

# Board of Directors

Meeting Agenda  
November 16, 2023

3:30 pm	Call to Order and Welcome	Scott Eilert
3:35 pm	Devotional	Scott and Ryan
3:40 pm	Approval of Minutes	Patty Dengler
3:45 pm	Committee Updates	Committee Chairs
	<ul style="list-style-type: none"><li>• Development Committee<ul style="list-style-type: none"><li>◦ Operation Holiday</li></ul></li><li>• Finance Committee</li><li>• Personnel Committee</li><li>• Governance Committee<ul style="list-style-type: none"><li>◦ Ad hoc Government Affairs</li></ul></li><li>• Campaign Leadership Committee</li></ul>	
4:15 pm	President's Report	LaTasha St. Arnault
4:20 pm	Old/New Business	Scott Eilert
4:30 pm	Adjourn	Scott Eilert

**HUMANKIND MINISTRIES**  
**BOARD OF DIRECTORS MINUTES**  
**Thursday, September 20, 2023**

Members attending:

Scott Eilert, Stuart Ray, Ian Worrell, Daniel Warren, Michael Gerber, Tim Binns, Craig Highfill, Joseph Shepard, Kim Daley, and Patty Dengler

Members absent:

Cindy Claycomb, Nalini Gangadhar, Jaime Nix, Logan Woodbridge, Dioane Gates, Ryan Bond, Stephanie Birmingham, Tom Borrego

Staff present: President/CEO LaTasha St. Arnault

The meeting was called to order by Chair Scott Eilert at 3:30 p.m. and a quorum was declared.

The minutes for the July 27, 2023 meeting were presented for approval. Stuart Ray moved for approval. Kim Daley seconded the motion. The motion carried.

Finance Report (documents included in packet)

Stuart Ray reported:

- The finance committee met earlier in the week. The financials for the first 2 months of the fiscal year were included in the board packet. Development revenue exceeds budget and Total Revenue exceeds budget. Expenses are under budget due to open positions. Net income exceeds budget.
- No surprises in the balance sheet; cash flow is good based on net income and depreciation both creating cash.
- Investments managed by Baird/Don Barry reflect a 13% gain for the first 7 months of the calendar year. The committee will work with Don on an updated Investment Policy Statement to present to the board at a future meeting.
- Fidelity is proposing new terms for the Forward Solutions Group loan used to acquire vacant property on Broadway in 2022. The committee considers the proposed terms for a \$150,000 pay down on the principal, 7% interest rate and term of 10 years to be appropriate. Campaign funds would be available for the pay down on principal.
- The FY June 2023 financials reflect material differences from the Budget: a total loss of \$786,000 attributable to a \$435,000 Impairment Loss due to the purchase of Villa Courts since the appraised value was less than the investment in the property and \$322,000 Loss on Disposal of Fixed Assets due to the net book value of Safe Haven and the Four Plex buildings demolished during the fiscal year.

Facilities Report (documents included in packet)

Scott Eilert and Craig Highfill reported:

- Due to excessive amounts on bids received for repair/renovation of the church used for the EWS, that work will not be done and, instead, a different site will be needed for the EWS. Discussions have been on-going with the City of Wichita to further joint efforts in acquiring and renovating a site with HK operating it together with other partners involved

in these services. The plan is to have a site ready by December 1, 2023. Related to these efforts, LaTasha distributed the HK media policy and strongly reminded the Board to direct all media or other inquiries to LaTasha as the staff person in charge and Scott as the board Chair in charge.

Development Report (documents included in packet)

LaTasha St. Arnault reported in the absence of Nalini Gangadhar:

- Details about HAB were provided and all acknowledged the contributions from Nalini and Dasa Gangadhar, Kim Daley and Joseph Shepard for an enjoyable and productive event.
- The date for the next HAB is August 24, 2024 and it will be held at the Hyatt downtown.
- Leadership Circle event to be held October 19, 2023 at Chester's and hosted by Julie and Steve Dixon. Julia Orlando, who works for a service provider in New Jersey which staff has visited, will be our guest.
- Legacy Society – the plan is to bolster participation in this society and all board members are encouraged to contribute and suggest contributions by friends and family.
- Operation Holiday – the former downtown public library has been secured for the warehouse and distribution site with distribution occurring on December 11-16. Food donation has been made by the Church of the Latter-Day Saints. All are encouraged to sign up to volunteer for this event.

Ian Worrell moved to approve all committee reports; Daniel Warren seconded the motion. Motion approved.

President's Report (Attached)

CEO LaTasha St. Arnault reported on the following items in addition to information included in her report in the Board packet:

- KHRC HOME/ARPA application sent earlier this week. The City of Wichita and the local HOME/ARPA developers wrote supportive letters.
- Outreach care coordination teams work with other agencies is ramping up.
- Land acquisition along Broadway was discussed based on potential decisions by the City.

New/old business

- Joseph Shepard noted that new notebooks are distributed to all Board members. There are forms that need to be completed by Board members.

A motion to adjourn the meeting was made by Tim Binns and seconded by Craig Highfill. Motion carried and the meeting was adjourned at 4:50 p.m.

Submitted by Patty Dengler, Board Secretary

## Grant Update - FY 2023-24

### Approved

Constituent	Purpose	Date Submitted	Amt Requested	Amt Awarded
United Way of The Plains	The Inn	1/15/2023	\$ 250,000	\$ 175,000
United Way of The Plains	EWS	1/15/2023	\$ 100,000	\$ 50,000
St. Thomas Aquinas Missions Fund	General	5/15/2023	\$ 5,000	\$ 5,000
George Tiller Memorial Foundation	Women's EWS	07/11/23	\$ 25,000	\$ 25,000
<b>Grants Approved by Funding Amount:</b>	<b>64%</b>	<b>Total</b>	<b>\$ 350,000</b>	<b>\$ 225,000</b>

### Pending

Constituent	Purpose	Date Submitted	Amt Requested
Beach Family Foundation	General/Facilities	08/31/23	\$ 10,000
Cargill Cares	OH	08/10/23	\$ 30,000
Kansas Leadership Center	Leadership Development	09/15/23	covers tuition for KLC training
Westerman	General/Facilities	09/26/23	\$ 50,000
Target Circle	General/Facilities	10/04/23	
Spirit Good Neighbor Fund	OH	11/1/2023	\$ 25,000
Textron Uplift Fund	OH	11/1/2023	\$ 25,000
Wagonmasters	EWS	11/04/23	\$ 1,000

