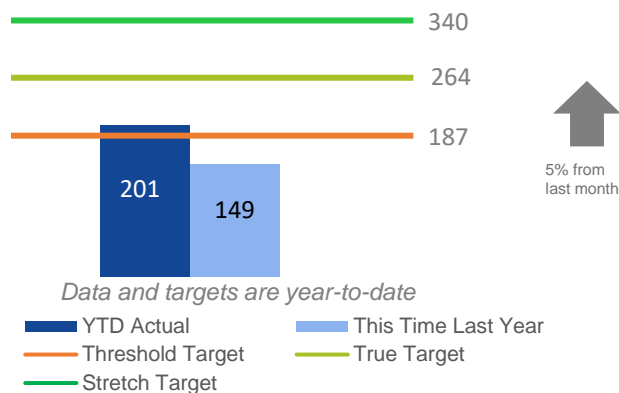


Are we helping guests move into housing?

Yes! Since deeply tracking helping guests move into housing, we have helped the most guests in one fiscal year this year! We did not reach our true target of helping 264 guests move into housing but helping 201 guests is amazing! Again, this is the most guests we have helped move into housing in one fiscal year on record –what an impact!!

168 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 48 guests assigned to our PSH program and working on moving into housing. We will continue to help all these guests move into housing in the next fiscal year.

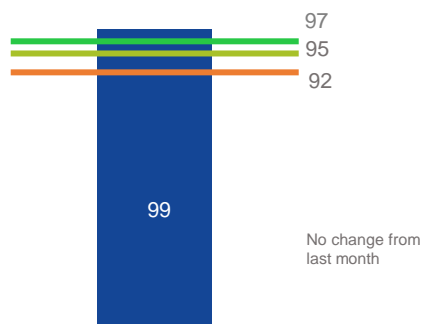
Number of MK guests we have helped move into housing this year



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 280 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: September



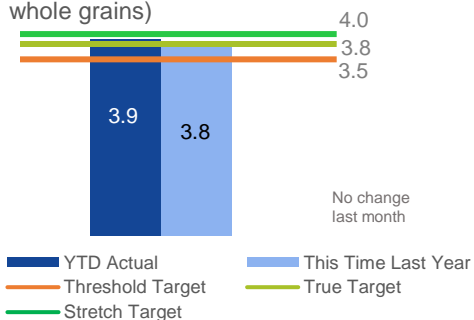
Are we delivering high-quality, guest-centered services?

Yes, in key areas guests ask for help beyond housing, we are above true targets and closer to stretch targets. Amazing and impactful to guests!

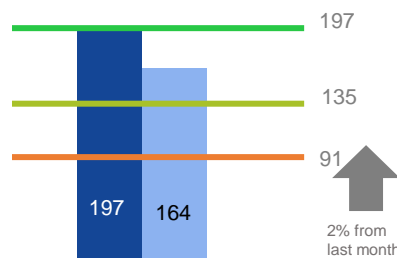
We continue to see a trend of an increase in the number of meals served for both breakfast and dinner. For breakfast, we are serving an average of 53 more meals every day than we were at the beginning of the fiscal year and dinner is an average of 47 more meals each day. That is 100 more meals every day. Even when serving more guests and meals, the quality and nutritional value remains within target as measured through MK Plate score.

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)

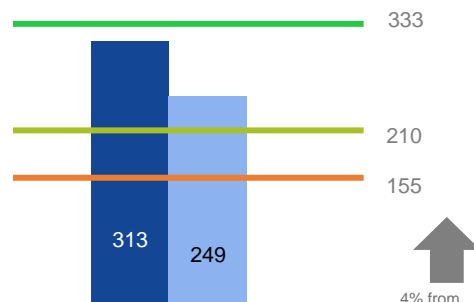


MK guests we helped obtain cash-assistance income



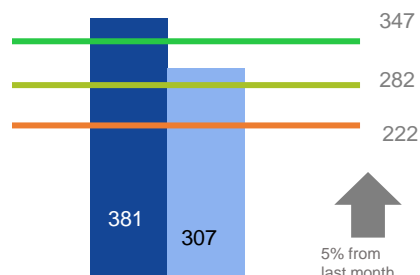
Data and targets are year-to-date

MK guests we helped connect to mental health services



Data and targets are year-to-date

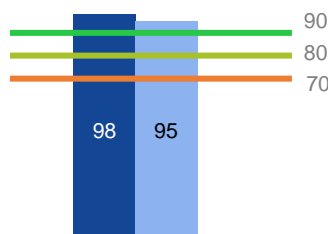
MK guests we helped connect to physical health services



