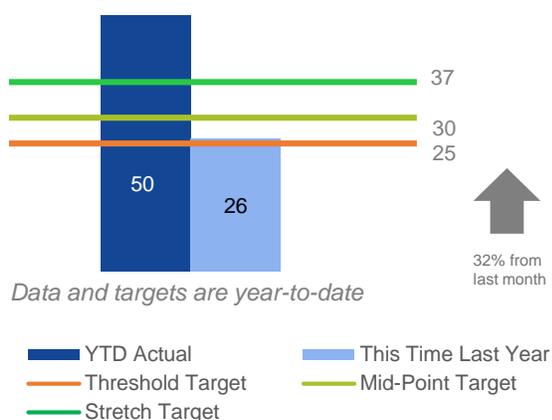


Are we helping guests move into housing?

Yes! Almost twice as many guests moved in this year than last year! The new construction project that we have been waiting to open for almost 9 months, finally did! This means these residents were home in time for the holidays!

There will be a total of 15 residents in this new building and given it was to open last fiscal year, they are not in this year's targets. Our annual mid-point target this year is to help 148 guests move into housing.

Number of MK guests we have helped move into housing this year



Are guests who formerly experienced homelessness remaining in housing?

Yes, and we are at our stretch target! Our strong eviction prevention work enables us to keep a high retention rate. For residents in housing after 2 years, our retention rate is 94%. For both years, at least 9 out of 10 residents are still in housing!

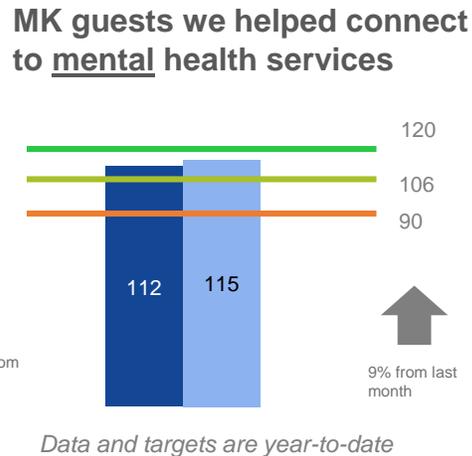
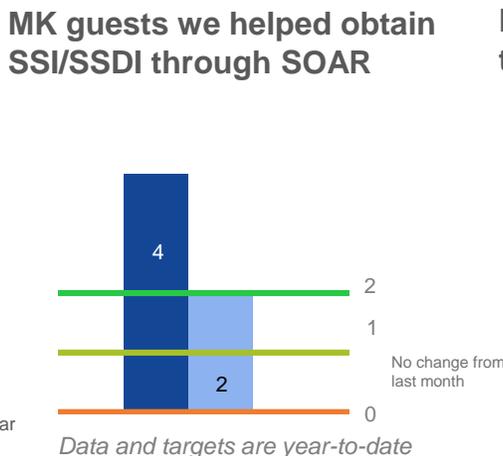
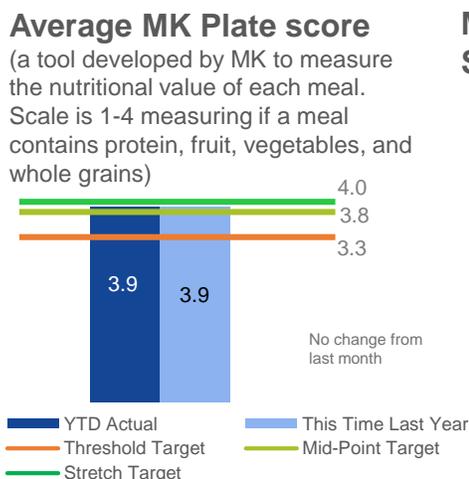
Percent of MK's PSH residents still in housing after 1 year



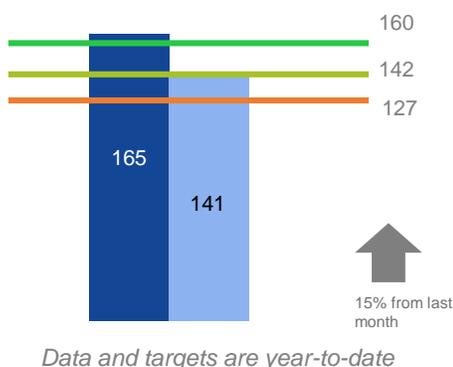
Are we delivering high-quality, guest-centered services?

Yes! For the measures we have data for, we are reaching our mid-point targets. For MK Plate score, guests we helped obtain SSI/SSDI through SOAR, and Physical Health connections, we are closer to our stretch targets! We are working with clients who had SOAR applications submitted through the DHS SOAR team last year. They were in last year's targets not this year's targets.

