SOAR team continues to ramp up, guests working with other teams have obtain SSI/SSDI! Our mental health and physical health connections have started strong and higher than this time last year! We are figuring out how to meaningfully measure our #1 value: Guests are at the center of everything we do.

Our annual mid-point targets:

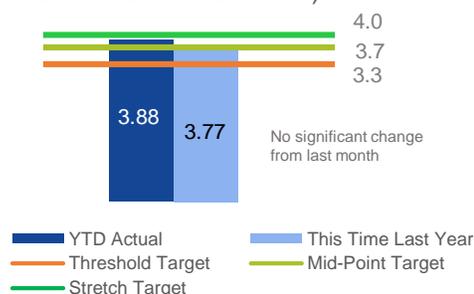
Guests we help obtain SSI/SSDI through SOAR: 44

Guests we help connect to mental health services: 208

Guests we help connect to physical health services: 270

Average MK Plate score

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

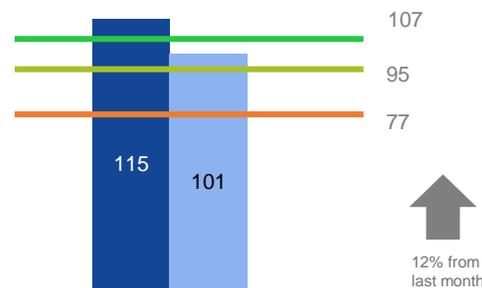


MK guests we helped obtain SSI/SSDI through SOAR



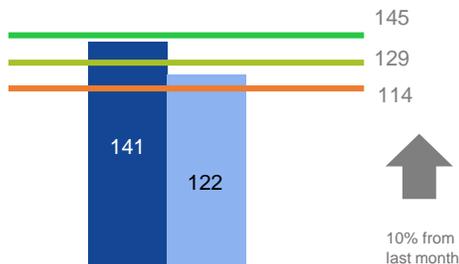
Data and targets are year-to-date

MK guests we helped connect to mental health services



Data and targets are year-to-date

MK guests we helped connect to physical health services



Data and targets are year-to-date

How measure our #1 value:
Guests are at the center of everything we do

Source: 2019 MK PIT count and discharge assessments

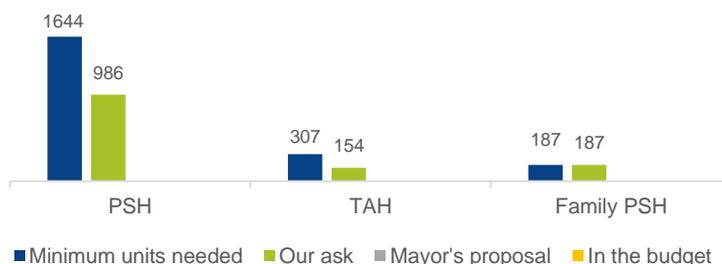
Are we building and exerting our leadership to accelerate ending chronic homelessness in DC?

Yes, we have finalized the budget asks for FY2020 through *The Way Home* Campaign and beginning to ramp up activities to influence the Mayor's proposed budget. We are participating in the PIT+, a more intense PIT survey for single individuals experiencing homelessness to better understand the circumstances behind their situation, history of services used, and patterns of housing insecurity over time. This will mainly help us and the city better understand inflow but could provide some other lessons.

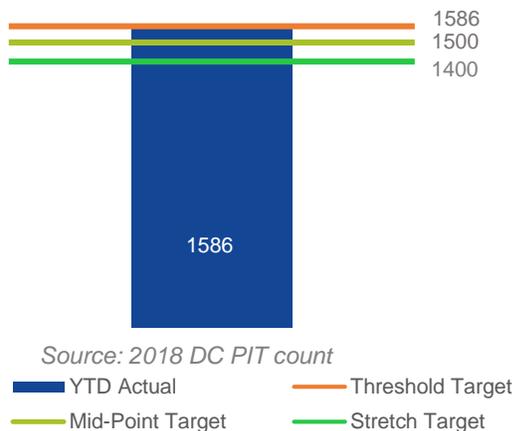
Amount invested in ending chronic homelessness by the DC government

Our budget asks for FY20 through *The Way Home* Campaign

Overview of the city's FY20 budget



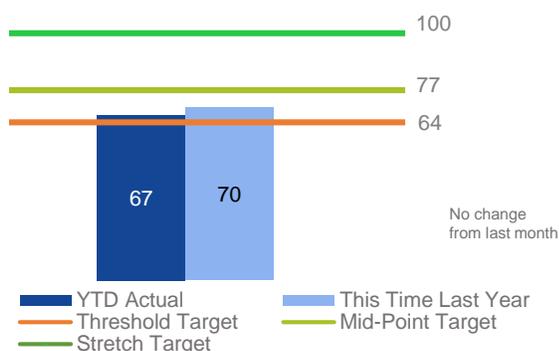
Number of individuals experiencing chronic homelessness in DC (lower is better)



Are we meeting our objectives?

Not as much as we expect this year, but there are a number of program expansions coming on board that once fully up and running, should help. There are a couple measures that either don't have targets yet or don't have data. Having this information will help too.

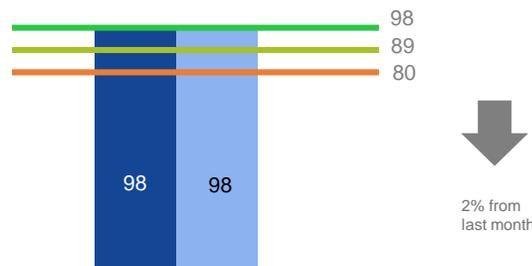
Percent of organizational mid-point targets met



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

Yes. We are not aiming for 100% retention as some turnover is good from a staff perspective. Staff might decide to go on to graduate school or spend more time with family. We will continue to conduct exit interviews and gather data around why staff leave.

Percent of staff retained



Do we have a positive performance-driven culture?

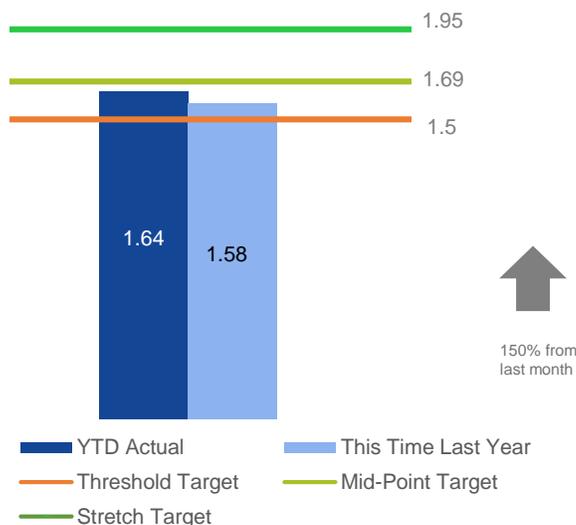
We use the two measures above to track our positive performance-driven culture.

Are we financially sustainable?

Yes, and we just about reached our mid-point target. We hope to raise more than last year and set targets accordingly. We have raised almost half of our \$3.35 annual target!

With an increase in operational budget this year, we need more money in reserve to cover expenses. Thus the months of expenses we can cover in October are lower than our target and last year. We are a bit delayed with November's expenses. We will report December's next month! These are always a month delayed.

Amount of non-contract revenue raised (in millions)



Months of expenses in reserve

