2016 BOARD OF DIRECTORS

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Chris Yates

STAFF

Ed Murphy
Executive Director

Ruby Simmons
Program Director

Jessica Mathias
Development Director

Kathy Mahoney
Office Manager

FINANCIALS Unaudited

<table>
<thead>
<tr>
<th>BALANCE SHEET</th>
<th>2015</th>
<th>2016</th>
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</thead>
<tbody>
<tr>
<td>Assets</td>
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<tr>
<td>Current Assets</td>
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<td>$780,499</td>
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<tr>
<td>Fixed Assets</td>
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<td>Other Assets</td>
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<td>Total Assets</td>
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<tr>
<td>Liabilities &amp; Net Assets</td>
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<td>Total Liabilities</td>
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<td>Net Assets</td>
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<td>Unrestricted</td>
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<td>Total Net Assets</td>
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<tr>
<td>Total Liabilities &amp; Net Assets</td>
<td>$787,165</td>
<td>$780,499</td>
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Income & Expense Statement

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>$957,550</td>
<td>$911,600</td>
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<tr>
<td>Expenses</td>
<td>$885,365</td>
<td>$856,783</td>
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<tr>
<td>Increase in Net Assets</td>
<td>$72,184</td>
<td>$54,817</td>
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(REVENUE BY SOURCE)

(Pictured on cover: St. Anne’s Place, Passing the Bread Distribution Center, Our Saviour’s Housing.)
LEADERSHIP REPORT

On behalf of the Board, staff, and especially the thousands of hungry and homeless people we support, we are happy to present our 2016 annual report. As in every one of our 31 years of service, we are funded exclusively by the private sector, primarily individual donors who make up 80% of our support. It is the commitment of our donors to helping the most vulnerable Minnesotans that make this work possible.

We are living in uncertain times. For our neighbors who are living on the edge – one job loss, illness or other setback away from hunger or homelessness – there is growing concern that the safety net may erode even further. We are worried about what might happen if the most basic needs for the poorest and most vulnerable among us become harder to find. Will children skip meals? Will more homeless people, especially those fighting mental illness, be compelled to sleep outside? Will homeless youth be forced to stay in dangerous and unhealthy places? And will families suffering from violence in their own homes face no choice but to live in fear because there are not enough shelters to offer safe refuge?

Since 1986, our sole focus has been on meeting the needs of those who, for whatever reason, are hungry or homeless and must access a food shelf or a homeless shelter. We are committed to serving where the need is greatest. Now, as availability of emergency services are endangered, we are more committed than ever to serve the most vulnerable among us because Open Your Heart believes that no Minnesotan should go without food or safe shelter.

Thank you to all who make our work and the work of hunger and homeless programs possible here in Minnesota.

Ed Murphy
Executive Director

Daniel J DuHamel
Board President
Produce is the most requested item among our participants, but in the winter months it is often the most difficult to provide. Our rescue food sources help us maintain an adequate supply of produce year round, despite changes in season…

With the help of these grant funds [from Open Your Heart], we purchased a new van that has stabilized our rescue pick up program.

– PRISM
$586,860
Dollars provided to fight hunger and homelessness in Minnesota

223
Charity partners across Minnesota supported

WHERE WE SERVED

Metro 53%
Statewide 1%
Northeast 12%
Metro 53%
Southwest 2%
Southeast 12%
West Central 9%
Central 7%
Northwest 4%
IN 2016 WE PARTNERED WITH 58 AGENCIES IN MINNESOTA FOR HUNGER AND HOMELESSNESS.

