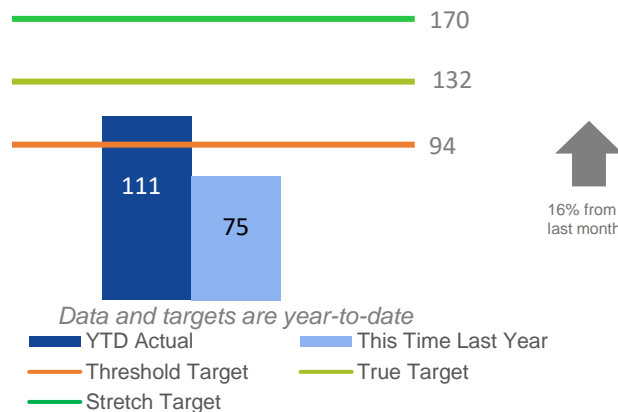


## Are we helping guests move into housing?

Yes! We are below our true target but continue to help as many guests move into housing as possible. Helping over 100 guests move into housing so far this fiscal year is outstanding and has a huge impact for our guests! Our true target for the full fiscal year is helping 264 guest move into housing. That is higher than last year's target and we are hopeful we can help that many guests move into housing this year!

156 guests have been matched to a housing voucher this year and last year through our Outreach and Social Services programs and are still working on moving into housing. There are 77 guests assigned to our PSH program and working on moving into housing. We are hopeful most guests matched or assigned are able to move in this fiscal year.

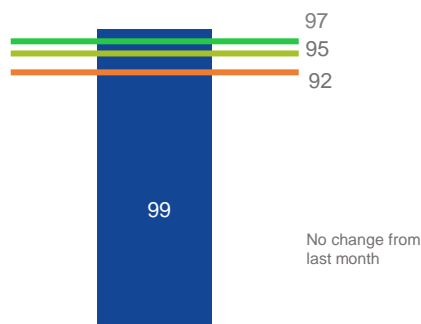
Number of MK guests we have helped move into housing this year



## Are guests who formerly experienced homelessness remaining in housing?

Yes, and we are above our stretch target! Our strong eviction prevention work enables us to keep a high retention rate. For the over 270 residents that were housed in our program for over 1 year, only 4 left prior to a year for a negative reason. Impressive!

Percent of MK's PSH residents still in housing after 1 year



# Performance Report

## FY23: March



## Are we delivering high-quality, guest-centered services?

Yes, most of our measures are reaching our true targets! The continued prioritization of helping guests move into housing and the post-pandemic city-wide mental health services changes are having a greater impact than we expected. This does not mean guests are not getting the services they need, its more so they have other ways to be connected to those services. We will continue to monitor and prioritize connecting guests. Guests we helped connect to physical health services is slightly below our true target as well.

Our full fiscal year true targets are:

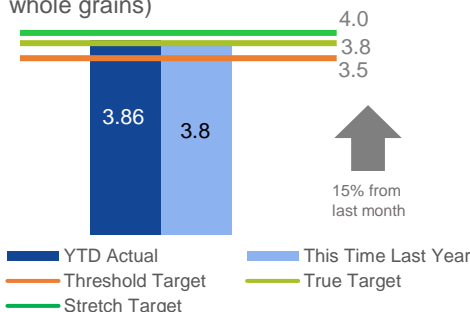
Guests we help obtain cash-assistance income: 135 guests

Guests we help connect to mental health services: 210 guests

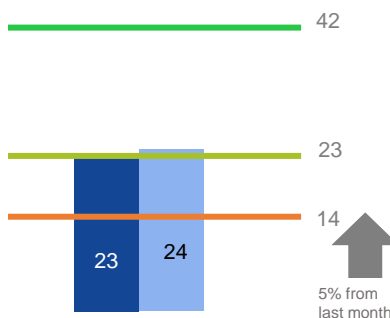
Guests we help connect to physical health services: 282 guests

### Average MK Plate score

(a tool developed by MK to measure the nutritional value of each meal. Scale is 1-4 measuring if a meal contains protein, fruit, vegetables, and whole grains)

