

Internal Use Only:  
Grant No: 20180046

GRANT E.L.D. 12433  
\$15,000  
7/16/16

**Organization / Agency Information**

<b>Organization/Agency Name:</b> Mercy House Living Centers		
<b>Physical Address:</b> Administrative Offices: 807 N. Garfield St. Santa Ana, CA Program office: 521 No. Virginia Ave., Apt. A, Ontario, CA 91764		
<b>Mailing Address:</b> Administrative Offices 807 N. Garfield St., Santa Ana CA 92702		
<b>CEO or Director:</b> Mr. Larry Haynes		<b>Title:</b> Executive Director
<b>Phone:</b> (714) 836-7188	<b>Fax:</b>	<b>Email:</b> larryh@mercyhouse.net
<b>Contact Person:</b> Andrea Garcia		<b>Title:</b> Development Associate
<b>Phone:</b> (714) 836-7188	<b>Fax:</b>	<b>Email:</b> andreag@mercyhouse.net
<b>Web Site Address:</b> http://www.mercyhouse.net		<b>Tax ID:</b> 33-0315864

**Program / Grant Information**

**Interest Area:**  Animal Protection  Education  Environment  Health  Human Dignity

<b>Program/Project Name:</b> Assisi House for literally homeless men, women, and children.			<b>Amount of Grant Requested:</b> \$15,000
<b>Total Organization Budget:</b> \$9,631,057	<b>Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):</b> 91%	<b>Per 990, Percentage of Management &amp; General Expenses Only (Column C / Column A x 100):</b> 6%	<b>Per 990, Percentage of Management &amp; General Expenses and Fundraising (Column C+D / Column A x 100):</b> 8.7%
<b>Purpose of Grant Request (one sentence):</b> Assisi House provides dignified transitional shelter with ongoing supportive services to the homeless men, women, and children living on the streets of San Bernardino.			
<b>Program Start Date (Month and Year):</b> 7/1/2017		<b>Program End Date (Month and Year):</b> 6/30/2018	
<b>Gimbel Grants Received: List Year(s) and Award Amount(s)</b> Mercy House has not previously received grants from the Gimbel Foundation.			

## 2017 S.L. Gimbel Foundation Fund APPLICATION

### Narrative

#### **I. Organization Background**

Mercy House has been serving the homeless for over 27 years and works diligently to make a lasting impact in the lives of those we serve. Our mission, "to be a leader in ending homelessness by providing a unique system of dignified housing opportunities, programs, and supportive services" drives every action we take. Last year, Mercy House prevented or ended the homelessness of 1,390 men, women, and children. Our programs exist not only to meet the immediate needs of those we serve, but to create a way to overcome homelessness. Serving three counties across Southern California, Mercy House focuses on ending homelessness, creating permanent housing opportunities, and making systematic changes in homeless services. We serve men, women, children and families at any stage of their struggle. Our goal is simple: to end the homelessness of those in our care.

Our growth from single transitional shelter housing 10 men to a complete system of care serving thousands of homeless and at-risk men, women, and children has been guided by our ability to adhere to our mission with a consistency of understanding between the Board, Staff, the community, and key donors alike.

#### **Organizational Accomplishments:**

Since fiscal year 2014-2015, Mercy House's programs have prevented or ended the homelessness of 3,628 men, women, and children. 2016 has proved a monumental year for the agency as we were named operators of two new and necessary programs in Orange County. The first, Bridges at Kraemer Place is the first year-round emergency shelter and multi-service center in the county and offers dignified shelter and ongoing supportive services to literally homeless men and women. The second, the HomeAid OC Family CareCenter offers shelter and supportive services to families with at least one minor child. Both programs positively impact our community and allow us to more effectively serve the most vulnerable.

In 2016, Mercy House also opened the doors to Home Front at Camp Anza. Camp Anza, developed with our partners, Wakeland Development Corporation, offers 31 units of new construction affordable housing to low- to moderate-income families with an emphasis on disabled veterans. This new affordable housing program meets one of the Southland's greatest needs: affordable housing within the reach of those struggling to make ends meet. We continue to seek opportunities to grow and expand our programs in the communities we serve.

