

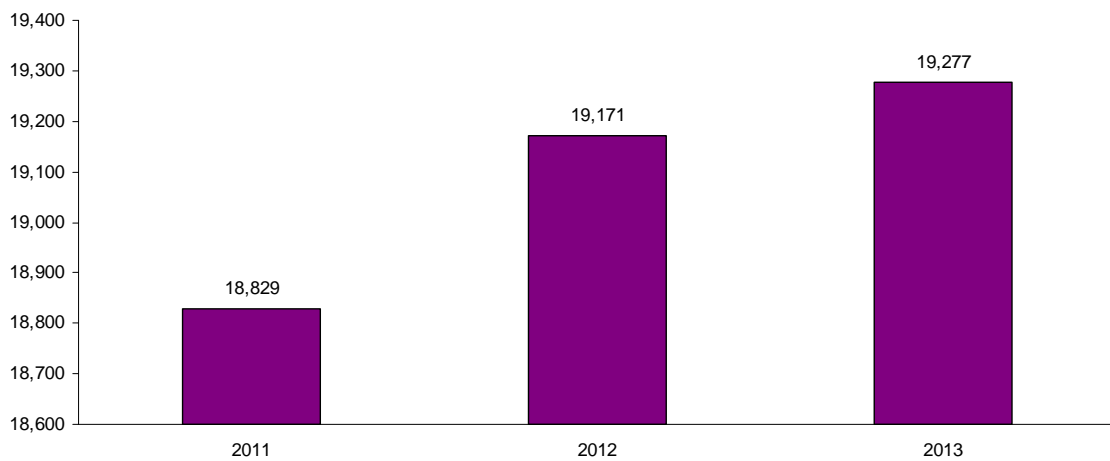


THE DELORES PROJECT
SHELTER AND SERVICES FOR HOMELESS WOMEN

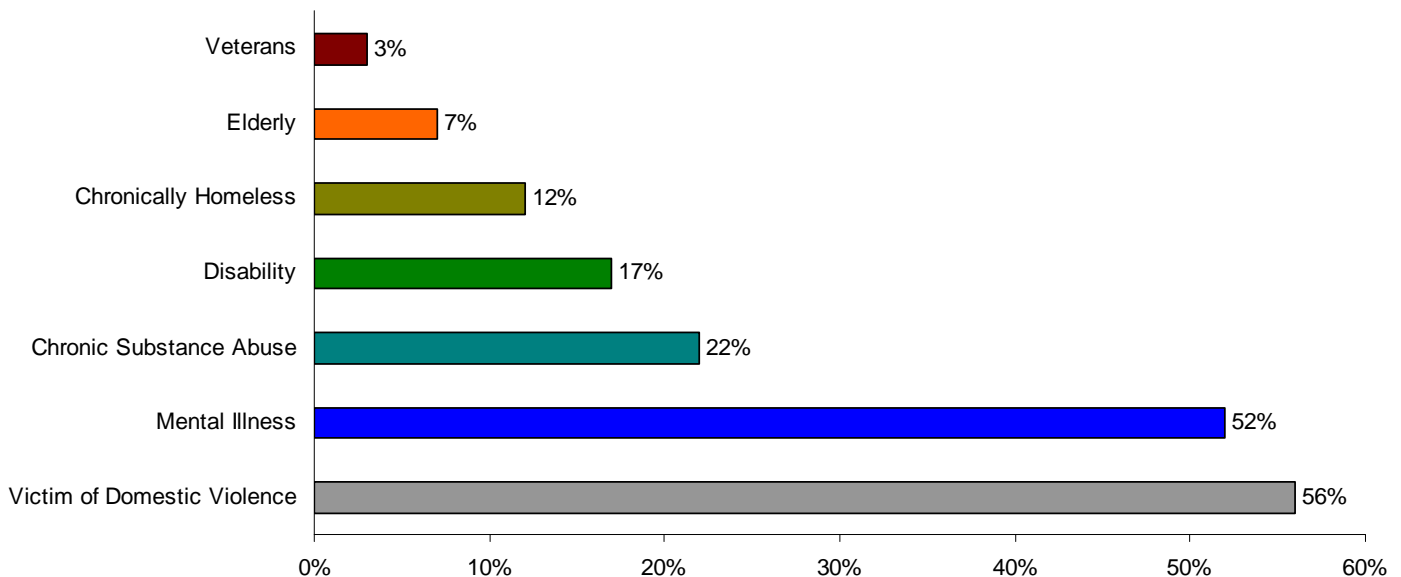
The Delores Project Evaluation and Statistics 2012-2013

In 2012-13, The Delores Project served 478 unduplicated women and provided 19,277 nights of shelter. We serve a diverse population, with unique needs.

