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Inland Empire
Foundation

2025 S.L. Gimbel Foundation Fund Grant Application

Internal Use Only:
Grant_______________

Organization / Agency Information

1)Organization/Agency Name: Youth In Need		
2)Physical Address: 1815 Boone's Lick Road		*City/State/Zip* St. Charles, Missouri 63301
3)Mailing Address: 1815 Boone's Lick Road		*City/State/Zip* St. Charles, Missouri 63301
4)CEO or Director: Patricia Holterman-Hommes		*Title:* President and CEO
5)Phone: (636) 946-5600	*6)Fax:* 636-946-2900	*7)Email:* phommes@youthinneed.org
8)Contact Person: Melissa Gilstrap		*Title:* Grants Writer
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12)Web Site Address: www.youthinneed.org		*13)Tax ID:* 43-1033862

Program / Grant Information

Interest Area: ☐Animal Protection ☐Education ☐Environment ☐Health ☑ Human Dignity

14)Program/Project Name: Wraparound Housing Services for Transition-Age and Foster Care Youth			*15)Amount of Grant Requested:* $250,000
16)Total Organization Budget: $31,099,203	*17)Per 990, Percentage of Program Service Expenses (Column B/ Column A x 100):* 96.9%	*18)Per 990, Percentage of Management & General Expenses Only (Column C / Column A x 100):* .7%	*19)Per 990, Percentage of Management & General Expenses and Fundraising (Column C+D / Column A x 100):* 3%
20)Purpose of Grant Request (one sentence): Funding will support housing costs (e.g. rent, moving, etc.) and wraparound services (e.g. case management, counseling, etc.) for transition-age youth experiencing homelessness or aging out of Youth In Need's custody, including YIN's transitional living programs or foster care placements.			
21)Program Start Date (Month and Year): August 2025			*22) Program End Date (Month and Year):* August 2026
23)Gimbel Grants Received: List Year(s) and Award Amount(s) n/a			

Signatures

24)Board President / Chair: (Print name and Title) Kay Riddle / Chair	*Signature:* [signature]	*Date:* 3/20/25
25)Executive Director/President: (Print name and Title) Pat Holterman-Hommes CEO	*Signature:* [signature]	*Date:* 3/20/25

2025 S.L. Gimbel Foundation Fund APPLICATION Narrative

Please provide the following information by answering **ALL** questions (I to IV), **12 Font, One Inch Margins, Times New Roman.** Use the format below (I to IV). **Type the question**. Type your complete answers to the question directly below the question. Please be thorough, clear, specific, and concise. **Please DO NOT delete the questions**.

I. Organization Background

A) Describe the history, mission and purpose of your organization?

Mission: To build on the strengths of children, youth and families so they find safety, hope and success in life.

History: Founded in 1974 and headquartered in St. Charles, Missouri, Youth In Need is a 501(c)3 multi-service agency that serves at-risk children and youth, between the ages of birth and 24, and their families in St. Louis City and St. Louis, St. Charles, Lincoln, Warren and Montgomery counties each year in Eastern Missouri.

More than fifty years ago, local volunteers including a jail chaplain, deputy sheriff and juvenile officer were concerned about the increasing numbers of runaway and homeless youth held at the county jail. This group of volunteers led other local citizens to establish an alternative for homeless youth being held in jail with adult criminals. From the dreams of its founders, Youth In Need has evolved and expanded from a volunteer-operated emergency shelter for runaway and homeless youth to a comprehensive multi-service agency to meet the ever-increasing needs of vulnerable children, youth and their families.

Purpose: Youth In Need (YIN) exists to create equitable opportunities so children, youth and families in our region can thrive. YIN provides residential homes, foster care case management, homeless outreach, counseling and support groups, education and infant, child, and family development to more than 8,000 children, teens, and families in six counties in eastern Missouri. YIN is one of few programs in the nation that offers a continuum of care for children from before birth to adulthood.

B) How long has the organization been providing programs and services to the community?

Today, Youth In Need has been providing programs and services to the greater St. Louis community for 51 years. After establishing St. Charles' first youth Emergency Shelter in 1974, YIN later expanded to include Street Outreach and Transitional Living Programs in 1993. Facilitated through our Street Outreach programming, YIN then began operating Youth Coordinated Entry in 2017. One year later, YIN was excited to expand housing services for older youth by beginning a Rapid Rehousing project with the St. Louis County Continuum of Care.

C) What are some of your past organizational accomplishments (last three years)?

With over 40 members on the Board of Directors, hundreds of community volunteers, and over 400 professional staff based at over 90 sites that span over 100 miles throughout the greater St. Louis metropolitan area, Youth In Need is proud to deliver excellent services and partner with youth, families and communities across the region. In 2024, Youth In Need celebrated 50 years of empowering children, youth and families to find safety, hope, and success in life, a testament to the value of and continued need for Youth In Need's critical services. Additionally, in February of 2025, Youth In Need celebrated a successful merger with University City Children's Center, as Youth In Need seeks to continue providing quality early childhood education to children and families of all backgrounds and zip codes.

- Youth In Need was named a St. Louis Post-Dispatch Top Workplace each of the last three years.
- The *St. Louis Business Journal* recently recognized Youth In Need’s partnership with Healthy Blue as one of three Innovation in Philanthropy award winners.
- Youth In Need is nationally accredited by the Council on Accreditation (COA).
- Youth In Need has earned the Better Business Bureau's Wise Giving Alliance seal of approval.
- Youth In Need holds a Platinum Seal of Transparency from GuideStar, the world’s largest source of nonprofit information.

D) What are your key programs and activities?

A belief in the resilience and potential of every child and family is incorporated into every program in YIN’s three-pronged approach:

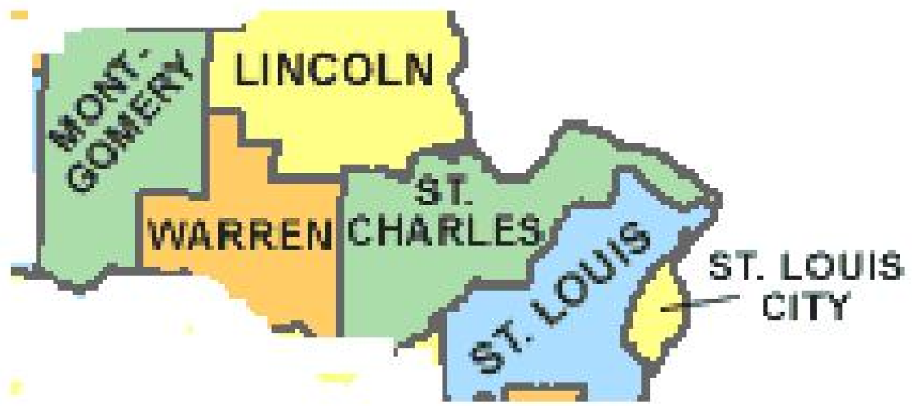
• Prevention and early intervention programs include Head Start and Early Head Start services.