#### **Program Activities:**

Mercy House operates a complete system of care designed to meet the needs of the homeless and at-risk at every stage of their struggle. In fiscal year 2016-17, our programs prevented or ended the homelessness of men, women, and children across Orange, San Bernardino, and Riverside Counties, and the City of Phoenix, Arizona. We operate the following programs to serve the most vulnerable in the communities we serve:

Homeless Prevention Programs, offering temporary financial assistance to those who would otherwise become homeless without this assistance.

Rapid Rehousing Programs, offering deposit assistance, temporary financial assistance, and case management to help homeless households find permanent housing more quickly and effectively.

Transitional Shelter Programs offering dignified housing and supportive services to homeless single men, single women, and single women with children across four sites in Orange County and the city of Ontario, California.

Emergency Shelters, offering low-threshold emergency shelter to single men and women through two seasonal sites and one year-round facility, and families with at least one minor child through one year-round facility located.

Emergency Access Centers, offering access to food, emergency shelter through motel vouchers, showers and laundry facilities, and emergency case management to help connect homeless individuals and families living on the streets of Ontario, California.

Permanent Housing Programs owned and/or operated by Mercy House, offering affordable permanent housing to low-income men, women, and children, men and women living with HIV/AIDS and disabilities, and low- to moderate-income veterans and their families.

Permanent Supportive Housing Programs through scattered-site apartments and single-site facilities offering permanent housing with intensive supportive services for chronically homeless individuals and families.

Mercy House's Assisi House Program will offer ongoing supportive services that focus on housing placement and stabilization including one-on-one case management, life skills classes focusing on real world skills including financial literacy, conflict mediation, credit repair and improvement, and more as needed by clients. Whenever possible, staff will connect clients to housing solutions that may lower barriers they face in finding and entering housing including rapid rehousing and permanent supportive housing.

## **II. Project Information:**

### **A) Statement of Need**

According to the 2017 San Bernardino Homeless Point-in-Time Count and Survey, as many as 1,861 people are homeless on any given night in our community and 32,360 K-12 students have reported homelessness or housing instability. Homelessness affects every aspect of a person's life. Those within its grasp are more likely to face detrimental effects to their physical and mental health and face greater risk of abuse and violence. Children are especially vulnerable. They lack stability and safety, are more likely to face hunger, poor physical and mental health, and are more likely to face interruptions in their education, leading to poor academic achievement, learning disabilities, and suspensions from school than their housed peers.

For those that become homeless, re-entering permanent housing can be difficult. As rental prices continue to increase and vacancy rates drop throughout San Bernardino County, low-income families and individuals face greater difficulties in finding suitable and affordable housing. Transitional shelters, like Assisi House offer dignified and safe temporary housing with ongoing supportive services, allowing homeless families and individuals to rebuild their foundations, create and meet financial and personal goals, and find a suitable housing opportunity that will allow them to thrive. Our Housing Stabilization Specialists work with each household throughout their participation in the program and assist them in creating realistic goal plans that address their needs and any barriers they face in finding and obtaining permanent housing. No two goal plans are the same, but instead incorporate the needs and strengths of each household.

### **B) Project Description**

Assisi House offers dignified shelter with ongoing supportive services to homeless men, women, and children. Housing Stabilization Specialists (HSS) work with each household at entry and assist them in identifying their unique needs and barriers to finding permanent housing. Each household, with the help of their specialist, creates a realistic goal plan to achieve employment, financial, and housing goals. Specialists continue to work with each household throughout their participation in Assisi House. In addition to one-on-one case management, life skills classes focusing on real-world skills including financial skills, conflict mediation, interview skills, and more are provided to residents. Whenever possible, Specialists connect residents to affordable housing programs, rapid re-housing programs, and permanent supportive housing programs throughout San Bernardino county. These programs lower barriers that our households face in finding and entering permanent housing of their own.

### **C) Project Goal, Objectives, Activities & Expected Outcomes**

#### **Goal:**

Mercy House's Assisi House will provide dignified shelter to homeless men, women, and children living on the streets of San Bernardino County. Clients will have access to intensive supportive services that focus on housing stabilization and will improve the likelihood of successful exits to permanent housing.

