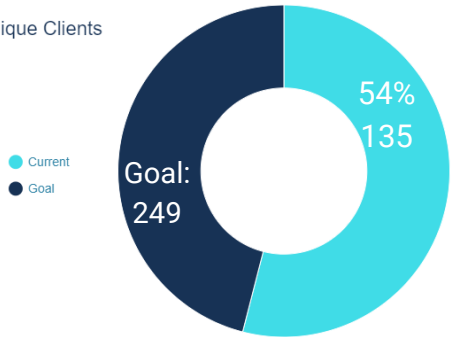


Housing Development

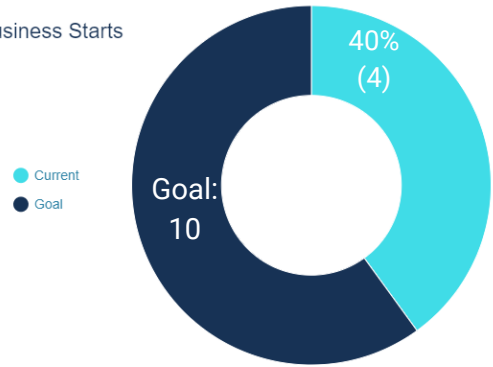
Sheila Vorce, Housing Development Director

- Our MHP (Minnesota Housing Partnership) strategic planning sessions are scheduled to begin on March 1st! (Board members should watch for invitation)
- HD's USDA program will be partnering with the new Financial Opportunity Coaches to better assist our clients with their credit/financial needs so we can transition them into homeownership.
- Discussions continue with our lots owned in Vandalia, MO for expanding housing in this market. We will be incorporating this into our MHP planning as well.
- Cullimore Cottages (8th street in Columbia) is in progress but has been delayed due to workers with covid and now the colder temperatures.
- Centralia (Columbia Oaks) is moving forward. We are continuing to get things back in order at this site and get maintenance caught up. We are also reviewing our options for a possible HOME funds application for renovation at this location.

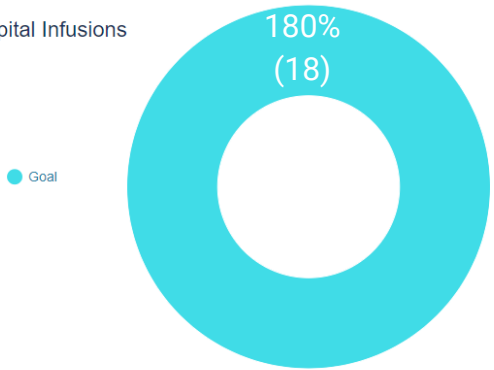
Unique Clients



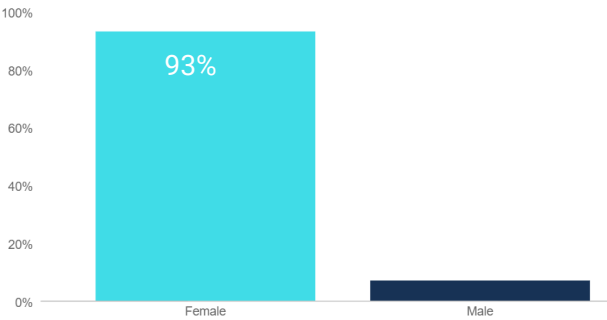
Business Starts



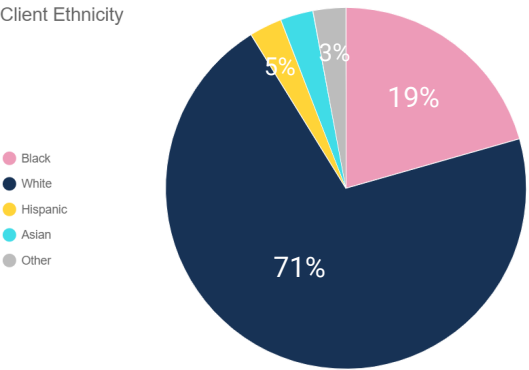
Capital Infusions



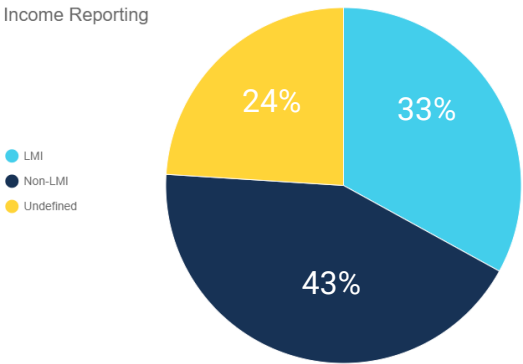
Client Gender



Client Ethnicity



Income Reporting



Impacts By County

	Unique Clients	Business Starts	Capital Infusions	Capital Infusions (\$)
Audrain	2	0	0	\$0
Boone	85	4	15	\$92,300
Callaway	14	0	2	\$29,700
Cole	13	0	1	\$7,000
Cooper	4	0	0	\$0
Howard	5	0	0	\$0
Moniteau/Osage	2	0	1	\$38,000
Other	10	0	0	\$0