• Crisis intervention programs include street-based outreach services to runaway and homeless youth and temporary emergency shelter. As the regional provider of the national youth crisis prevention program “Safe Place,” YIN also provides support to youth who feel they are in danger for any reason through a network of safe places identified by a yellow and black “Safe Place” sign.

• Longer-term programs include transitional living programming for youth, parenting youth, and their children (up to age 3) through both a group home and supported apartments; individual, family, and group counseling services in community office and school settings; as well as foster care placement, case management, and after care.

E) Describe the communities you serve. Include populations, geographic locations served, and relevant statistics.

Youth In Need’s service area includes six counties in Eastern Missouri: St. Charles County, Montgomery County, Lincoln County, Warren County, St. Louis County, and St. Louis City. (St. Louis City is considered independent from St. Louis County; both operate their own governments.)



Together, these six counties encompass approximately 2,800 sq. miles and approximately 1,819,260 people. Of the six counties YIN serves, only Montgomery County is not considered part of the Greater St. Louis Metropolitan Statistical Area (https://bit.ly/4l0jxOI). While St. Louis City, St. Louis County, and St. Charles County are all largely urban, 72%, 73%, and 100% of Lincoln County, Warren County, and Montgomery County are considered rural, respectively (https://bit.ly/4iWjCB2).

Youth In Need's service population includes, but is not limited to, runaway, homeless, and other youth in crisis, families wanting to escape public assistance by securing reliable jobs, low-income families wanting to improve their children's lives, youth with mental health struggles, high school dropouts, teen parents, child abuse and neglect victims and other victims of violence, families experiencing conflict with their children, and youth involved in the juvenile system.

The following is a table of relevant statistics for YIN's service area as compared to the state average. Both median household income and poverty rate statistics were provided from the U.S. Census Bureau, and County Child Well Being Rankings were provided from Missouri Kids Count data (https://bit.ly/4iWqtug). Rankings are sorted from 1 (best) to 115 (worst).

	St. Louis City	St. Louis County	St. Charles County	Lincoln County	Warren County	Montgomery County	State Average
Median Household Income	$55,279	$81,340	$102,912	$85,276	$77,989	$61,042	$55,159
Poverty Rate	20%	9.7%	5.5%	8.4%	8.6%	14.7%	12.7%
County Child Well Being Rank	115	76	5	24	48	73	n/a

II. Project Information:

A) <u>**Statement of Need**</u>

1. Specify the community need(s) you want to address and are seeking funds for.

Missouri's most at-risk and vulnerable young adults have been put in a predicament: while the state has some of the highest rates of children in foster care and youth homelessness in the nation, it has some of the lowest access to residential and mental health support. As a recent report pointed out, "Missouri has nearly 13,400 children in foster care – making the state's foster care rate one of the highest in the country, [yet] only about 5,000 foster homes currently exist to care for [them]."(bit.ly/4izwYmC). For the 1,711 older children and young adults (17 to 20-year-olds) of that population who are currently on the cusp of aging out of state custody, lack of access to mental health care represents not just an inconvenience, but a crisis. According to one Harvard study, "former foster children are almost twice as likely to suffer from Post-Traumatic Stress Disorder (PTSD) as U.S. war veterans" (https://bit.ly/41KYVRK). More than half of those followed in the study also suffered from depression, social phobias, and panic attacks as adults.

Approximately 450, or more than a quarter, of Missouri's transition-age youth in foster care come from the Greater St. Louis area. Because of their experience in the public welfare system, unfortunately, all 450 are at much greater risk of joining the region's growing youth homeless population. One *American Journal of Public Health* study found that "between 31% and 46%" of the former foster children they studied had been homeless before the age of 26 (https://bit.ly/4iG2ShT). The University of Missouri reported similar findings for the state: 29% of Missouri youth who had aged out of foster care had experienced homelessness by age 21—higher than the national average of 20% (https://bit.ly/4c4XFO9).

The flawed state of the mental health landscape in the greater St. Louis community certainly makes it no less challenging to support these young adults who are most in need of services. While residents are being put at greater risk of developing behavioral issues because of "racial segregation, income inequality, violence, and resource limited communities" they are less likely to receive them because of St. Louis' "historic fragmentation, continuing shortages of behavioral health care, uneven and insufficient evidence-based care, and only emerging provision of integrated care" (https://bit.ly/4ivQH7e). In the United Way's latest Community Needs Assessment, likewise, St. Charles residents pointed to better resources for "Behavioral Health and Substance Abuse" and "Child Welfare" as the top two concerns for the community (https://bit.ly/4hbw5jp).

The availability of affordable housing and emergency shelter for youth in the greater St. Louis area is not much better. As metrics from the most recent St. Louis Affordable Housing Report Card show, "households that make less than 30% area median income have the largest unmet demand for affordable housing. The St. Louis City and County need an additional 34,000 housing units with gross rent of less than $549 per month" to meet that need (https://bit.ly/4ioj1s4). And as the St. Louis Board of Aldermen noted last year, that "a new [homeless] shelter hasn't been built in the city in 15 years" (https://bit.ly/42b5L4L). This is even as two youth shelters in the area have closed in the past two years, reducing the number of beds available by almost a third (https://bit.ly/40kKtz6).

As a result of this gap between the demand for mental health and housing services and the area's lack of supply, the community's youth homeless population has seen frequent increases—even after the pandemic's end. As St. Louis County Point in Time counts indicate, unaccompanied youth experiencing homelessness grew by 13% last year alone. As a result, young adults (18-24) and children (0-18) made up the two largest age categories of St. Louis County's homeless population in 2024. About a quarter (23%) of St. Louis City's homeless population was also made up of either young adults or children in 2024 (https://bit.ly/4gXadsc).

Ultimately, Greater St. Louis youth aging out of the foster care system face the same challenges as all young adults facing the prospect of life on their own, as summed up by the Senior Director of Research Services at Casey Family Programs: "The average age a person leaves home is 25. People are taking longer to reach adulthood, finish school, and have children. Given that backdrop, why would we expect that someone who has faced the challenges of the welfare system to be fully self-sufficient by age eighteen?" (https://bit.ly/41).

B) Project Description

1. Describe your project. How does your project meet the community need?

Youth In Need is requesting $250,000 to expand the agency's current Rapid Rehousing (RRH) and Landlord Engagement Program (LEP) services to better encompass the needs of youth aging out of the foster care system, in addition to the homeless youth YIN and other non-profits are currently serving. Referrals for youth aging out of the foster care system will come from the Children's Permanency Partnership, a collaboration with Epworth Children and FamilyForward with whom Youth In Need holds a state foster care contract, and homeless youth will be referred from Youth In Need's residential programs and the Coordinated Entry system. The project intends to expand current RRH services to include another full-time Case Manager and a part-time Case Manager specifically focused on preventing foster youth from becoming homeless, as well as ensuring those who have experienced it do not fall back into unstable housing. Because YIN operates all residential projects utilizing a Housing First approach, any youth who meet HUD eligibility requirements would be eligible for the program.

