

2022

The logo for Dreams for Change, featuring a stylized green and blue wave graphic above the text "DREAMS FOR CHANGE".

**DREAMS
FOR CHANGE**



Letter from our CEO

Teresa Smith, P.h.D.

This past year has been a year of planning and regrouping following the disruption and changes the pandemic brought to our community, clients, and team. The world at the beginning of the pandemic was much different than the world we faced post-pandemic, with the explosion of inflation and homelessness and a renewed acknowledgment of the work that is needed to address systematic racism. During this year, Dreams for Change (DFC) began the beginning steps of a renewed strategic plan that strengthens our commitment to growing the Safe Parking Program, expanding paid training opportunities within our Workforce Training Program, and growing our reach and connections in the Imperial Valley region. Alongside this planning, DFC launched a new logo and branding that is more representative of what DFC has become. Through fundraising and a matching grant, DFC was able to purchase the Imperial Avenue property, allowing our Safe Parking and Food Distribution Programs a permanent place to operate and solidifying our commitment to our neighbors.

I am always amazed at the staff's commitment to their community and the clients they serve. They continually look beyond their day-to-day responsibilities to ways they can further their impact on the community. Services such as the tax team taking their knowledge to the street, ensuring those experiencing homelessness receive their Economic Stimulus Payments, to the team recruiting volunteers to continue the weekly community food distribution. It is humbling, and I am honored to be able to serve alongside such a dedicated team. Through their dedication, DFC was honored with the District 79 Nonprofit of the Year honoree by Assemblymember Dr. Akilah Weber.

As we enter into 2023, DFC is refreshed and renewed in providing more opportunities to leverage our expertise in expanding Safe Parking in the region while exploring additional innovative ways to reduce the negative impacts of housing, food, and income insecurities at the frontline through our program and services and systematically through advocacy and education.

Safe Parking



286

Households (Vehicles)



