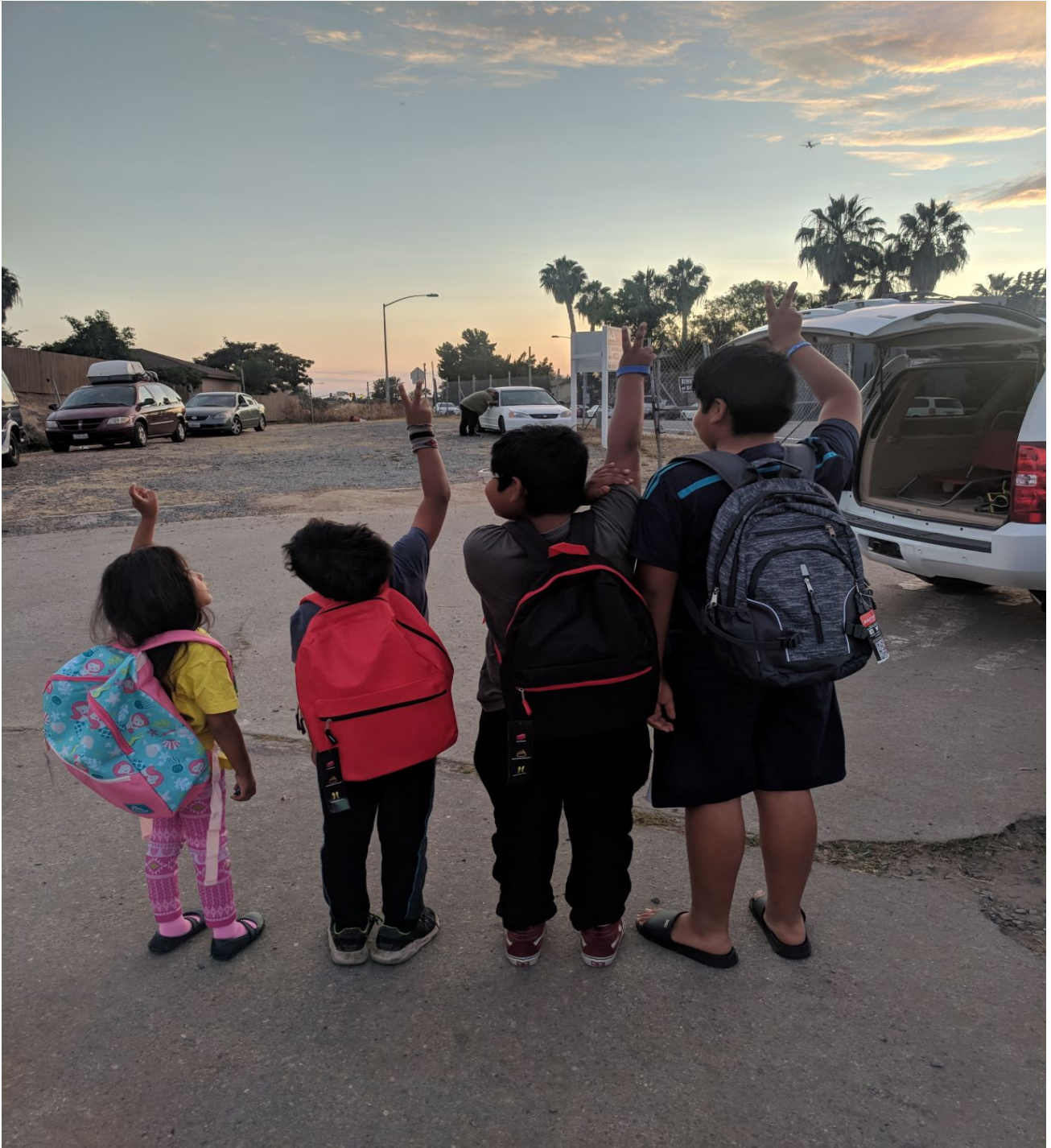




Annual Report Celebrating 10 Years



To provide innovative and cost-effective services that empower and stabilize the lives of underserved families and individuals.

Ten Years....

Over the course of 10 years, anything is possible.

Over the course of 10 years, a baby goes from speaking their first words to expressing their own opinions through speech and writing, a youth transforms from learning pre-Algebra to obtaining a college degree, an adult changes jobs 3 times while having 3 children of their own. Over the course of 10 years, people, organizations, and communities transform through growth to achieve their aspirations and dreams. Over the course of 10 years, Dreams for Change progressed from a concept to a thriving organization making lasting impacts.

