

# ANNUAL REPORT 2023







# Letter from our CEO

Teresa Smith, P.h.D.

## Guiding Principles

•**Respect:** Be excellent to yourself and thereby inspire self-respect in others. Serve others with honesty and dignity.

•**Passion and Joy:** Be passionate about serving clients/guests and joyful about the way that we do it.

•**Restoration:** Bring about positive change and solutions in the lives of clients/guests.

•**Responsiveness:** Do the things that nobody else will do. All client needs are valid and important and should be addressed in a timely manner.

•**Collaboration:** Be expert in what we do and let others be expert in what they do. Build trust through strong collaborative relationships with partner organizations serving our clients.

•**Quality over Quantity:** Serve clients/guests at a high standard even if it limits the number of people we can serve.

•**Efficiency and Effectiveness:** Use every dollar wisely to effect the most change

We set off at the start of the year with goals of working towards expanding Safe Parking in the region and exploring additional opportunities and innovative ways to reduce the negative impacts of housing, food, and income insecurities. As the year came to a close, we are excited to report we have met the goals and exceeded all expectations on what Dreams For Change's team is capable of.

As the team was closing out a successful tax season, the City of San Diego Homeless Strategies Department requested DFC assistance in launching the City's first Safe Sleeping site to provide a place for individuals to get off the streets in a sanctioned City camp location. The project was going to be a significant undertaking with multiple risks and challenges. Reflecting on our guiding principles of Restoration, Responsiveness and Collaboration, we knew we were the right organization to accept this challenge. The team immediately went to work developing, learning, growing and building relationships to help ensure the successful launch all the while ensuring existing client services were not impacted. We welcomed a whole new team of more than thirty staff that brought their passion, talents, and commitments to San Diego's unsheltered.

The journey of this past year has tested the strength of the organization and every staff and board members' ability to be adaptable and responsive. We are proud of the staff, community partners and volunteers who have all stepped up in the implementation of the Safe Sleeping program. Our team, board and partners truly embrace our principle of Passion and Joy as reflected by the passion for which they serve clients in this difficult world of homeless services, and the joy I see they bring each day to those they serve.

We look forward to another year of continued growth and will continue to strive to ensure every community member has the opportunity for stable housing and income.

# 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. **This year we saved our clients about \$2,057,660 in filing fees.**