#### **Objective:**

Mercy House's Assisi House will provide dignified transitional shelter to at least 50 homeless men, single women, and single women with children and provide them the tools and skills necessary to exit to permanent housing. At least 75% of those served (or 38 people) will exit to permanent housing or continue actively participating in the program at year's end.

## Project Activities

Mercy House's Assisi House Program will offer ongoing supportive services that focus on housing placement and stabilization including one-on-one case management, life skills classes focusing on real world skills including financial literacy, conflict mediation, credit repair and improvement, and more as needed by clients. Whenever possible, staff will connect clients to housing solutions that may lower barriers they face in finding and entering housing including rapid rehousing and permanent supportive housing.

## Expected Outcomes

In fiscal year 2017-18, Assisi House will provide shelter to at least 50 unduplicated homeless men, women, and children. At least 75% of those served (or 38 people) will exit to permanent housing or continue participating in the program at year's end.

## Evaluation

Using a specialized database, Mercy House staff will track each client as they enter the program, achieve their personal, financial, and housing goals, and exit to permanent housing or other destinations. Staff will regularly update this information in the client's case file and will collect documentation supporting the household's success in the program. The database and client files will track our role in providing shelter, support, and resources to 50 individuals through the grant year.

Mercy House will measure the success of this program by counting the number of unduplicated individuals that exit the program into permanent housing opportunities or continue to participate in the program at year's end. It is expected that 75% of those served (or 38 people) will meet these expectations.

### D) Timeline

Provide a timeline for implementing the project. State the start date and ending date of the project, include timeframes for specific activities, as appropriate.

Assisi House is currently operating, and will continue to provide dignified housing and ongoing supportive services to homeless men, women, and children. Our grant and fiscal year runs from July 1, 2017 through June 30, 2017.

### E) Target Population

Who will this grant serve? How many people will be impacted? Provide a breakdown: Number of Children, Youth, Adults, Seniors, Animals.

Mercy House's Assisi House will offer shelter and supportive services to at least 50 unduplicated men, women, and children. 100% of those entering Assisi House will be homeless or at-risk of homelessness in San Bernardino County.

### F) Projects in the Community

How does this project relate to other existing projects in the community? Who else in the community is providing this service or has a similar project? Who are your community partners (if any)? How are you utilizing volunteers?

Assisi House is one of many transitional housing programs available throughout San Bernardino County including those offered by agencies like Pacific Lifeline, Foothill Family Shelter, and House of Ruth. What makes Assisi House unique is that we offer shelter and services to men, women, and single women with children. Many transitional programs restrict their programs to single women or women with children, with few opportunities for single men or single men with children.

Our program is also unique as it works together our Ontario Access Center. The Ontario Access Center offers emergency food vouchers, emergency shelter vouchers, and access to showers, laundry facilities, and more to the literally homeless men, women, and children living on the streets of Ontario and surrounding communities. By accepting those who have come to our Access Center to Assisi House, we

are connecting the most vulnerable in our community to dignified housing and permanent housing opportunities.

G) Use of Grant Funds

How will you use the grant funds?

Funds will be used to provide ongoing supportive services to literally homeless men, women, and children.

**III. Project Future**

A) Sustainability

Mercy House uses a diversified funding strategy to ensure that no program is entirely dependent on one source of funding. Mercy House receives support from local governments, private foundations, corporations and individual donors. Mercy House will continue to foster new relationships with funders whose missions align with ours.

**IV. Governance, Executive Leadership and Key Personnel/Staff Qualifications**

A) Governance

Mercy House was founded in 1988 by Father Jerome T. Karcher who remains the Board Chairman of our 20-member Board of Directors. Mercy House's first employee, Larry Haynes was hired in 1990; today, Larry remains with Mercy House as Mercy House's first and only Executive Director.

Our Board of Directors actively works with Executive Staff and leadership to direct Mercy House's growth and expansion. Our Board's subcommittees include Audit, Fund Development, Human Resources, and Strategic Planning subcommittees.