### Declined

Constituent	Purpose	Date Submitted	Amt Requested
Operation Warm	OH	3/1/2023	2500 kid's coats

### Upcoming:

Constituent	Purpose	Due Date	Amount to Request
Shaw Family Foundation	General	1/7/2024	\$ 20,000
Goebel Star Lumber Charitable Foundation	General	rolling	\$ 10,000

### Please Note:

Industry standards suggest grant writers should receive 60% of new and existing grant requests, for FY 24, HK has received 64% of requested funding

FUNDRAISING COMPARISONS REFLECT 7/1 to 11/10 for FY21, FY22, FY23 and FY24

<u>YTD TO-DATE TOTALS</u>	<u>FY 23-24</u>	<u>% Comp</u>	<u>Comp</u>	<u>FY 22-23</u>	<u>% Comp</u>	<u>Comp</u>	<u>FY 21-22</u>
Annual Fund - Total Raised	\$ 803,303	29%	\$230,101	\$ 573,202	14%	\$78,144	\$ 495,058
Total Gifts	1,163	22%	252	911	-8%	(76)	987
Total Donors	550	6%	34	516	-8%	(42)	558
Average Gift Size	\$ 691	9%	62	\$ 629	20%	\$ 128	\$ 502

<i>Pledges</i>	\$238,050	80%	\$189,713	\$48,337	0%	48,237	\$100
<i>Gifts in-kind</i>	\$29,646	-118%	-\$35,025	\$64,671	73%	47,386	\$17,285

Donors 1K-2,499	41	-7%	(3)	44	100%	26	39
Donors 2,500-9,999	55	35%	19	36	100%	16	18
Donors > 10K	21	38%	8	13	54%	7	12

Recurring Donors 2+ Yrs	329	51%	167	162	-16%	(31)	193
New Donors	102	-22%	(22)	124	13%	14	110
Lapsed Donors	181	-44%	(141)	322	41%	74	248

<u>TOTALS BY FUND</u>	<u>#Donors</u>	<u>%</u>	<u>Cash</u>	<u>Pledges</u>	<u>Gifts in-kind</u>	<u>Totals</u>
101 HK	902	76%	\$607,027	\$550	\$23,076	\$630,653
201 INN	7	5%	\$43,870	\$116,667	\$1,000	\$161,537
301 OPH	241	14%	\$114,706	\$87,500	\$5,168	\$207,374
701 EWS	13	5%	\$37,700	\$33,333	\$402	\$71,435
<b>Totals</b>	<b>1,163</b>		<b>\$803,303</b>	<b>\$238,050</b>	<b>\$29,646</b>	<b>\$1,070,999</b>

<u>ANNUAL FUND GIVING BY CONSTITUENCY</u>	<u>#Gifts</u>	<u>%</u>	<u>Cash</u>	<u>Pledges</u>	<u>Gifts in-kind</u>	<u>Totals</u>
Businesses & Orgs	157	24%	\$190,382	\$217,500	\$11,996	\$419,878
Religious Orgs & Churches	21	3%	\$22,606	\$20,000	\$2,500	\$45,106
Foundations & Trusts	16	4%	\$35,946	\$0	\$1	\$35,947
Individuals	969	69%	\$554,369	\$550	\$15,149	\$570,068
Government Agencies	0	0%	\$0	\$0	\$0	\$0
<b>Totals</b>	<b>1163</b>		<b>\$ 803,303</b>	<b>\$ 238,050</b>	<b>\$ 29,646</b>	<b>\$ 1,070,999</b>

EVENTS FUNDRAISING COMPARISON

		<u>FY23-24</u>	<u>FY22-23</u>	<u>FY 21-22</u>	<u>FY 20-21</u>	<u>FY 19-20</u>
Spring Fundraiser - Flush Away Poverty, previously Sleep Out	Income		\$ 65,750	\$ 46,325	\$ 52,940	\$ 32,118
	Budget	\$ 100,000	\$ 100,000	\$ 65,000	\$ 50,000	\$ 40,000
	Comp		(34,250)	(18,675)	2,940	(7,882)

Humanitarian Awards	Income*	\$ 506,000	\$ 302,850	\$ 169,725	\$ 80,741	\$ 134,398
	Budget	\$ 434,500	\$ 200,000	\$ 157,500	\$ 150,000	\$ 185,000
	Comp	71,500	102,850	12,225	(69,259)	(50,602)

Operation Holiday	Income	\$ 114,706	\$547,383	\$484,964	511,121	362,168
	Budget	\$ 590,000	500,000	593,000	358,370	448,000
	Comp	(475,294)	47,383	(108,036)	152,751	(85,832)

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### Appeals Analysis for FY24

Appeal Code	Appeal Name	FY 24	# Gifts	# Donors	Ave Gift
<b>Giving Societies</b>					
BQN-PLN	Bequest- Planned Giving	\$ 12,481	7	2	\$1,783
MON-GVC	Monthly Giving	\$ 13,743	192	63	\$72
<b>Online Giving</b>					
WEB-FCB	Facebook Donations	\$ 72	3	3	\$24
WEB-PAL	Paypal	\$ 2,657	34	13	\$78
WEB-BMS	Online Express	\$ 14,533	45	28	\$323
<b>Appeals</b>					
MAG-SPR23	HK Spring Magazine	\$ 100	1	1	\$100
MLS-MOT23	Mother's Day Appeal 2023	\$ 4,150	10	10	\$415
MLS-SPR23	Spring Appeal 2023	\$ 250	1	1	\$250
MLS-FALL23	Fall Appeal - 2023	\$ 8,809	67	66	\$131
MLS-FALL23NEW	Fall Appeal - 2023 Purchase List	\$ 280	4	4	\$70
<b>Humanitarian Awards</b>					
EVT-HAB23	Humanitarian Awards 2023	\$ 483,343	505	177	\$957
<b>Operation Holiday</b>					
OPH-23	Operation Holiday	\$ 51,320	14	12	\$3,666
<b>Flush Away Poverty</b>					
EVT-FLU23	Flush Away Poverty				#DIV/0!
<b>Sleep Out ICT</b>					
EVT-SO22	Sleep Out ICT 2022	\$ 100	1	1	\$100
<b>Other</b>					
GIV-3RD	Third Party Fundraisers	\$ 2,825	4	4	\$706
PER-SOL	Personal Solicitation	\$ 8,297	9	6	\$922
MTC-GFT	Matching Gift	\$ 1,145	15	6	\$76
GRT-FND	Grant	\$ 125,000	11	5	\$11,364
HON-MEM	Honor -Memorial	\$ 225	3	3	\$75
UNSOL	Unsolicited	\$ 73,973	82	72	\$902
	<b>FY22-23 TOTAL</b>	<b>\$ 803,303</b>	<b>1,008</b>	<b>371</b>	<b>\$ 797</b>