In addition to long-term moral and practical support from a dedicated Case Manager, participating youth will receive monetary support in the form of a rental deposit, moving costs, ongoing rental support, and utilities as needed. YIN anticipates paying most clients' full rent of up to $951 (the current Fair Market Value as identified by HUD) for the first three months of participation in the project after each youth's onboarding, allowing them the time needed to obtain employment. As determined between themselves and their Case Manager, youth would then begin contributing a portion of their income to the cost of rent and utilities, adding to their contribution as time goes on.

The Case Managers hired and trained through this funding will first assist participants in obtaining affordable, safe housing by ensuring that their immediate basic needs are met. When a client is referred to the project, a Case Manager will contact them to complete an initial assessment which includes identifying immediate needs, ensuring safety, and access to necessities like food and hygiene products. A small portion of the requested budget is allocated to meet these initial basic needs.

The next step is for youth and their Case Manager to develop a service plan and budget individualized to the youth's needs identified in the initial assessment. The main goals of the service plan are focused on overcoming obstacles to housing. The budget helps determine a reasonable rent the young person can afford after YIN is no longer paying it. Staff prioritize addressing barriers to housing quickly to ensure youth can obtain safe and stable housing within a two-month time frame. Staff frequently assist youth with tasks related to overcoming these barriers such as obtaining state identification, taking care of warrants, or fixing credit theft issues. Additionally, Case Managers help clients locate a neighborhood that considers their circumstances regarding employment and familial support.

Once housing is obtained, Case Managers work with clients on developing independent living skills ranging from tangible life skills like obtaining education/employment and budgeting to soft skills like contacting maintenance for building issues and how to get along with neighbors. These skills are crucial to ensuring youth are able to maintain permanent housing once they are no longer receiving assistance from YIN.

During their regular meetings, Case Managers will also work with youth to identify any mental health needs they may be struggling with and refer them to the appropriate services. YIN is requesting $6,000 to ensure clients have access to at least 80, half-hour sessions of professional, individualized Counseling through Youth In Need. When a participant's mental health needs are outside the scope of YIN's specialties (e.g. psychiatry, eating disorders, etc.), Case Managers coordinate with Kerr People's Health Center and other social service organizations to ensure each youth gets the support they need. While YIN recognizes $6,000 may not be enough to cover the long-term mental health support youth may need after experiencing abuse or neglect, homelessness, etc., the agency is committed to onboarding these additional youth to YIN's caseload through our community or office-based programming or through referrals to similar services in the community, as needed. Like the rest of YIN's programs, YIN's Counseling is supported through a diversity of funding sources; YIN anticipates having no issues sustaining clients who need extended mental health support from this project.

Youth will work with one of their Case Managers to help obtain employment and maximize their ability to live independently. The Case Manager helps youth obtain necessary items for employment including identification, transportation, and work clothes or uniforms. Additionally, Case Managers are able to assist youth in completing job applications and practicing interview questions. Together with their Case Managers, participating youth will explore long-term career opportunities, goals, and steps necessary to achieve them. Youth are referred to employment and education programs based on their interest in participation. If youth choose to continue their education, a Case Manager will assist them in filling out the FAFSA and other necessary paperwork. For this project, YIN is specifically requesting funding to support referring youth to employment and educational programs that will help them obtain a career, such as a Certified Nurses Assistant.

To support youth in obtaining and maintaining employment, the Case Manager will work with them on skills including calling in sick, the importance of punctuality, requesting time off, and navigating workplace conflict. When a client is unable to maintain their first place of employment, staff work with them to understand what went wrong, explore other employment options, and help maintain a positive attitude. The Case Manager provides continued employment support to the youth throughout their time in the program and can help clients identify opportunities for advancement. These skills are crucial to ensuring youth are able to maintain permanent housing once they are no longer receiving assistance from YIN.

The length of time in the program is individualized based on the needs identified through the assessment and services plan.

Research has proven repeatedly that ongoing wrap-around case management and life skills services are the best way to ensure that young people remain in their housing and don't return to homelessness after assistance ends. Findings for the HUD Homeless Youth Demonstration Project (HYDP) Grants across the country have consistently identified that longer wrap-around services lead to better outcomes for youth. While the cost of providing such intensive services equates to about $12,000 per client, this is small compared to the $25,000 it costs the state to keep one child in foster care, according to the Director of Missouri's Children's Services (https://bit.ly/4izwYmC). This number is also dwarfed by the amount of money it costs taxpayers for every chronically homeless youth to remain unhoused: $35,578 (National Alliance to End Homelessness, https://bit.ly/4kIMkqL).

At no fault of their own, youth aging out of the foster care system or those who have experienced homelessness often lack the generational wealth, life skills, and family and community connections most people take for granted. Ultimately, this project meets the community's need by providing each youth with the social support net and the caring guidance all young adults need as they transition to life on their own.

2. What is unique and innovative about this project?

While Youth In Need (YIN) has been providing services for young people who are homeless or at risk of being so since its inception more than 50 years ago, it has always sought to expand services when opportunity and need intersect. YIN began as an emergency shelter but then expanded to include Street Outreach and Transitional Living programs. All three of those programs have grown to serve youth across the St. Louis Region. In 2017 YIN began operating the Youth Coordinated Entry for St. Louis City, St. Louis County as well as St. Charles, Lincoln and Warren counties. In 2018 YIN was excited to expand housing services for older youth by beginning a Rapid Rehousing project with St. Louis County Continuum of Care. YIN's Rapid Rehousing expanded to include a similar partnership with St. Louis City in 2021.

This project is similarly innovative in its expansion to serve youth and young adults who are at dire risk of homelessness by intervening and stabilizing their housing situation before—or at the very least shortly after—homelessness occurs. The principal targeted population (although not exclusively) for this project is the older youth population in Missouri's foster-care system. Missouri has more than 11,000 children and youth in the state's foster-care system, nearly twice as many per capita compared to the national average. In addition, they not only stay longer in foster care compared to the national average, but they also move more while in the system. One part of the solution is to provide independent housing support for older youth while still in foster care before they age-out and their risk of homelessness skyrocket. (Twenty-five percent of youth who had been in foster care at age 17 and surveyed at age 21 said that they had been homeless at some point in the last two years.) This is the innovative approach to this project.

C) <u>Project Goal, Objective, Activities and Expected Outcome</u>

1. **Note: Objective, Outcome and Evaluation must all be based on the SAME QUANTIFIABLE CRITERIA (for example, "number served, or acres**

improved"). This quantifiable criteria should refer to the grant amount you are requesting from the Gimbel Foundation only and not the total program.

State ONE GOAL, ONE OBJECTIVE, ONE OUTCOME. USE NUMBERS AND DO NOT USE PERCENTAGES.

2. **State ONE project goal. The Goal should be an aspirational statement, a broad statement of purpose for the project.**
3. **State One Objective**. The Objective should be specific, measurable, verifiable, action-oriented, realistic, and time-specific statement intended to guide your organization's activities toward achieving the goal. **Specify the activities** you will undertake to meet the objective and number of participants for each activity.
4. **State One Outcome.** An outcome is the individual, organizational or community-level change that can reasonably occur during the grant period as a result of the proposed activities or services. What is the key anticipated outcome of the project and impact on participants? State in a quantifiable and verifiable term.
5. **Evaluation:** How will progress towards the objective (per above) be tracked and outcome measured?
   Provide specific information on how many individuals will be evaluated (should be the same number as in the objective), how you will collect relevant data and statistics that meet your objective and validate your expected outcome, in a quantifiable manner, as you describe your evaluation process.