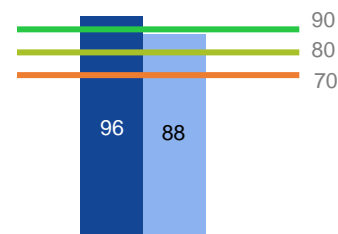
Data and targets are year-to-date

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

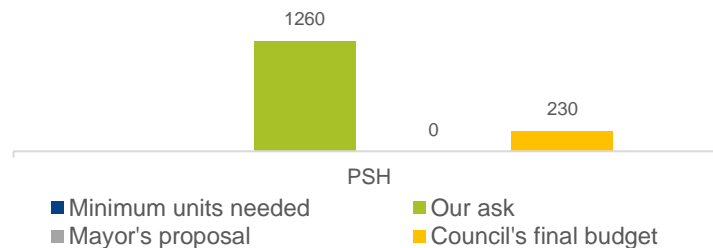
Are we building and exerting our leadership to accelerate ending chronic homelessness in DC?

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.

We also continue to lead The Way Home Campaign's focus on budget advocacy, focusing on the Councilmembers after the Mayor made cuts to important programs in her FY24 budget. After the Council's final vote, our collective advocacy resulted in \$55.5 million in budget wins, including 230 new units of PSH

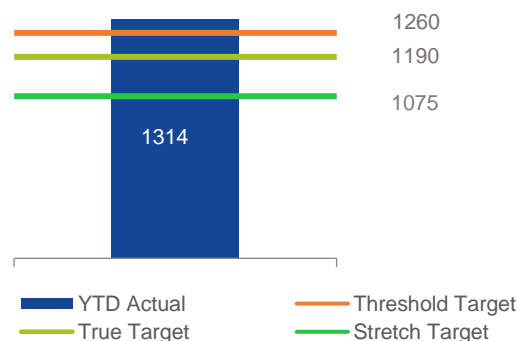
Amount invested in ending chronic homelessness by the DC government

Overview of the city's FY24 budget



The Point in Time Count was conducted across the city on January 25th, 2023. Last year 1,260 individuals were experiencing chronic homelessness on the night of the count. This year 1,314 individuals were experiencing chronic homelessness on the night of the count. That is about a 4% increase which is not what we had hoped to see but is not a large increase. The total number of single adults increased by 10% from last year. As the city continues to utilize the vouchers budgeted the last few years, we hope to see a decrease over the next few years.

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



Source: 2023 TCP DC PIT dashboard

Performance Report FY23: September



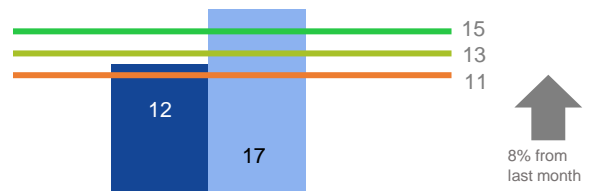
Are we building and exerting our leadership to accelerate ending chronic homelessness in DC? (cont.)

We are below our true targets and are working to prioritize email recipients and unique website viewers. 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



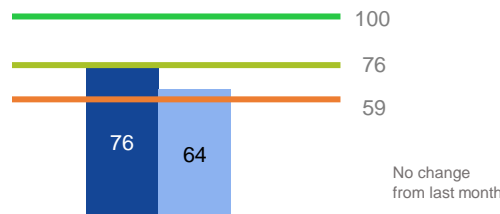
Percent increase in average monthly unique website viewers from last year (July)



Are we meeting our objectives?

Yes, we are just above our true target. Of the 16 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

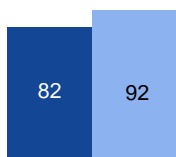


Are we recruiting and retaining staff?

