

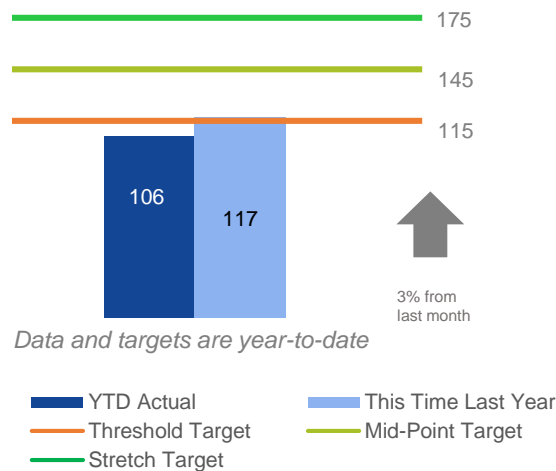
Are we helping guests move into housing?

Fewer guests moved into housing in September than expected and we did not reach our threshold target. We currently have close to 50 guests matched to housing and we are working to move them in as soon as possible, it just didn't happen in this fiscal year.

It is always our priority to help guests move in as soon as possible, however there are many reasons for delays. This year we faced a lengthy construction delay for a building that 14 guests will live in. The application, inspection, and locating units process can take more time than usual and we face much of that this year.

Countdown to helping the 1,000th guest move into housing:
We achieved this in July!! Currently at 1,020 guests!

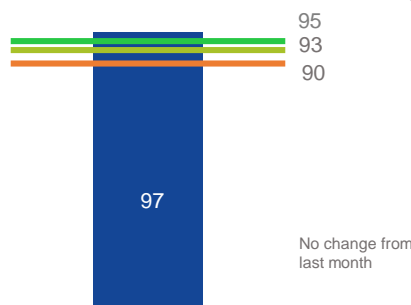
Number of MK guests we have helped move into housing this year



Are guests who formerly experienced homelessness remaining in housing?

Yes, and we are 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



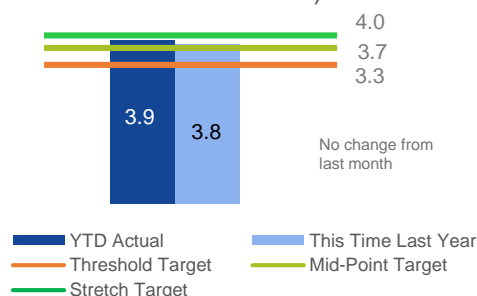
Are we delivering high-quality, guest-centered services?

Yes! And we are consistent with our services. MK Plate score, guests connected to mental health services, physical health services, and our #1 value continue to be above mid-point targets. And all are actually above or closer to the stretch targets than the mid-point targets!

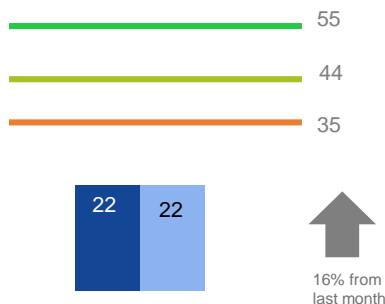
We did not reach our threshold target of 35 guests obtain SSI/SSDI through SOAR. We did match the number of guests obtaining SSI/SSDI through SOAR last year. There are about 25 guests that have applications or reconsiderations still pending. Not only has the length of time for an application decision increased this year, but we have also seen a lower approval rating this year than last. This is similar to what providers across DC have seen as well.

Average MK Plate score

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

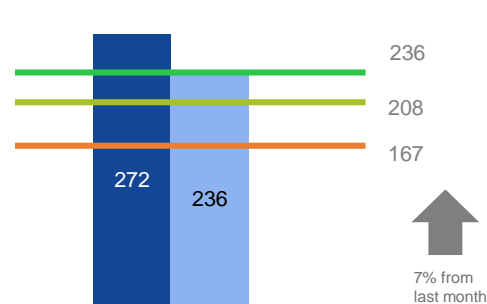


MK guests we helped obtain SSI/SSDI through SOAR



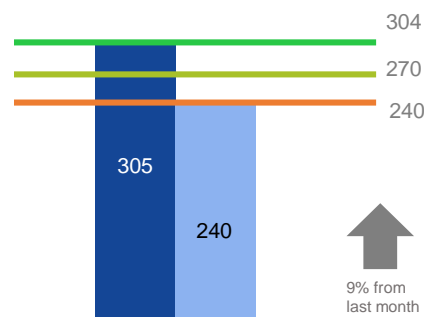
Data and targets are year-to-date

MK guests we helped connect to mental health services



Data and targets are year-to-date

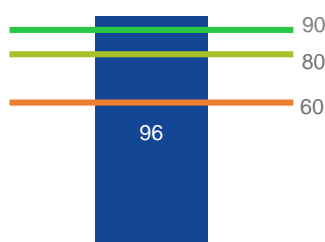
MK guests we helped connect to physical health services



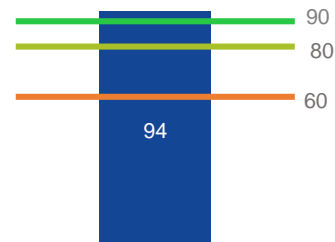
Data and targets are year-to-date

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

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

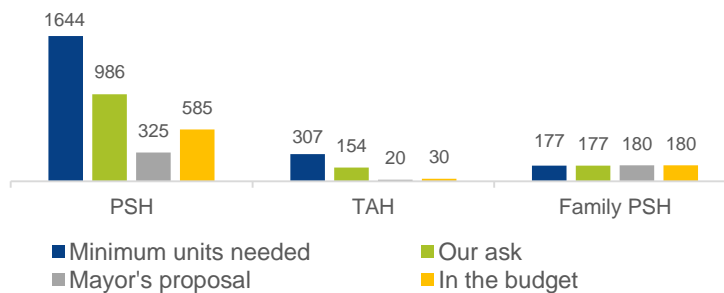
Yes, the DC Council added 260 PSH units to the Mayor's proposed budget. The FY20 budget will add more PSH for single adults than any budget in history! In total there is \$22.7 million in next year's budget for new housing units, ending chronic homelessness for 615 single adults and 180 families.