BELOW IS AN EXAMPLE OF GOAL, OBJECTIVE, OUTCOME AND EVALUATION: Objective, Outcome and Evaluation should align and should be written in a linear format, using actual numbers, and data that are quantifiable and verifiable. Do not use percentages)

STATE THE GOAL, OBJECTIVES, AND OUTCOME
GOAL: House all homeless youth ages 18-24 in Mariposa County who are physically, mentally and legally able to work within 24 hours and help them become sufficient in 90 days.
OBJECTIVE: House up to 145 homeless youth referred or who contact us within 24 hours.
ACTIVITIES:
1. For each of 145 youth identified, develop a case management file.
2. Create a 90 day sufficiency action plan for each of the 145 youth.
3. Input weekly progress reports for each of the 145 youth.

OUTCOME: We expect to provide rapid rehousing to over 145 homeless youth in 2020.
EVALUATION: Using Build Futures' Salesforce data base client management and tracking system, generate reports on the number of clients served and housed. Track our role in housing 145 youth. Account for additional successes or lower numbers of youth in the program.

WRITE YOUR RESPONSES HERE AND Use the following format for your goal, objective, respective activities and expected outcome:
GOAL: To ensure all youth in the greater St. Louis area have the employment, educational, and life skills; case management support; and mental health care access they need to maintain their housing after discharge.

OBJECTIVE: Facilitate safe and stable transition to independence for 21 transition-age youth who are in custody of the state of Missouri, at risk of becoming homeless, or homeless by providing case management, employment and educational support, and counseling.
ACTIVITIES:

1. Develop a service plan with each youth within 30 days of acceptance into the program.
2. With the help of their case manager, each youth will identify and obtain an apartment of their choice within 60 days of joining the program.
3. Each youth will be provided with monetary support for ongoing costs such as rent and utility bills, as well as moving, deposit, furniture, recreational, educational, and vocational training costs as necessary throughout the one-year period.
4. Refer youth who have mental health needs identified during case management to free, age- and issue-appropriate Counseling sessions throughout the one-year period.
5. Case managers will meet with participants once every week to begin, and then at least every month once needs decrease. Case Manager will update service plans with youth at least every quarter.

OUTCOME: YIN expects to provide wraparound housing services to 21 transition-age youth from August 1, 2025 to July 31, 2026.

EVALUATION: For all 21 participants, data will be entered in, tracked, and evaluated through Youth In Need's Efforts to Outcomes (ETO) database. This industry-leading, web-based data management tool not only tracks participant case history and outputs, but also measures the progression of a participant over time, thus helping YIN assess the impact of the program. Staff can then compare the efforts expended for a given participant with the outcomes achieved, and can make more informed management decisions that will help achieve goals and objectives.

Client service data for the portion of youth aging out of foster care is also entered and tracked through the federal Homeless Management Information System (HMIS) as well as Missouri's state-level FACES system.

D) Timeline

Provide a timeline for implementing the project. The start date and end date should be the same dates on the cover page. Start date should be four (4) months after the submission date.
The program start date is: August 2025
The program end date is: August 2026
Include timeframes for specific activities, as appropriate.

Quarter 1: August - October 2025
Case managers will be hired, onboarded and trained.
Case managers will begin accepting clients referred through Coordinated Entry and Missouri Children's Division "Older Youth Transition Specialists."
Case managers will work with referred youth within 30 days of referral to develop a written service plan based on youth goals and assessment of the young person's needs, including life skills, mental health well-being, and physical health.

Quarter 2: November 2025 - January 2026

Case managers to provide referrals to needed services such as educational and employment programs and childcare.
Case managers to use a curriculum as appropriate to teach tangible life skills such as money management, housekeeping, paying bills, and meal planning as well as soft skills such as being a good neighbor.
Case managers will work closely with youth to develop a budget, identify a geographic region and search for potential apartments. Youth will obtain an apartment of their choice within 60 days of joining the program.
Youth who have obtained an apartment will have monthly rent payments covered by Youth In Need for a one-year period.
Youth will receive ongoing Counseling services as needed up to a one-year period.

Quarter 3: February - April 2026
Continue onboarding youth into the program through Coordinated Entry and Missouri Children's Division "Older Youth Transition Specialists."
Continue providing counseling and case management services.

Quarter 4: May - July 2026
Continue onboarding youth into the program through Coordinated Entry and Missouri Children's Division "Older Youth Transition Specialists."
Continue providing counseling and case management services.
Evaluate the number of youth who have exited the program into stable and independent housing situations.

E) Target Population

1. Who will this grant serve?

Grant funding will serve two types of youth:

1. Transition-age youth who are aging out of the foster care system through the Children’s Permanency Partnership.
2. Transition-age youth referred to the project through Coordinated Entry, Missouri Children’s Division, and Youth In Need’s Runaway and Homeless Youth (RHY) programs, including YIN’s Street Outreach, Emergency Shelter, Transitional-Living, and Supported Apartment programs.

YIN defines transition-age youth as being between the ages of 17 and 23 (twenty-three-year-olds are considered “transition-age” until they turn 24).

As mentioned above, youth aging out of the foster care system experience mental health issues, homelessness, and housing instability at much higher rates than their peers. (In comparison, only about 4% of young adults from ages 18 to 26 in the U.S. have experienced homelessness bit.ly/4iWJcWK). Research from the Annie E. Casey Foundation likewise shows that this population is much more likely to experience academic disruptions and difficulties, joblessness, early parenthood, and substance abuse (bit.ly/4iWJcWK). YIN's service area also suffers from particularly egregious racial disparities: according to the region's Foster Care and Adoptive Care Coalition, "in St. Louis alone, Black children represent nearly 70% of kids in foster care" (https://bit.ly/4hG2z5g).

Similarly, young St. Louisans experiencing homelessness are much more likely to struggle with a mental illness, have a history of substance abuse, be a racial minority, identify as LGBTQ+, and report low or no incomes. The following is a demographic breakdown of the youth served through YIN's 2023 Runaway and Homeless Youth Programs, the latest year for which data is available:

	Income under $29,999 a year	Racial Minority	LGBTQ+	Total # of Participants
Street Outreach	415 (61%)	560 (83%)	238 (35%)	678
Emergency Shelter	110 (73%)	116 (77%)	47 (31%)	150
Transitional Living	33 (85%)	30 (77%)	9 (23%)	39

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

YIN anticipates serving at least 21 transition-age youth through this funding, although that may increase depending on participants' needs (some may need more or less money for a deposit or rent, for example, while others may seek help for vocational support but not educational support.)