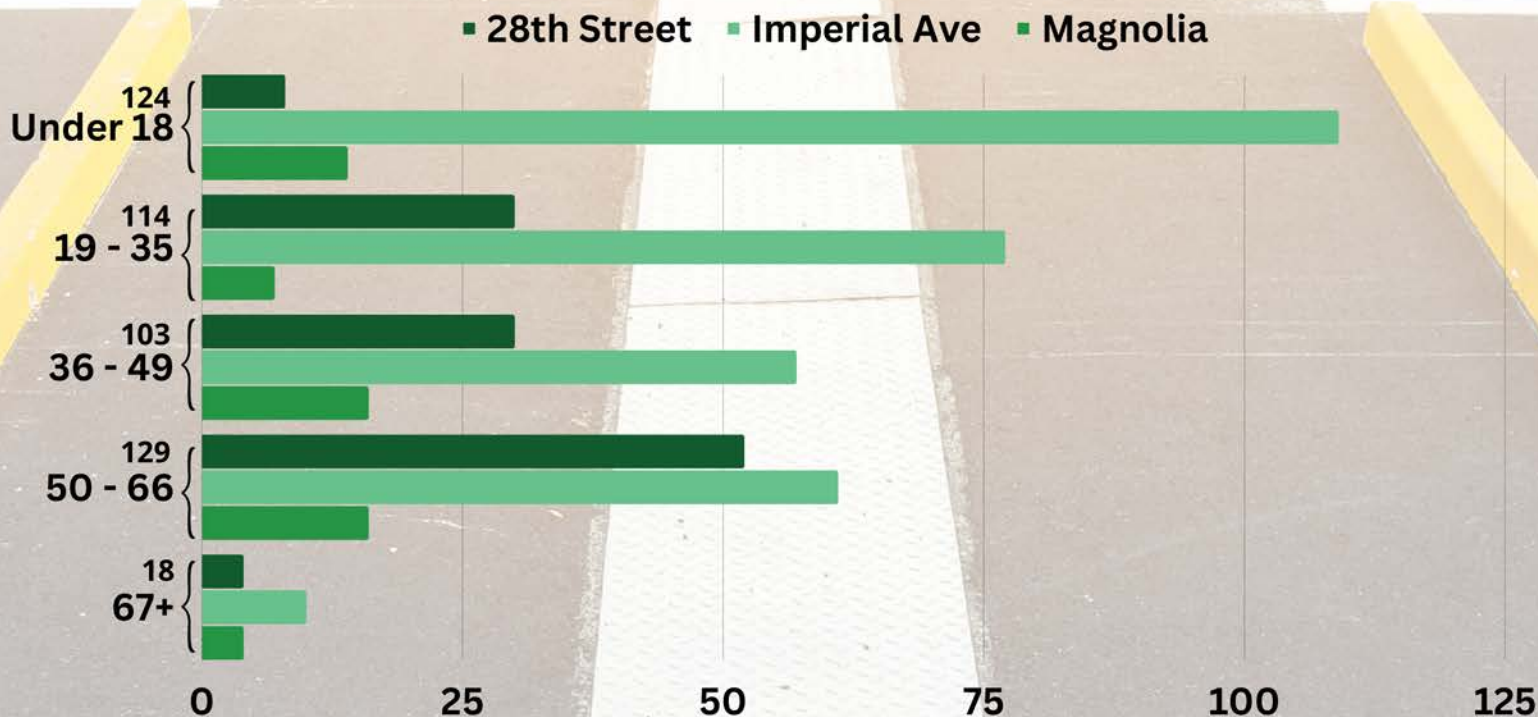
494

People



76

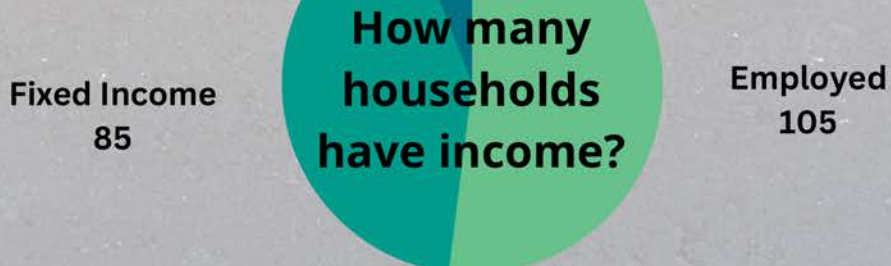
Households
Housed/Positive Exit



Non-Binary or Transgender
12



Dreams' Cuisine
12



Safe Parking

Susan first entered the Safe Parking Program in June 2021 after the sudden passing of her mother. Due to the high costs of living, she had no choice but to vacate her apartment. This is when she found Dreams for Change. During her time in the program, she was determined to obtain housing in any capacity. She and her case managers worked with various programs to receive resources and assistance. Susan was fortunate enough to qualify and be accepted for an emergency housing voucher through the San Diego Housing Commission in 2022. She was able to find a beautiful one-bedroom apartment in the City of San Diego. Susan had her home furnished by the non-profit organization, Humble Design. Susan is very thankful for all the programs assisting her on her housing journey. She will always hold a special place with the Dreams for Change family.



The first San Diego County-funded Safe Parking site! Magnolia Ave. El Cajon



In 2022, we opened the first county-funded Safe Parking Program in East County. The program opened its gates in August and within the first five months, welcomed 35 households which included 50 people. The program connects individuals and families to services and resources to assist them on their path to housing. The journey to stable housing begins before Safe Parking and may continue after. The program is a stepping stone along the way, keeping people safe and connecting them to vital and timely resources. In 2022, it took a collective

effort of government, community organizations, and personal support systems to help 9 households gain more stable housing and move out of their vehicle. The program is part of the larger picture to assist our neighbors.

We look forward to continuing the work of supporting communities and making a positive impact.