Mercy House's Executive Leadership are uniquely qualified to provide shelter and supportive services to the homeless and at-risk in the communities we serve. Staff that are directly involved in the implementation of Assisi House have extensive experience in serving the most vulnerable in our communities.

Patti Long, Associate Director has offered services to the homeless for over 25 years. Her experience has been instrumental in the development and enhancement of our programs and services.

Judy Conner, our Inland Empire Program Director has actively worked with homeless men, women, and children for over 10 years. She was instrumental in our work at the Temporary Homeless Services Area (THSA); a designated area for unsheltered, chronically homeless to stay and receive services. When Mercy House began targeting our services to homeless clients at the THSA, there were over 500 people living in that space. Today there are none.

B) Management

Describe the qualifications of key personnel/staff responsible for the project.

Mercy House's Executive Leadership are uniquely qualified to provide shelter and supportive services to the homeless and at-risk in the communities we serve. Staff that are directly involved in the implementation of Assisi House have extensive experience in serving the most vulnerable in our communities.

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**V. Project Budget and Narrative (Do not delete these instructions on your completed form).**

**A) Budget Table:** Provide a detailed line-item budget for your entire project by completing the table below. Requested line items should be limited to Ten (10) line items. The less the better.

**A breakdown of specific line item requests and attendant costs should include:**

- 1) Line item requests for materials, supplies, equipment and others;
  - a. Identify and list the type of materials, supplies, equipment, etc.
  - b. Specify the unit cost, number of units, and total cost
  - c. Use a formula/equation as applicable. (i.e. 40 books @ \$100 each = \$4000)
- 2) Line item requests for staff compensation, benefits: **Do not use FTE percentages.**
  - a. Identify the position; for each position request, specify the hourly rate and the number of hours (i.e. \$20/hr x 20 hours/week x 20 weeks = \$8,000)
  - b. For benefits, provide the formula and calculation (i.e. \$8,000 x 25% = \$2,000)
- 3) Line items on Salaries/Personnel included in budget (contribution or in-kind) but NOT requested from the Gimbel Foundation must be broken down per number 2) above: Provide rate of pay per hour and number of hours.

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel/TCF	Line Item Total of Project
Personnel: Housing Stabilization Specialist (1)	\$16/hr x 18 hours/week x 17.36 weeks	\$0.00	\$11,650	\$5,000	\$16,650
Personnel: Housing Stabilization Specialist	\$16/hr x 15.2 hours/week x 20.55 weeks	\$0.00	\$8,300	\$5,000	\$13,300
Facility Expenses	Utilities, household supplies and equipment	\$0.00	\$8,000	\$3,000	\$11,000
Program Services	Social development	\$0.00	\$1,410	\$2,000	\$3,410
<b>TOTALS:</b>		<b>\$0.00</b>	<b>\$29,360</b>	<b>\$15,000</b>	<b>\$44,360</b>

**B) Narrative:** The budget narrative is the justification of “how” and/or “why” a line item helps to meet the project deliverables. Provide a description for each line item request as necessary. Explain how the line item relates to the project. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Project Budget and Budget Narrative

Personnel: Housing Stabilization Specialists are vital to the success of the Assisi House program. They work directly with the men, women, and children who enter Assisi House through intensive one-on-one case management, offer support, and access to skills, tools, and resources to ensure the success of these households.

Facility expenses: utilizes, repair and maintenance, and household supplies necessary to the operations of the program. Facility expenses are used to provide dignified housing to the men, women, and children residing at Assisi House. Facility expenses vary throughout the year and depend on the number of clients served, regular maintenance, and use of buildings and facilities.

Program services: social development consists of events, life-skills classes, and trainings held at Assisi House. Costs for these events vary per provider. Life skills cover important topics such as budgeting, financial literacy, self-motivation, therapy, and more as requested by clients. Program services costs vary based on vendor costs and needs of clients, whenever possible, we seek in-kind services to supplement funding from private and public sources.

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**VI. Sources of Funding:** Please list your current sources of funding and amounts.

