ANNUAL REPORT

2020

CSLCARES.ORG
OUR MISSION
To assist communities in reaching their potential by providing immediate relief to people in need, assessing their situations, and providing solutions that lead to economic stability.

OUR VISION
Communities where all people have resources to meet basic needs, attain meaningful work, and have a place to call home.

OUR PURPOSE
To make meaningful and lasting change in people’s lives.

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3 Welcome Letter
4 2020 in Review
5 Financial Summary
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FOLLOW CSL
Dear Friends of CSL,

From my perspective, there is light at the end of the proverbial tunnel related to the COVID-19 crisis. However, the next several months will still be very much anchored in response and recovery work. We provide a response to community needs, and we help facilitate programs that are a recovery. If you think about it, that’s what we always do. Help for today (response), and hope for tomorrow (recovery).

From a response standpoint, we remain very involved in feeding families and helping them stay stably housed. Our Saturday Food Pantries will continue and will supplement our weekday feeding programs. Community volunteers will continue to drive our Saturday Food Pantries, and it has a new permanent home in the south parking lot of the Community of Christ parking lot. We are working to shorten the Saturday Food Pantry to two hours by running two distribution lines, thus making it a quicker and more efficient operation, and so our staff and volunteers aren’t taxed as much.

Response work in 2020 was significantly buoyed by additional philanthropy, and by CARES Act assistance contracts. In 2021, we will still be administering lots of direct aid, but will continue our focus on connecting neighbors to other community resources. For example, the Missouri Housing Development Commission opened a portal to accept applications from landlords through the Missouri Rental Arrears Program. We are actively promoting this opportunity, as it could provide up to six months of rental arrears.

Our long-term recovery efforts are rooted in employment. Let’s take a real look at what happened in our community. COVID-19 was a disaster on many levels for all families. From an economic standpoint, it shook the unstable foundation that many families already had. To truly recover, we can’t administer direct aid to a family and call our work done. For many of our neighbors, this is a chance to reset their foundation. A new job, through our connections with employers, or through a CSL-supported training program, provides the lift families need to break cycles of poverty. There are few ways for families to truly change their circumstances and long-term economic trajectory, other than through employment. A book I read said “Families can’t budget their way out of poverty or into prosperity.” Connecting to a new career can vault a family into the middle class. We have more than 5,000 email addresses from families that digitally engaged with us last year. In 2021 and beyond, we have to build on that connection, and create a pipeline from emergency relief to economic growth.

Wealth- and asset-building tools and strategies work hand-in-hand with recovery. The Family Self-Sufficiency Program at Hawthorne Place Apartments, run by CSL, has helped families, once they gained new or improved employment, save more than $300,000 since 2017. This opens the door for home ownership, higher education, credit repair, transportation, and the ability for a family to absorb a temporary crisis.

I hope CSL’s accomplishments inspire you, and the opportunities ahead excite you. When I think of 2020, I will never forget the generosity - gifts of time, talent, and treasure - that you made to help our neighbors persevere. Our work simply would not have been possible without you. I look forward to the many ways we can continue to work together to make our communities stronger.

Sincerely,
Doug Cowan
President & Chief Executive Officer
cowand@cslcares.org
816.912.4484

Dear Friends of CSL,

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Doug Cowan
President & Chief Executive Officer
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2020 IN REVIEW

- Delivered more than 4,000,000 meals to families from eastern Kansas and western Missouri.
- Provided direct aid of more than $3,000,000 to keep families stably housed.
- Engaged and coached more than 500 applicants in our New Skills training initiative (with more than 80 that were pipelined into a tuition-free training program).
- Aided more than 75 of our neighbors, whose mental or physical special needs require navigate customized employment navigation.
- Helped 45+ formerly homeless families remain safely and stably housed.
- Partnered to give out 500,000 pairs of Bombas socks.
- Collaborated with the Chiefs to distribute 3,000 Super Bowl backpacks and 3,000 pairs of shoes.
- Provided Christmas support for more than 2,000 families.
- Oversaw community support services for 850 families at Hawthorne Place Apartments (which included graduating five families into homeownership) and Colony Plaza Apartments in Excelsior Springs.
- Rolled out the new www.nextstepkc.org website and helped families navigate away from toxic lending and into traditional banking services.
- Kept our two micro-branches of Holy Rosary Credit Union open and able to assist families.
- Provided intense case management services for more than 250 families in our school-based Family Stability Initiative.
- Offered Financial Coaching to hundreds of families.
- Opened the COVID-19 Help Center at www.cslcl19.org to connect families to CSL and other community resources/information.
- Kept BlendWell open as a safe place to gather and connect.
- Reimagined the basement of BlendWell and opened it as the WorkLife Center.
- Helped 150 neighbors file their taxes and provide coaching on how to best utilize their refunds, and
- Continued homeless outreach throughout Jackson County to check on our most vulnerable neighbors during the pandemic.
# Community Services League