Shelter Nights Provided



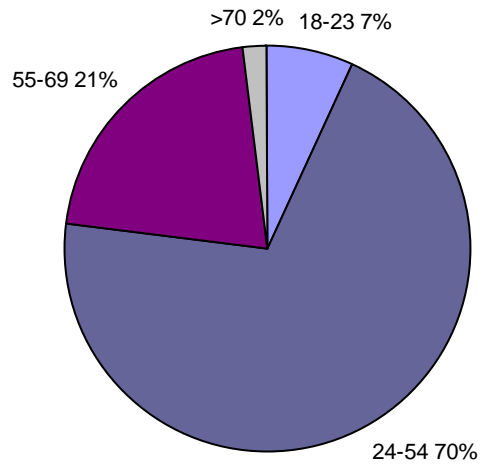
Self-Reported Challenges Facing TDP Guests



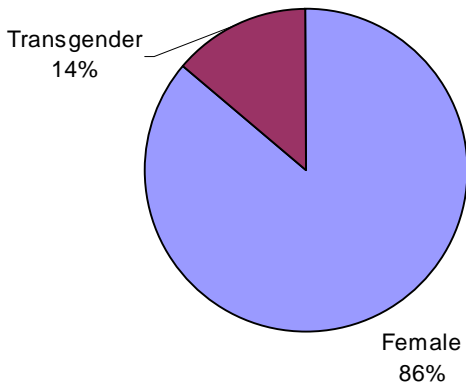


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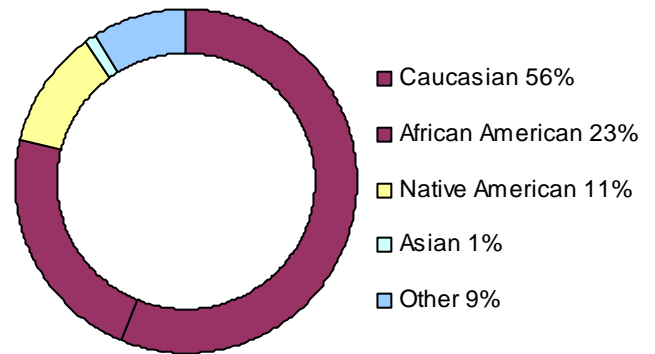
The Delores Project Guest Ages