*Secured/Awarded*

<b>Name of Funder: Foundation, Corporation, Government</b>	<b>Amount</b>
City of Ontario Community Development Block Grant	\$52,249
Program Fees	\$13,845
Sempra Employee Giving Network - San Bernardino and Riverside	\$2,500

*Pending*

<b>Name of Funder: Foundation, Corporation, Government</b>	<b>Amount</b>	<b>Decision Date</b>
Gimbel Foundation	\$10,000	Early 2018

**Diversity of Funding Sources:** A financially healthy organization should have a diverse mix of funding sources. Complete those categories that apply to your organization using figures from your most recent fiscal year.

<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>	<b>Funding Source</b>	<b>Amount</b>	<b>% of Total Revenue</b>
Contributions	\$ 1,562,863	16.9%	Program Fees	\$607,328	6.5%
Fundraising/Special Events	\$ 267,187	2.3%	Interest Income	\$219	.0%
Corp/Foundation Grants	\$ 0	0.0%	Other: In-kind	\$1,232,089	13.3%
Government Grants	\$ 5,607,981	60.6%	Other:	\$	

**Notes:**

Audit and 990 for FY ending June 30, 2016 do not distinguish between contributions from individuals, corporations, and foundation grants.



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**VII. Financial Analysis**

**Agency Name:** Mercy House Living Centers

**Most Current Fiscal Year (Dates):** From July 1, 2017 To: June 30, 2017

This section presents an overview of an applicant organization's financial health and will be reviewed along with the grant proposal. Provide all the information requested on your **entire organization**. Include any notes that may explain any extraordinary circumstances. Information should be taken from your most recent 990 and audit. **Double check your figures!**

**Form 990, Part IX: Statement of Functional Expenses**

**1) Transfer the totals for each of the columns, Line 25- Total functional expenses (page 10)**

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$8,612,005	\$7,865,322	\$518,012	\$228,671

**2) Calculate the percentages of Columns B, C, and D, over A (per totals above)**

- Program services (B) – A general rule is that at least 75% of total expenses should be used to support programs
- Management & general administration (C) – A general rule is that no more than 15% of total expenses should be used for management & general expenses
- Fundraising (D) – A general rule is that no more than 10% of total expenses should be used for fundraising

(A) Total Expenses	(B) Program service expenses	(C) Management & general expenses	(D) Fundraising expenses
\$8,612,005	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	91 %	6 %	3 %

**3) Calculate the difference between your CURRENT year budget for management & general expenses and your previous management & general expenses per your 990 (Column C)**

Percentage of Organization's <u>Current</u> Total Budget used for Administration	Column C, Management & general expenses per 990 above	Differential
6.6 %	6 %	10 %

If the differential is above (+) or below (-) 10%, provide an explanation:

**Not applicable, the differential above is 10%**

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**Quick Ratio:** Measures the level of liquidity and measures only current assets that can be quickly turned to cash. A generally standard Quick Ratio equals 1 or more.

<b>Cash</b>	<b>+ Accounts Receivables</b>	<b>/Current Liabilities</b>	<b>= Quick Ratio</b>
\$ 194,115	\$ 1,851,258	792,748	2.58

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**Excess or Deficit for the Year:**

<b>Excess or (Deficit)</b> <b>Most recent fiscal year end</b>	<b>Excess or (Deficit)</b> <b>Prior fiscal year end</b>
\$ 635,662	\$ 288,902

**Notes:**

None.