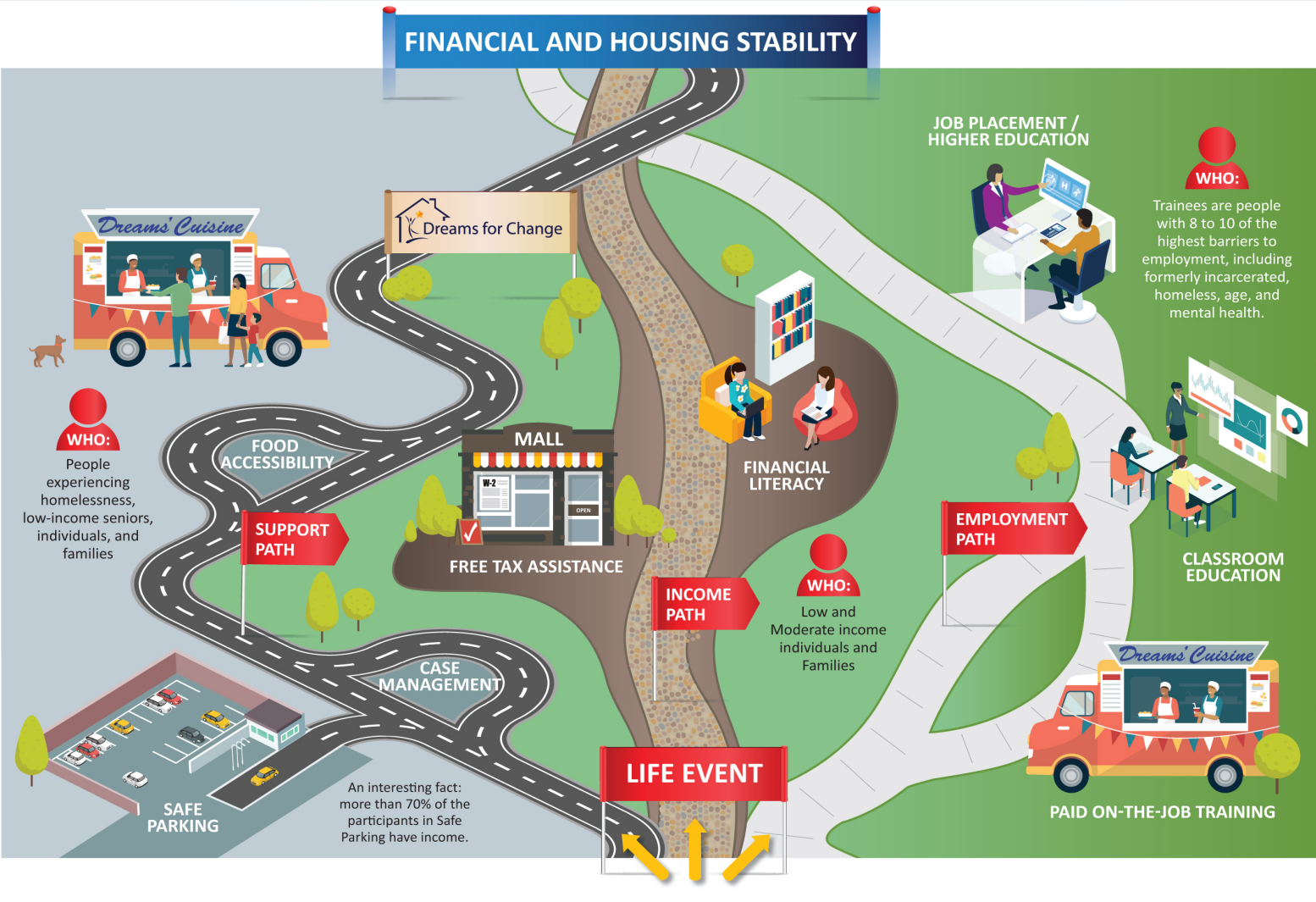
Over the past 10 years, I have had the privilege of experiencing something magical through the development and growth of Dreams for Change. We started with a small idea of using a parking lot at night as a space for families and individuals experiencing homelessness can find refuge and community. Within a month of opening the first site, every spot was filled, and I knew we were on to something great. Over the course of the 10 years, Dreams for Change developed a team of passionate employees, interns, and volunteers dedicated to bringing hope to families experiencing homelessness, to bridging employment opportunities for individuals who are unable to obtain a job, to providing meals to those who are hungry, to helping someone start to build financial stability through savings and tax credits. Over the course of the 10 years, we were met with challenges and adversity from finding suitable locations for Safe Parking to holding systems accountable so our clients can get the resources and services they deserve. Dreams for Change remained relentless and persevered through these challenges to touch over 33,000 individuals across San Diego County.