Federal Returns Prepared

**9,353**



Total Refunds Claimed

**\$13,100,000**



State Returns Prepared

**8115**



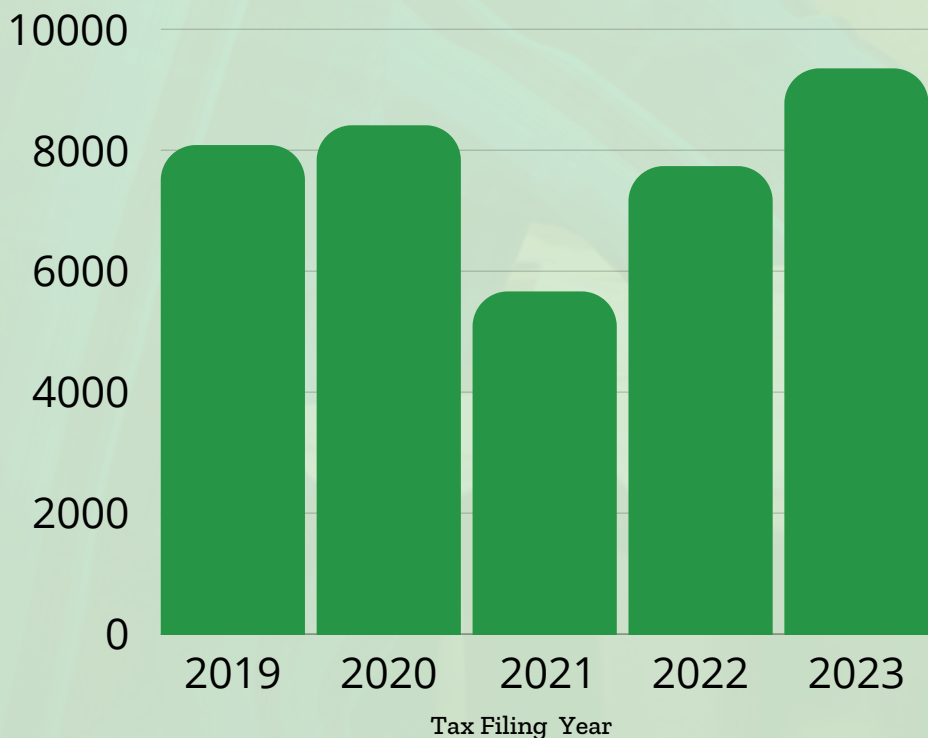
**\$4,527,952**



**\$3,974,814**



**\$935,781**



**2019 - 2023 Total Refunds**  
**\$71.9 million**

	Returns	Refunds
2019	8085	\$16,900,000.00
2020	8412	\$10,400,000.00
2021	5665	\$16,100,000.00
2022	7737	\$15,400,000.00
2023	9353	\$13,100,000.00



# Safe Parking



**272**

Households (Vehicles)