Gender



Race





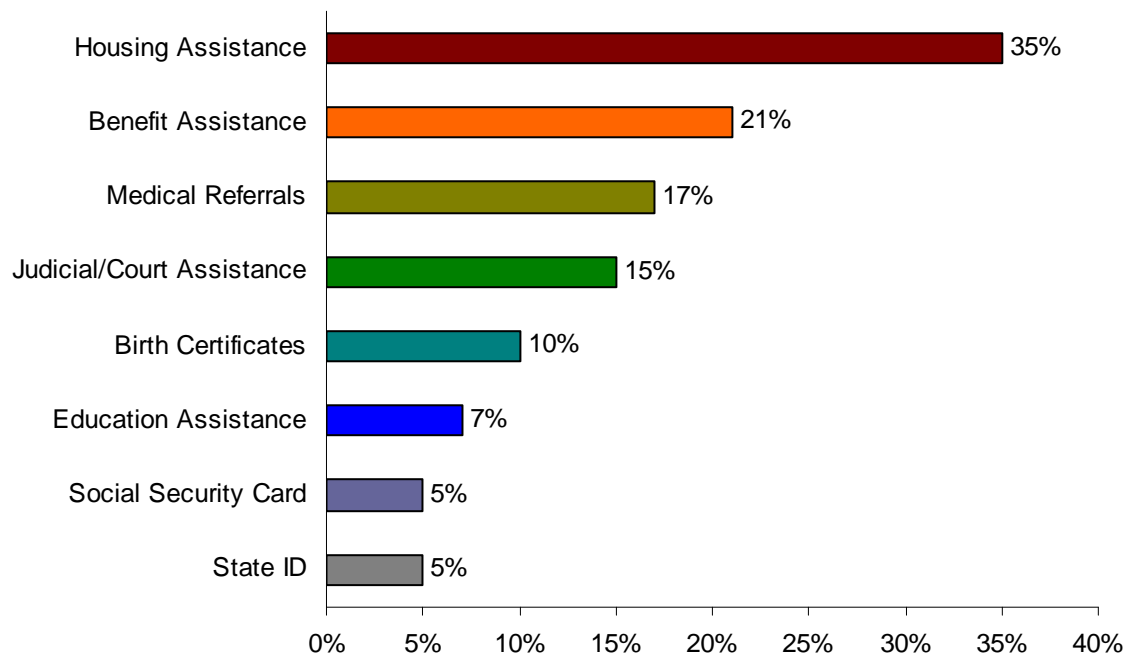
THE DELORES PROJECT
SHELTER AND SERVICES FOR HOMELESS WOMEN

Steps to Stability

Evaluation and Demographic Summary 2012-2013

In 2013, 63 unduplicated women participated in our **Steps to Stability** program. 100% reported that their meetings with the transitional advocate were helpful; 60% made progress toward stability, and 5% transitioned to more stable housing.

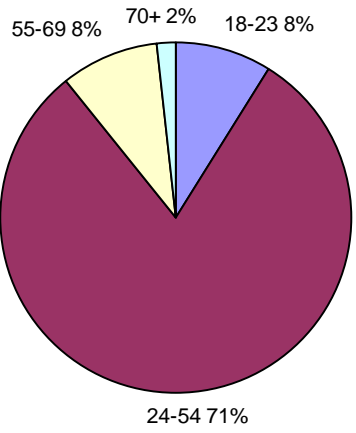
% of Steps to Stability Guests Seeking Services



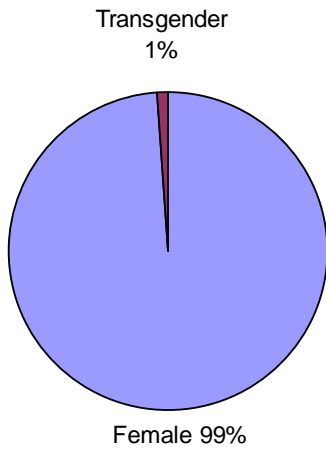


THE DELORES PROJECT
SHELTER AND SERVICES FOR HOMELESS WOMEN

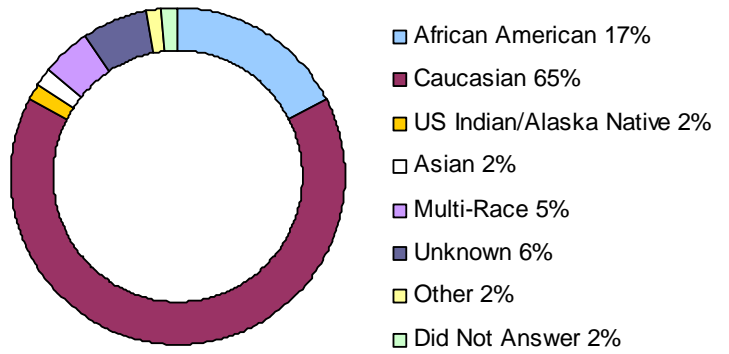
Steps to Stability Ages



Steps to Stability Gender



Steps to Stability Race



The Delores Project
Profit & Loss Prev Year Comparison
July 2012 through June 2013