Monthly Board Report

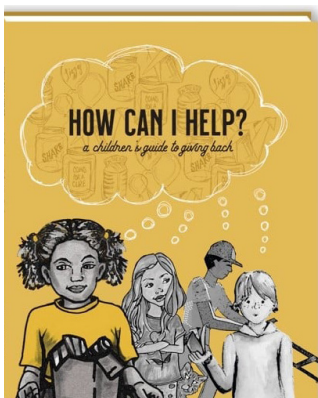
Revenue by Strategy

February, 2021

Strategy	YTD FY20	Projected FY20-21	FY 2019-20
Direct Mail			
December 2020	\$ 7,058	\$ 5,000	\$ 7,015
Summer 2021	\$	\$ 10,000	\$ 12,570
TOTAL	\$ 7,085	\$ 15,000	\$ 19,585
CAMPAIGNS (Individual Donors)			
Donate to CMCA (General Donations)	\$ 27,193	\$ 30,000	\$
CoMoGives (December)	\$ 14,420	\$ 10,000	\$ 6,068
Board of Directors	\$ 850	\$ 3,000	\$ 1,563
TOTAL	\$ 42,463	\$ 43,000	\$ 7,631
Events			
Promise Gala (canceled)	\$ -	\$ 20,000	\$ 6,200
Women Who Own It (canceled)	\$ -	\$ 15,000	\$
TOTAL	\$	\$ 35,000	\$ 6,200
Monthly Giving			
Monthly Donors	\$ 1,160	\$ 1,000	\$ 1,565
MoWBC			
Sponsorships	\$ 7,750	\$ 20,000	\$ 11,600
TOTAL	\$ 8,910	\$ 21,000	\$ 13,165
Grants	55,050	\$ 110,000	\$ 109,186
Total	\$113,508	\$ 224,000	\$ 155,767

Revenue by Market

Market Segment	YTD FY20/21	Projected FY20/21	
Individuals	\$ 42,355	\$ 84,500	\$ 53,260
Businesses/Organizations/Foundations	\$ 71,153	\$ 139,500	\$ 102,507
Total	\$ 112,481	\$ 224,000	\$ 122,767



Get Your Own Copy

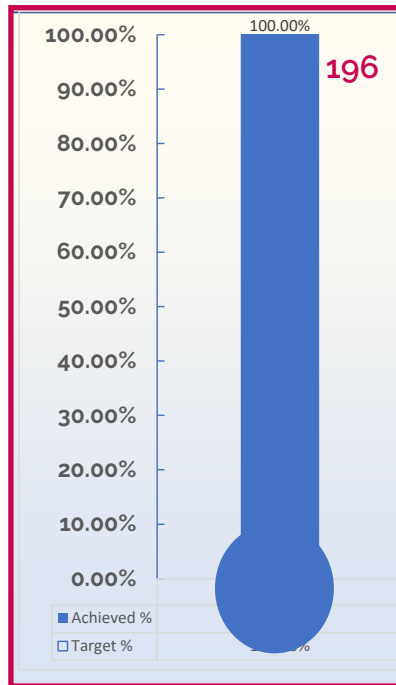
How Can I Help? A Children's Guide to Giving documents the story of Maria, a young girl who wants to give back to her community. Written by local radio personality Aaron Fox and illustrated by local artists Wendi Jensen, Jenny McGee, Marie-Josée Thiffault, and Cheryl Unterschultz. Book design by Richelle Douglas.

Cost: \$15 - sales benefit the Women and Infant Relief Fund - <https://show-meaction.networkforchange.com/projects/119432-how-can-i-help>

