

## 01. Strategic Wins

- Paid the Building OFF
- Bunny Higgins Employment Center Dedication
- Developed Heartfully Made Card Line
- Installed Fire Sprinkler System & Started Remodel (east side of the building)
- Hired Director of Development
- Hired 9 New Staff
- Onboarded 2 New Employees (47 Total)

## 02. Community Work Opportunities

- Concord Condominiums
- Barnds Brothers Companies
- H.O.P.E.
- Cintas
- Twin Financial
- Olive Garden
- TJ Maxx

## 03. Fundraising Events

- Celebrated Heartstrings 20th Anniversary (in person)
- Topgolf SOLD OUT
- Memorial Fundraiser for Dennis Higgins at Chicken n' Pickle
- Total Raised: \$185,814

## 04. Employee Community Involvement

- Meals on Wheels
- Behave Dog Training – Fashion Show
- Community Coffees (in Person)
- Hy-Vee Provides Snacks for Community Coffees
- 31 New Donors
- 4 New Monthly Donors
- Visited Local Office of US Representative (Sharice Davids)
- Burns & McDonnell Farmers Market Stand

## 05. Goody Delivery

- Return Businesses: 8
- Total Businesses: 42
- Total Sales: \$55,641
- 47 Employees

## 06. Gift Boxes

- Standardized Gift baskets into Gift Boxes – 2 sizes for easy delivery or shipping
- Assembled Gift Boxes for UHC and Aetna
- Total Sales is Incorporated into Goody Delivery Sales

## 07. Heartfully Made

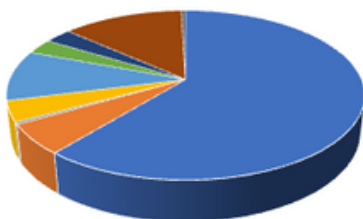
- Product Line Continues to Expand
- Birdhouses
- Birdseed
- Sugar Scrubs
- Stepping Stones
- Coasters
- Handmade All Occasion Cards
- Total Sales: \$6,418

## 08. Sacks on Santa Fe

- Completed a Face Lift Remodel
- Participated in DTOP Events
- Red Bags Sales
- Total Sales: \$81,212

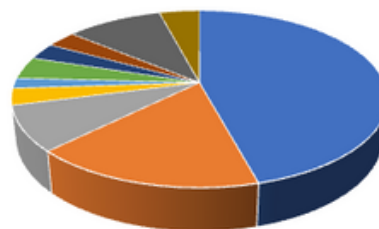
**EMPOWERING PEOPLE  
OF ALL ABILITIES**

**Income**



- Program Fees
- Heartfully Made
- Contributions
- Grants
- Interest/Shipping & Handling
- Sacks on Santa Fe
- Goody Delivery
- Contract Labor
- Fundraisers

**Expenses**



- Program Payroll
- Rent/mort/utilities
- COGS
- Professional Fees
- Building Exp.
- Admin Payroll
- Auto/lease/maint
- Fundraising
- Insurance
- Office Exp. Dues/licensing