The charts below are based on year-to-date data. Our annual mid-point targets are:
 Guests we help obtain SSI/SSDI through SOAR: 10
 Guests we help connect to mental health services: 298
 Guests we help connect to physical health services: 286

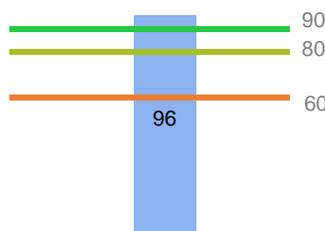


MK guests we helped connect to physical health services

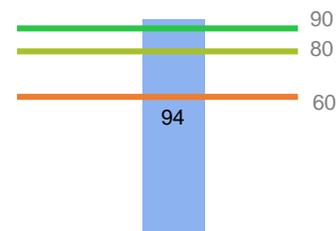


Our #1 value, Guests are at the center of everything we do, is measured by asking guests two questions:

Percent of guests who feel that all Miriam's Kitchen staff treat them according to what they need, regardless of their race, gender, background, identity, or lived experience



Percent of guests who feel their needs and goals are met to the best of Miriam's Kitchen's abilities



Source: 2019 MK PIT count, Outreach GPRA, and PSH resident survey. FY19 data coming Feb 2020

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

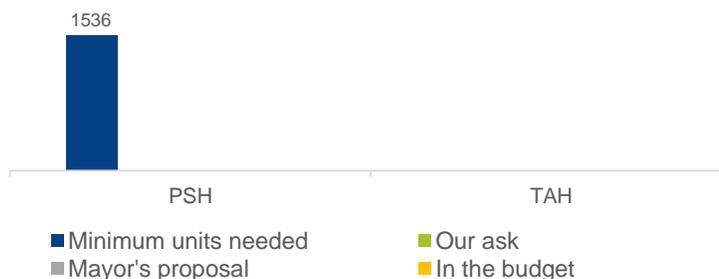
Yes, As DC enters budget advocacy season, we are working with our partners to analyze modeling and determine budget recommendations for the Mayor's FY 2021 Budget

The Point-in-Time survey will be conducted late January and we will know the number of individuals experiencing chronic homelessness in DC a couple months later. Last year, 1,374 individuals were counted that night, so that is our threshold target for this year.

Amount invested in ending chronic homelessness by the DC government

We are developing our budget asks through *The Way Home* Campaign

Overview of the city's FY21 budget



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



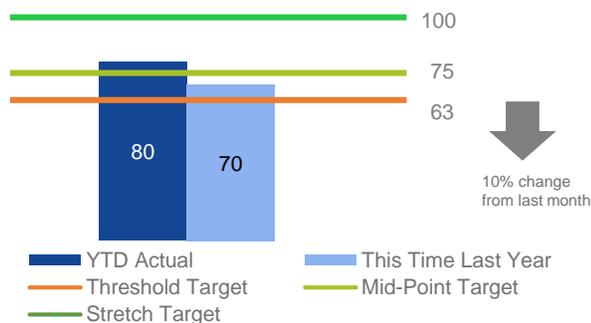
Source: 2020 DC PIT count



Are we meeting our objectives?

Yes. We are at or above our mid-point target with 8 of our 10 measures. There are 6 measures without data so as those are measured, this measure will change.

Percent of organizational mid-point targets met



Are we building and maintaining an equitable and inclusionary culture?

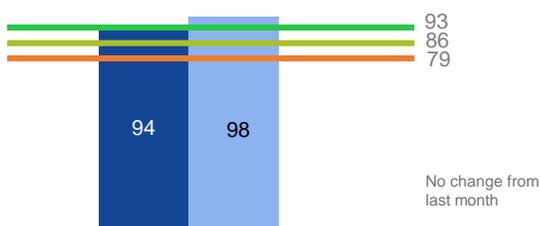
Percent of staff self reporting a strong sense of belonging at MK at the end of the fiscal year

We are working on setting targets

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

Yes, we are above our stretch target! We are busy recruiting for the many positions we currently have open and building a strong culture so that staff stay at Miriam's Kitchen.

Percent of staff retained

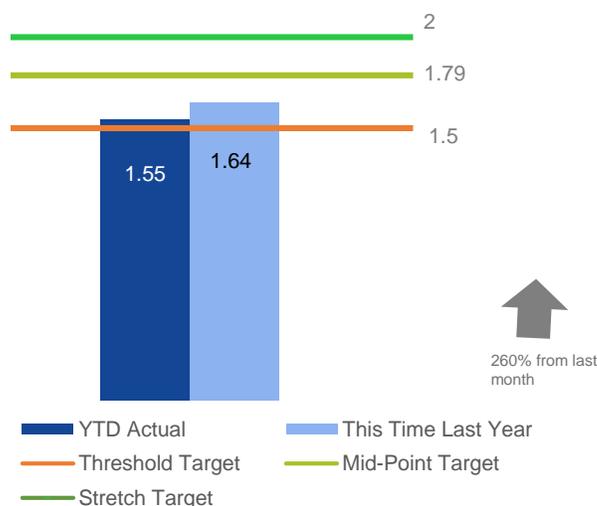


Are we financially sustainable?

We would like to be more sustainable than we currently are. This year we are expanding programs in three areas across the organization and thus we have a larger budget and fundraising targets – about 12% more. Despite increased efforts, donations fell short of our Quarter 1 targets and last year’s donations. We know some reasons why – shorter giving season between Thanksgiving and end of year – but we will continue to dig into the data to spot other reasons. We are confident we will make up ground. One of the growth areas is a multiyear grant to help establish a communications department. This will help increase our visibility and build a wider base of support.

The reporting of our expenses in reserves are a month delayed. We are below threshold through November. Our biggest fundraising month is December and our preliminary December data shows we have about 4 months of expenses in reserves. We also have a larger budget this year so need more in reserves to cover a month of expenses than last year.

Amount of non-contract revenue raised (in millions)



Months of expenses in reserve



Source: November's expenses report