Dreams' Cuisine Workforce Training

Employment Social Enterprise

Dreams' Cuisine is a social enterprise that uses our small fleet of food trucks to offer immediate, paid-on-the-job training to people who are striving to overcome some of the highest barriers to mainstream employment, often due to experiences such as justice system involvement, homelessness, domestic violence, mental illness, and substance use disorders. The program's participants receive case management and weekly training in conflict management, financial literacy, resume writing, interview skills, mental health awareness, and emotional literacy.



71

Trainees



13

Found Jobs

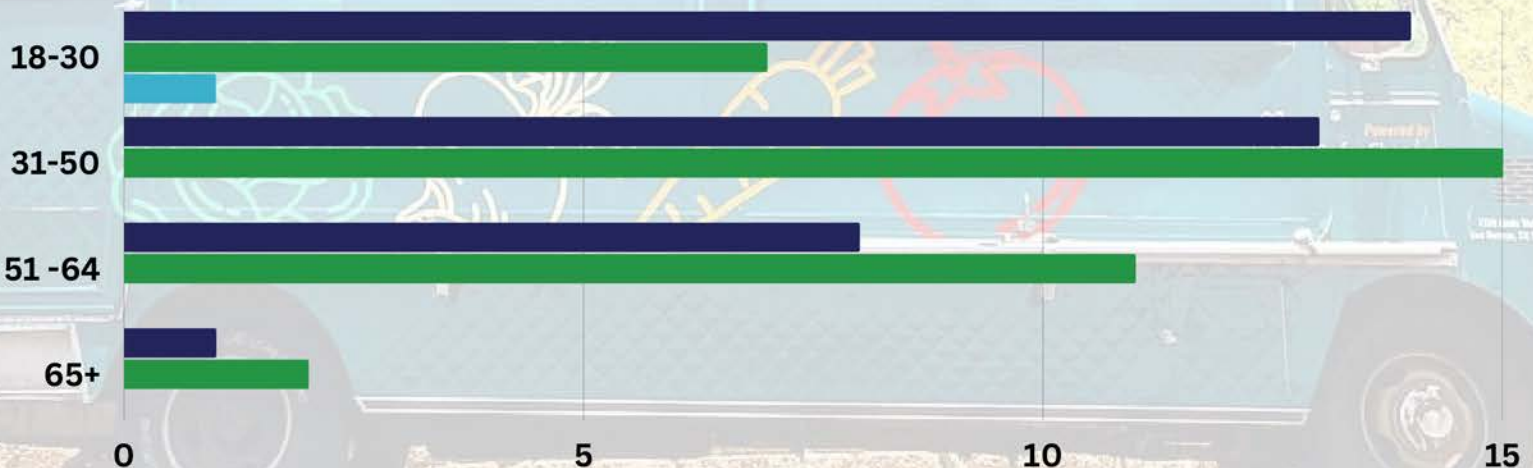


3

Advance Training

Trainees by Age and Gender

■ Men ■ Women ■ NonBinary



Trainee Total Hours and Wages



5,683



\$85,257

Curriculum

- Financial Literacy 4 Weeks
- Work Readiness 4 Weeks
- Mental Health Awareness 2 Weeks
- Emotional Intelligence 2 Weeks
- Conflict Resolution 1 Day (3 hours)

Trainee Success

Jackie enrolled in our workforce training program in March of 2022. She aimed to find stable employment that offered her full-time work and benefits. Jackie's dedication and tenacity were inspiring, and she worked with the DFC staff to overcome her barriers as a 62-year-old woman with limited income and housing insecurity. After completing the four-week Career Development Workshop, her one-on-one coaching, and mock interviews, she wanted to start applying. We are happy that Delta Airlines hired her in less than six weeks, and she is still employed today!



