

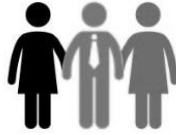


2018 Annual Report



Strategic Wins

- Moved into our own building
- Expanded employment base
- Increased employee wages
- Joined Olathe Chamber



Supported Employment

- 13 employees worked 5,324 paid hours in local businesses



Fundraising Events

- From the gala to raffles, our 8 events raised over \$197,764



Employee Community Involvement

- 49 employees served 948 volunteer hours in the community



Goody Delivery

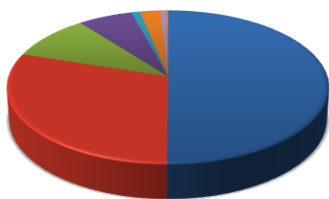
- 10 new businesses
- Total sales of \$118,056
- 39,351 bags of snacks sold



Constituents Served

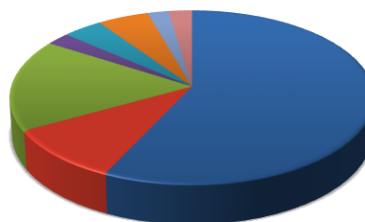
- 637 constituents were directly touched by Heartstrings services

Income



- Program Fees 50.08%
- Contributions 29.85%
- Goody Delivery 9.58%
- Sacks on Santa Fe 6.28%
- Grants .98%
- Contract Labor 2.36%
- Gift Baskets .36%
- Other .50%

Expense



- Program/Payroll 56.51%
- Administrative 9.81%
- Mortgage/Utilities 16.97%
- Auto/Maint./Other 2.33%
- Cost of Goods 3.98%
- Fundraising/Adv/Postage 5.08%
- Professional Fees 2.10%
- Insurance 3.22%