Anna Marie’s Alliance, St. Cloud, MN
Asian Women United of MN, Minneapolis, MN
Aurora Food Shelf, Aurora, MN
Barnesville Area Food Pantry, Barnesville, MN
Big Lake Community Food Shelf, Big Lake, MN
The Brainerd Baxter Youth Center, Brainerd, MN
Breaking Free, St. Paul, MN
Casa de Esperanza, St. Paul, MN
Chatfield Community Food Shelf, Chatfield, MN
Chisholm Food Shelf, Chisholm, MN
Churches United for the Homeless, Moorhead, MN
Churches United in Ministry, Duluth, MN
Churches United, Bemidji, MN
Clearwater County Food Shelf, Bagley, MN
F.A.S.T. Jackson Food Shelf, Jackson, MN
Little Kitchen Food Shelf, Minneapolis, MN
Division of Indian Works, Minneapolis, MN
Hastings Family Service, Hastings, MN
Hill City Area Food Shelf, Hill City, MN
HOPE 4 Youth, Anoka, MN
Hope Coalition, Red Wing, MN
Hospitality House of Owatonna, Owatonna, MN
Hubbard County Food Shelf, Park Rapids, MN
Indian Neighborhood Club on Alcohol and Drugs, Minneapolis, MN
Interfaith Action of Greater St. Paul, St. Paul, MN
Life House, Duluth, MN
The Link, Minneapolis, MN
Loaves and Fishes, Minneapolis, MN
Neighbors Helping Neighbors Food Shelf, Nashwauk, MN
New Pathways, Cambridge, MN
New Salem Missionary Baptist Church, Minneapolis, MN
The Open Door, Eagan, MN
Open Doors for Youth, Elk River, MN
Our Saviour’s Housing, Minneapolis, MN
Outreach Food Shelf of Douglas County, Alexandria, MN
Passing the Bread (PTB) Food Distribution, Zimmerman, MN
People Incorporated, St. Paul, MN
PRISM, Golden Valley, MN
Pine Island Sharing Shelves, Pine Island, MN
Prairie Five Community Action and Swift County Food Shelf, Benson, MN
Quad City Food Shelf, Gilbert, MN
Ruth’s House of Hope, Faribault, MN
Safe Avenues, Willmar, MN
The Salvation Army Minneapolis Temple Worship and Service Center, Minneapolis, MN
The Salvation Army, St. Cloud, MN
The Salvation Army, Virginia, MN
Simpson Housing Services, Minneapolis, MN
Small Sums, St. Paul, MN
St. Charles Resource Center, St. Charles, MN
St. John’s Food Shelf, Wykoff, MN
St. Louis Park Emergency Program, St. Louis Park, MN
Stepping Stone Emergency Housing, Anoka, MN
The Village in Waterville, Waterville, MN
Union Gospel Mission Twin Cities, St. Paul, MN
White Earth Tribal Council, White Earth, MN
Willmar Area Food Shelf, Willmar, MN
Women of Nations, St. Paul, MN
YWCA Cass Clay, Fargo, MN
HUNGER AND HOMELESS

We help shelters and food shelves serve more people and serve them better with our Hunger and Homeless Grants. Sometimes that means purchasing a tent and warm socks for a teen alone on the streets in Minneapolis, or a van for outreach to homeless people at a large Indian reservation, or a security system for a domestic violence shelter in Greater Minnesota that is working to keep its guests safe.

For food shelves, it often means purchasing items needed to carry more fresh foods, fixing structural damage to serve clients in a safer space, or helping organizations serve families in a more dignified manner by providing a more shopping-like experience.

We let the community tell us where the need is greatest.

“OYH gave us the funding to completely pay for a new boiler system! We will now have energy-efficient heat to keep our shelter open in the colder months.”
- New Pathways
In 2016 we partnered with 3 agencies for outreach events:

- Homeless Community Network, Rochester, MN
- MN Coalition for the Homeless, St. Paul, MN
- United Way of Carlton County, Cloquet, MN

COMMUNITY EVENT SPONSORSHIP

These grants are focused on raising awareness of hunger and homeless issues through sponsorship of events and conferences.

In 2016 we partnered with 3 agencies for outreach events:

- Homeless Community Network, Rochester, MN
- MN Coalition for the Homeless, St. Paul, MN
- United Way of Carlton County, Cloquet, MN

OPEN YOUR HEART SUMMER CHALLENGE

139 food shelves completed the July fundraising challenge. Those grantees were able to leverage this challenge to raise $1,203,179 and received their portion of the $150,000 Open Your Heart challenge grant in addition. See www.OYH.org for a full list of participating food shelves.

In 2016 we partnered with 139 food shelves for food.