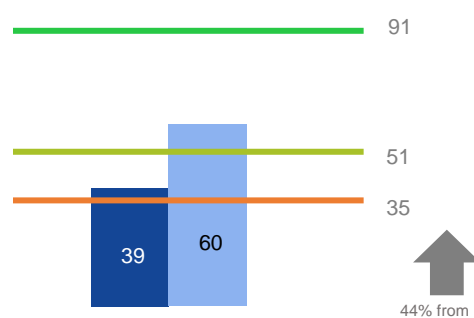


### MK guests we helped obtain cash-assistance income



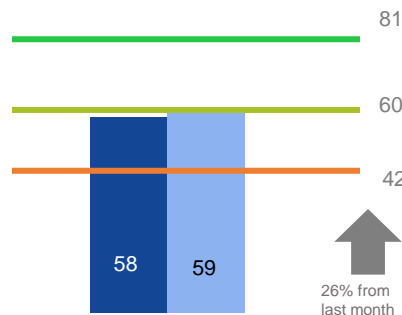
Data and targets are year-to-date

### MK guests we helped connect to mental health services



Data and targets are year-to-date

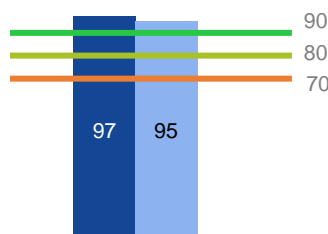
### MK guests we helped connect to physical health services



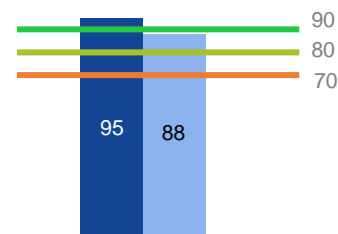
Data and targets are year-to-date

### Our #1 value, Guests are at the center of everything we do, is measured by asking guests two questions:

Percent of guests who feel that all Miriam's Kitchen staff treat them according to what they need, regardless of their race, gender, background, identity, or lived experience



Percent of guests who feel their needs and goals are met to the best of Miriam's Kitchen's abilities



Source: MK PIT Survey, Outreach caseload survey, PSH SPDAT assessments  
In accordance with our guest's request, we only ask these questions one time during the fiscal year

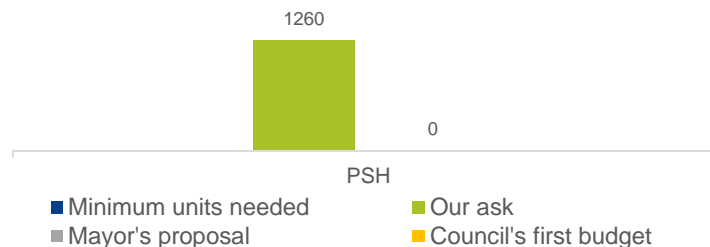
## Are we building and exerting our leadership to accelerate ending chronic homelessness in DC?

Yes, we continue to work closely with the DC government and our partners to ensure DC can implement the historic 2,900 PSH vouchers funded in the last two year's budget, while maintaining best practices and the highest quality of services.

March was a big month for budget advocacy as we designed and implemented several strategies to advocate to the Mayor and DC Council around our FY25 budget priorities. This included, meeting with DC Council offices, testifying at numerous agency oversight hearings, raising awareness about our budget asks through a multiday email information campaign, mobilizing our base through an email action to influence the Mayor, prepping Council members for the Mayor's Budget briefing by providing them with information and questions to ask. Unfortunately, the Mayor did not fund any new PSH vouchers and cut some funding to services. We responded by analyzing and sharing information about the budget, writing several short and long form pieces as well as social media statements and securing several media hits. We now shift to build consensus around our asks for the DC Council, including looking at ways to fund these important programs.

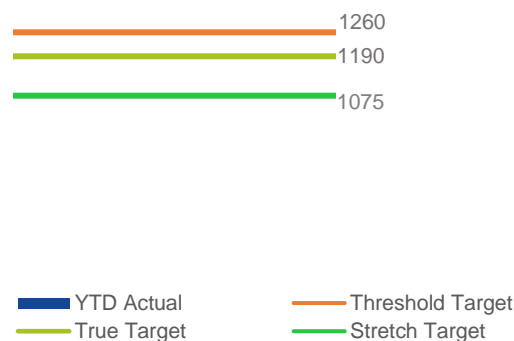
### Amount invested in ending chronic homelessness by the DC government

Overview of the city's FY24 budget



The Point in Time Count was conducted across the city on January 25<sup>th</sup>, 2023. It takes a few months to compile the data. Last year there were 1,260 individuals experiencing chronic homelessness on the night of the count so that is our threshold target for this year.