2017-18 Board Budget - Final Draft.xlsx  
Summary

	AdmVFR	JHT	RH	BH	HPP/RRH	FCC	Wakaland	ISN	Farm Housing	PSH	ES	IE	CHDO	AZ	Totals	
<b>Cash Inflows</b>																
Mallings	60,200	0	0	0	0	0	0	0	3,000	0	0	0	0	0	63,200	1%
Private Donations	261,000	600	10,000	22,400	0	0	0	500	0	0	1,000	3,500	0	0	269,000	3%
Fundraising	415,000	0	0	28,000	0	0	0	0	0	0	0	4,000	0	0	447,000	5%
Church groups	10,000	0	0	0	0	0	0	15,400	0	0	0	5,000	0	0	30,400	0%
Service Groups	3,000	20,000	0	0	0	0	0	0	0	0	0	3,000	0	0	28,000	0%
Foundations	87,000	25,000	154,700	39,000	105,000	405,000	0	0	40,500	0	138,500	137,500	0	0	1,131,200	12%
Corporations	23,000	0	0	0	0	0	22,688	900	2,500	36,000	0	0	0	70,000	155,088	2%
Program Revenue	0	0	0	19,200	0	0	0	0	288,373	135,072	0	221,134	89,000	0	732,779	8%
Interest/Misc	100	0	0	0	0	0	0	0	0	0	0	0	0	0	100	0%
Other Income	0	0	0	0	0	0	0	0	0	0	0	30,450	0	0	30,450	0%
Public Funding	0	0	0	0	1,081,392	200,000	0	0	0	2,982,926	2,382,738	389,177	0	0	6,738,231	70%
<b>Total Cash Inflows</b>	<b>859,300</b>	<b>45,600</b>	<b>184,700</b>	<b>107,600</b>	<b>1,168,392</b>	<b>605,000</b>	<b>22,688</b>	<b>16,800</b>	<b>334,373</b>	<b>2,853,998</b>	<b>2,522,236</b>	<b>793,761</b>	<b>89,000</b>	<b>70,000</b>	<b>9,651,428</b>	<b>100%</b>
<b>Cash Outflows</b>																
Salaries	289,595	43,744	91,849	52,129	318,388	300,641	14,560	23,032	129,554	863,680	977,816	400,083	53,695	26,600	3,385,321	35%
Payroll tax/Benefits	54,189	8,324	17,858	10,158	59,846	54,730	2,994	4,917	24,617	124,801	182,062	75,992	9,672	4,784	635,091	7%
Workers Comp	14,025	2,118	4,448	2,524	15,420	14,560	705	1,115	6,274	32,142	47,358	19,378	2,599	1,288	183,653	2%
Fundraising/Mailing	186,325	0	0	10,000	0	0	0	0	0	0	0	3,000	0	0	199,325	2%
Local Expenses	25,400	25	25	100	3,150	322	234	125	275	9,002	2,825	400	0	11,200	53,083	1%
Office exps	20,620	3,759	8,311	6,003	8,112	4,398	826	905	17,928	28,014	34,795	18,233	0	200	152,702	2%
Admin exps	27,203	5,750	6,440	5,625	4,805	4,087	2,999	1,598	5,741	16,583	14,828	5,200	936	1,344	102,639	1%
Professional exps	13,285	1,538	4,931	4,575	3,000	10,133	78	0	14,163	20,175	24,900	11,125	2,000	0	109,903	1%
Insurance	845	1,352	3,818	3,885	778	4,289	720	315	22,299	62,881	34,402	1,030	0	0	136,411	1%
Replacement Rese	0	3,500	5,260	3,500	0	0	0	0	49,250	4,808	0	0	0	0	66,308	1%
Facility Expenses	5,716	7,460	25,997	10,480	0	140,000	0	650	90,755	140,020	858,045	42,141	0	0	1,319,283	14%
Program Services	0	1,170	15,340	7,000	858,608	70,000	1,200	500	9,795	1,750,884	352,937	214,308	0	25,000	3,308,738	34%
<b>Total Cash Outflows</b>	<b>837,203</b>	<b>78,760</b>	<b>184,263</b>	<b>115,724</b>	<b>1,272,202</b>	<b>603,158</b>	<b>24,316</b>	<b>33,158</b>	<b>370,651</b>	<b>2,853,680</b>	<b>2,527,787</b>	<b>790,887</b>	<b>88,861</b>	<b>70,428</b>	<b>9,631,057</b>	<b>100%</b>
<b>Cash Balance</b>	<b>222,097</b>	<b>(33,160)</b>	<b>(19,563)</b>	<b>(8,124)</b>	<b>(85,810)</b>	<b>1,842</b>	<b>(1,648)</b>	<b>(10,358)</b>	<b>(36,278)</b>	<b>318</b>	<b>(5,531)</b>	<b>2,874</b>	<b>139</b>	<b>(426)</b>	<b>20,371</b>	

