

# TOGETHER, WE ARE CHANGING THE PICTURE OF POVERTY.

**2018 ANNUAL REPORT** 



**CSLcares.**org

# CSL's Bridges to Career Opportunities (BCO) work is modeled by our program delivery partner, LISC. We base our work on these tenets:

- We seek to connect workers to in-demand sectors like healthcare, information technology, logistics, etc.
- We want to offer IRCs (Industry-Recognized Credentials) that are portable
- We further desire IRCs that offer career-laddering, meaning that a worker can enter at a base level, then move up in the sector with additional trainings and certifications
- ► We seek jobs that offer livable wages and benefits



# JOHN'S STORY

Place, John moved from job to job making minimum wage – struggling to support his girlfriend and daughter. He completed CSL's welding program and quickly landed a job. Now he is confident, proud, and growing.





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OUR MISSION To assist communities in reaching their potential by providing immediate relief to people in need, assessing their situations, and providing solutions that lead to economic stability.

OUR VISION Communities where all people have resources to meet basic needs, attain meaningful work, and have a place to call home.

OUR PURPOSE To make meaningful and lasting change in peoples' lives.



Dear Friend of CSL,

It is my pleasure and honor to share this 2018 Annual Report with you. While it is a financial report, and a recap of major activities that CSL undertook in 2018, it's also very much a report of how your philanthropic investments moved forward our community.

We believe it is time to reframe the issue of poverty in our community. Too often, it's easy to look at a picture and see a need like hunger. We then logically assume a food basket will put that family on better footing, and off they'll go to a better life. What you don't see in that picture is a mom who is in so deep with a payday loan that she has barely any money left at the end of the month once she's paid her payday loan installment.

The issues outside the frame are often complex, messy, and, perhaps, controversial. It is our challenge to bring those issues into the frame. Because of you, we're addressing skills deficiency through workforce trainings, we're pushing back against toxic lending through creative loan-making, we're integrating and layering services for maximum impact, and we're helping neighbors access lifelong educational opportunities.

Our work has been going on for 103 years, but, in many ways, it's only just begun. You are helping to reframe how our community looks at poverty. Instead of transactional assistance, we're building relationships with our neighbors through coaching and connection to resources. We continue to evaluate our success based on how we're improving household incomes, credit scores, and net worth. We're bringing a level of innovation to CSL, because you provide the support to do so; innovation like the opening of BlendWell Community Cafe, an economic spark for Northwest Independence and Sugar Creek.

We take your giving to CSL very seriously. We know that CSL is a conduit for change you'd like to see in our world. Your gift, combined with the generosity of others listed in this report, is driving innovation in our sector, and allowing us to have more impact in our community.

Thank you for making 2018 a great year!

Sincerely,

\$ ~

Pr C cc 8°

Doug Cowan President & Chief Executive Officer cowand@cslcares.org 816.912.4484





ALTERNATIVE BUILD STORY BUILDING



Sonci Bleckinger Chair Central Bank of the Midwest



Karen Schuler Vice Chair Community Volunteer



Jeff Benson Treasurer St. Mary's Medical Center



Merideth Parrish Secretary Independence School District



Dr. Cathleen Cackler-Veazey Past Chair Community of Christ



Jeff Anger Independence School District



Irene Baltrusaitis
City of Independence
and The Examiner
(Retired)



Judge Patrick Campbell Jackson County Circuit Court



Cathi Christina Safe Haven Security



**Don Fore**Independence School
District (Retired)



Hannah Francis
Commerce Bank



Kat Hnatyshyn CommunityAmerica Credit Union



**Dr. Paul Kinder**Blue Springs School
District (Retired)



K. Martin Kuny The Kuny Law Office



Garland Land State of Missouri (Retired)



Jim Parcel Former Mayor, City of Buckner (Retired)



John Skinner Edward Jones



Julie van Dijk Unilever



**Jerry Vaughan** Grain Valley Education Foundation



Laura Vernon
Drumm Farm Center
for Children and
Independence School
District (Retired)



**Eric Washington**Community Volunteer



Byron Williamson Comcast



Doug Cowan President & CEO Ex-Officio Member

#### Community Services League League

BALANCE SHE TO Sheet
As of December 31, 2018
January through December 20 (10) Spared on Accrual Basis