## Profit Loss

**January through December 2020**

Unaudited Financial Statements prepared on Accrual Basis

<table>
<thead>
<tr>
<th>Ordinary Income/Expenses</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants</td>
<td>1,250,151.59</td>
</tr>
<tr>
<td>Contract Income</td>
<td>430,749.96</td>
</tr>
<tr>
<td>Foundation Grants</td>
<td>945,382.68</td>
</tr>
<tr>
<td>General Donations</td>
<td>1,322,397.75</td>
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<tr>
<td>United Way Contributions</td>
<td>136,878.18</td>
</tr>
<tr>
<td>BlendWell Sales</td>
<td>4,074,467.46</td>
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<tr>
<td>Business Ventures</td>
<td>41,533.17</td>
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<tr>
<td>Special Events</td>
<td>226,810.00</td>
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<tr>
<td>Vocational Rehabilitation</td>
<td>296,342.45</td>
</tr>
<tr>
<td>Direct Client Assistance</td>
<td>6,236,467.47</td>
</tr>
<tr>
<td>Total Income</td>
<td>11,008,050.53</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>19,337.18</td>
</tr>
<tr>
<td>Cost of Goods Sold - BlendWell</td>
<td>19,337.18</td>
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<tr>
<td>Total COGS</td>
<td>19,337.18</td>
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<tr>
<td>Gross Profit</td>
<td>11,028,777.71</td>
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## Expense

<table>
<thead>
<tr>
<th>Expense</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel Costs</td>
<td>2,548,935.69</td>
</tr>
<tr>
<td>Occupancy</td>
<td>155,146.75</td>
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<tr>
<td>Technology Support</td>
<td>104,630.07</td>
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<tr>
<td>Professional Fees</td>
<td>112,892.42</td>
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<tr>
<td>Other Expenses</td>
<td>135,585.28</td>
</tr>
<tr>
<td>Development, Marketing, Vol</td>
<td>60,450.08</td>
</tr>
<tr>
<td>Special Events Expenses</td>
<td>48,978.52</td>
</tr>
<tr>
<td>Depreciation Expense</td>
<td>154,210.45</td>
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<tr>
<td>Direct Client Assistance Exp</td>
<td>6,236,467.47</td>
</tr>
<tr>
<td>Total Expense</td>
<td>5,359,689.55</td>
</tr>
<tr>
<td>Net Ordinary Income</td>
<td>1,418,160.95</td>
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</tbody>
</table>

## Other Income/Expense

<table>
<thead>
<tr>
<th>Other Income/Expense</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Gain &amp; Losses</td>
<td>1,470.10</td>
</tr>
<tr>
<td>G/L Sale of Assets</td>
<td>2,250.00</td>
</tr>
<tr>
<td>Total Other Income</td>
<td>2,222.10</td>
</tr>
<tr>
<td>Mortgage Interest</td>
<td>19,336.71</td>
</tr>
<tr>
<td>Total Other Expense</td>
<td>19,336.71</td>
</tr>
<tr>
<td>Net Other Income</td>
<td>21,556.81</td>
</tr>
<tr>
<td>Net Income</td>
<td>1,396,604.14</td>
</tr>
</tbody>
</table>

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## Community Services League