Dreams' Cuisine Addressing Food Insecurity

Food Trucks

We Served 6174 Meals

Our Dreams' Cuisine Food Trucks offer affordable, freshly made food to those experiencing homelessness, housing insecurity, and low income. Offering affordable meal options empowers people with the dignity of buying food they enjoy. Our menu items include \$5.00 entrees and bottles of water for \$.25. You can find one of our food trucks parked around 17th and Imperial Ave. in downtown San Diego, Monday through Friday. We are also available for fairs, festivals, community events, and private parties.



Food Distribution

In 2022 we continued our weekly food distribution. Every Wednesday, rain or shine, our dedicated staff, and volunteers helped distribute food to low-income families in our community.

782 Households / 2975 people

- 114 People with a Disability
- 47 Unsheltered People
- 13 Veterans
- 3 Active Duty Military
- 200 Children under 5
- 529 Children between 6-18
- 799 People over 60

162,000 lbs. of Food

94,864 lbs. Fresh Produce 67,303 lbs. Canned Food



Taxes

Our FREE tax preparation program provides free tax preparation services to low and moderate-income households. On average, the cost of having someone do a simple non-itemized 1040 tax form and state return is \$220, according to the National Society of Accountants. Our staff and VITA volunteers process thousands of tax returns that bring millions of dollars in Refunds, Earned Income, and Child Tax Credits into local households and the economy each year.



