



2019 Annual Report



Strategic Wins

- Partnered with **PawsAbilities**
 - Partnered with **BBBS**
- Hired Director of Development
 - Joined KCK Chamber
- Three 2019 Ford Connects



Contract Labor

- 5 Janitorial Crews
 - 15 Employees
- Wages Earned: \$24,345
- Hours Worked: 2,590



Fundraising Events

- From the Gala & Topgolf, \$169,994 was raised



Employee Community Involvement

- 49 employees
- Volunteer Hours Served: 1,092
- 8 Community Presentations



Goody Delivery

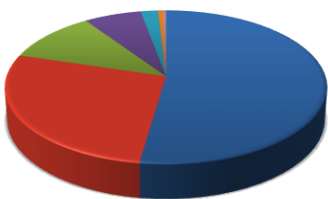
- New Businesses: 23
- Total Sales: \$128,749
- Bags of Snacks Sold: 42,916
- Total Businesses: 135
 - 48 Employees



Sacks on Santa Fe

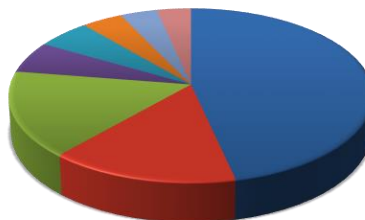
- Total Sales: \$78,686
 - 7 Employees
- Designer Trunk Show
 - Red Bag Sales

Income



- Program Fees 52.3%
- Contributions 27.4%
- Goody Delivery 10.8%
- Sacks on Santa Fe 6.6%
- Contract Labor 2%
- Grants .6%
- Gift Baskets .1%
- Other .2%

Expense



- Program Payroll 46.5%
- Admin Payroll 15.03%
- Mortgage/Utilities 15.93%
- Fundraising/Adv/Postage 5.88%
- Auto/Maint./Other 5.4%
- Professional Fees 4.11%
- Cost of Goods 3.73%
- Insurance 3.42%