“...Alice and Luke are 24 and 21 years of age respectively. They are homeless and live in their car with their 10 month old child. Luke has a job, and when he gets paid, the couple tries to stay in a hotel as much as possible. But Luke’s monthly income is only $600 which doesn’t cover the monthly cost of a hotel and the other expenses they have. Alice and Luke connected with one of the program’s outreach workers for Coordinated Entry assessment, and were put on the shelter wait list, but were number 12 on the list.

OYH grant funds helped the program supply this family with food, gas, blankets and warm clothing until they were able to access shelter.”

- The Link
In 2016 we partnered with 22 agencies for education:

Alliance Housing, Minneapolis, MN
St. Anne’s Place, Minneapolis, MN
Beacon Interfaith Housing Collaborative, St. Paul, MN
Bluff Country Family Resources, Hokah, MN
Bridge for Youth, Minneapolis, MN
Cornerstone Advocacy Service, Bloomington, MN
Emerge Community Development, Minneapolis, MN
Evergreen House, Bemidji, MN
Life House, Duluth, MN
Minneapolis Public Schools, Minneapolis, MN
Perspectives, St. Louis Park, MN
Safe Haven Shelter for Battered Women, Duluth, MN
The Salvation Army, St. Cloud, MN
Simpson Housing Services, Minneapolis, MN
Sojourner Project, Hopkins, MN
Solid Ground, White Bear Lake, MN
St. Paul Public Schools, St. Paul, MN
Tubman, Minneapolis, MN
Women of Nations, St. Paul, MN
YouthLink, Minneapolis, MN
YWCA, Duluth, MN
YWCA, St. Paul, MN

EDUCATION

Every child should have the opportunity to succeed in school. We fund items such as backpacks, school supplies, winter clothing, and tutoring through our Education Grant. This lets homeless students be just another kid while they are at school and gives them the chance to thrive.
ORGANIZATION, CORPORATE, AND FOUNDATION DONORS

<table>
<thead>
<tr>
<th>Organization/Corporate/Foundation</th>
<th>Organization/Corporate/Foundation</th>
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</thead>
<tbody>
<tr>
<td>Allina Health</td>
<td>Kowalski’s Markets</td>
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<tr>
<td>Buckner Family Fund</td>
<td>MAPE LOCAL #501</td>
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<tr>
<td>Constellation Mutual</td>
<td>Medtronic</td>
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<td>Doherty Family Foundation</td>
<td>Minnesota Nurses Association</td>
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<td>Eat for Equity</td>
<td>Otto Bremer Trust</td>
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<td>Rank Crankers</td>
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<td>IWJ Charitable Foundation</td>
<td>RBC Wealth Management</td>
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<tr>
<td>KarmaKarma</td>
<td>The Bank of America Charitable Foundation</td>
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</tbody>
</table>
THANK YOU TO ALL OF OUR DONORS!

Workplace Giving Campaign Partners

C.H. Robinson Worldwide, Inc.
City of Apple Valley
City of Bloomington
City of Fridley
City of Minneapolis
City of St. Paul
Culligan Water Conditioning of Minnetonka
Dakota County
Fredrikson & Byron, P.A.
Hamline University
Hennepin County
Kennedy & Graven
League of Minnesota Cities
McGrann Shea Carnival Straughn & Lamb, Chtd.
Metropolitan Council
Meyer, Scherer & Rockcastle, Ltd.
Minneapolis Public Schools
Minnesota Council of Nonprofits
Minnesota Nurses Association
Minnetonka Public Schools
Mounds View Public Schools
Northern Lights Combined Federal Campaign
Project for Pride In Living
Ramsey County
Slocum & Associates
State of Minnesota
St. Paul Public Schools
Stillwater Area Public Schools
Tapemark Company
Terrapin Technologies
Three Rivers Park District
University of Minnesota – Duluth
University of Minnesota – Twin Cities
University of Minnesota Physicians
University of St. Thomas
Washington County

In addition, we are supported by employees who designate their gifts through the workplace giving campaigns of the following companies:

Bank of America
Blue Cross Blue Shield of MN
Capella University
Fannie May
Interfaith Action of Greater Saint Paul
Hennepin County Medical Center
Honeywell
JCPenney
Macy’s
Medtronic
People Incorporated
Target
The Toro Company
Wells Fargo