**394**

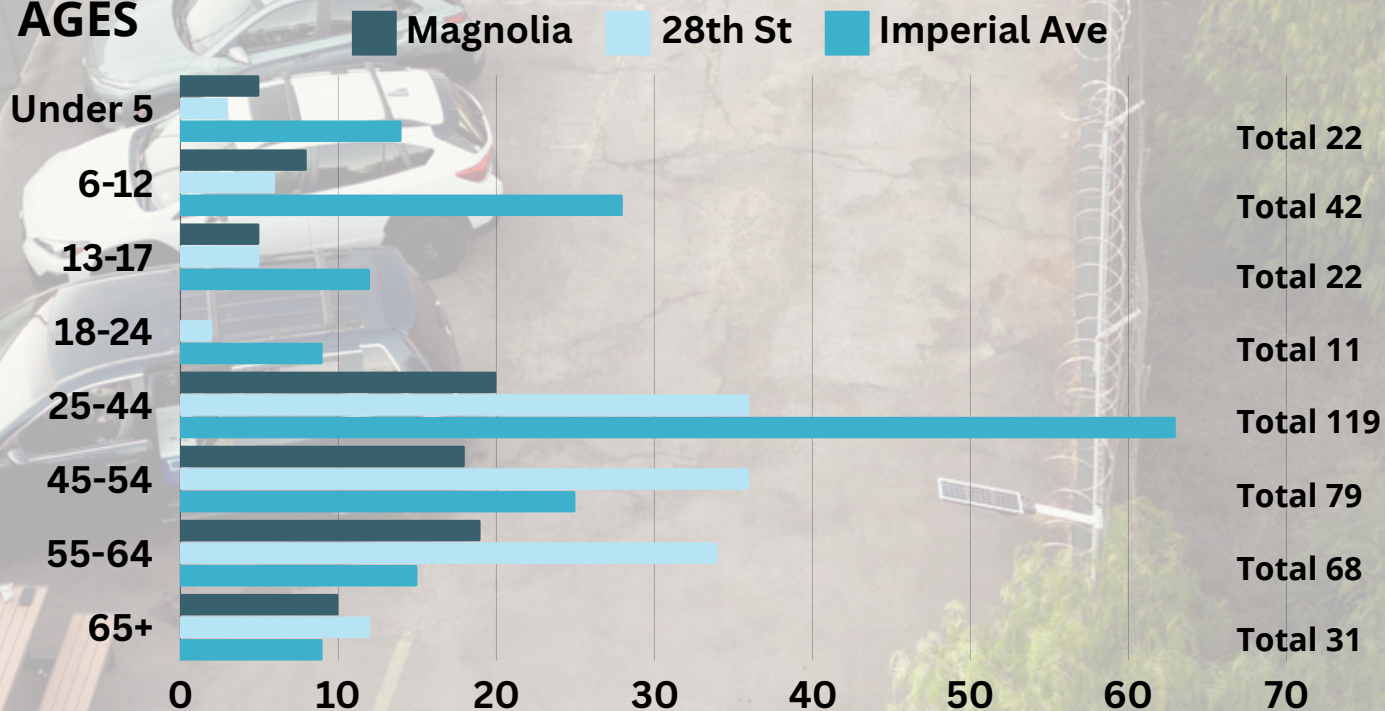
People



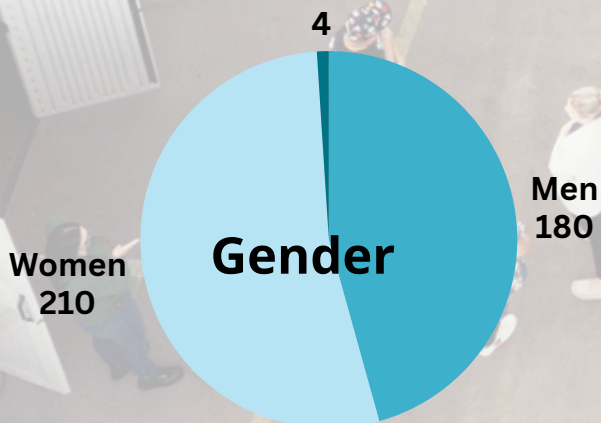
**116**

Households  
Housed/Positive Exit

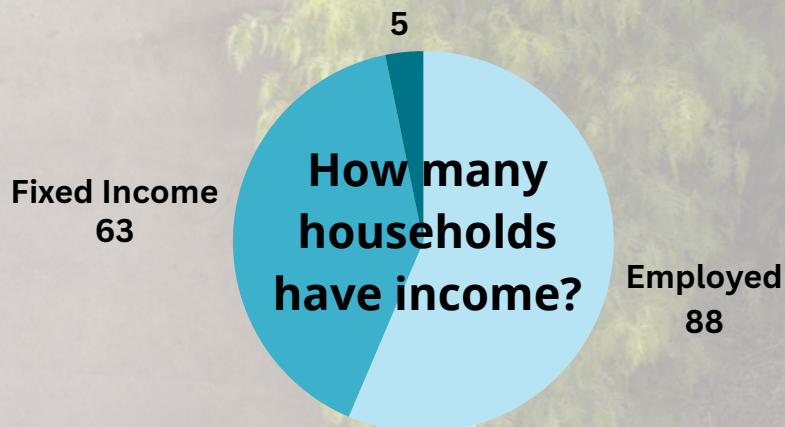
## AGES



## Gender



## How many households have income?





***Nothing starts until you take action. If you have time to worry, then run."*** *Sonic '06*

B and his family were evicted from their home in Arkansas in November 2021 after he lost his job as a carpenter the previous year. To pay for a hotel room, he sold all his possessions. They eventually moved to California in May 2022 but had to live in various places, including with in-laws and in hotel rooms. During this time, they received assistance from organizations such as Catholic Charities of San Diego and Crisis House.



Unfortunately, B went through some complex events during that year, such as the passing of his mother, a separation from his wife and another child, getting hit by a car while riding a bike and losing his job at Home Depot. As a coping mechanism, he began to drink, and he lost hope.

At the time, B was unaware of the opportunities that Dreams for Change could offer him. In May 2023, B and his special needs daughter enrolled in Dreams for Change's Safe Parking Program. Since then, B has achieved many things, such as buying a newer car and ending a six-month drinking binge. The program has helped him with car maintenance so he can take his daughter to school and medical appointments. B says that the program and the community within Safe Parking have helped him and his daughter endure the previous six months.

B and his daughter now have a two-bedroom apartment where his daughter has decorated her room around her favorite cartoon character, Sonic the Hedgehog.

## Safe Parking Host a Meal Donation

In the past year, many individuals, families, groups, churches, and businesses have provided **11,269 meals** to our Safe Parking program participants. On a daily basis, these participants face difficult decisions between purchasing food, gas, medicine, and other basic necessities. The generous people who provided nourishing meals not only filled their stomachs but also offered warmth and care. DFC is grateful for their generosity, which has made a huge difference in the lives of these individuals.