Returns Prepared

7737



Total Refunds Claimed

\$16,163,137



Estimated Total Savings by using
Free Tax Preparation

\$1,702,140



\$539,179



\$3,926,754



\$451,293



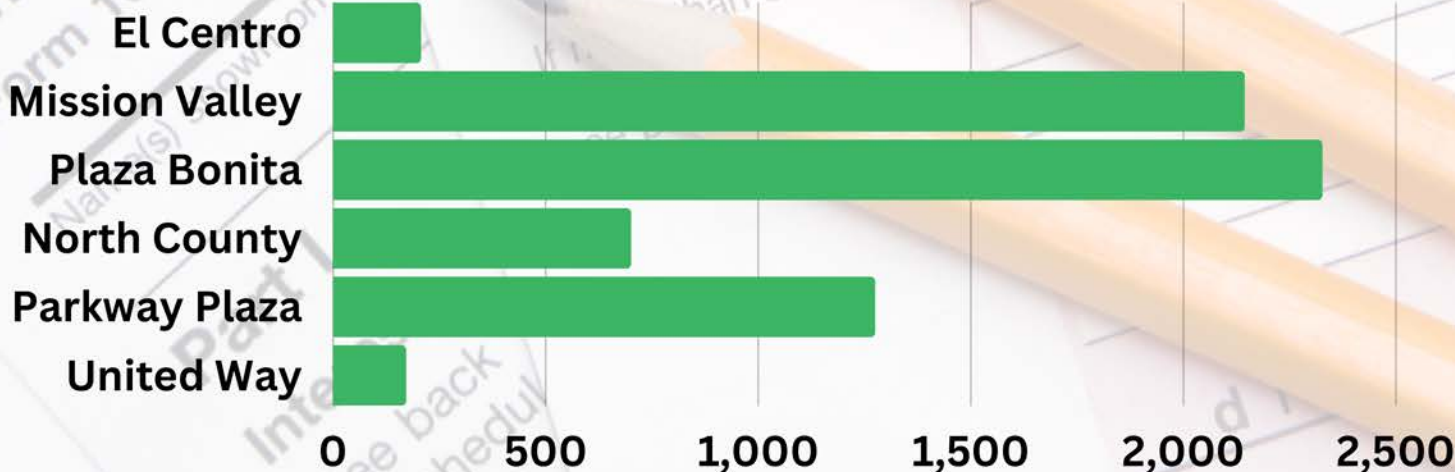
\$4,548,183



Dreams for Change helped 918 households
recover their stimulus payments totaling

\$708,400

6814 Tax Returns Prepared Between January and April



Financials

Dreams for Change Profit and Loss

January - December 2022

Dreams for Change

Balance Sheet

As of December 31, 2022

	Total
Income	
43330 Foundation and Trust Grants	\$ 94,460.64
43340 Nonprofit Organization Grants	\$ 140,000.00
43410 Unrest Donations	\$ 24,088.01
44420 Federal Contracts	\$ 389,440.29
44430 Local Government Contracts	\$ 356,411.37
44450 State Contracts	\$ 670,094.87
44530 Local Government Grants	\$ 50,000.00
44540 State Grants	\$ 40,000.00
47250 Program Sales	\$ 48,254.33
Total Income	\$ 1,812,749.51
Cost of Goods Sold	
50001 Cost of Goods Sold	\$ 26,410.04
Total Cost of Goods Sold	\$ 26,410.04
Gross Profit	\$ 1,786,339.47
Expenses	
50501 Staff Salaries	\$ 1,010,455.54
50200 Payroll Tax Expense	\$ 90,934.74
50204 Workers' Compensation	\$ 15,066.75
50300 Health Insurance	\$ 41,311.03
60801 Interns-Stipends	\$ 2,415.00
60920 Permits and fees	\$ 3,784.76
62150 Outside Contract Services	\$ 870.00
62111 Payroll Services & Audit Fees	\$ 8,165.07
62840 Equip Rental and Maintenance	\$ 10,668.46
62850 Utilities	\$ 14,272.28
62890 Rent	\$ 89,447.41
63100 Depr and Amort	\$ 11,400.00
63451 Equipment Purchase	\$ 16,079.15
63501 Telephone/Cell Phones	\$ 6,358.54
65030 Printing and Copying	\$ 6,301.10
65040 Supplies	\$ 23,383.22
65110 Advertising Expenses	\$ 5,224.29
65150 Memberships and Dues	\$ 6,446.25
65170 Staff Development	\$ 3,713.20
66100 Insurance	\$ 29,604.30
66130 Merchant and Bank Fees	\$ 2,075.24
68302 Vehicle Fuel and Maintenance	\$ 6,586.43
68320 Travel and mileage	\$ 4,413.80
69000 Client Supports	\$ 21,216.95
Total Expenses	\$ 1,430,193.51
Net Operating Income	\$ 356,145.96
Other Expenses	
80110 Grant Capital Purchase - Land	\$ 261,477.82
Net Income	\$ 94,668.14

ASSETS

Current Assets

Bank Accounts

10250 Union-7693

45,338.53

Total Bank Accounts

\$ 45,338.53

Accounts Receivable

11000 Accounts Receivable

219,248.08

Total Accounts Receivable

\$ 219,248.08

Other Current Assets

10401 Petty cash - truck

85.00

Total Other Current Assets

\$ 85.00

Total Current Assets

\$ 264,671.61

Fixed Assets

15200 Fixed Assets - Vehicles

123,137.52

17400 Accum Depr - Vehicles

-98,481.00

Property

260,000.00

Total Fixed Assets

\$ 284,656.52

TOTAL ASSETS

\$ 549,328.13

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Accounts Payable

20000 Accounts Payable

-31,439.64

Total Accounts Payable

-\$ 31,439.64

Other Current Liabilities

24000 Payroll Liabilities

20,506.39

Wage Garnishment Liabilities

123.00

Total 24000 Payroll Liabilities

\$ 20,629.39

Total Other Current Liabilities

\$ 20,629.39

Total Current Liabilities

-\$ 10,810.25

Total Liabilities

-\$ 10,810.25

Equity

30000 Opening Balance Equity

260,000.00

32000 Unrestricted Net Assets

205,470.24

Net Income

94,668.14

Total Equity

\$ 560,138.38

TOTAL LIABILITIES AND EQUITY

\$ 549,328.13



www.DreamsForChange.org

Dreams for Change is a 501(c)(3) EIN: 27-0447059