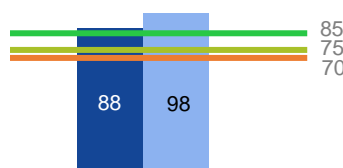
Yes, and due to the amazing growth over the last few years almost half of our current staff were hired in the last two years! Thus, we are measuring retention based on tenure of staff. We continue to have strong retention and recruiting practices in place for all staff.

We started the fiscal year looking at staff retention based on hire dates of staff. However, given current capacity we are only able to pull the retention for all staff together.

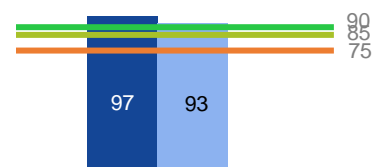
Percent of all regular staff retained (August data)



Percent of staff hired in the last two years retained (May data)



Percent of staff hired three years ago or earlier retained (May data)



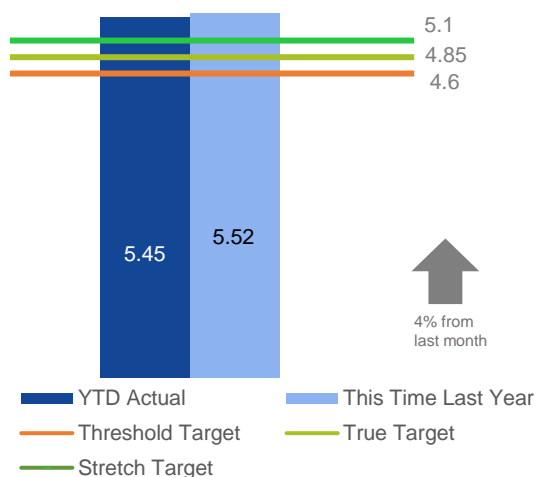
Are we financially sustainable?

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

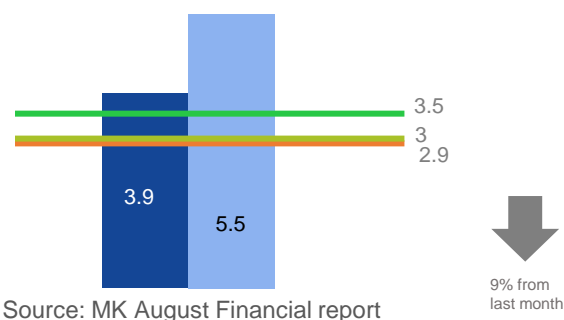
We are doing amazing work retaining last year's donors – of donors who gave last year, 44% have given again this year. For those giving at least \$5,000, 60% of them have given this year as well!!

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 August Financial report

Performance Report FY23: September



Key Metrics

These key metrics are very important to us even though they are not all in our control. We monitor these metrics to help us inform our programs, budgets, and monitor key measures in previous pages.

Total Meals served in Dining Room

	Sept 2023	Sept 2022	This Fiscal Year	Last Fiscal Year
Total Meals Served	8195	6406	38864	66539
Breakfast served	3904	2955	39777	28347
Dinner served	4291	3451	44074	38192
Average Meal served per day	390	291	321	255
Meals frozen for PSH residents	88	160	3614	2742
Meals provided to Outreach clients	0	n/a	36	n/a

Guests coming to Dining Room

	Sept 2023	Sept 2022	This Fiscal Year	Last Fiscal Year
Intense Services*	233	195	1301	1153
All Services*	448	434	2585	2164
New guests	91	139	1090	939

* Intense services are the four key outcome areas plus employment, substance abuse treatment, crisis services and Psychiatry. All services are the intense services plus immediate needs (clothing, toiletries, etc.) Studio attendance is not included in the All Services count.

Immediate and Material Services

	Sept 2023	Sept 2022	This Fiscal Year	Last Fiscal Year
Dining Room Services	342	482	4525	5330
Outreach Services	262	204	3466	2062

Guests seen by the Outreach team

	Sept 2023	Sept 2022	This Fiscal Year	Last Fiscal Year
Known guests	364	335	1187	995
Services provided to guests working on relationship building	498	795	8697	8431
New guests	34	57	697	641

Permanent Supportive Housing caseload

	This Fiscal Year	Last Fiscal Year
Total Caseload	308	321
Meals provided to guests	1329	1991

Volunteer details

	This Fiscal Year	Last Fiscal Year
Number of Volunteers	925	563
Hours donated	11148	8516