### Annual Fund Totals - Full Fiscal Year

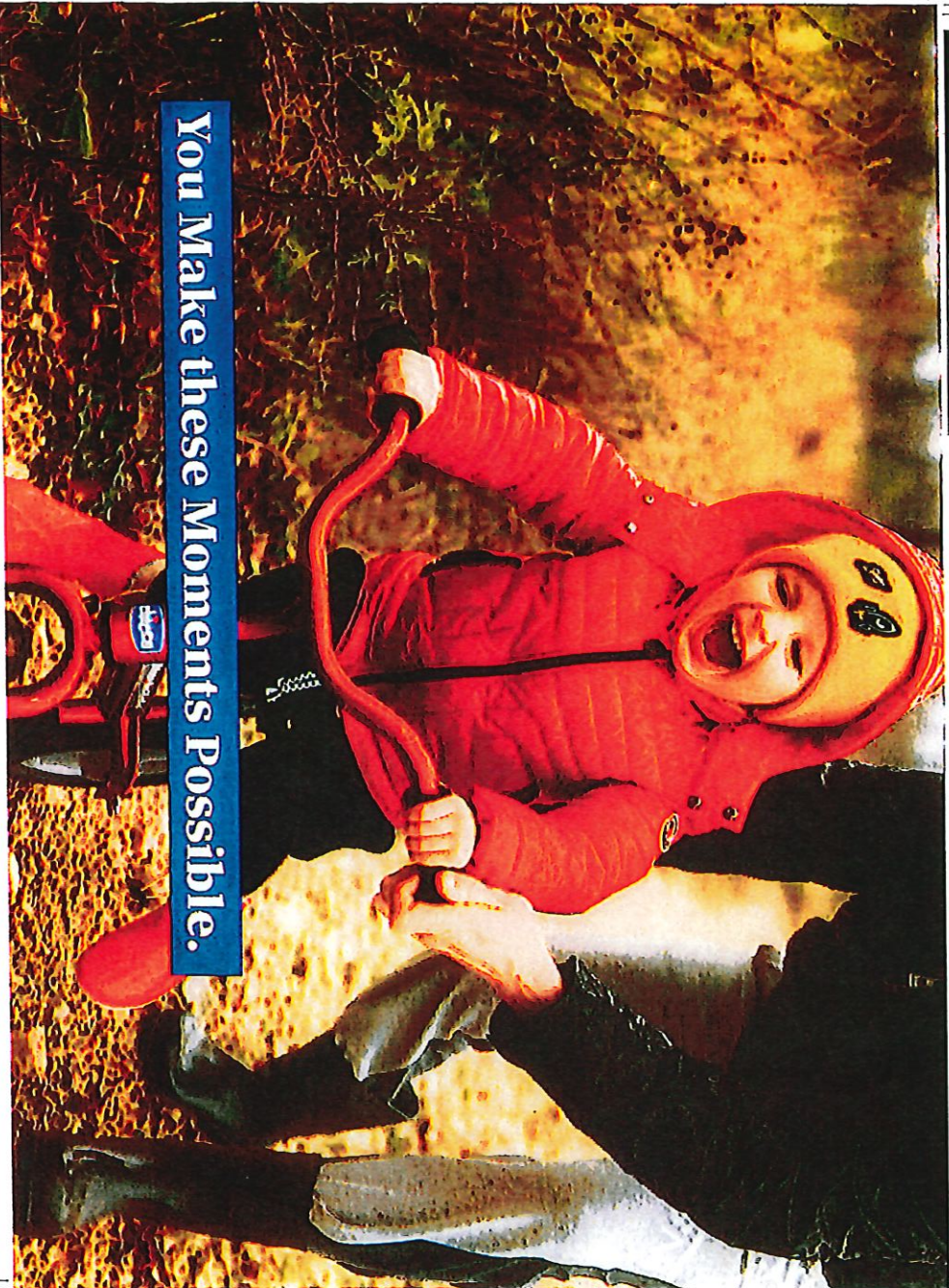
Fiscal Year	Annual Fund	Gifts	Donors	Avg Gift Size
2022-23	\$ 1,630,218	3,369	1,940	\$484
2021-22	\$ 1,379,274	2,759	1,665	\$500
2020-21	\$ 1,107,488	3,885	2,559	\$285
2019-20	\$ 786,445	3,662	2,211	\$215

Giving Societies									
YEAR TO DATE TOTALS	FY 2024	N. Comm	Comm	FY 2023	N. Comm	Comm	FY 2022	N. Comm	Comm
Children's Club - Members	69	127%	20	69	131%	20	67	144%	19
Children's Club - Total FYTD	\$ 13,740	145%	\$ 2,777	\$ 10,966	119%	\$ 1,741	\$ 9,224	\$ 1,466	\$ 11,450
Leadership Circle - Members	48	134%	10	31	135%	20	35	157%	10
Leadership Circle - Total FYTD	\$ 483,218	145%	\$ 416,220	\$ 243,528	137%	\$ 276,600	\$ 192,758	139%	\$ 177,840
*** Annual Total of all giving members of LC FYTD									
Parents' Circle - Members	7	233%	4	3	322%	2	1	125%	1
Parents' Circle - Total FYTD	\$ 13,231	974%	\$ 128,131	\$ 1,252	11%	\$ 9,350	\$ 8,610	\$ 8,610	\$ 8,610

