

# 2018 ANNUAL REPORT



Serving Oregon, Washington & California



**HUNGER FOR SUCCESS**®  
[www.helpH4S.org](http://www.helpH4S.org)



# FROM OUR FOUNDER

Dear participants, supporters, and community stakeholders,

**Hunger For Success** has seen record growth this year in the number of people we assisted and helped to find meaningful jobs. We have many milestones to celebrate:

1. We have helped more than three times the number of people this year compared to last year.
2. We increased our funding from last year at \$60,000 to \$78,666.
3. We started our own Poshmark site to sell donated clothes and to date we have 32 new customers, a 5 out of 5-star rating and over 17,000 followers.
4. We are thrilled with our new partnership in Los Angeles providing employment services to the Chabad Treatment Center. We are currently helping 40 people, more than half of whom are now working.

**Hunger For Success** successfully met our 2018 strategic goals:

- We are registered with the State of Washington's DSHS Vocational Rehab Department.
- We have applied for over 40 grants in Washington, Oregon, and California.
- We expanded our corporate partnerships.
- This year we helped find 46 jobs for people living or working in poverty, who are disabled, veterans, and people who were homeless.

I would like to thank our Board, community stakeholders, and our team of contractors who helped us accomplish our goals and help people in need. Their hard work and dedication is impressive and I am humbled and honored to work by their side. In this annual report we outline our plans for 2019, and how we will increase our influence in our local communities and help people living and working in poverty find and keep family wage jobs.

At your service,

**Brad Lebowsky**  
*President and Chair*



HUNGER FOR SUCCESS

@helph4s



# WHAT MAKES US DIFFERENT?

## FREE for life!

**Hunger For Success** offers training and mentorship services for free for as long as our participants need our help. We provide the most sustaining support of any nonprofit in our field. We are unique in that we help low income residents through their entire program, starting with high school or college or both; then following through with mentoring and job placement, at no cost.

## Most Effective

The majority of participants who complete our program milestones find and keep a family wage job. For those of our participants who are looking for meaningful part time work, they too are successful upon completion of our program.

## Evidence Based

Here is some of the empirical evidence we used to develop our program:

- Gallup found that managers who focus on their employees' strengths can practically eliminate active disengagement and double the average of U.S. workers who are engaged nationwide.<sup>1</sup> Strength Based Management will increase a person's ability to earn more and maintain employment.
- According to the Harvard Business Review, listening (communication skills) builds trust and respect, and creates an environment that encourages collaborative problem-solving; a key ingredient in professional development, higher salaries, and more stable employment.<sup>2</sup>
- Jeanne C. Meister, the co-author of The 2020 Workplace says It's important to be aware of generational tension — loosely defined as a lack of respect for someone who is of a different generation from you — among colleagues.<sup>3</sup>

1 The State of the American Workplace: Employee Engagement Insights for U.S. Business Leaders by Gallup © 2013, pg. 9.

2 <https://hbr.org/2014/01/three-ways-leaders-can-listen-with-more-empathy/>.

3 <https://hbr.org/2014/09/managing-people-from-5-generations>



# OUR ACCOMPLISHMENTS

## Our Community Impact

	2018	2017	2016	2015
Total Outreach	110	64	46	84
Total Participants in Training	78	21	9	7
Total Social Media Impressions	31,728	21,220	7,517	4,974
Total Family Wage Jobs Found	46	7	4	2

## Our Financial Success

	2018	2017	2016	2015
Total Revenue	\$78,666	\$60,040	\$4,781	\$5,325
Total Expenses	61,551	28,251	4,208	4,070
Excess of Revenue vs. Expenses	\$17,131	\$31,789	\$ 573	\$1,255
Average cost per participant:	\$ 790	\$1,345	\$ 468	\$ 581

## Our Community Recognition

- Featured in the Community Report from OnPoint Credit Union.
- Received a citation from the American Legion for helping a local company hire more veterans.
- Received recognition from the State of Washington and the State of Oregon for our work helping organizations hire those who are disabled.