On January 23rd 2019, 1,374 individuals experiencing chronic homelessness were counted as part of the DC Point-in-Time count. This is a 13% decrease from last year and 7% decrease from two years ago!

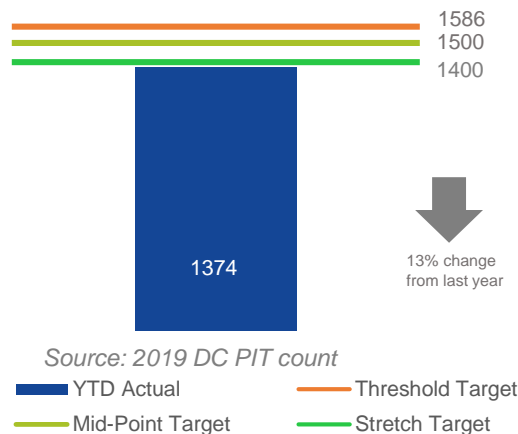
Amount invested in ending chronic homelessness by the DC government

Our budget asks for FY20 through *The Way Home* Campaign totaling \$35.5 million

Overview of the city's FY20 budget



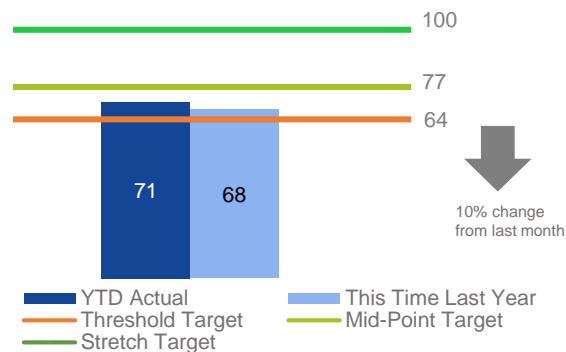
Number of individuals experiencing chronic homelessness in DC (lower is better)



Are we meeting our objectives?

Yes. We are at or above our mid-point target with 10 of our 14 measures. Not as high as we had hoped but is higher than last year. We prioritized those areas not meeting mid-point targets to the best of our abilities and are proud the majority of targets were met this year.

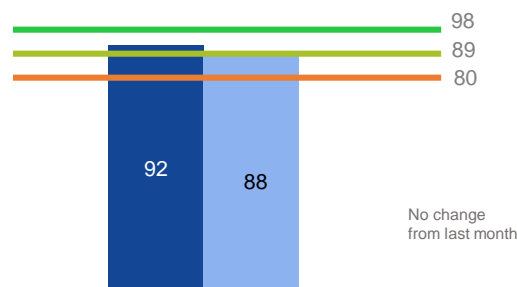
Percent of organizational mid-point targets met



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

Yes. We saw a couple staff leave this year but we know that staff are mainly leaving Miriam's Kitchen to go to graduate school or change fields and not leaving to go to another agency within our field. It is always sad to see staff leave, but we are excited for the new energy from the new staff that have joined the team this year.

Percent of staff retained



Do we have a positive performance-driven culture?

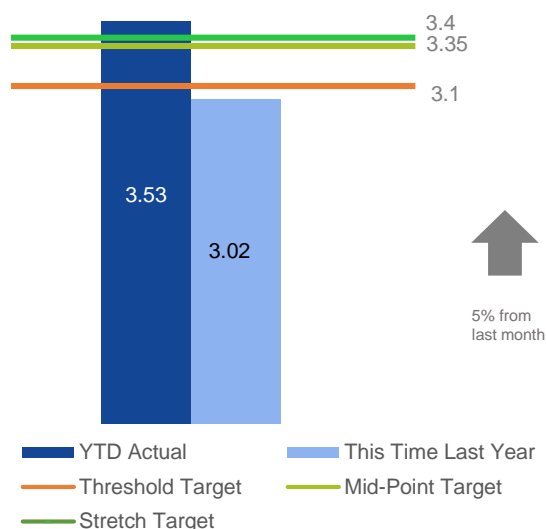
We use the two measures above to track our positive performance-driven culture.

Are we financially sustainable?

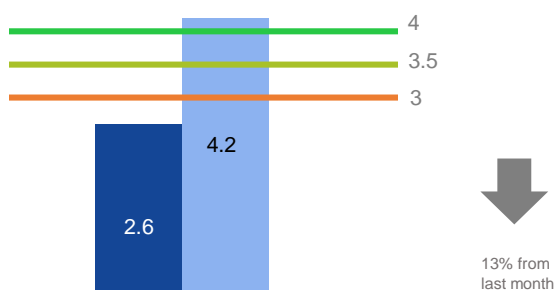
Yes, we are above our stretch target! This year's fundraising targets are much higher than last year and the team's hard work paid off. We raised 17% more than last year.

We are just below our mid-point target for months of expenses we have in reserves. This is largely due to the instability of government contracts and payment schedules. We are working hard to be good stewards of our resources!

Amount of non-contract revenue raised (in millions)



Months of expenses in reserve



Source: September's expenses report