F) <u>Projects in the Community</u>

1. How does this program relate to other existing programs in the community?

Youth In Need believes that this program would be unique in specifically targeting young people aging out of foster care or who have previously left foster care. There are several similar programs for youth who are in foster care or experiencing homelessness, and these target populations naturally have a significant overlap. Rapid Rehousing projects for transition age youth in the St. Louis region are currently being provided by both Youth In Need and Epworth. Rapid Rehousing programs support youth who have become homeless to obtain and maintain housing with rental assistance and support services. In addition, Transitional Living Projects are in place for youth in Missouri state custody through Epworth, Every Child's Hope, and Child Center Marygrove. This project would operate as a step in between Transitional Living and full independence by providing transition and wraparound services that are able to taper off based on need.

2. Who are your community partners (if any)?

YIN specifically cultivates relationships (and formal collaborations when appropriate) with agencies who provide services that are outside the scope of YIN, but frequently needed by homeless youth. YIN works closely with many different community agencies such as Behavioral Health Response, Epworth Children and Family Services, and Covenant House. YIN also has strong partnerships with local police departments, school districts, hospitals, and juvenile justice centers.

For this project in particular, YIN will refer youth to Employment Connection and JobCorps for employment services, and Case Managers regularly work with Kerr Center Case Managers to coordinate mental health services that are outside the scope of YIN's mental health services. YIN also regularly works with Home Sweet Home and A Way Back Home for furniture assistance.

Youth In Need has also forged a partnership with Healthy Blue Missouri (a division of Anthem Blue Cross Blue Shield) to support various aspects of YIN's services for older youth. As part of this support, Healthy Blue recently awarded YIN a large, multi-year grant to support YIN's Landlord Engagement program to increase housing options for young adults served by Youth In Need and other homeless service providers in the region.

3. Who else in the community is providing this service or has a similar project?

Along with Youth In Need, Epworth, Every Child's Hope, and Child Center Marygrove provide similar projects, but for slightly different target populations. This project would be different by providing continued services for youth after they are no longer in state custody or as they are about to transition out of custody. This is a particularly important gap that has been identified. Often youth leave foster care at 18 or 19 and don't realize until attempting to live on their own that they need additional supports. This project will act as both a prevention program to support those youth before they experience potential negative consequences and as a safety net to support youth after they have struggled to find independence on their own.

4. How are you utilizing volunteers?

In addition to holding several large fundraisers throughout the year, Youth In Need operates 17 different educational, residential, and administrative buildings in our service area—giving volunteers plentiful opportunities to be involved with our organization. Larger groups, for example, are always needed to help clean, garden, or perform maintenance at one of these facilities. Smaller groups, meanwhile, are also welcome to help with the annual Celebration of Youth Gala in March or YIN's Golfing for Youth tournament in August.

While YIN will not be utilizing volunteers for our "Wraparound Housing Services" project, volunteers are certainly a key part of YIN's fundraising and programmatic strategy.

G) <u>Use of Grant Funds</u>

How will you use the grant funds? This answer should align with the specific activities previously outlined in C) <u>Project Goal, Objectives, Activities and Expected Outcomes</u>

Each funding category (Personnel, Housing Costs, and Supportive Services) of the "Wraparound Housing Services" project is inextricably connected to the achievement of the project's outcomes. Personnel costs make up $87,892 (or 35%) of the funding request, Housing Costs make up $145,950 (or 59%) of the funding request, and Supportive Services make up $16,158 (or 6%) of the funding request.

The full-time and part-time RRH Case Managers, for example, are essential to working with each of the 21 participants to develop a service plan that outlines what goals they have, what barriers they need to address, and what resources might best address those barriers. (Activity #1). The Case Managers are also key to determining what amount of money each participant will need to achieve their housing, educational, and employment goals (Activity #2 and #3). Ensuring youth address their mental health needs through YIN's Counseling and referrals to other mental health resources helps prevent those issues from disrupting their ability to remain employed, stay in school, or work toward getting their vocational training. (Activity #4). Meanwhile, 8 hours/per week of funding for the Case Managers' direct supervisor enables them to hire and train a new Case Manager, to support both Case Managers' efforts throughout the project, and keep the project on track to achieve the final outcome.

Funding for the project's Housing Costs will not only be used to get youth housed within 60 days of joining the project, but also to keep youth safe and stable throughout their time working with YIN. Paying for the vast majority—if not all—of each youth's upfront housing costs (rental deposit, moving costs, utilities, food, furniture, basic needs, and three months' rent) allows them to focus on obtaining the employment they need to maintain their independence long-term.

Grant funds to support the project's Supportive Services (including professional Counseling sessions, monthly bus passes, as well as recreational, educational, and vocational training costs) prepare youth to remain stable in their chosen homes after their eventual discharge from the program. Funding for travel costs, meanwhile, allows staff to meet clients where they are, speak with landlords or other community partners, and help youth with any various needs that might come up throughout the year. Lastly, staff training costs will help the newly hired Case Manager get up to speed with the program, allowing them to best facilitate youth toward achieving their goals.

III. Project Future

A) Sustainability

Explain how you will support this program after the grant performance period. Include plans for fundraising or increasing financial support designated for the program.

Youth In Need continues to increase our long-term financial sustainability. First, sustainability does not happen without sound fiscal management. YIN remains fiscally sound, operating with a low debt-to-equity ratio and consistent incremental increases in cash and unrestricted net assets. YIN consistently has unmodified independent audits.

Second, YIN's funding sources for the organization's range of programs are diverse. This includes multiple sources at each level of government (federal, state, and local), strong local

United Way support, and grants from a wide variety of private foundations and corporations. This diversity of revenue is further advanced by YIN's broad fundraising efforts that encompass individual major gift work, recurring gifts, matching gifts, and direct mail. In 2024, YIN raised nearly $1.9 million in private grants and individual support alone. Other key components to YIN's fundraising strategy in 2024 included key investments in expanding volunteers, board members, and development and marketing staff. As a result, mid-level donors increased by 20%, YIN added 10 new board members, and more than 300 volunteers donated 7,000 hours of service time by the end of last year.

With the help of the grant from the S.L. Gimbel Foundation, Youth In Need will be able to build out the service delivery platform for "Wraparound Housing Services for Transition-Age and Foster Care Youth" beyond the current revenue sources coming from the private funding of the Landlord Engagement Program and the federal funding of the Rapid Rehousing Program. Specifically, with a more robust program delivering housing and wraparound services to transition-aged youth, Youth In Need will be able to access local funding at the county level for these housing services in both St. Louis County and St. Charles County through a quarter-cent and eighth-cent sales tax, respectively. With a strong case management program in place for housing older youth, Youth In Need will also be in a strong competitive situation to expand these housing services to foster-care youth, ages 17-20, through the State of Missouri's next fiscal year RFP process.

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

A) <u>Governance</u>

1. Describe your board of directors and the role it plays in the organization.

As a key source of connections to the community, professional insight, and philanthropic leadership, Youth In Need's Board of Directors can only be described as indispensable to the achievement of the agency's mission. Today, YIN is supported by a 44-member Board of Directors led by an Executive Committee. That committee is made up of the Chair, Vice Chair, Secretary, Legal Counsel, an Immediate Past Chair, the 7 Chairs of each of the standing committees, and (as an ex officio member) the President and CEO of Youth In Need. As outlined in the bylaws, board terms are for three years or for the balance of an unexpired term in the case of vacancy. YIN is proud to report that 100% of the board gave a personal donation to the organization in 2024.