Administration/Dev	537,200	6.8%
Program	3,093,853	93.4%
	3,631,057	100%


Budget Comparison				
		Fiscal Year ending June 30, 2016	Fiscal Year ending June 30, 2018	Variance
<b>Income</b>				
	Contributions	\$1,794,050.00	\$2,182,318.00	\$388,268.00
	Government Grants and Agreements	\$5,607,981.00	\$6,736,231.00	\$1,128,250.00
	In-Kind Contributions	\$1,238,089.00	\$0.00	-\$1,238,089.00
	Program Service Fees	\$607,328.00	\$732,779.00	\$125,451.00
	Investment Gain	\$219.00	\$100.00	-\$119.00
	<b>TOTAL INCOME</b>	<b>\$9,247,667.00</b>	<b>\$9,651,428.00</b>	<b>\$403,761.00</b>
<b>Salaries</b>				
	Salaries and Payroll			
	Taxes/benefits	\$2,851,050.00	\$3,713,091.00	\$862,041.00
	Workers Compensation	\$154,199.00	\$163,953.00	\$9,754.00
	Health Insurance	\$223,815.00	\$307,321.00	\$83,506.00
	Payroll Service Fees	\$37,329.00	\$22,666.00	-\$14,663.00
	<b>SUBTOTAL</b>	<b>\$3,266,393.00</b>	<b>\$4,207,031.00</b>	<b>\$940,638.00</b>
<b>Program and administrative costs</b>				
	Seminars & Conferences	\$15,985.00	\$8,000.00	-\$7,985.00
	Travel	\$22,922.00	\$28,483.00	\$5,561.00
	Office Supplies	\$107,811.00	\$31,837.00	-\$75,974.00
	Postage	\$5,412.00	\$4,626.00	-\$786.00
	Dues and Subscriptions	\$416.00	\$500.00	\$84.00
	Development Campaign	\$10,757.00	\$0.00	-\$10,757.00
	Telephone and Fax	\$65,817.00	\$57,548.00	-\$8,269.00
	Security	\$3,290.00	\$658,375.00	\$655,085.00
	Audit fees	\$25,000.00	\$32,231.00	\$7,231.00
	Other Professional Fees	\$89,918.00	\$77,672.00	-\$12,246.00
	Directors and officers insurance	\$7,302.00	\$12,241.00	\$4,939.00
	General Liability Insurance	\$45,793.00	\$124,170.00	\$78,377.00
	Printing	\$12,992.00	\$6,070.00	-\$6,922.00
	Newsletters	\$17,555.00	\$14,825.00	-\$2,730.00
	Interest	\$32,361.00	\$2,400.00	-\$29,961.00
	Rent	\$250,812.00	\$97,571.00	-\$153,241.00
	Taxes and Licenses	\$36,272.00	\$18,014.00	-\$18,258.00
	Program costs	\$3,758,703.00	\$3,288,023.00	-\$470,680.00
	Staff Development	\$9,682.00	\$10,700.00	\$1,018.00
	Computer and IT	\$25,960.00	\$25,310.00	-\$650.00
	Utilities	\$147,670.00	\$148,913.00	\$1,243.00
	Repairs	\$136,376.00	\$169,135.00	\$32,759.00
	Social Development	\$12,273.00	\$18,715.00	\$6,442.00
	Other administration	\$42,988.00	\$33,605.00	-\$9,383.00
	Small furnishing and equipment	\$28,619.00	\$26,811.00	-\$1,808.00
	Depreciation	\$432,926.00		-\$432,926.00
	Fundraising	\$0.00	\$184,500.00	\$184,500.00
	Facility exenses	\$0.00	\$343,751.00	\$343,751.00
	<b>SUBTOTAL</b>	<b>\$5,345,612.00</b>	<b>\$5,424,026.00</b>	<b>\$78,414.00</b>
	<b>Total expenditures</b>	<b>\$8,612,005.00</b>	<b>\$9,631,057.00</b>	<b>\$1,019,052.00</b>
	<b>Revenue - Expense</b>	<b>\$635,662.00</b>	<b>\$20,371.00</b>	<b>-\$615,291.00</b>
<b>Note: Audited financials for fiscal year ending June 30, 2017 not yet available.</b>				

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX.