# Dreams' Cuisine Workforce Training

Employment Social Enterprise



**Trainees**

**153**



**Found Jobs**

**46**



**Advance Training**

**3**



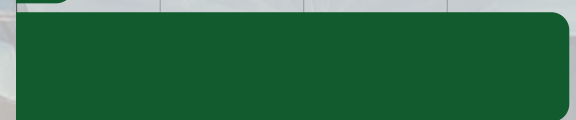
**Jobs with  
DFC**

**34**

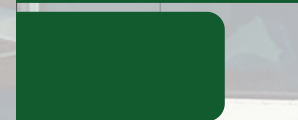
**Ages 18-24**



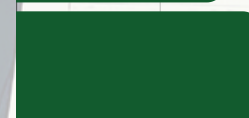
**Ages 25-44**



**Ages 45-54**



**Ages 55-64**



**Age 65+**



0 20 40 60 80

**Trainee Total  
Hours and Wages**



**\$178,605**



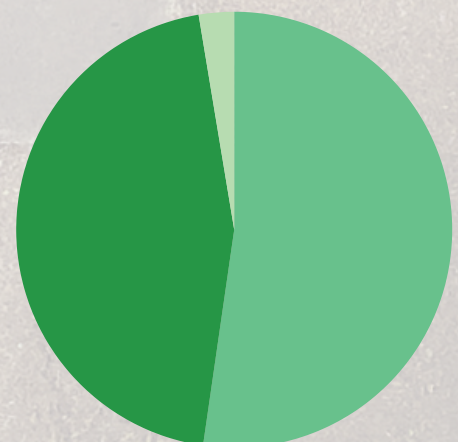
**10,807**

**Non-Binary or Transgender**

**4**

**Women  
69**

**Men  
80**





# Angel's Journey

## H.O.P.E - Hold On, Pain Ends

Meet Angel. She successfully completed Dreams for Change's workforce training program and is now a full-time Case Manager with our Safe Sleeping Program. Angel's story is one of resilience, determination, and hope. She has faced numerous challenges in her life, from dropping out of school to experiencing incarceration, homelessness, and addiction. However, she never gave up on her dreams of making a difference in the world.



Scott, Kay, Angel, Kelly & Mary

Angel's life took a positive turn when they received housing in 2019, gained sobriety in 2022, and joined Dreams for Change's Safe Sleeping Program as a Site Patrol trainee in 2023. She expanded her valuable skills through the organization's workforce training program, including communication, teamwork, conflict resolution, and problem-solving. These skills have helped her connect with clients and provide them with the support they need to overcome homelessness and addiction.

Through Dreams for Change's program, Angel was able to start a career and become a positive role model for others. She has used her own experiences to empathize with her clients and help them find their own paths to success. Her dedication and hard work have earned her a promotion to a full-time Case Manager. Angel has also provided training to help a local Starbucks district navigate how to de-escalate and avoid negative interactions with unsheltered people and she continues to pursue her own education with the goal of becoming a drug and alcohol counselor.

Angel's story is an example of Dreams for Change's workforce training program. By providing comprehensive support and training, we are able to empower individuals like Angel to break the cycle of poverty and achieve their goals. Dreams for Change is committed to making an impact in the lives of our participants, and Angel is just one of many success stories.

## Dreams' Cuisine Addressing Food Insecurity

**Our Food Trucks served  
36,105 Meals**

### Food Distribution



In 2023, DFC provided **156,676 pounds** of food providing **6,133 packets** to low-income residents primarily living in the Encanto neighborhood. The amount of food distributed has increased by 83% since 2021. A total of **761 households** with **2,784 members** were assisted. In addition, DFC distributed additional produce received from the San Diego food bank to DFC's Safe Sleeping program, which provided extra produce to approximately 150 individuals staying at this program site. DFC's outreach teams visit the food distribution to engage with individuals, and promote additional resources and benefits such as the free tax preparation, and CalFresh. The program success is measured by the pounds of food distributed, the number households served and the number of meals provided.



# Safe Sleeping Program



**644**

Households



**792**

People



**14**

Positive Exits

## Who uses Safe Sleeping?

Age 18-24	29
Age 25-44	315
Age 45-54	210
Age 55-64	166
Age 65+	72



297 Women



493 Men



2 Trans/Non Binary/intersex



30 Employed People



167 People on a Fixed Income



42 Veterans



616 People with Disabilities

Emergency shelter/hotel or motel paid for with emergency voucher	23
Transitional Housing	4
Staying with family/friends	6
Rental (subsidized or unsubsidized)	7
hotel/motel not paid for with voucher	3
Hospital/Psych Facility/Drug and Alcohol Treatment Center	10
Jail/prison	4
Streets	300
No exit interview	19
Total exits	376

The City of San Diego, in partnership with Dreams for Change, has established the Safe Sleeping Program, which offers a safe and legal camping space for individuals experiencing homelessness as an alternative to traditional congregate shelters. The program includes tents, meals, restrooms, showers, 24-hour security, housing navigation, case management, and access to workforce training. The program was launched on June 28, 2023.