Giving Society Members as of 31/10/23			
Parents' Club	Leadership Circle	1998 Leaders Society	
Barbara Barker Shop	Dana Day	Walter and Judy Berry	Arnon and Judith Strickland
John Barker	Andrew Smith and Kathleen Edwards	Don and Lisa Berry	Robert and Patricia Swenson
John Barker	Ann Thompson and Kate Webb	Malay and Maria Bachman	Sean and Natalie Tichel
Scott Bond	Jack and Maude Schell	Chris Bonney and Sonia Graham	Theresa Bosterman Group
Wanda Fisher and John Bradley	Randi L. Lindgren	Dan and Catherine Remy	Rene and Mike Turner
John and Lisa Berry	Wendy Lutz	Gene and Josephine Garmann	Pat Werns
Chris Brown	Jeffrey Lutz	David and Gayle Gentry	Scott and Judy Vernon
Marion and Susan Burdick	Byron and Emily Lebeck	Robyn Gatzert and Marlene Terho	David and Amy Werns
Donna L. Burnett	Robert and Barbara Lopez	Robert J. Goss	Debra L. Tiedt
Jason Carroll	James May	Stephen and Tim Dwyer	Montana and Patricia Annich
Pat Cornejo	John McLaughlin	Todd and Margaret Decker	*Eileen Decker
Wesley Cornejo	Debra May	William and Amy DeVore	
Tina and Brian Cowley	James and Sarah Mitchell-Koch	Chris and Lisa Olson - 1998 Society	
Barbara and Mary Decker	Robert May	Raymond and Vanessa Dondlinger	
Anonymous Donor	Wendy Mueller	Tom and Patricia Dondlinger	
Scott and Julie Hart	Elizabeth Owens	Quinn and White Hart	
Lucille Harvey	Dana Perry	Scott and Joyce Hart	
Tom and Lisa Jewett	Walt and Sandra Peterson, Jr.	Tim and Tracy Hartz	
John Fish	Terrell Pava	Tim and Tracy Hartz	
Mary Freeman	Ann Fish	Debra and John Hartz	
Barbara L. Friedman	William W. Evans	Chris and Gene Hartz	
John and Judy Gentry	Sharon L. Bower	Wade and Lauren Bower	
Scott Gentry	Tom and Judith Gentry	Chris and Lindsey Hall	
John and Lisa Gentry	Marion Gentry	Barbara and John Hoffman	
Charles Gentry	Chris and Mary Gentry	Barbara and John Hoffman	
Paul H. George	Bill and Mary Gentry	Michael and Alice Hoffman	
Charles M. Graber	Barb Graber	Alan Hoffman Group	
Norma Graham	John Gentry	David and Kim Johnson	
John and Lisa Graham	Marcelle M. Hosen	Marcelle and John Hosen	
Donna and Mary Hosen	Donna and Mary Hosen	Jeff Kennedy and Patricia Berkman	
Donna Hosen	John Hosen	James and Sharon Hosen	
David and Karen Hosen	David and Karen Hosen	Chris and Tim Hosen	
David Hosen	Mike Wilson	Joseph and Ted Hosen	
Usha Hosen		Sharon and John Hosen	
John and Lisa Hosen		Scott and John Hosen	
Donna and John Hosen		Don and Lisa Hosen	

\*\*\* Add Laura to Leadership & Family





**You Make these Moments Possible.**





**Something as simple as a new winter coat can have a lasting impact on a child's life—playing in the snow, walking to the bus stop, and riding their bike is made possible by **you**.**

Each year, Humankind serves more than 15,000 individuals, including 8,000 children. *Your support provides cherished memories for thousands of children—making an everlasting impact on our community.*

**Make a gift today and provide Wichitans with basic needs, hope, and joy this winter.**

**Together, we are taking care of Wichita's most vulnerable children.**

**[www.OperationHoliday.org](http://www.OperationHoliday.org)**



# Humankind

MINISTRIES

829 N. Market | Wichita, KS 67214  
316.264.9303

[OperationHoliday.org](http://OperationHoliday.org) | [HumankindWichita.org](http://HumankindWichita.org)





**Make this  
moment possible.**

For more than 60 years, the Wichita community has come together to share the magic of the holidays with tens of thousands of low-income families through Operation Holiday—including more than 8,000 children last year alone. **We expect to serve even more this year, and we need your help.**

We are accepting donations of:

- *New or like-new kid's coats (sizes 2T - youth 16/18)\* and winter accessories*
- *New or handmade blankets\**
- *Non-perishable foods such as soup, proteins, peanut butter, and cereal*
- *Bath & Body Works matching body wash and lotion (men's and women's)*
- *Monetary gifts which enable HK to purchase in bulk at lower prices*

Donations can be dropped off at 829 N. Market in until Nov. 13 and at the Operation Holiday Warehouse (223 S. Main St., the former Wichita Central Library) after Nov. 13.

If you or someone you know needs assistance this holiday season, applications are open from Nov. 1-30 at [www.OperationHoliday.org](http://www.OperationHoliday.org) or by calling 316-777-6097 (M-Th, 9a-4p).

**Make a gift today or find a collection site near you at [www.OperationHoliday.org](http://www.OperationHoliday.org).**

*\*Denotes items most in need*



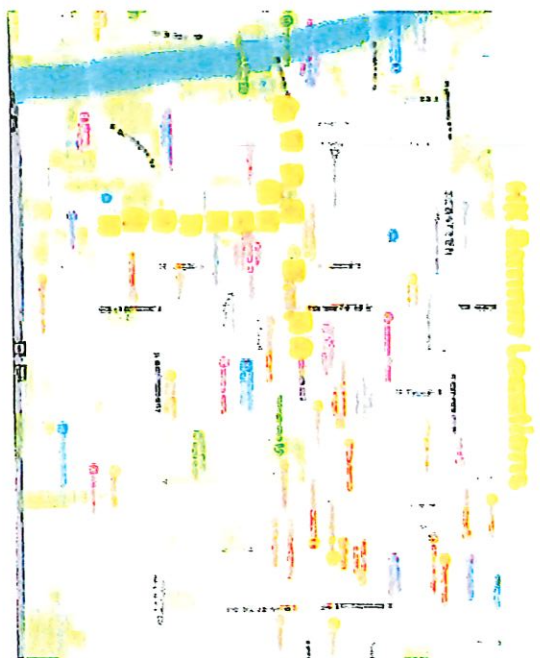
powered by  
**HumanKind**  
MINISTRIES



MAKE THIS MOMENT  
**POSSIBLE.**



**OperationHoliday.org**



**- Internal and Confidential -**

**HumanKind Ministries Wichita, Inc.  
Draft Consolidated Financial Statements  
Period as of and ended September 30, 2023**

No assurance is provided on these financial statements.