## Balance Sheet

**January through December 2020**

Unaudited Financial Statements prepared on Accrual Basis

### ASSETS

#### Current Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Dec 31, 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checking/Savings</td>
<td>1,378,219.97</td>
</tr>
<tr>
<td>Designated Checking/Savings</td>
<td>1,637,758.89</td>
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<tr>
<td>Total Checking/Savings</td>
<td>3,015,978.86</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>48,796.75</td>
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<tr>
<td>Vocational Rehabilitation AR</td>
<td>8,741.85</td>
</tr>
<tr>
<td>Total Accounts Receivable</td>
<td>57,538.60</td>
</tr>
<tr>
<td>Contract Income Receivable</td>
<td>518,457.51</td>
</tr>
<tr>
<td>Inventory</td>
<td>36,179.55</td>
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<tr>
<td>Prepaid Expenses</td>
<td>50,658.88</td>
</tr>
<tr>
<td>Total Other Current Assets</td>
<td>605,295.94</td>
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<tr>
<td>Total Current Assets</td>
<td>3,618,813.46</td>
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#### Fixed Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Dec 31, 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land</td>
<td>486,474.53</td>
</tr>
<tr>
<td>Buildings &amp; Bldg. Improvements</td>
<td>3,850,227.66</td>
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<tr>
<td>Furniture and Fixtures</td>
<td>240,791.35</td>
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<tr>
<td>Vehicles</td>
<td>52,151.80</td>
</tr>
<tr>
<td>Computers and Technology</td>
<td>105,007.97</td>
</tr>
<tr>
<td>Total Fixed Assets</td>
<td>3,425,794.70</td>
</tr>
</tbody>
</table>

### TOTAL ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Dec 31, 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Assets</td>
<td>7,104,608.10</td>
</tr>
</tbody>
</table>

### LIABILITIES & EQUITY

#### Liabilities

<table>
<thead>
<tr>
<th>Description</th>
<th>Dec 31, 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>94,260.33</td>
</tr>
<tr>
<td>Total Accounts Payable</td>
<td>94,260.33</td>
</tr>
<tr>
<td>Credit Cards</td>
<td>29,727.05</td>
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<tr>
<td>Total Credit Cards</td>
<td>29,727.05</td>
</tr>
<tr>
<td>Payroll Liabilities</td>
<td>93,686.89</td>
</tr>
<tr>
<td>BLEND Wells Liabilities</td>
<td>1,182.44</td>
</tr>
<tr>
<td>Total Other Current Liabilities</td>
<td>1,172,642.24</td>
</tr>
<tr>
<td>Total Current Liabilities</td>
<td>1,296,611.81</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>1,296,611.81</td>
</tr>
<tr>
<td>Net Income</td>
<td>1,396,604.14</td>
</tr>
</tbody>
</table>

### TOTAL LIABILITIES & EQUITY

<table>
<thead>
<tr>
<th>Description</th>
<th>Dec 31, 20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Equity</td>
<td>7,104,608.10</td>
</tr>
</tbody>
</table>

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# FINANCIAL SUMMARY
Blue Springs
CSL Office
200 SW 10th Street
Monday, Wednesday & Friday
9am - Noon & 1pm - 4pm
816.229.0033

Buckner
Community of Christ
1001 S. Sibley Street
Wednesday, 8am - Noon
816.249.5820

BlendWell Community Cafe
(24 Highway)
10725 E. Us Hwy 24
816.642.2204

Independence (Fairmount)
Fairmount Christian Church
800 S. Hardy Avenue
Tuesday & Thursday, 11am - 3pm
816.254.0446

Independence (Farview)
Farview Neighborhood Library
18109 E. 12th Street N.
Wednesday, 11am - 2pm

Raytown
Work Express Only

Independence (Hawthorne)
Hawthorne Place Apartments
16995 E. Dover Lane
Monday - Friday, 8am - 5pm
816.491.2871

Independence (Main)
CSL Office
404 N. Noland Road
Monday - Friday, 8am - 5pm
816.254.4100

Grain Valley
First Baptist Church
513 Gregg Street
Wednesday
9am - Noon & 1pm - 4pm
816.355.0328

Oak Grove
CSL Office
1408 SE Austin Street
Tuesday & Thursday
9am - Noon & 1pm - 4pm
816.690.8213

Raytown
REAP Office
9300 E. 7th Street
Work Express, By Appointment Only
816.912.4495

Stone Church
Neighborhood Dinner
1012 W. Lexington Ave.
Wednesday, 6:00pm
816.254.2211