# Alejandra Hit the Jackpot

By Karina Santos, MPH Program Manager

Alejandra's story is a testament to resilience and the power of community support. While working with Dreams for Change case managers and other supporting outside organizations, she became a prime example of getting things done, not just for herself but for those around her.



Alejandra and her partner had hit rock bottom, finding themselves without a stable home since 2017. But Dreams for Change's Safe Sleeping Site offered them a lifeline when they entered the program on November 11th, 2023. They sought a safe place to sleep and a chance to get back on their feet, and they found that and more.

As they settled into the program, Alejandra learned about the workforce program offered by Dreams for Change. They saw an opportunity not only to improve their own situation but also to help others in similar predicaments. Their compassion and determination were evident, and after inquiring about job opportunities, they were soon hired as site patrol on the lot.

Alejandra, with her partner by her side, proved to be an exceptional employee. She worked tirelessly, not just for herself but for the community around her. She took on leadership roles, assisting others in getting their affairs in order and providing a sense of hope and stability to those who needed it most.

But it was her skill as a self-taught barber that truly set her apart.

Every day, Alejandra would set up her barber's chair and offer free haircuts to her fellow Dreams for Change participants. For many, a haircut was more than just a grooming service; it was a moment of dignity, a chance to feel human again amidst the challenges of homelessness. Whether it was for self-confidence or preparing for a job interview, Alejandra's haircuts were a beacon of hope for those in need.

Their hard work paid off, and they were soon recognized with a raise. They continued to work and save money, and eventually, they were matched with housing through a senior housing program based on her partner's age. This was a turning point for them, a chance to finally have a place to call their own after years of uncertainty and hardship.

But the story doesn't end there. On February 20, 2024, after successfully moving into their new home, Alejandra received unexpected news: she had won the jackpot and was now the proud owner of a Ford Mustang. It was a moment of pure joy and disbelief, a symbol of their perseverance and the positive changes in their lives.

Despite their newfound success, Alejandra and her partner remained humble and grateful. Alejandra continued to show up to work at Dreams for Change, not just as an employee but as a beacon of hope and inspiration. Her story touched the hearts of many, reminding them that with the right people and a little bit of faith and hard work, anything is possible.