**HUMANKIND MINISTRIES WICHITA, INC.**  
Consolidated Statements of Financial Position

	September 30, 2023	August 31, 2023	June 30, 2023
<b><u>ASSETS</u></b>			
<b>Current Assets</b>			
Cash	\$ 217,906	\$ 282,102	\$ 189,125
Cash - Properties	180,784	177,655	164,348
Cash - Capital Campaign	444,803	394,395	393,575
Investments	193,373	185,360	185,360
Accounts Receivable - Housing	18,042	19,434	23,500
Grants Receivable	51,467	32,312	22,798
Unconditional Promises to Give - Capital	227,508	252,273	242,790
Unconditional Promises to Give - Annual	8,204	8,977	16,110
Deposits and Prepaid Expenses - Housing	2,763	2,763	2,763
Deposits and Prepaid Expenses - Admin	49,564	47,266	15,888
<b>Total Current Assets</b>	<u>1,394,414</u>	<u>1,402,537</u>	<u>1,256,257</u>
<b>Property and Equipment</b>			
Land	1,835,394	1,835,394	1,835,394
Buildings and Improvements	8,849,313	8,849,313	8,849,313
Equipment	337,795	337,795	337,795
Transportation Equipment	58,043	58,043	58,043
Accumulated Depreciation	<u>(2,435,071)</u>	<u>(2,409,560)</u>	<u>(2,358,537)</u>
<b>Net Property and Equipment</b>	<u>8,645,474</u>	<u>8,670,985</u>	<u>8,722,008</u>
<b>Other Assets</b>			
Restricted Cash - R&R	221,929	258,727	321,461
Restricted Endowment Investments	200,000	200,000	200,000
Unconditional Promises to Give - LT Capital	649,626	645,255	645,951
Unconditional Promises to Give - LT Annual	53,681	54,208	54,685
Accounts Receivable - Related Party	7,130	7,130	7,130
<b>Total Other Assets</b>	<u>1,132,366</u>	<u>1,165,318</u>	<u>1,229,227</u>
<b>Total Assets</b>	<u><u>\$ 11,172,254</u></u>	<u><u>\$ 11,238,840</u></u>	<u><u>\$ 11,207,492</u></u>
<b><u>LIABILITIES AND NET ASSETS</u></b>			
<b>Current Liabilities</b>			
Notes Payable - Current	\$ 81,965	\$ 81,965	\$ 81,965
Accounts Payable	34,255	87,313	46,181
Accrued Real Estate Taxes	5,269	5,147	4,903
Security Deposits and Prepaid Rent - Housing	52,299	49,935	42,855
Accrued Payroll and Benefits Payable	49,058	49,058	49,058
Accrued Interest Payable	35,308	28,844	28,844
Compensated Absences	45,480	45,480	45,480
Unearned Revenue	6,041	6,041	43,701
<b>Total Current Liabilities</b>	<u>309,675</u>	<u>353,783</u>	<u>342,987</u>
<b>Long-Term Liabilities</b>			
Notes Payable, Noncurrent - Housing	2,675,718	2,672,850	2,667,099
Notes Payable, Noncurrent - Admin	797,396	798,282	802,011
<b>Total Long-Term Liabilities</b>	<u>3,473,114</u>	<u>3,471,132</u>	<u>3,469,110</u>
<b>Total Liabilities</b>	<u>3,782,789</u>	<u>3,824,915</u>	<u>3,812,097</u>
<b>Net Assets</b>	<u>7,389,465</u>	<u>7,413,925</u>	<u>7,395,395</u>
<b>Total Liabilities and Net Assets</b>	<u><u>\$ 11,172,254</u></u>	<u><u>\$ 11,238,840</u></u>	<u><u>\$ 11,207,492</u></u>

No assurance is provided on these financial statements.

**HUMANKIND MINISTRIES WICHITA, INC.**  
Consolidated Statements of Cash Flows  
For the Month Ended September 30, 2023 and  
Fiscal Year-To-Date: July 1, 2023 through September, 2023

	September 2023	Fiscal Year-To-Date
<b>Cash Flows From Operating Activities</b>		
Change in Net Assets	\$ (24,460)	\$ (5,930)
Adjustments to Reconcile Change in Net Assets to Net Cash Flows From Operating Activities		
Depreciation	25,511	76,534
Amortization of Loan Forgiveness	(778)	(1,556)
(Gain) Loss on Investments	(7,216)	(7,216)
(Gain) Loss on Disposal of Property & Equipment	-	-
Accretion of note discount	8,173	16,345
Impairment loss	-	-
Change in operating assets and liabilities		
Accounts Receivable	1,392	5,458
Grants Receivable	(19,155)	(28,669)
Unconditional Promises to Give	21,692	20,517
Deposits and Prepaid Expenses	(2,298)	(33,676)
Interest Receivable - Related Party	-	-
Accounts Payable	(53,058)	(11,926)
Accrued Expenses	6,586	6,830
Security Deposits and Prepaid Rents	2,364	9,444
Accrued Payroll and Benefits Payable	-	-
Unearned Revenue	-	(37,660)
Other Liabilities	-	-
<b>Net Cash Flows From Operating Activities</b>	<u>(41,247)</u>	<u>8,496</u>
<b>Cash Flows From Investing Activities</b>		
Net Sales (Purchases) of Investments	(797)	(797)
Purchase of Property and Equipment	-	-
<b>Net Cash Flows From Investing Activities</b>	<u>(797)</u>	<u>(797)</u>
<b>Cash Flows From Financing Activities</b>		
Net Advances (Payments) on Notes Payable	(5,413)	(10,786)
<b>Net Cash Flows From Financing Activities</b>	<u>(5,413)</u>	<u>(10,786)</u>
<b>Net Change in Cash</b>	<u>(47,457)</u>	<u>(3,087)</u>
<b>Cash - Beginning of Month / Year</b>	<u>1,112,879</u>	<u>1,068,509</u>
<b>Cash - End of Month / Year</b>	<u>\$ 1,065,422</u>	<u>\$ 1,065,422</u>
<b>Cash Consists of:</b>		
Cash	\$ 217,906	\$ 217,906
Cash - Properties	180,784	180,784
Cash - Capital Campaign	444,803	444,803
Restricted Cash	221,929	221,929
<b>Total Cash</b>	<u>\$ 1,065,422</u>	<u>\$ 1,065,422</u>

No assurance is provided on these financial statements.

