COMMUNITY IMPACT REPORT 2018
Dear Friend of The Link,

Onward into 2019 we go—what a year it has been! The Link made incredible strides with your support, growing into a premier youth and adult led agency for youth experiencing homelessness, youth involved in the juvenile justice system, and youth who have been sexually exploited and/or sex trafficked. When this journey started 28 years ago, we would have never imagined the impact we’ve made for youth in our community. It wouldn’t have been possible without you!

On this journey, it is our youth leaders that give us strength and propel The Link into innovative territory. In 2018, we expanded our supportive housing network, growing both in the Twin Cities Metro and throughout the suburbs with housing for youth with documented disabilities and youth with lived experience of foster care, juvenile justice, and mental health systems. We also kickstarted our Career & Leadership Development Program, which has begun the critical task of creating more youth employment experiences and opportunities for the young people of color and LGBTQ+ youth we serve daily.

We are excited to continue growing these services alongside our youth in the next year. Whether in the Twin Cities or surrounding suburbs, we continue to deepen our culturally responsive programming, addressing many of the social injustices and historical inequities that have adversely affected young people of color and individuals with nonconforming gender identities. At the same time, our youth are leading advocates at the local, state and national levels, working for systems change, policy reform and increased resources to address the issues of youth homelessness, sex trafficking and the juvenile justice system. They are incredible social justice changemakers!

We are incredibly grateful for your continued support of our youth, whether as a community partner, volunteer, or valued donor. What we do at The Link matters. It matters for the youth we serve every day, the communities we intentionally work in, and it matters for the future society all of us envision. Thank you for supporting us along the way.

Sincerely,

Beth Holger
Executive Director
MISSION
The Link works with youth and families to overcome the impacts of poverty and social injustice.

EDI COMMITMENT
The Link will promote ongoing learning to better serve youth and families, broaden staff knowledge base and cultural awareness/competence resulting in equity, diversity and inclusion visible at all levels of the organization.

VISION
A community supporting all youth in having equitable access and opportunity

VALUES
YOUTH: We value and incorporate youth voice into all we do

INCLUSION: We respect all people, value diversity and are committed to equity

QUALITY: We strive for program excellence through continuous improvement and evidence based practices

ADVANCEMENT: We aspire to lead through innovative and cutting edge programming

2018

THE

267 youth and young families housed

overn600

58% of youth in housing reported having a disability

14,689 hours of case management support provided

127 youth received crisis intervention, emergency shelter, housing and supportive services specific to the trauma of sexual exploitation

1,987 youth & families served
CONFRONTING EXPLOITATION AND INCREASING AWARENESS

The Link’s Safe Harbor programming gave us the opportunity to lead the Super Bowl Anti-Trafficking services response. This provided additional resources to serve youth and adults victimized by sexual exploitation and trafficking before, during and after the 10 days of the Super Bowl.

The Link increased street outreach workers, doubled emergency shelter beds from 6 to 12, hosted a drop-in resource center for street outreach workers and used this worldwide platform to increase awareness around trafficking that is happening every day in our community through our youth-designed I Am Priceless Campaign.

DURING THE 10 DAYS OF THE SUPER BOWL, WE PROVIDED

- 12 shelter beds
- 360 hours of street outreach
- 7,075 outreach kits
- 10,000 volunteers with training on sex trafficking
“This committee is a safe space to be myself and contribute to the many changes that need to be made in this generation.”

-youth staff

YOUTH ADVISORY COMMITTEE HIGHLIGHTS IN 2018

5 YOUTH ADVISORY COMMITTEES

- Helped to open Cairn suburban housing program
- Created an LGBTQ Community Resource Guide
- Provided expert insight to effectively guide The Link’s Street Outreach Programs
- Two youth received National True Fellows Awards-paid fellowships for LGBTQ youth leaders
- One youth served on Youth Advisory Council with National Network 4 Youth
- Redesigned the Marshall Reed Youth Centers
- Helped lead the Hennepin County 100 Day Challenge to house & employ youth experiencing homelessness
- Testified before Congress on the issue of youth homelessness

33 YOUTH EMPLOYED BY THE LINK

- Created and launched the Career & Leadership Development Program
- Attended Institute for Police and Youth Engagement Conference on juvenile justice reform

2,165 HOURS WORKED BY YOUTH STAFF
2018 HIGHLIGHTS
YOUR SUPPORT MADE THIS ALL POSSIBLE

20 LGBTQ+ youth experiencing homelessness gained stable housing through The Link's culturally specific Project Live Out Loud program

580 visits were made to the CORE Drop-In Center in Dakota County where youth were provided with basic needs, case management and referrals

434 youth re-engaged with their education and built positive adult relationships in the School Matters Program

44 young families found housing stability through the Young Families Program, transitioning away from homelessness

over 1,600 crisis calls received regarding sex trafficking victims by the Safe Harbor West Metro Regional Navigator

45 suburban youth transitioned out of homelessness through The Link's Suburban Housing programs
"Housing at The Link didn't just provide me with a place to live, it gave me the stability to stay on track. With the help of my case manager, I learned how to budget my money, take care of my personal health and maintain a full time job. Just knowing someone was always there to support me when I needed it made all the difference."
VOLUNTEERS
WE CAN'T DO THIS WORK WITHOUT YOU

10,700+ hours
donated in 2018

220+
volunteers

$30,000+
donated
by volunteers

Thank you to everyone who has contributed—attending social impact opportunities, hosting donation drives, cooking frozen meals, and so much more. Because of you, we are able to provide much needed items and opportunities to our youth and families.

### ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>729,739</td>
<td></td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>18,704</td>
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<tr>
<td>Contracts and grants receivable</td>
<td>1,187,026</td>
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<tr>
<td>Repaid expenses</td>
<td>104,496</td>
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<tr>
<td>Total current assets</td>
<td>2,039,965</td>
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<tr>
<td>Property and equipment</td>
<td>1,596,171</td>
<td></td>
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<tr>
<td>Less accumulated depreciation</td>
<td>-484,835</td>
<td></td>
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<tr>
<td>Other Assets</td>
<td>500</td>
<td></td>
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<tr>
<td>Total assets</td>
<td>3,151,801</td>
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### LIABILITIES

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Current liabilities:</td>
<td></td>
<td></td>
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<tr>
<td>Current positions of long-term debt</td>
<td>37,391</td>
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<tr>
<td>Line of credit</td>
<td>400,000</td>
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<tr>
<td>Capital lease payable, current position</td>
<td>1,667</td>
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<tr>
<td>Accounts payable</td>
<td>135,434</td>
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<tr>
<td>Accrued interest, payroll and other</td>
<td>365,172</td>
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<tr>
<td>Deferred revenue</td>
<td>0</td>
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<tr>
<td>Total current liabilities</td>
<td>939,664</td>
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### REVENUES AND SUPPORT

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<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Contributions</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Individuals</td>
<td>252,858</td>
<td>229,218</td>
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<td>Corporations and Foundations</td>
<td>592,497</td>
<td>1,247,044</td>
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<tr>
<td>Total Contributions</td>
<td>845,355</td>
<td>1,476,262</td>
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<td>Government Contracts</td>
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<tr>
<td>Federal</td>
<td>1,387,866</td>
<td>1,324,180</td>
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<td>State of Minnesota</td>
<td>1,172,847</td>
<td>1,327,342</td>
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<tr>
<td>Hennepin County</td>
<td>2,127,776</td>
<td>2,274,528</td>
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<td>Ramsey County</td>
<td>56,986</td>
<td>83,780</td>
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<tr>
<td>Dakota County</td>
<td>145,540</td>
<td>95,000</td>
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<tr>
<td>Hennepin and Dakota-MHFA</td>
<td>175,252</td>
<td>100,000</td>
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<tr>
<td>City of Minneapolis</td>
<td>263,759</td>
<td>401,417</td>
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<td>Housing Support</td>
<td>756,443</td>
<td>568,058</td>
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<tr>
<td>Scott County</td>
<td>15,708</td>
<td>40,040</td>
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<tr>
<td>Total Government Contracts</td>
<td>6,102,177</td>
<td>6,214,345</td>
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### EXPENSES

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<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Program services</td>
<td>6,276,871</td>
<td>6,299,305</td>
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<tr>
<td>Management and general</td>
<td>726,193</td>
<td>956,784</td>
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<tr>
<td>Marketing, development &amp; communications</td>
<td>385,400</td>
<td>397,712</td>
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<tr>
<td>Total expenses</td>
<td>7,388,464</td>
<td>7,653,801</td>
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### Net assets

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<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
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<tbody>
<tr>
<td>Unrestricted</td>
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<tr>
<td>Temporarily restricted</td>
<td>923,267</td>
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<tr>
<td>Total net assets</td>
<td>1,925,593</td>
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### Total liabilities and net assets

<table>
<thead>
<tr>
<th>Description</th>
<th>2017</th>
<th>2018</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>3,151,801</td>
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2018 FINANCIAL STATISTICS FOR THE LINK

$229,218

- $229,218 donated by individuals
- $1,247,044 from corporations & foundations
- $6,214,345 million in government funding
- $21,663 donated by individuals through social media
- $201,362 raised through fundraising events
- $21,132 raised through workplace giving & employer matches
- 50 monthly donors raised
- $11,173
- In-kind donations totaling
- $296,600

85 cents of every dollar directly supports programming

BOARD OF DIRECTORS

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Juvenile Division

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University of St. Thomas

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Neon

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Keller Williams Classic Realty

SETH NIELSEN
Heley, Duncan & Melander, PLLP

MICHAEL O’NEIL
Target

REASHONDRA WALKER
Past Program Participant of The Link & Licensed Graduate Social Worker
Thank you for helping and making this all possible!

Thank you for donating! Helping my life move forward.

Thank you for all that you have done for us here at the link. Everything you have done will always be appreciated and remembered.

Thank you for getting me into housing.

I feel like I have a lot of opportunities that you all have given me. I can finally reach all my goals thanks to the power program.

Thank you for donating to the link. We really appreciate it.

Thank you! I could have not been able to achieve my immigration status wish out you guys.

Thank you so much for letting me do this program because it helped me slow down on doing a lot of stuff that I was doing. It also gave me a chance to really enjoy myself on days that I had nothing to do.

Thank you for all of the donations you have made to the link and to my family.

Thank you for giving me and my child a new start at life and a new home.

Blessed by your kindness.

YOUR SUPPORT CHANGED LIVES