# Dreams for Change Profit and Loss by Class

January - December 2023

	Program	G & A	Fundraising
<b><u>Income</u></b>			
Foundation and Trust Grants	\$ 95,000.00	\$ 9,408.17	\$ 31,290.97
Nonprofit Organization Grants	\$ 257,172.89		
Direct Public Support	\$ 250.00		
Unrest Donations		\$ 37,616.64	
Government Contracts	\$ 2,118,874.68		
Government Grants	\$ 151,381.31	\$ 298,037.90	
Miscellaneous Revenue		\$ 105.59	
Program Sales	\$ 242,363.40		
Interest Income		\$ 33,516.53	
Total Income	\$ 2,865,042.28	\$ 409,975.80	
Cost of Goods Sold	\$ 82,505.56		
Gross Profit	\$ 2,782,536.72	\$ 409,975.80	
<b>Expenses</b>			
Staff Salaries	\$ 1,595,204.42	\$ 50,864.17	\$ 26,336.45
Payroll Tax Expense	\$ 187,468.34	\$ 11,065.23	\$ 2,092.47
Health Insurance	\$ 46,450.28	\$ 1,814.73	\$ 2,596.82
Business Expenses		\$ 60.00	\$ -
Permits and fees	\$ 1,516.00	\$ 311.37	
Taxes		\$ 1,453.93	
Contract Services	\$ 40,671.34		
Volunteer Services - Non-GAAP	\$ 941.03		
Accounting Fees	\$ -	\$ 16,808.38	\$ -
Volunteer Services	\$ 500.21		
Facilities and Equipment	\$ 38,914.47	\$ 201.00	\$ -
Equip Rental and Maintenance	\$ 11,929.50	\$ 57.69	
Utilities	\$ 22,562.57	\$ (11.90)	\$ -
Rent	\$ 106,336.48	\$ 9,261.27	
Depr and Amort	\$ 11,400.00		
Postage, Mailing Service	\$ 263.67	\$ 298.82	
Printing and Copying	\$ 1,891.13	\$ 73.15	
Supplies	\$ 110,017.81	\$ 3,128.78	\$ -
Equipment Purchase	\$ 4,329.59		
Telephone/Cell Phones	\$ 12,801.31	\$ 781.62	
Website	\$ -	\$ 4,300.00	
Advertising Expenses	\$ 7,668.35	\$ 1,889.55	
Memberships and Dues	\$ 6,511.75	\$ 292.87	
Staff Development	\$ 1,611.45	\$ 5,865.78	
Total 65100 Other Types of	\$ 15,791.55	\$ 8,048.20	\$ -
Insurance	\$ 21,531.26	\$ 8,648.99	
Merchant and Bank Fees	\$ 917.98	\$ 101.94	
68302 Fuel	\$ 3,355.30	\$ 72.38	
68303 Maintenance	\$ 2,003.78	\$ 111.72	
Vehicle	\$ 5,359.08	\$ 184.10	\$ -
Travel	\$ 8,864.34	\$ 4,415.37	\$ 265.23
Client Incentives	\$ 46,035.53	\$ 1,171.52	
Client Meals	\$ 6,838.35		
Total Expenses	\$ 2,287,136.24	\$ 123,038.36	\$ 31,290.97
Net Operating Income	\$ 495,400.48	\$ 286,937.44	\$ -
Grant Capital Purchase- Vehicle	\$ 33,271.50		
Net Income	\$ 462,128.98	\$ 286,937.44	\$ -

# Dreams for Change

## Balance Sheet

As of December 31, 2023

	<u>Total</u>
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
US Bank Checking - 6937 - 2	118,158.96
157538090901 US Bank Money Market	1,000.00
Total US Bank Checking - 6937 - 2	<u>\$ 119,158.96</u>
Total Bank Accounts	<u>\$ 119,158.96</u>
Accounts Receivable	
11000 Accounts Receivable	931,813.31
11200 Pledges Receivable	0.00
11400 Grants Receivable	0.00
Total Accounts Receivable	<u>\$ 931,813.31</u>
Other Current Assets	
10401 Petty cash - truck	85.00
Total Other Current Assets	<u>\$ 85.00</u>
Total Current Assets	<u>\$ 1,051,057.27</u>
Fixed Assets	
15200 Fixed Assets - Vehicles	111,628.52
15300 Fixed Assets - Equipment	14,759.00
15500 Facility Construction	1,273.50
17400 Accum Depr - Vehicles	-103,897.00
Property	260,000.00
Total Fixed Assets	<u>\$ 283,764.02</u>
<b>TOTAL ASSETS</b>	<u><b>\$ 1,334,821.29</b></u>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 Accounts Payable	54,016.84
Total Accounts Payable	<u>\$ 54,016.84</u>
Other Current Liabilities	
24000 Payroll Liabilities	16,824.08
Wage Garnishment Liabilities	2,640.89
Total 24000 Payroll Liabilities	<u>\$ 19,464.97</u>
24100 Accrued Leave and Payroll	21,163.85
American Express	73,000.00
Total 25600 Short-term Notes - Credit Line	<u>\$ 73,000.00</u>
Total Other Current Liabilities	<u>\$ 113,628.82</u>
Total Current Liabilities	<u>\$ 167,645.66</u>
Total Liabilities	<u>\$ 167,645.66</u>
Equity	
32000 Unrestricted Net Assets	448,164.18
Net Income	717,775.45
Total Equity	<u>\$ 1,165,939.63</u>
<b>TOTAL LIABILITIES AND EQUITY</b>	<u><b>\$ 1,333,585.29</b></u>





[www.DreamsForChange.org](http://www.DreamsForChange.org)

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