**HUMANKIND MINISTRIES WICHITA, INC.**  
Statement of Activities by Division

Fiscal Year-To-Date July 1, 2023 through September 30, 2023												
	Shelter Services	Operation Holiday	Villa Courts Apartments	Studio Apartments	Villa North Apartments	Villa Central Apartments	Management and General	Total All Divisions				
With and Without Donor Restrictions												
Revenues and Gains												
Federal Grants	-	-	18,222	-	15,268	12,776	-	46,266	300,000	75,000		
Other Grants	56,250	-	2,333	-	-	-	9,507	68,190	260,800	65,200		
Individuals	20	15,470	-	-	-	-	50,283	65,773	1,028,144	23,050		
Businesses and Foundations	-	16,250	-	-	-	-	62,919	79,169	590,000	20,250		
Religious Congregations and Organizations	-	-	-	-	-	-	4,375	4,375	45,000	1,250		
Civic Organizations	-	-	(550)	-	-	-	75	(475)	15,500	-		
Other Income	-	-	-	-	-	-	452,676	452,676	450,000	450,000		
Event Income	-	-	-	61	96	140	-	297	-	-		
Investment and Interest Income	-	-	64,668	83,422	30,391	54,518	12,906	245,905	1,052,410	263,103		
Rental/Fees Income	-	-	-	-	-	-	-	-	-	-		
Total Revenues and Gains	56,270	31,720	84,673	83,483	45,755	67,434	592,841	962,176	3,741,854	897,853		
Net Assets Released From Restrictions	-	-	-	-	-	-	-	-	-	-		
Satisfaction of Donors' Restrictions	-	-	-	-	-	-	-	-	-	-		
Total Revenues and Gains	56,270	31,720	84,673	83,483	45,755	67,434	592,841	962,176	3,741,854	897,853		
Expenses												
Program Expenses	112,837	14,177	177,695	149,453	66,427	96,928	-	617,517	2,657,738	595,798		
Management and General	-	-	-	-	-	-	261,164	261,164	845,415	269,253		
Fundraising	-	-	-	-	-	-	61,918	61,918	350,344	81,259		
Total Expenses	112,837	14,177	177,695	149,453	66,427	96,928	323,082	940,599	3,953,497	946,310		
Operating Profit (Loss)	(56,567)	17,543	(93,022)	(65,970)	(20,672)	(29,494)	269,759	21,577	(211,643)	(48,457)		
Other Revenues (Expenses)												
In-Kind Donation Revenues	-	-	-	-	-	-	16,934	16,934	75,000	18,750		
In-Kind Donation Expenses	(7,824)	-	(22,000)	(34,498)	(6,608)	(3,020)	(2,959)	(16,934)	(75,000)	(84,313)		
Depreciation expense	-	-	-	-	-	-	10,134	10,134	7,500	1,875		
Impairment loss	-	-	-	-	-	-	-	-	-	-		
Investment and Interest Income - Nonoperating	-	-	-	-	-	-	19,500	19,500	-	-		
Gain (loss) on disposal of fixed assets	-	-	-	(15,000)	-	(4,500)	39,174	39,174	-	-		
Distributions	-	-	-	-	-	-	94	94	165,000	41,250		
Restricted - Contributions - Capital Campaign	-	-	-	-	-	-	-	-	-	-		
Restricted - Contributions - Annual Fund	-	-	-	-	-	-	-	-	-	-		
Total Other Revenues (Expenses)	(7,824)	-	(22,000)	(49,498)	(6,608)	(7,520)	65,943	(27,507)	(44,751)	(11,188)		
Change in Net Assets	(64,391)	17,543	(115,022)	(115,468)	(27,280)	(37,014)	335,702	(5,930)	(256,394)	(59,645)		

No assurance is provided on these financial statements.

# ACCOUNT WORKBOOK

Account Number: 6531-1721

Positions - All - Net Rows Only

Nov 14, 2023 12:39 PM CT

Page 1 of 1

Print may not display all columns in grid

## Account Information

6531-1721 GF49  
HUMANKIND MINISTRIES WICHITA  
A CORPORATION  
829 N MARKET ST  
WICHITA KS 67214-3519

## Contact Information

Home Phone: (316)264-9303  
Other Phone: (316)264-2233  
Email: LATASHA@HUMANKINDWICHITA.ORG

## Balances

Current Acct Value: 139,313.86  
Prev Acct Value: 139,313.86  
Today's Change: UNCH

Total Market Value: 139,313.86

Funds Available:

Cash Balance:

Margin Bal:

MMF Balance:

Fed Call:

Free Credit/

Miscellaneous Debit:

## Details

Investment Objective: D - Growth with Income  
Risk Tolerance: A - Conservative  
MMF Code: IDP - IDP  
Trusted Contact: A - Available  
Ind:

Quantity	Security Description	Symbol	CUSIP	Mkt Price	Value	Account Type	Loc	Mgn
2	2,471.6980 AMERICAN BALANCED CL A	ABALX	024071-10-2	30.1100	74,422.82	1	SKF	Yes
2	2,961.7090 INCOME FUND OF AMERICA CL A	AMECX	453320-10-3	21.9100	64,891.04	1	SKF	Yes

This valuation reflects securities and/or assets owned by you, as indicated on our records, resulting from transactions processed through Robert W. Baird and Co. Incorporated or supplemental information supplied by you. The securities or assets listed above may not represent actual holdings in your Baird account. Please refer to your Baird Client Statement to determine which securities are held in your Baird account. The information and prices displayed are derived from various sources we consider reliable, but may not represent actual market values. Estimated annual income and yields are calculated by annualizing recent distributions and do not reflect historical experience or predict future results. Certain types of securities could generate returns of principal or capital gains, which would cause the estimated income and yield amounts to be overstated.

