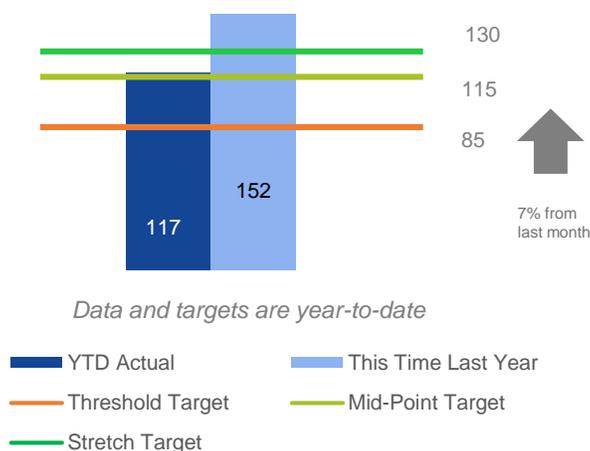


## Are we housing guests?

Yes, we helped 117 guests move into an apartment this year! Given the limited funding and intensity of this work, we knew it was unlikely to help house as many guests as we did last year. Thus our mid-point target was helping 115 guests. We are extremely proud of helping to house 117 guests and celebrate every time a guest finds a place to call home.

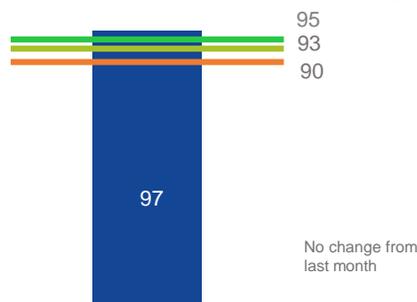
Number of MK guests we have helped house this year



## 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 a number of these measures have continued to reach our mid-point targets or higher! Average MK Plate score, guests we help connect to mental health services, and guests reporting MK is meeting their needs have trended at or above mid-point targets for most of the year.

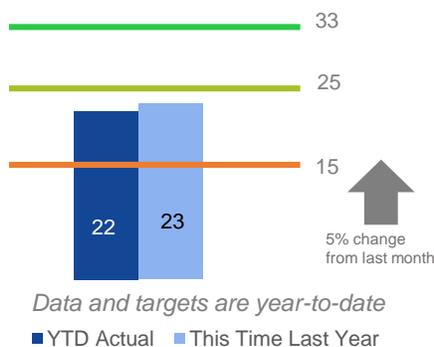
The number of guests we helped obtain SSI/SSDI through SOAR and the number of guests we helped connect to physical health services are below the mid-point target but did achieve our threshold target! In addition, both are very close to what we achieved last year.

### Average MK Plate score

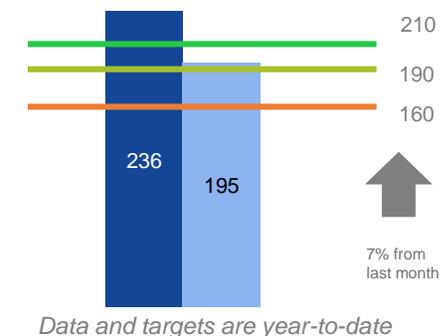
(a tool developed by MK to measure the nutritional value of each meal. Scale is 1-4)



### MK guests we helped obtain SSI/SSDI through SOAR



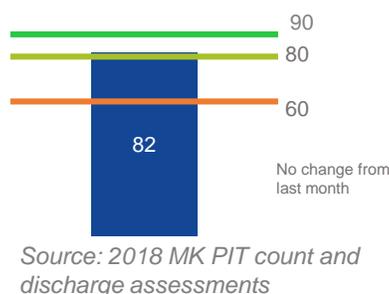
### MK guests we helped connect to mental health services



### 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?

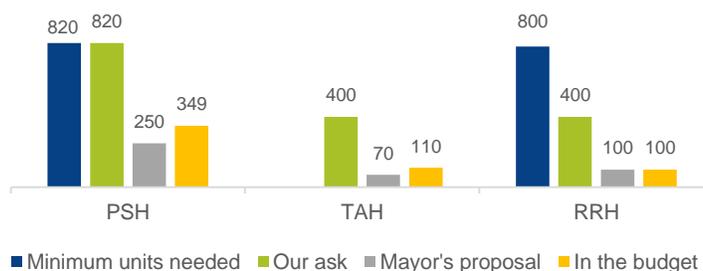
Yes, through *The Way Home* Campaign the number of units funded in the FY19 city-wide budget increased about 40% from last year! Even though this is lower than what we asked, we will always be aggressive with our budget asks. We expect everyone in our dining room and across the city to be housed and we know the city has the budget to fund our asks.