Over the next 10 years, anything is possible. Can we reduce homelessness to the point no one has to live in their vehicle? Can we ensure that anyone who wants to work can find employment with the right support to be successful in that employment? Can we help ensure no one has to choose between eating or paying rent? Can we eliminate the \$20 million gap in unclaimed tax credits for low-income working families and individuals? Over the next 10 years, YES, we can. We will continue to listen to members of our communities, activate communities into action and respond with the compassion and innovativeness that sets apart Dreams for Change from other providers. We are excited to take this journey and honored to continue to provide quality services across the community.

Over the next 10 years, everything is possible.

Teresa Smith, Ph.D., CEO

FINANCIAL AND HOUSING STABILITY



Programs

Safe Parking

The loss of a vehicle is one of the final steps to chronic homelessness. We provide safety and case management for individuals living in their vehicles.

The Safe Parking Program provides supportive services and a safe place to park for families and individuals who are living in their vehicles.

Dreams' Cuisine (Social Enterprise)



A 12-week paid on-the-job training program coupled with work readiness and life skills training. Dreams' Cuisine program overcomes barriers and secures competitive long term employment, occupational training, and educational opportunities for those experiencing homelessness, formerly incarcerated, and youth with high barriers to employment.

The **Dreams' Cuisine** food trucks are designed to sell meal options to low-income seniors and people experiencing homelessness. Offering affordable options empowers people with the dignity of buying food that they enjoy.



Tax Assistance

We provide free tax prep to low and moderate-income households, processing thousands of tax returns and bringing millions of dollars back into communities.

In addition to tax prep, our programs offer comprehensive tax education and resolution services. We work in partnership with the IRS and help clients get in direct contact with case managers.



Safe Parking

Photo Credit: John Gastaldo

Safe Parking History

2010

April 2010

Dreams for Change opened San Diego's first and California's second Safe Parking Program

2012

Second Site

Dreams for Change opens site in Chula Vista (closes 2016)

2017

2 City Paid Sites

Dreams for Change launched the cities 2 sites in response to the Hepatitis outbreak.

2019

Open to RVs

March 2019 we opened San Diego's 1st site to include RVs

2019 Impact



Vehicles
266



RVs
11



People
368

Housing Placement



Vehicles
87



RVs
2



People
123

Ten Years



Vehicles
2681



People
4722

Households Placed

Each vehicle represents a household.



1073



Dreams' Cuisine

Social Enterprise

"The Dreams' Cuisine program is an innovative workforce development program utilizing a social enterprise model combined with weekly work readiness and life skills training. The program makes a difference in the lives of participants in 2 unique and significant ways: we offer immediate, transitional paid job training at a point when participants are facing all or most of the major barriers to employment, and we supplement that real-world training with weekly workshops focused on helping participants make significant life changes from the inside out. We understand the importance of whole-person care, so in addition to the external components of workforce development we provide opportunities for our participants to learn about other important factors, such as emotional literacy and mental health awareness, to encourage the necessary mindset shift needed for meaningful and lasting life changes." Kyra Bethel, Program Manager

2019



Trainees	65
Completed	31
Still Enrolled	15

\$ 60,935	Salaries Earned
25	Job Placements
6	Advance Training



Meals	13,500
Sales	\$ 49,926

2017 - 2019



Trainees	180
Completed	67
Still Enrolled	15

\$ 158,000	Salaries Earned
73	Job Placements
10	Advance Training



Meals	58,000
Sales	\$ 238,133.00



"The support system Dreams for Change offered me was nothing short of a miracle. I had a team of people that were rooting for me! Pushing me to get to the next level. Showing me tremendous love and patience. I wouldn't be where I am today if God hadn't used this program to help me grow and develop the skills needed to be a functioning member of society. - Shannia



Each year, we operate San Diego County's largest free tax preparation site and mobile tax services to the disability community through the IRS's Volunteer Income Tax Assistance Program (VITA). The purpose of VITA is to provide free tax assistance to working families and individuals earning less than \$55,000 with a focus on ensuring those who qualify to receive the Earned Income Tax Credit (EITC). In addition to tax preparation, our tax sites screen taxpayers for potential public benefits and provide Individual Taxpayer Identification application approval.