# ACCOUNT WORKBOOK

Account Number: 8056-9105

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Account Information		Contact Information		Balances	
8056-9105	GF49	Home Phone:	(316)264-9303	Current Acct Value:	240,732.94
HUMANKIND MINISTRIES WICHITA		Other Phone:	(316)264-2233	Prev Acct Value:	240,732.94
A CORPORATION		Email:	LATASHA@HUMANKINDWICHITA.O	Today's Change:	UNCH
829 N MARKET ST			RG		
WICHITA KS 67214-3519					

Details	
Investment Objective:	D - Growth with Income
Risk Tolerance:	A - Conservative
MMF Code:	IDP - IDP
Trusted Contact Ind:	A - Available
Total Market Value:	240,732.94
Funds Available:	
Cash Balance:	
Margin Bal:	
MMF Balance:	
Fed Call:	
Free Credit/	
Miscellaneous Debit:	

Quantity	Security Description	Symbol	CUSIP	Mkt Price	Value	Account Type	Loc	Mgn
1	7,995.1160 AMERICAN - BALANCED CL A	ABALX	024071-10-2	30.1100	240,732.94	1	SKF	Yes

This valuation reflects securities and/or assets owned by you, as indicated on our records, resulting from transactions processed through Robert W. Baird and Co. Incorporated or supplemental information supplied by you. The securities or assets listed above may not represent actual holdings in your Baird account. Please refer to your Baird Client Statement to determine which securities are held in your Baird account. The information and prices displayed are derived from various sources we consider reliable, but may not represent actual market values. Estimated annual income and yields are calculated by annualizing recent distributions and do not reflect historical experience or predict future results. Certain types of securities could generate returns of principal or capital gains, which would cause the estimated income and yield amounts to be overstated.

[illegible]

\$444,859.96 balance as of 10/31  
 \$645,270.54 Current Bank Balance in Acct. 4897 as of 10/31  
 (\$410.58) Difference. Needs to be Transferred?

## Emergency Winter Shelter Fixed Expenses

### Fixed expenses

Mattress 230 x 150	34,500.00
Bunk Beds 115 x 600	69,000.00
Freight Bunk beds and mattress	2,150.00
Dishwasher	350.00
Stove	500.00
Installment of stove and dishwasher	300.00
Microwave	400.00
Moving two commercial refrigerators from old location to new location	250.00
Security Cameras (8)	1,000.00
Set-up Portable Showers	-
Security detector	4,500.00
Door Chime/labor (4)	750.00
Locks (15) on office and empty offices/labor	3,000.00
Tubs to put client belongings \$12.00 x 250	3,000.00
Commercial coffee pots \$250.00 x 3	750.00
Wire racks 15 x \$250.00	3,750.00
<b>TOTAL FIXED EXPENSES</b>	<b>124,200.00</b>

HK need dining room tables, chairs (City of Wichita Old Public Library will loan HK)  
 HumanKind can furnish (3) computers, monitors, and (2) TV's  
 Office furniture for case managers (will ask UWP GIV Warehouse program)

### Not included Administration Cost

Leadership Staff for scheduling and On-Call	10,000.00
ADP additional Cost for process payroll	1,000.00
Finance and HK staff to process payroll	5,000.00
Finance staff to place purchase orders	1,000.00
Receptionist to answer incoming calls	2,500.00
Development team to staff volunteers (meals) and schedule meals	3,000.00
Development team to schedule volunteers for clothing closet and nurse's station	2,000.00
	<u>24,500.00</u>
<b>Grand Total</b>	<b>148,700.00</b>

Some Laundry Service Companies will furnish linens and some will not if the laundry service will not furnish linens HK will need to purchase additional blankets at a cost of \$7,728.00

## Part C

### BUDGET

#### Reimbursement to Subrecipient:

Contract Labor	\$338,675.39
Building Insurance	\$4,000.00
Food	\$190,000.00
Janitorial/Paper Goods	\$10,000.00
Telephone/Internet	\$1,500.00
Security	\$91,200.00
Trash	\$15,000.00
Pest Control	\$1,200.00
Lease Equipment	\$750.00
Office Supplies	<u>\$1,250.00</u>
	\$653,575.39

#### Paid Directly to Utilities:

Water	\$3,312.00
Electricity	\$20,476.80
Gas	<u>\$7,690.40</u>
	<u>\$31,479.20</u>
Total	\$685,054.59





## President's Report – November

Board of Directors Meeting  
Thursday November 17, 2023

### **General**

Local HOME ARP: Pending an announcement.

KHRC – State HOME ARP: Pending an announcement.

Emergency Response Plan: The City of Wichita approved the use of a facility at 2220 E 21<sup>st</sup> (the old fundamental learning center) at the City Council meeting on Tuesday, November 7. The Contract between HumanKind and the City of Wichita was signed Monday, November 13 for operational expenses totaling \$685,054.

### Participating providers:

City of Wichita Housing Department

ICT Street Team

Hunter Health

Breakthrough

Dedicated Senior Medical

Wichita Children's Home

Open Door

Breakthrough Social Services

Miracles

SACK

COC - HIMS Data Collection/ Housing Navigation – United Way

Catholic Charities

Veterans Department

Land Acquisition Update: Contracts have been submitted for the following properties. We have not heard back from the owners.

907 N Broadway – 8 plex

923 N Broadway – House

925 N Broadway – Sunflower

### **Financial Report**

HumanKind Cash Statement as of

Fidelity Bank: \$72,000

Emprise Bank: \$1,538

Intrust Checking: \$5,505

Unrestricted Savings: \$2,685  
Designated Savings: \$444,859

Total HK Cash: \$550,755

R&R/ Deferred Maintenance Savings: \$88,620  
Housing Operating Cash: \$228,415  
Total: \$317,036

Investment Reserve:(Baird) \$139,313  
Restricted: (Baird) \$240,7332  
Loan: (Mortgage) \$276,616  
Line of Credit: \$125,000 balance (\$125,000 available)  
Accounts Payable: \$69,903

### **Human Resources**

Positions Filled:  
Shelter Manager, Emergency Winter Shelter  
Case Manager, The Studios  
Shelter Staff, EWS (30 positions filled)

Positions Open:  
Client Experience Associate  
Emergency Winter Shelter  
The Inn  
The Studios  
Marketing and Communications Director  
Case Manager, Villa North  
Community Safety Officer (pending)  
Executive Assistant to President/CEO  
Open interviews for Emergency Winter Shelter positions were held October 17, November 2, and November 9. Group orientation and training was held November 13 in preparation for EWS opening.

### **Facilities**

Hired Make Ready company to help with existing "Trash Outs" to get maintenance crew caught up. This temporary for now and will only be for about 6 units.  
Fire Marshal at Inn, several adjustments had to be made. (Fire doors closed, fence lock needs to be removed and an exit device added, door locks, door closers, kitchen hood cleaning)  
Hot water tanks at Villa Central went out and had to be replaced.  
One hot water tank at the Studios went out and had to be replaced.  
Elevator at Studios had to have a hydraulic valve replaced.  
The big focus is on EWS right now, getting the facility ready.