### Amount invested in ending chronic homelessness by the DC government

The City Council approved **\$11.4 million** in the city's FY19 budget for new funding to end chronic homelessness for about **559 individuals**

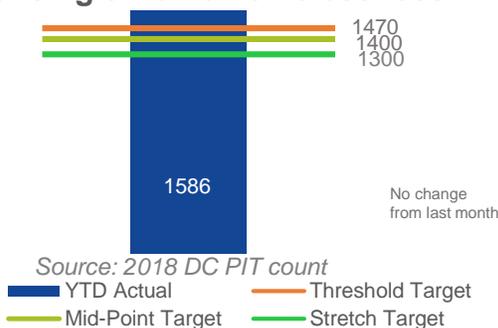
The Mayor included about **\$8.3 million** and we asked for **\$32 million** in new funding

Overview of the city's FY19 budget



We are also exerting our leadership with the number of individuals experiencing chronic homelessness in DC. According to coordinated entry (CAHP) data, 1200 individuals were housed between 2017 and 2018 – something to be very proud of! However, through the Point-in-Time count, we did see an increase of individuals experiencing chronic homelessness in DC from 2017. Even though we track year-to-year and hope the numbers decrease each year, looking at trends over the years provides a better context to our work. The counts have decreased by 10% since 2013. We will continue to pursue the solutions we know work and monitor CAHP data to know progress in between the annual counts.

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



## Are we meeting our objectives?

While most measures reached our threshold targets, there were a number that did not reach mid-point targets. This month, there were a couple more measures that did not reach mid-point targets than we expected. We set targets prior to the fiscal year starting with the best knowledge at that time to motivate us to do our best work.

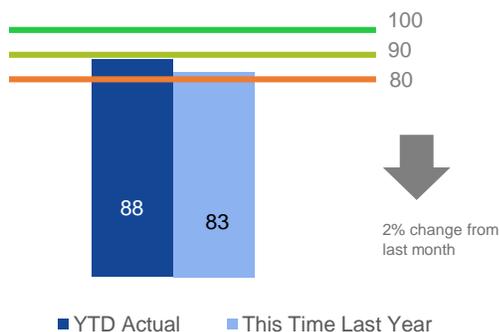
Percent of organizational mid-point targets met



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

Yes, although we are just under our mid-point target. After a number of transitions last year, we expected to maintain a relatively high staff retention rate this year.

Percent of staff retained



## Do we have a positive performance-driven culture?

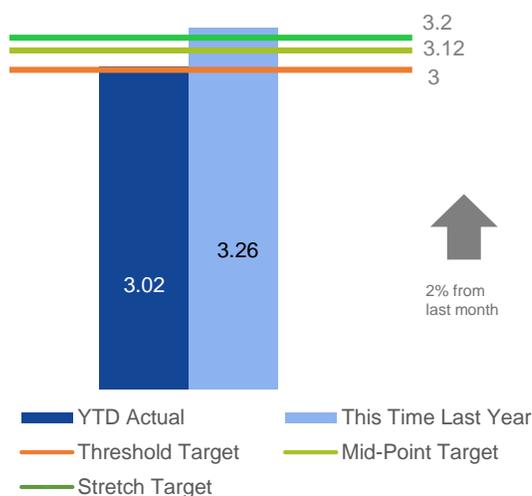
We use the two measures above to track our positive performance-driven culture.

## Are we financially sustainable?

While we did not reach our mid-point target, we came very close. Of the donors who gave last year, 50% of them gave this year! This is about 9% more than last year. Another highlight from this year is donations from individuals increased about 12% more than last year. The highest in about four years.

At the beginning of the year, we knew we would not raise as much as we did last year, it was an exceptional year. We have also kept expenses low this year providing more months of expenses in reserves than we expected at this time.

**Amount of non-contract revenue raised (in millions)**



**Months of expenses in reserve**

