OUR MISSION
TO BREAK THE CYCLE OF HOMELESSNESS BY HELPING PEOPLE ACHIEVE -- AND MAINTAIN -- PERMANENT HOUSING AND STABILITY IN THEIR LIVES
A NOTE FROM OUR BOARD CHAIR

Nationally, only 40 percent of Americans have enough savings to cover an unexpected expense of $400. This means many of us live on the edge – one car breakdown, one hospital stay, one paycheck away from homelessness. A shifting economic environment, marked by high costs of living and high economic insecurity, has made Inspirica’s work even more indispensable as our neighbors struggle to build better lives for themselves.

With 11 facilities in lower Fairfield County, we are the area’s largest provider of housing to the homeless, serving the full population of homeless individuals: single men, single women, individuals managing mental health and substance abuse issues, seniors, and families. But we do much more than just provide clean, dignified shelter to people in crisis. We fundamentally break the cycle of homelessness.

With your support, we were able to achieve remarkable results. We made 209 job placements and 207 housing placements, bringing us to a total of 1,477 job placements over the past eight fiscal years and 1,312 men, women, and children placed in housing over the same time period. 80% of the people we placed in housing stayed housed. 100% of the children in our care graduated to the next grade level. Your generosity has truly made an impact.

Over the years, I have had the great privilege to see lives transformed through Inspirica’s work to break the cycle of homelessness. Whether you are a volunteer, a member of our staff, a sponsor, or an individual donor, we wouldn’t be able to do what we do without your support and effort. Thank you.

BRUCE HELLER
We track outcomes rigorously and in myriad ways. Given the difficult economic environment, we are especially proud of our FY '18 results.

**JOB AND HOUSING PLACEMENT RESULTS**
*Fiscal Year Ending June 30, 2018*

- Job placements: 209
- Housing placements: 207

**Average wage:** $12.78 per hour (27% over minimum wage)
**Average hours worked per week:** 32.0

1,477 job placements over the past eight fiscal years

1,312 men, women, and children placed in housing over the past eight fiscal years

**JOB PLACEMENTS**
Over the past eight years: 1,477

**HOUSING PLACEMENTS**
Over the past eight years: 1,312

**HOUSING RETENTION**
When we place people in housing, they stay housed and break the cycle of homelessness.

- 1 year: 80%
- 6 months: 95%
- 3 months: 97%
- 1 month: 100%

**CHILDREN’S SERVICES**
We ensure that the children in our care perform well relative to their peers who are not homeless.

- 100% graduated to the next grade level
- Average grade B- or higher
- 100% offered full scholarships to summer camps
SUMMARY OF INCOME

Private Philanthropy 49%
Government Grants 22.4%
In-Kind Contributions 16.3%
Rental Income 10.2%
Special Events 1%
Corporate 62%
Foundations 7%
Religious 4%
Individuals 26%
SUMMARY OF EXPENSES

General Administration & Support
6%

Fundraising
4%

Program & Property
90%
# FINANCIAL STATEMENT

**JULY 1, 2017 - JUNE 30, 2018**

## OPERATING INCOME

<table>
<thead>
<tr>
<th>Source</th>
<th>FY2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Private philanthropy*</td>
<td>$ 7,012,045</td>
<td>$ 2,732,822</td>
</tr>
<tr>
<td>Government grants*</td>
<td>$ 3,245,222</td>
<td>$ 3,223,281</td>
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<tr>
<td>Rental income</td>
<td>$ 1,430,149</td>
<td>$ 1,446,091</td>
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<tr>
<td>Special events</td>
<td>$ 211,940</td>
<td>$ 241,029</td>
</tr>
<tr>
<td>In-kind contributions**</td>
<td>$ 2,345,774</td>
<td>$ 19,408</td>
</tr>
<tr>
<td>Other income</td>
<td>$ 212,845</td>
<td>$ 115,819</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$14,457,975</td>
<td>$ 7,778,450</td>
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## OPERATING EXPENSE

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program and property</td>
<td>$ 5,889,161</td>
<td>$ 5,969,761</td>
</tr>
<tr>
<td>General administration &amp; support</td>
<td>$ 412,189</td>
<td>$ 385,119</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$ 276,381</td>
<td>$ 274,105</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>$ 6,577,731</td>
<td>$ 6,628,985</td>
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</tbody>
</table>

## CONSOLIDATED SUMMARY OF FINANCIAL POSITION

<table>
<thead>
<tr>
<th>Category</th>
<th>FY2018</th>
<th>FY2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total assets</td>
<td>$34,942,201</td>
<td>$26,347,558</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>$6,762,814</td>
<td>$6,501,232</td>
</tr>
<tr>
<td>Total net assets</td>
<td>$28,179,387</td>
<td>$19,846,326</td>
</tr>
</tbody>
</table>

* In FY18, Inspirica, Inc. received $4,690,320 in grants for capital projects and 72 Franklin. This income was recorded as operating revenue on the "Private Philanthropy" and "Government Grants" lines above. However, the expense was capitalized (or has not yet occurred) and does not show as an operating expense.

Inspirica received multi-year grants, the full amount of which were recorded as "Private Philanthropy" revenue in FY18. Inspirica also received some restricted funding in which the income was recorded above, but any related expense has not yet occurred.

** Inpirica, Inc. received an in-kind donation of land valued at $2,340,000 for 72 Franklin.

Inspirica's financial statements are independently audited by PKF O'Connor Davies, LLP.
OUR LEADERSHIP

COMMUNITY LEADERS FROM THE PRIVATE, GOVERNMENT, AND NOT-FOR-PROFIT SECTORS WORKING TOGETHER TO BREAK THE CYCLE OF HOMELESSNESS

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THANK YOU TO OUR DONORS

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Garden Homes Fund
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Synchrony Financial
True North Stamford, LLC
Viking Global Foundation

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Viking Construction, Inc.
Women of Vision

$25,000–49,999
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The Community Fund of Darien
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Near and Far Aid Association, Inc.
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Broadway Cares Equity Fights AIDS
Christ Church Greenwich
Marilyn T. Clements
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Johanna and Maarten de Ruiter
The Edouard Foundation
First Republic Bank
Lauren and Paul Ghaffari
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Helen and Dana O’Brien
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$5,000 - 9,999 (continued)

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The Kaufmann Foundation
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The Melville Foundation
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Murray Family
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The Young Women’s League of New Canaan

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Berkowitz and Hanna LLC
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Cummings & Lockwood
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Patricia Trout
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