Monthly Board Report

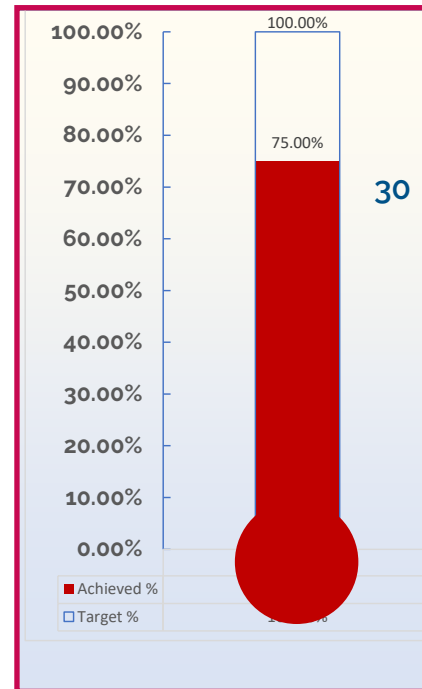
GOAL 200 Total

Individual Active Donors



GOAL 40 Total

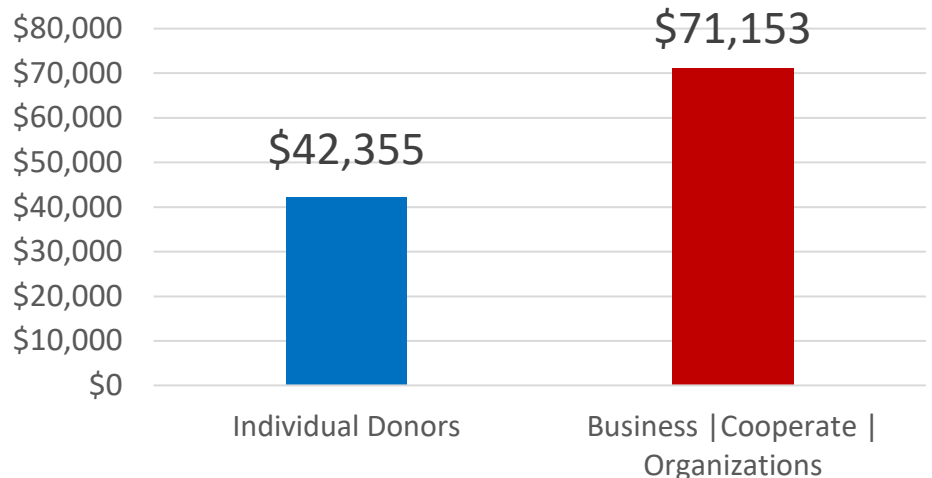
Business & Organization
Active Donors



Donor Statistics 2.16.2021

Recurring Donors Total	5
New Reoccurring Donors	0
New Donors last 60 days	3
Active Donors (individual and corporate)	196
Lapsed Individual Donors	417
Donations this fiscal year	149
Donations over \$500 (beginning 10/1/2020) Revised from January 21 report where numbers reflected all time)	40

Totals Raised as of 2.16.2021



LISC Financial Opportunity Centers

Communities all across America are struggling with persistent poverty, high unemployment, and underemployment. As we work to address these issues, our rural communities face additional challenges around access to critical programs and services, such as, workforce development, financial literacy, vocational training, and higher education. Rural LISC is working to build bridges to overcome these challenges.



Financial Opportunity Centers pair individuals with Financial and Employment Coaches to co-create financial freedom plans. Coaches support individuals with tools and resources that allow them to navigate the complexities of increasing income, decreasing expenses, and acquiring assets.

With nearly 100 FOCs operating across the country, and 15 years of data, LISC partners have found that FOC clients who take advantage of combined services are **50% more likely to land a well-paying job** than people receiving employment services alone. And **long-term job retention** (holding a job for a year or more) almost **doubles** when financial coaching reinforces the work of employment counseling.

The cornerstone of the FOC model is its **integrated services approach**, along with a **long-term commitment to helping clients reach their goals**. The three services, deployed as an integrated package, are mutually-reinforcing and aim to equip community residents with the tools, products, resources and confidence to find employment and grow in their careers. The FOC model is data-driven - all FOCs use a **standard data system that tracks a comprehensive set of service delivery points, outputs, and outcomes** - and focused on the key economic stability indicators of net income, net worth, credit score, job placement, retention, and advancement.

The FOC model involves integrated services delivery of three "core" services:

Employment Services	Financial Services	Income Supports Services
<ul style="list-style-type: none"> • One-on-One Employment Counseling • Job Readiness/Job Placement • Access to Education/Training • Job retention/advancement 	<ul style="list-style-type: none"> • One-on-One Financial Counseling • Pull/Review Credit Report • Establish Household Budget & Balance Sheet • Connect to Mainstream Financial Product • Wealth/Asset Building 	<ul style="list-style-type: none"> • Support Clients' Monthly Household Budgets • General Benefits Screening <ul style="list-style-type: none"> • Food stamps • Housing and energy subsidies • Earned Income Tax Credit (EITC)

The FOC model is not a distinct program or organizational entity, but rather, a new way for agencies to conceptualize and approach their work. As such, the model is **deployed within the existing infrastructure of established and trusted community-based organizations**. The model is based on the Center for Working Families model originally developed and promoted by the Annie E. Casey Foundation.