The most important role the Board of Directors plays at Youth In Need is as the primary governance and fiduciary responsibility for the organization. At each quarterly meeting, the full board reviews program performance data, community needs assessment data, financial data, progress on strategic plan goals, and committee activity. Bylaws delegate authority to the Executive Committee (which meets eight times per year) to act on behalf of the Board between quarterly Board meetings.

Each committee completes a "report card" in the fourth quarter of the year to review their achievement of the responsibilities set forth in their committee charter. The Governance Committee then reviews each committee's "report card" from the previous year in the first quarter. The Governance Committee also monitors individual board member performance. Board committees meet quarterly, and minutes from each committee meeting are shared with the full board quarterly. Financial and program impact information are also readily available through Youth In Need's website and through published annual reports to ensure transparency and accountability with the public.

2. What committees exist within your board of directors?

In addition to the Executive Committee, there are seven standing committees on YIN's board of directors: REDI (Racial Equity, Diversity & Inclusion), Governance, Finance, Audit, Human Resources, Program and Performance, and Development and Marketing.

3. How does the board of directors make decisions?

Youth In Need's Board of Directors decisions in accordance with organizational ylaws, United Way Quality Standards, accreditation standards, and federal grant regulations. The agency's bylaws define the governance structure and process that ensures transparency, accountability, and stewardship. Each standing committee's charter of obligations is outlined by these bylaws, and quarterly meeting agendas are structured to ensure fulfillment of all responsibilities on an annual basis.

While YIN's board strives for consensus-based decision-making among all its members, decisions may be made through a majority vote. Decisions of the full board are made with the recommendations of each committee as well as YIN's President and CEO in mind.

B) <u>Management</u>

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

Case Manager, Rapid Rehousing -
The Case Manager, Rapid Rehousing will hold a Bachelor's in Social Work, Psychology or a related field, as well as experience working with at-risk youth. This case manager will assist youth in becoming independent and able to thrive in their own apartment by collaborating with internal and external partners for obtaining and developing skills for long-term independence.

Hannah Policy, Landlord Engagement Manager -
Hannah holds an Associate's in Social and Behavioral Sciences from Moberly Area Community College, as well as 5 years of experience in working with at-risk youth. As the Landlord Engagement Manager, Hannah develops networks at the local level with landlords and youth housing advocates and increases community education and awareness of Runaway and Homeless Youth issues, specifically housing. Hannah will be responsible for the supervision of the project's two Case Managers to ensure youth are receiving the proper resources to gain independence.

Erin Strohbehn, Senior Director, Youth Programs -
Erin holds a Master's in Social Work from Washington University in St. Louis and holds over 20 years of experience in working with at-risk youth. As the Senior Director, Youth Programs, Erin

is responsible for the oversight of Comprehensive Youth Housing Program operations to include funding, clinical, and quality components. Erin will provide oversight and supervision of the program.

Michelle Gorman, Vice President of Youth Programs –
Michelle received her Master of Education in counseling in 1997 from the University of Missouri—St. Louis, and has more than 25 years of experience providing and managing services to children and families. As the Vice President of Youth Programs, she provides oversight, clinical supervision, and operations management of YIN's youth programs, including Counseling, Runaway and Homeless Youth programs, and foster care services. Michelle provides oversight and supervision of all youth programs, including the proposed project.

Misty Thorpe, Chief Financial Officer -
Misty holds a Master of Accountancy and a Bachelor of Science in Accounting from Saint Louis University. She has more than 22 years of experience delivering strategic financial management, process transformation, and excellent business partnering for organizations. The Youth In Need Chief Financial Officer is responsible for overseeing financial operations, guiding financial strategy, and maintaining fiscal stability as well as overseeing technology and telecommunications. The Chief Financial Officer will ensure fiscally sound spending of grant funds related to this project.

What is the CEO/Executive Director's salary?

$217,028.00

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

A) **Budget Table**: Provide a detailed line-item budget for your **entire** program by completing the table below. Note that if funded, this is the budget that you will have to refer to in the Evaluation (Final) Report.

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.
4) The Gimbel Foundation **does not fund indirect costs.**
5) **Please double check your calculations. Totals should add across and down.**

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From Gimbel	Line Item Total of Project
Personnel: Full-time Case Manager	$20/hour x 40 hours x 52 weeks= $41,600 + 28% benefits = $53,248			$53,248	$53,248
Personnel: Part-Time Case Manager	$20/hour x 20 hours x 52 weeks= $20,800 (no benefits)			$20,800	$20,800
Personnel: Case Manager Direct Supervisor	$26/hour x 8 hours x 52 weeks = $10,816 + 28% benefits = $13,844			$13,844	$13,844
Housing Costs: Utility Payments	$200 x 21 youth x 3 months=$12,600			$12,600	$12,600
Housing Costs: Client payments for deposits and rent	$1,000/client x 21 clients x 6 months=$126,000			$126,000	$126,000
Housing Costs: Move-in food and cleaning supplies	$150/youth x 21=$3,150			$3,150	$3,150
Housing: Moving costs and furniture set-up through "Home Sweet Home"	$200 per client x 21 clients = $4,200			$4,200	$4,200
Supportive Services: Monthly bus pass	$78 x 3 month x 12 youth= $2,808			$2,808	$2,808
Supportive Services: Staff mileage	5,000 miles driven annually x .55/ mile reimbursement rate= $2,750			$2,750	$2,750
Supportive	$20/hr x 75 hrs=			$1,500	$1,500

Services: Staff Training	$1,500				
Supportive Services: Recreation Budget	$1,100			$1,100	$1,100
Supportive Services: Client Education/Training	$2,000			$2,000	$2,000
Supportive Services: Counseling	Behavioral health services for clients 80 half-hour sessions at $75 per session as needed when services are not covered through other available sources at the county and city level.			$6,000	$6,000
TOTALS:	$250,000.00			$250,000.00	$250,000.00

B) **Narrative:** The budget narrative is the justification of "how" and/or "why" a line item helps to meet the program deliverables. Provide a description for each line item. Each line item must have a narrative. Explain how the line item relates to the program. If you are requesting funds to pay for staff, list the specific duties of each position. See attached SAMPLE Program Budget and Budget Narrative

Budgeted items are based on YIN's ongoing experience with our Landlord Engagement and Rapid Rehousing programs, the two programs this project is helping to expand. Because "Wraparound Housing Services" is considered an expansion project, however, YIN has only included costs associated with the S.L. Gimbel Foundation Fund's support for this budget narrative.