# FINANCIALS

## 2018 Balance Sheet

	2018	2017	2016
<b>ASSETS</b>			
Savings	\$40,025	\$30,009	0
Checking	<u>9,846</u>	<u>2,711</u>	<u>931</u>
<b>TOTAL ASSETS</b>	<b>\$49,870</b>	<b>\$32,720</b>	<b>\$931</b>
<b>LIABILITIES &amp; EQUITY</b>			
Liability	0	0	0
Equity	<u>\$49,870</u>	<u>\$32,720</u>	<u>\$931</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$49,870</b>	<b>\$32,720</b>	<b>\$931</b>



# FINANCIALS

## 2018 Profit and Loss Statement

	2018	2017	2016
<b>Revenue</b>			
Corporate Donations	\$ 760	1,592	0
Event Revenue	2,795		
Fee for Service	18,675	7,075	2,370
Grants and Foundations	53,535	50,000	0
Individual Donations	981	1,364	2,413
Other Revenue	1,450		
Poshmark	470		
Interest Earned	16	9	0
<b>Total Revenue</b>	<b>\$78,682</b>	<b>\$60,040</b>	<b>\$4,783</b>
<b>Expenses</b>			
ADMINISTRATIVE EXPENSES	\$ 8,143	4,690	1,979
FUNDRAISING EXPENSES	8,375	125	153
MARKETING EXPENSE	2,632	763	448
PROGRAM EXPENSES	42,042	22,673	1,628
<b>Total Expenses</b>	<b>61,551</b>	<b>28,251</b>	<b>4,208</b>
<b>Increase in Net Assets</b>	<b>\$17,131</b>	<b>\$31,789</b>	<b>\$ 575</b>

Cost Per participant: \$790.34

# 2019 BUDGET

	2019	2018 Budget	2018 Actual
<b>Revenue</b>			
Corporate Donations	\$ 2,500	4,500	760
Event Revenue	1,500	8,000	2,795
Fee for Service	13,000	9,200	18,675
Grants and Foundations	62,000	56,000	53,535
Individual Donations	2,400	4,200	981
Other Revenue	<u>12,000</u>	0	2,010
<b>Total Revenue</b>	<b>\$ 93,400</b>	<b>\$81,900</b>	<b>\$78,756</b>
<b>Expenses</b>			
Program Expenses	\$ 62,440	60,200	42,042
Administrative Expenses	8,385	4,745	8,143
Fundraising Expenses	3,925	8,700	8,375
Marketing Expenses	<u>1,220</u>	610	2,732
<b>Total Expenses</b>	<b>\$ 75,970</b>	<b>\$74,255</b>	<b>\$61,551</b>
<b>Other Revenue</b>			
Interest Earned	50	24	16
<b>Total Increase Net Assets</b>	<b>\$ 17,480</b>	<b>\$97</b>	<b>\$17,131</b>



# ENGAGE US

## Stay Connected:

Visit our website and sign up for our newsletter to stay informed on our ability to influence communities throughout the West coast.



[www.helpH4S.org](http://www.helpH4S.org)



[info@helpH4S.org](mailto:info@helpH4S.org)



360-HELPH4S  
(435-7447)

## Support Us:

Hunger For Success welcomes a variety of support from financial contributions, in-kind donations of expertise or equipment, and shopping with us on Poshmark.



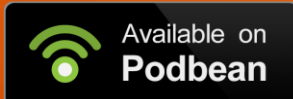
<https://poshmark.com/closet/hunger4success>

## Learn For Free

Follow us on our social media and listen to our FREE podcasts so you can learn and grow for free. @helpH4S



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# ENGAGE US

## Our 2019 Event:

Wednesday, June 19, 2019 at 6:30 PM – 8 PM

Red Cross Building At The Historic Reserve  
605 Barnes St, Vancouver, Washington 98661



## Our Purpose:

As community leaders, we share the goal of bettering our community and aim to accomplish this in different ways. By coming together and building a network, we can help more people, in more ways, more often.

At the banquet, you will have the opportunity to network with other organizations and individuals that provide services and resources such as food, shelter, and education to our community so that you are better equipped to help people.

Additionally, you will learn strategies from community leaders about how their organization has accomplished growth, as well as local movements gaining momentum, and ways you can get involved.

## Get your seat today!

Individual tickets: \$25 | Table of 8: \$175

Includes wine and a meal prepared by a local chef,  
Daven Nolta of Tallboy.

<https://tinyurl.com/H4SNWResourceBanquet>



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