### Number of individuals experiencing chronic homelessness in DC (lower is better)



Source: 2023 TCP DC PIT dashboard

# Performance Report

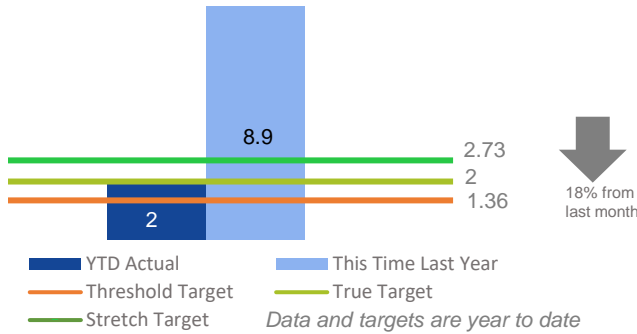
## FY23: March



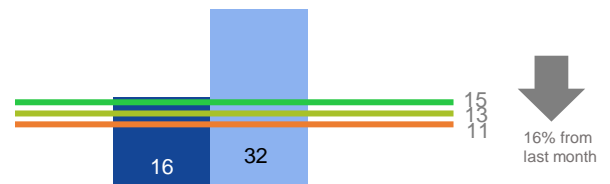
### Are we building and exerting our leadership to accelerate ending chronic homelessness in DC? (cont.)

Yes, we are below last year's percentages but are at or above our true targets for both measures! Email recipient growth is measures year to date and our true target for the full year is 4.5% growth. Average monthly unique website viewers is looking at the average for the year and seeing how it changes from last year's average. 13% increase is our true target for the year.

Percent growth of email recipients since the beginning of this fiscal year



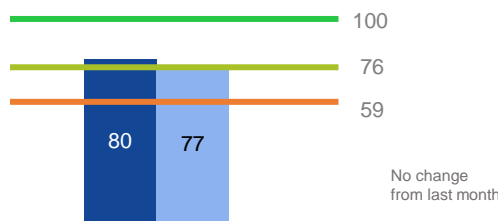
Percent increase in average monthly unique website viewers from last year



### Are we meeting our objectives?

Yes, we are just above our true target. Of the 15 measures we have data for, 12 are currently at or above true targets. We are working hard to help our guests achieve their goals across all programs!

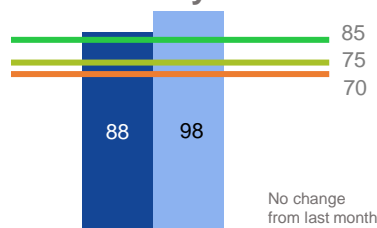
Percent of organizational true targets met



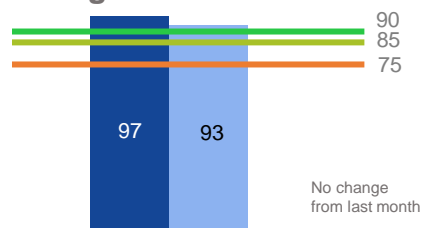
### Are we recruiting and retaining staff?

Yes, and due to the amazing growth over the last few years almost half of our current staff were hired in the last two years! Thus, we are measuring retention based on tenure of staff. We continue to have strong retention and recruiting practices in place for all staff.

Percent of staff hired in the last two years retained



Percent of staff hired three years ago or earlier retained



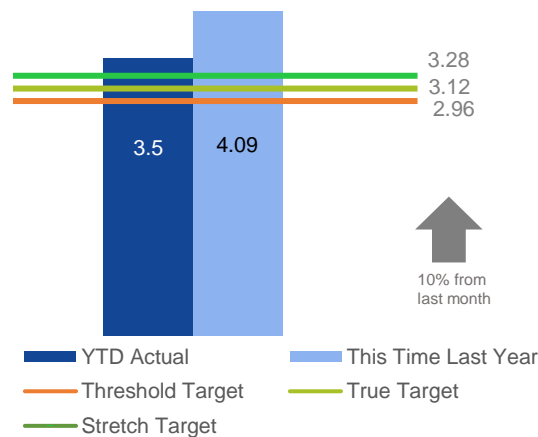
## Are we financially sustainable?

Yes, we are above our stretch target! The giving landscape continues to be unpredictable and its great to surpass our true target!

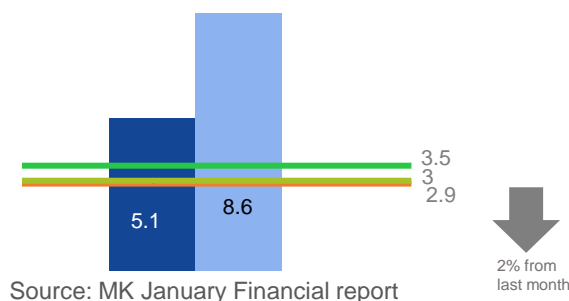
The annual true target is to raise \$4.85 million this year. We continue to work to retain our donors from last year. So far 33% of donors who gave last year have given this year! This is above last year's retainage! We are also deep into planning this year's Gala which will celebrate our 40<sup>th</sup> year of operation!

The reporting of our months of expenses in reserves is at least a month delayed. So far this year, our spending is lower than expected. Way to go!

Amount of non-contract revenue raised (in millions)



Months of expenses in reserve



Source: MK January Financial report