Personnel:

1. Full-Time Rapid Rehousing Case Manager: Case Managers will assist clients when identifying housing, ensuring rent reasonableness and habitability, negotiating with landlords, and coordinating moving arrangements. After housing is obtained the Case Manager will offer intensive and ongoing Case Management as they identify and refer youth to different community services, coordinate appointments, and help youth overcome barriers to maintaining housing. $20/hour x 40 hours x 52 weeks= $41,600 + 28% benefits = $53,248
2. Part-Time Rapid Rehousing Case Manager: Case Managers will assist clients when identifying housing, ensuring rent reasonableness and habitability, negotiating with landlords, and coordinating moving arrangements. After housing is obtained the Case

Manager will offer intensive and ongoing Case Management as they identify and refer youth to different community services, coordinate appointments, and help youth overcome barriers to maintaining housing. $20/hour x 20 hours x 52 weeks= $20,800 (no benefits)

3. Case Manager Direct Supervisor: The Case Manager's Direct Supervisor provides supervision, training, and case management support to the project's two Case Managers as 15% of her job duties. $26/hour x 8 hours x 52 weeks = $10,816 + 28% benefits = $13,844

Housing Costs:

1. Utility Payments: Utility payments will cover costs for gas, electricity, water, internet, trash, phone bills, etc. for up to three months after onboarding. $200 x 21 youth x 3 months=$12,600
2. Moving costs and furniture: Moving costs will cover activities such as truck rental and movers. Furniture costs will cover basic furniture and supplies not otherwise provided through YIN's donation store or other community resources, such as a bed, table, or dresser. $200 per youth x 21 youth = $4,200
3. Client payments for deposits and rent: YIN will pay up to $951, or fair market value, for rent for up to six months after onboarding, although we anticipate most youth will be able to contribute to rent within three months. Covered costs will also include security deposits. $1,000/client x 21 clients x 6 months=$126,000
4. Move-in food and cleaning supplies: This line item covers approximately a month's worth of basic needs for youth until they can obtain employment or get connected to other social services. $150 per youth x 21 youth= $3,150

Supportive Services:

1. Monthly bus pass: Bus passes will be provided to assist youth as they attend job interviews, classes, counseling sessions, or other appointments. YIN anticipates more than half of youth participating in the program will not own or lease a car. $78 x 3 months x 12 youth=$2,808
2. Staff mileage: Staff mileage covers the miscellaneous traveling Case Managers will need to do as they support youth throughout the project, including as they go with youth to travel to apartments and talk to landlords about lease agreements. 5,000 miles driven annually x .55/ mile reimbursement rate= $2,750
3. Staff Training: Staff training covers the time it will take for the newly hired Case Manager to go through both YIN's general and program specific training. $20/hr x 75 hrs= $1,500
4. Recreation Budget: A recreation budget is included in all YIN's programs, allowing youth to improve their mental health through respite and socialization. $1,100
5. Client Education/Training: YIN is requesting $2,000 to assist with tuition, books, work uniforms, etc. for youth to attend employment or educational programs.
6. Counseling: Costs for counseling will ensure YIN has the staff time needed to support additional clients on their case load. $75/hour x 80 half-hour sessions =$6,000

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

Secured/Awarded

Name of Funder: Foundation, Corporation, Government, Individual Donors, Other (specify)	Amount
Government – Federal – Head Start and Early Head Start	$19,800,000
Government – Federal – Youth Programs	$900,000
Government – State Grants	$500,000
Foundation – United Way	$400,000
Individual Donors	$300,000
Other – Fee for Services	$8,300,000

Pending

Name of Funder: Foundation, Corporation, Government, Individual Donors, Other (specify)	Amount	Decision Date
Individual Donors	$1,600,000	Ongoing
Other / Earned Income	$200,000	Ongoing

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.

Funding Source	**Amount**	**% of Total Revenue**	**Funding Source**	**Amount**	**% of Total Revenue**
Contributions	$815,730	2.5%	Fee Revenue, Earned	$7,487,468	22.7%
Fundraising/Special Events	$394,570	1.2%	Interest & Dividends	$393,669	1.2%
Corp/Foundation Grants	$1,113,958	3.4%			
Government Grants	$22,749,677	69.0%			
			Total Revenue:	$32,955,073	

Notes:

The table for "Sources of Funding" is based on general budget projections for 2025. The "Diversity of Funding Sources" table is based on actual revenues from 2024.

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VII. Financial Analysis

Agency Name: Youth In Need
Most Current Fiscal Year (Dates): From January 2024 **To:** December 2024

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. **Please double check your calculations**!

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
$29,536,624	$28,635,672	$219,121	$681,831

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
	Columns B / A x 100	Columns C / A x 100	Columns D / A x 100
Must equal 100%	97%	.7%	2.3%

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 Current Total Budget used for Administration	Column C, Management & general expenses per 990 above	**Differential**
10.6%	9.3%	1.3%

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

Although $219,121 (or .7%) is what is recorded on line 25, Column C of YIN's 2023 990, $2,747,189 (or 9.3%) more accurately reflects YIN's Management and General expenses for that year. This number is calculated by adding $219,121 to $2,528,068, line 24d.

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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.

Cash	+ Accounts Receivables	/Current Liabilities	= Quick Ratio
$5,962,334	$2,357,988	$2,598,473	3.2

Excess or Deficit for the Year:

Excess or (Deficit) **Most recent fiscal year end**	**Excess or (Deficit)** **Prior fiscal year end**
Excess: $100,000	Excess: $100,000

Notes:

VIII. EMAIL TWO PDF files to Gimbel@iegives.org

A. One PDF file of the following, #1 to #5 **B. Second PDF file of the following, #6 & #7**

#1	Completed Grant Application Form (cover sheet, narrative), budget page and budget narrative (see sample) and sources of funding, financial analysis page	#6	A copy of your most recent year-end financial statements (audited if available)
#2	Your current operating budget and the previous year's actual expenses (see sample Budget Comparison)	#7	A copy of your most recent 990. **Please make sure that the Form 990 you submit is no more than two (2) years old.**
#3	Part IX **only** of the 990 form, Statement of Functional Expenses (one page). **Please make sure that the Form 990 you submit is no more than two (2) years old.**		
#4	For past grantees, a copy of your most recent final report.		
#5	A copy of your current 501(c)(3) letter from the IRS		

SAMPLE Budget Comparison

	Actuals Most Recently Completed Year	Budget Projections Current Year	Variance
Income	**20____**	**20____**	
Individual Contributions	-	-	-
Corporate Contributions	-	-	-
Foundation Grants	-	-	-
Government Contributions	-	-	-
Other Earned Income	-	-	-
Other Unearned Income	-	-	-
Interest & Dividend Income	-	-	-
Total Income	**-**	**-**	**-**
Expenditures			
Personnel			
Salary CEO/Executive Director	-	-	-
Staff Salary (total)	-	-	-
Payroll Taxes	-	-	-
Insurance - Workers' Comp	-	-	-
Insurance - Health	-	-	-
Payroll Services	-	-	-
Retirement	-	-	-
Total Personnel	**-**	**-**	**-**
General Program/Administrative			
Bank/Investment Fee	-	-	-
Publications	-	-	-
Conferences & Meetings	-	-	-
Mileage	-	-	-
Audit & Accounting	-	-	-
Program Consultants	-	-	-
Insurance Expense	-	-	-
Telephone Expense - Land Lines	-	-	-
DSL & Internet	-	-	-
Website	-	-	-
Office Supplies	-	-	-
Postage & Delivery	-	-	-
Printing & Copying	-	-	-
Miscellaneous	-	-	-
Total General Program/Administrative	**-**	**-**	**-**
Total Expenditures	**-**	**-**	**-**