Photo Credit: Joy Thronton

Beyond operating tax preparation sites, we play a leadership role in supporting the San Diego EITC Coalition. We support the EITC Coalition by expanding capacity through partnerships with local colleges to recruit interns for coalition members' sites, create surveys, train organizations on best practices, a market program to community and evaluate program results.

	Tax Returns	Refunds	EITC
2019 4 Mall Locations, Mobile Sites	8,275	\$14 Million	\$5.6 Million
2018 3 Mall Locations, Mobile Sites	4,212	\$6 Million	\$2.6 Million
2017 2 Mall Locations, Mobile Sites	3,470	\$5.5 Million	\$2.3 Million
2016 1 Mall Locations, Mobile Sites	2,255	\$4 Million	\$1.4 Million
<u>2011-2015</u> <u>Multiple Years*</u>	4,470*	\$5.5 Million*	\$2.9 Million*

Programs Working Together

"We just finished up our Financial Literacy module with our Workforce Development trainees. We had an engaging conversation about money and how it reflects and amplifies our values. We discussed how to maximize earnings and how to spend it wisely. The trainees completed budgeting activities and learned how to build credit to obtain a better credit score. Congratulations to an awesome group for taking their first step towards financial savviness!"

- Joy Thornton, Program Manager
Tax Assistance Program & Financial Literacy



Quintin was referred to the Dreams' Cuisine program by the CARE Center, after experiencing homelessness and job instability for several years. He was an excellent trainee from the start, demonstrating reliability by always arriving early for his shifts and maintaining a strong attendance record for the weekly work readiness classes. Dreams for Change helped Quintin to reinstate his driver's license so he could begin training for a **Team Lead** position with Dreams'Cuisine. Quintin mastered the operational procedures and was hired as a Team Lead in Oct 2019.



Safe Parking Opens Doors

"Rosa has been in our Safe Parking Program for over a year now. Rosa found an immediate connection to our intern, Samantha, due to Spanish being her 1st language. Samantha was able to connect Rosa with our workforce team to start working on the Dreams Cuisine food truck, as this has always been her dream! She also was ready to start school, taking some college courses. She feels with Samantha's guidance, she will be on the road to independence in the near future."

- Ava Blackwell, Case Manager
Safe Parking and Dreams' Cuisine



Financials

Dreams for Change BALANCE SHEET SUMMARY As of December 31, 2019

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	145,527.58
Accounts Receivable	77,379.84
Other Current Assets	85.00
Total Current Assets	\$222,992.42
Fixed Assets	32,460.00
Other Assets	1,000.00
TOTAL ASSETS	\$256,452.42
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	77.63
Other Current Liabilities	0.00
Total Current Liabilities	\$77.63
Total Liabilities	\$77.63
Equity	256,374.79
TOTAL LIABILITIES AND EQUITY	\$256,452.42

Dreams for Change Profit and Loss January - December 2019

	Total
Income	
43300* Direct Public Grants	393,445.79
43410 Unrest Donations	20,514.97
44400 Government Contracts	616,973.98
45000 Investments	255.10
46400 Other Types of Income	6,719.14
47200 Program Income	49,926.40
Total Income	\$ 1,087,835.38
Cost of Goods Sold	
50001 Cost of Goods Sold	39,143.53
Total Cost of Goods Sold	\$ 39,143.53
Gross Profit	\$ 1,048,691.85
Expenses	
50000 Salary Expense	477,253.79
50200 Payroll Tax Expense	60,793.11
50300 Health Insurance	30,569.89
60800 Stipends	72,935.87
60920 Permits and fees	2,298.49
62100 Contract Services	450.00
62110 Accounting Fees	7,845.12
62800 Facilities and Equipment	9,615.52
62850 Utilities	3,245.11
62890 Rent	117,417.20
63400 Supplies	21,847.96
63500 Communications	5,838.26
65100 Other Types of Expenses; Marketing	13,973.05
66100 Insurance	16,462.65
66130 Merchant and Bank Fees	4,932.90
68300 Vehicle	12,024.46
68310 Conference, Convention, Meeting	8,195.42
68320 Travel	12,483.95
69000 Client Incentives	476.25
Total Expenses	\$ 878,659.00
Net Operating Income	\$ 170,032.85
Net Income	\$ 170,032.85

Thank you for supporting Dreams for Change Supporters

2-1-1 San Diego
Alliance Health
AT&T Aspire
Aetnea
Capital Impact
Casa Familiar
County of San Diego Interfaith Community
James Irvine Foundation
Lucky Duck Foundation
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Reyes Coca Cola
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San Diego Uptown Sunrise Rotary
Social Venture Partnership
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