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.				
2 Grants and other assistance to domestic individuals. See Part IV, line 22.				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.				
4 Benefits paid to or for members.				
5 Compensation of current officers, directors, trustees, and key employees.	95,000.	95,000.	0.	0.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	0.	0.	0.	0.
7 Other salaries and wages.	2,756,050.	2,219,763.	373,908.	162,379.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).				
9 Other employee benefits.	161,501.	152,864.	6,006.	2,631.
10 Payroll taxes.				
11 Fees for services (non-employees):				
a Management.				
b Legal.				
c Accounting.	25,000.		25,000.	
d Lobbying.				
e Professional fundraising services. See Part IV, line 17.				
f Investment management fees.				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)				
12 Advertising and promotion.				
13 Office expenses.				
14 Information technology.	25,960.	17,460.	6,453.	2,047.
15 Royalties.				
16 Occupancy.	250,812.	250,812.		
17 Travel.	22,922.	19,775.	1,705.	1,442.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19 Conferences, conventions, and meetings.	15,985.	3,035.	3,825.	9,125.
20 Interest.	32,361.	26,767.	5,594.	
21 Payments to affiliates.				
22 Depreciation, depletion, and amortization.	432,926.	424,017.	8,909.	
23 Insurance.	269,608.	222,834.	31,683.	15,091.
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <b>LIVING ASSISTANCE</b>	2,813,025.	2,800,984.	12,041.	
b <b>EMERGENCY SHELTER</b>	945,678.	945,678.		
c <b>UTILITIES</b>	147,670.	146,293.	1,377.	
d <b>REPAIRS</b>	136,376.	135,161.	1,209.	6.
e All other expenses.	481,131.	404,879.	40,302.	35,950.
25 Total functional expenses. Add lines 1 through 24e.	8,612,005.	7,865,322.	518,012.	228,671.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720).				



*We help people find their way back home.*

**BOARD OF DIRECTORS**

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Marketing/Branding  
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949-606-3653 Cell  
jkearl@kjklawyers.com  
Affiliation: Attorney  
Term: 7 Years



Department of the Treasury  
Internal Revenue Service

P.O. Box 2508  
Cincinnati OH 45201

In reply refer to: 0248164828  
Aug. 18, 2011 LTR 4168C E0  
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MERCY HOUSE LIVING CENTERS  
PO BOX 1905  
SANTA ANA CA 92702-1905

Employer Identification Number: 33-0315864  
Person to Contact: Tonya Morris  
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Aug. 09, 2011, request for information regarding your tax-exempt status.

Our records indicate that you were recognized as exempt under section 501(c)(3) of the Internal Revenue Code in a determination letter issued in April 1989.

Our records also indicate that you are not a private foundation within the meaning of section 509(a) of the Code because you are described in section(s) 509(a)(1) and 170(b)(1)(A)(vi).

Donors may deduct contributions to you as provided in section 170 of the Code. Bequests, legacies, devises, transfers, or gifts to you or for your use are deductible for Federal estate and gift tax purposes if they meet the applicable provisions of sections 2055, 2106, and 2522 of the Code.

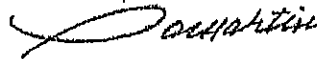
Please refer to our website [www.irs.gov/eo](http://www.irs.gov/eo) for information regarding filing requirements. Specifically, section 6033(j) of the Code provides that failure to file an annual information return for three consecutive years results in revocation of tax-exempt status as of the filing due date of the third return for organizations required to file. We will publish a list of organizations whose tax-exempt status was revoked under section 6033(j) of the Code on our website beginning in early 2011.

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Aug. 18, 2011 LTR 4168C E0  
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MERCY HOUSE LIVING CENTERS  
PO BOX 1905  
SANTA ANA CA 92702-1905

If you have any questions, please call us at the telephone number shown in the heading of this letter.

Sincerely yours,



S. A. Martin, Operations Manager  
Accounts Management Operations