### **Homeless Services**

#### The Inn

The Inn has served 112 individuals between 10/1/2023 to 10/31/23. In the month of October, The Inn served 62 unique households including 30 children and 5 chronically homeless individuals. In October 9 people exiting to positive housing destinations. Currently no Rapid Rehousing programs, or HPP programs are issuing vouchers so a large percentage of clients in the shelter are currently on waiting lists for the housing subsidies.

Fiscal Year	Individuals Served	Exits to Positive Housing Destinations
FY 23-24 **	207	31
FY 22-23	688	133
FY 21-22	652	102
FY 20-21	468	100
FY 19-20	558	120

**\*\*As of date listed above\*\***

#### Emergency Winter Shelter (EWS)

Programming is prepared to operate 24 hours a day/7 day a week this season. The leadership team has been working closely with Lisa in HR to host multiple open interviews to acquire 35-40 staff members for operations. The program will have a shelter supervisor, two case managers and 37 CEAs to support the operations and two private security guards. We have a projected open date of November 21. This is a 12-day turnaround.

#### Housing Services

##### The Villas

We have 9 units in make-ready status and 2 scheduled for cleaning. We have 2 units ready for move in, 1 with a scheduled move in date and 1 waiting on inspection from section8.

Villa's Occupancy Rates as of November 9, 2023

Central: 89.2%

Courts: 77.5%

North: 87.5%

##### The Studios

We currently have 3 units in make-ready status and 3 units ready for move in; 1 with a scheduled move in date, 1 waiting on inspection from section8, and finalizing the application on the 3rd. The Studios Occupancy Rate as of October 18, 2023, is 87%.

#### Delinquencies

HK case managers continue to help residents apply for rental assistance through several local agencies. Total current delinquencies for all HK properties are \$26,653.04.

Central: \$7,283.00

Courts: \$10,342.70

North: \$2,202.00

Studios: \$6,825.34

The average delinquency per apartment is \$171.96.

## **Fundraising and Marketing**

### **General**

For FY24 so far, we have raised \$803,303 with 1163 total gifts and 550 donors, with an average gift size of \$691. We have also tracked \$29,646 in-kind donations. In the month of July, there have been 15 major donors giving \$2,500 or more in a single gift. Funds came from: 24% Businesses and Organizations, 3% Religious Organizations and Churches, 4% Foundations and Trusts, and 76% Individuals.

### **Giving Societies**

There are currently 89 members in the Kindness Club, our monthly giving club. There are currently 48 households in the Leadership Circle, our giving society for donors who have made cumulative gifts to HumanKind equal to or greater than \$2,500 in FY24. There are currently 8 members of the 1885 Legacy Society, our giving society for donors who have included HumanKind in planned giving.

### **Operation Holiday 2023**

Operation Holiday is starting off this year with 2,275 coats, 281 boxes of food, and two truck deliveries from the Church of Jesus Christ of Latter-day Saints of commodities, plus an order from the food bank and LDS that will get us kick started to make up over 1,000 of the 6,000 boxes we anticipate needing. Last year we were able to produce over 8,000 boxes of food from donations, so we are hopeful the community will step up once again to make this possible. The former central library is working well as our warehouse, and Operation Holiday will take place as an indoor walk-through distribution December 12th – 16th. Elements from the drive-through distribution will ensure although we are indoors, the process runs as smooth as ever with electronic check-in, clients stopping, not shopping, at stations and items being prepackaged. Applications numbers are up from this time last year around 45% and there is an 80% increase on children currently signed up from what we had this time in 2022. We have confirmed \$127,000 in sponsorships, surpassing our goal of \$125,000. HumanKind has secured 88 collection sites this year, which is a record number. Our goal is 100 sites, boxes can be delivered to offices, churches, schools, etc., or picked up at the admin building anytime during normal business hours. Week of Giving includes the KSN Telethon from 4-7pm on December 4 and 6 and ends December 9th at Dillons Day of Giving. We are looking for volunteers from the Board to answer calls for the telethon and be a lead at Dillons Day of Giving. Our fundraising goal for Operation Holiday is \$600,000. We currently have \$114,706 in receivables with an additional \$87,500 in pledges. This year we are sending three appeals to our database and a purchase list of roughly 14,000 households not currently in our database. The first appeal hit homes October 15 and has raised \$9,089 so far. Our second appeal will hit homes November 15 with a fundraising goal of \$250,000. The Development Team and I are making targeted asks to major donors with asks totaling \$688,000. Our final appeal, a letter to major donors who have not yet made a gift this fiscal year will go out December 15.

### **March Madness**

One of HK's 2024 goals is to better engage the young professional population in Wichita. On Friday, March 29th, HumanKind will be hosting our first ever March Madness watch party. This awareness and fun, community event to be held on the rooftop of IMA will include free food, drinks, and live stream of the Sweet 16 game while getting HK's name and faces in front of a new generation.. Mid American Credit Union has agreed to sponsor at the Excellence level, and IMA has agreed to split the cost of the

event. Hopping Gnome Brewing Company plans to be our Beverage Sponsor. Several other sponsorships asks have been made and are pending.

#### Raffle

This year, we are taking a new approach to our spring fundraiser. The team will be selling raffle tickets to the general public for a chance to win – ideally – a trip and tickets to Super Bowl LIX in New Orleans in 2025. Raffle tickets will be sold through April for \$100 each. This is a less labor-intensive way to raise funds for our mission, while having potential to reach a new donor base. Selling 1,000 raffle tickets brings in the revenue target of our spring fundraising without asking for too much from a select audience

#### Humanitarian Awards

The 2024 Humanitarian Awards will take place August 24th at the Hyatt Regency downtown. The team is already working on potential sponsors, mission and décor ideas, and we are working to build out a committee and auction items that will help us continue to be the elevated nonprofit event of Wichita.

#### Volunteers

The following groups volunteered their time at HumanKind's Main Campus: AMA Wichita, Emprise Bank, and The Delight Restaurant Group.

The following groups helped prepare for Operation Holiday: Church of Jesus Christ of Latter-day Saints, The Trinity Academy, WSU Tech Staff, and Emprise Bank. Multiple groups are now helping with EWS.