Revenue Less Expense	-	-	-

SAMPLE Project Budget and Budget Narrative

Line Item Request	Line Item Explanation	Support From Your Agency	Support From Other Funders	Requested Amount From TCF	Line Item Total of Project
Personnel: Project Coordinator	10 hours/week x $20/hour x 40 weeks = $8,000			$ 8,000	$ 8,000
Meetings	10 meetings x $200/meeting for food and drinks = $2,000		$1,000	$ 1,000	$ 2,000
Training and Education: Honoraria-trainers	10 trainers x $200/trainer = $2,000			$ 2,000	$ 2,000
Materials and Supplies	$40/student x 40 students = $1,600	$ 600		$ 1,000	$ 1,600
Workbooks	$30 each x 40 students = $1,200	$ 200		$ 1,000	$ 1,200
Facility Cost	$300/meeting x 10 meetings = $3,000			$ 3,000	$ 3,000
Grant awards		$5,000	$5,000	$10,000	$20,000
Youth Recognition Event: Food	$10/person x 100 people = $1,000			$ 1,000	$ 1,000
TOTALS:		$5,800	$ 6,000	$27,000	$38,800

Budget Narrative:

1. Personnel: Project Coordinator
   Coordinate all activities of the Youth Program such as setting meeting schedules, contacting students, preparing materials for meetings, scheduling trainers, etc.
   10hrs/week x $20/hr. x 40 weeks = $8,000
2. Meetings: 10 meetings x $200/meeting for food, drinks, snacks. There are 40 students per meeting. Cost per student is $5 x 40 students = $2,000
3. Training and Education: Honoraria for 10 trainers/presenters x $200/trainer = $2,000.
4. Materials & Supplies - paper, binders, pens, etc. for meetings, activities, events.
   40 students x $40 per student = $1,600.
5. Workbooks: Leadership training workbooks costs $30 each x 40 students = $1,200

6. Facility cost – Room cost at a nonprofit agency is $100/hour x 3 hours per meeting x 10 meetings = $3,000
7. Grantmaking – Grant awards to nonprofit youth agencies. Maximum $2500/agency x 8 = $20,000
8. Youth Recognition Event – end of the year event for students and grantees. 100 attendees x $10/person = $1,000

Youth In Need Budget Comparison

	Budget Projections Current Year **2025**	Actuals Most Recently Completed Year **2024**	Variance
Income			-
Individual Contributions	881,205	786,695	(94,510)
Corporate Contributions	474,495	423,605	(50,890)
Foundation Grants	899,862	1,113,958	214,097
Government Contributions	21,352,194	22,749,677	1,397,483
Other Earned Income	8,228,249	7,487,468	(740,781)
Interest & Dividend Income	140,000	393,669	253,669
Total Income	31,976,005	32,955,073	979,067
Expenditures			
Personnel			
Salary CEO/Executive Director	217,028	200,800	(16,228)
Staff Salary (total)	18,611,838	18,129,101	(482,737)
Payroll Taxes	1,362,114	1,368,043	5,929
Insurance - Workers' Comp	341,227	204,791	(136,436)
Insurance - Health	2,615,246	2,129,180	(486,066)
Payroll Services	93,535	100,974	7,439
Retirement	310,206	352,931	42,724
Total Personnel	23,551,195	22,485,820	(1,065,374)
General Program/Administrative			
Bank/Investment Fee	14,532	17,306	2,774
Publications	19,010	65,722	46,712
Conferences & Meetings	304,892	509,882	204,990
Mileage	34,871	52,053	17,182
Audit & Accounting	115,000	95,050	(19,950)
Program Consultants	3,888,763	3,976,613	87,850
Insurance Expense	210,016	185,096	(24,920)
Telephone Expense - Landlines	51,744	47,730	(4,014)
DSL & Internet	59,500	58,878	(622)
Website	-	-	-
Office Supplies	386,572	343,425	(43,147)
Postage & Delivery	20,970	21,818	848
Printing & Copying	78,976	83,936	4,960
Miscellaneous	3,324,125	4,638,945	1,314,820
Total General Program/Administrative	8,508,971	10,096,455	1,587,484
Total Expenditures	32,060,165	32,582,275	522,110
Revenue Less Expense	(84,160)	372,798	456,958

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 [X]

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	360,565.		360,565.	
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	16,379,230.	14,669,355.	1,265,014.	444,861.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	274,290.	257,525.	10,420.	6,345.
9 Other employee benefits	1,922,199.	1,742,786.	136,471.	42,942.
10 Payroll taxes	1,240,623.	1,090,503.	118,747.	31,373.
11 Fees for services (nonemployees):				
a Management				
b Legal	12,433.		12,433.	
c Accounting	115,784.		115,784.	
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 Sch O.)	4,671,037.	4,359,721.	284,621.	26,695.
12 Advertising and promotion				
13 Office expenses	1,441,571.	1,209,840.	199,663.	32,068.
14 Information technology	173,619.	158,499.	12,344.	2,776.
15 Royalties				
16 Occupancy	990,610.	887,646.	84,540.	18,424.
17 Travel	425,858.	412,096.	7,241.	6,521.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	346,148.	315,130.	27,680.	3,338.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	225,533.	183,435.	33,897.	8,201.
23 Insurance	96,138.	65,011.	29,925.	1,202.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A), amount, list line 24e expenses on Schedule O.)				
a RES/FOSTER/IND. INCID.	511,985.	511,985.		
b HEAD START & PROG EQUIP	291,856.	282,831.	7,354.	1,671.
c MISCELLANEOUS	57,145.	16,655.	40,490.	
d INDIRECT EXP. APPORT.	0.	2,472,654.	-2,528,068.	55,414.
e All other expenses				
25 **Total functional expenses.** Add lines 1 through 24e	29,536,624.	28,635,672.	219,121.	681,831.
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 [X] if following SOP 98-2 (ASC 958-720)				

IRS Department of the Treasury
Internal Revenue Service
P.O. Box 2508
Cincinnati OH 45201

In reply refer to: 0248162362
Mar. 13, 2013 LTR 4168C E0
43-1033862 000000 00
00034118
BODC: TE

YOUTH IN NEED
1815 BOONES LICK RD
SAINT CHARLES MO 63301-2247

025256

Employer Identification Number: 43-1033862
Person to Contact: Mr. McQueen
Toll Free Telephone Number: 1-877-829-5500

Dear Taxpayer:

This is in response to your Mar. 04, 2013, 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 1975.

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 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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Mar. 13, 2013 LTR 4168C E0
43-1033862 000000 00
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YOUTH IN NEED
1815 BOONES LICK RD
SAINT CHARLES MO 63301-2247

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

Sincerely yours,

Richard McKee

Richard McKee, Department Manager
Accounts Management Operations