	<u>Jul '12 - Jun 13</u>	<u>Jul '11 - Jun 12</u>	<u>\$ Change</u>	<u>% Change</u>
Income				
5800 - Special Events				
5810 - Special Events Revenue	30,841.95	20,793.25	10,048.70	48.33%
5820 - Special Events Costs	(6,813.68)	(543.00)	(6,270.68)	-1,154.82%
Total 5800 - Special Events	24,028.27	20,250.25	3,778.02	18.66%
4000 - Contributed Support				
4060 - Civic	3,954.36	2,090.50	1,863.86	89.16%
4010 - Individual Contributions	171,267.50	155,814.42	15,453.08	9.92%
4020 - Corporate Contributions	11,685.00	22,331.30	(10,646.30)	-47.67%
4030 - Faith Community Contributions	22,712.15	22,976.68	(264.53)	-1.15%
4050 - Workplace Giving	9,257.41	20,982.06	(11,724.65)	-55.88%
4130 - Gifts In Kind	154,105.00	87,958.30	66,146.70	75.2%
4230 - Foundations				
4235 - Foundation Grant Expense	-	-	-	0.0%
4230 - Foundations - Other	302,544.80	206,169.00	96,375.80	46.75%
Total 4230 - Foundations	302,544.80	206,169.00	96,375.80	46.75%
Total 4000 - Contributed Support	675,526.22	518,322.26	157,203.96	30.33%
4550 - Government Support	131,985.95	184,797.20	(52,811.25)	-28.58%
5560 - Interest & Dividend Income	1,159.34	974.61	184.73	18.95%
5570 - Realized Gain/Losses	100.26	(107.86)	208.12	192.95%
5900 - Miscellaneous Revenue	-	150.75	(150.75)	-100.0%
Total Income	832,800.04	724,387.21	108,412.83	14.97%
Expense				
6500 - Operating Expenses				
7520 - Accounting Fees	15,650.00	16,275.00	(625.00)	-3.84%
8400 - Depreciation Expense	49,019.69	50,371.51	(1,351.82)	-2.68%
8122 - Donated Meals and Supplies	153,745.00	87,958.30	65,786.70	74.79%
8180 - Dues & Subscriptions	1,765.00	1,787.48	(22.48)	-1.26%
8160 - Equipment	3,908.93	4,128.72	(219.79)	-5.32%
6000 - Fundraising Expense	10,057.41	8,273.96	1,783.45	21.56%
8110 - House Supplies	8,069.40	7,324.87	744.53	10.16%
8520 - Insurance	6,130.75	6,359.00	(228.25)	-3.59%
8510 - Interest Expense and Bank Fees	375.00	1,066.00	(691.00)	-64.82%
7540 - IT Servces	1,125.00	1,378.33	(253.33)	-18.38%
8680 - Licenses & Permits	160.00	200.00	(40.00)	-20.0%
8230 - Maintenance	15,974.09	8,770.11	7,203.98	82.14%
8192 - Marketing Expense	881.75	432.00	449.75	104.11%
8302 - Mileage Reimbursement	1,970.28	2,290.30	(320.02)	-13.97%
8590 - Miscellaneous	-	-	-	0.0%
8112 - Office Supplies	1,573.89	1,405.38	168.51	11.99%

The Delores Project
Profit & Loss Prev Year Comparison
July 2012 through June 2013

	<u>Jul '12 - Jun 13</u>	<u>Jul '11 - Jun 12</u>	<u>\$ Change</u>	<u>% Change</u>
8140 · Postage, Shipping & Delivery	1,452.21	1,412.17	40.04	2.84%
8170 · Printing & Copying	1,402.50	281.46	1,121.04	398.3%
7502 · Staff Training	777.00	1,778.51	(1,001.51)	-56.31%
8130 · Telephone & Telecommunications	5,555.76	9,096.74	(3,540.98)	-38.93%
8150 · Client Expense	5,488.52	3,922.00	1,566.52	39.94%
8220 · Utilities	20,738.52	21,874.70	(1,136.18)	-5.19%
8125 · Volunteer Expenses	-	84.84	(84.84)	-100.0%
Total 6500 · Operating Expenses	305,820.70	236,471.38	69,349.32	29.33%
7200 · Salaries & Related Expenses				
7215 · Contract Staff	30,054.97	21,387.57	8,667.40	40.53%
7220 · Vacation Expense	89.71	(2,661.46)	2,751.17	103.37%
7212 · Salaries & Wages				
7250 · Payroll Taxes				
7252 · FICA	29,111.62	32,113.91	(3,002.29)	-9.35%
7254 · SUTA	4,765.70	7,591.57	(2,825.87)	-37.22%
7250 · Payroll Taxes - Other	-	5.74	(5.74)	-100.0%
Total 7250 · Payroll Taxes	33,877.32	39,711.22	(5,833.90)	-14.69%
7212 · Salaries & Wages - Other	411,042.53	432,474.86	(21,432.33)	-4.96%
Total 7212 · Salaries & Wages	444,919.85	472,186.08	(27,266.23)	-5.77%
7240 · Employee Benefits - Health				
7242 · Employee Benefits - Dental	3,551.90	3,515.58	36.32	1.03%
7240 · Employee Benefits - Health - Other	32,098.65	31,975.46	123.19	0.39%
Total 7240 · Employee Benefits - Health	35,650.55	35,491.04	159.51	0.45%
7248 · Workers' Comp Insurance	12,710.89	6,927.37	5,783.52	83.49%
7255 · Other Employee Expense	1,083.38	-	1,083.38	100.0%
7260 · Payroll Fees	3,348.50	3,491.10	(142.60)	-4.09%
Total 7200 · Salaries & Related Expenses	527,857.85	536,821.70	(8,963.85)	-1.67%
Total Expense	833,678.55	773,293.08	60,385.47	7.81%
Net Income	(878.51)	(48,905.87)	48,027.36	98.2%