Unaudited Financial Statements prepared on Accrual Basis

|   | Dec 31, 18  | Dec 31, 17   | \$ Change  |     |
|---|---|--|--|-----|
| ASSETS  |   |  |  |     |
| Current Assets  |   |  |  |     |
| Checking/Savings  | 200 026   | E07.047  | (107.001)  |     |
| Operating Checking/Savings Designated Checking/Savings  | 380,926<br>367,199  | 507,947<br>141.065   | (127,021)<br>226,133   |     |
| Noland Road Capital Campaign  | 307,199   | 14.804   | (14,804)   |     |
| 24 Highway Capital Campaign   | -   | 952,518  | (952,518)  |     |
| Total Checking/Savings  | 748,125   | 1,616,334  | (868,209)  |     |
| Accounts Receivable   |   | .,,  | (,)  |     |
| Vocational Rehabilitation AR  | 59,963  | 31,340   | 28,623   |     |
| Total Accounts Receivable   | 59,963  | 31,340   | 28,623   |     |
| Other Current Assets  |   |  |  |     |
| Contract Income Receivable  | 188,433   | 309,567  | (121,134)  |     |
| Inventory   | 40,763  | 33,746   | 7,017  |     |
| Prepaid Expenses  | 33,895  | 49,745   | (15,850)   |     |
| Total Other Current Assets  | 263,091   | 393,058  | (129,967)  |     |
| Total Current Assets  | 1,071,179   | 2,040,732  | (969,553)  |     |
| Fixed Assets  | 400 475   |  | 44.000   |     |
| Land  | 486,475   | 475,177  | 11,298   |     |
| Blue Springs and Oak Grove Building   | 199,774   | 199,774  | -  |     |
| Building Improvements BS OG   | 25,945  | 25,945   | -  |     |
| Noland Road Building<br>24 Highway Building   | 2,277,908<br>231,082  | 2,277,908<br>231,082   | -  |     |
| 24 Highway Building Improvements  | 1.084.164   | 167,815  | 916,349  | (a) |
| 24 Hwy Furniture and Fixtures   | 46,857  | 107,015  | 46,857   | (a) |
| Furniture and Fixtures  | 133,646   | 133,646  |  |     |
| Vehicles  | 50,002  | 50,002   | _  |     |
| Computers and Technology  | 105,008   | 105,008  | _  |     |
| Accumulated Depreciation  | (930,863)   | (806,863)  | (124,000)  |     |
| Total Fixed Assets  | 3,709,996   | 2,859,494  | 850,503  |     |
| TOTAL ASSETS  | 4,781,175   | 4,900,226  | (119,050)  |     |
| LIABILITIES & EQUITY  |   |  |  |     |
| Liabilities   |   |  |  |     |
| Current Liabilities   |   |  |  |     |
| Accounts Payable  | 45.007  | =0.0=4   | (40.057)   |     |
|   | 45,697  | 56,654   | (10,957)   |     |
| Accounts Payable  | 45.007  |  |  |     |
| Total Accounts Payable  | 45,697  | 56,654   | (10,957)   |     |
| Total Accounts Payable<br>Credit Cards  |   |  | (10,957)   |     |
| Total Accounts Payable<br>Credit Cards<br>Central Bank Credit Card  | <b>1</b> 16,899   | 11,505   | (10,957)<br>5,394  |     |
| Total Accounts Payable<br>Credit Cards<br>Central Bank Credit Card<br>Total Credit Cards  |   |  | (10,957)   |     |
| Total Accounts Payable<br>Credit Cards<br>Central Bank Credit Card<br>Total Credit Cards<br>Other Current Liabilities   | <b>1</b> 16,899   | 11,505<br>11,505   | 5,394<br>5,394   |     |
| Total Accounts Payable<br>Credit Cards<br>Central Bank Credit Card<br>Total Credit Cards  | <b>1</b> 16,899   | 11,505   | (10,957)<br>5,394  |     |
| Total Accounts Payable<br>Credit Cards<br>Central Bank Credit Card<br>Total Credit Cards<br>Other Current Liabilities<br>Payroll Taxes Payable  | 16,899<br>16,899  | 11,505<br>11,505<br>306  | (10,957)<br>5,394<br>5,394<br>(306)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Card Total Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations   | 1 16,899<br>16,899<br>- 67,992<br>142,168<br>101,138  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648  | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)   |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Card Total Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building   | 1 16,899<br>16,899<br>- 67,992<br>142,168<br>101,138  | 11,505<br>11,505<br>306<br>68,119<br>187,659   | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Contral Bank Credit Card Total Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable   | 16,899<br>16,899<br>-<br>67,992<br>142,168<br>101,138<br>-<br>1,101   | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641   | 5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101   |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Card Total Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards  | 1 16,899<br>16,899<br>- 67,992<br>142,168<br>101,138<br>- 1,101<br>3,395  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641   | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Card Total Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Llabilities  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>1<br>1,101<br>3,395<br>315,794  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641   | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)   |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Card Total Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Total Current Liabilities  | 1 16,899<br>16,899<br>- 67,992<br>142,168<br>101,138<br>- 1,101<br>3,395  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641   | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Long Term Liabilities  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>-<br>1,101<br>3,395<br>315,794<br>378,390   | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>-<br>1,315,373<br>1,383,532   | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Long Term Liabilities Mortgage Loan Payable  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>-<br>1,101<br>3,395<br>315,794<br>378,390<br>1,019,150  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>-<br>1,315,373<br>1,383,532<br>1,360,130  | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Long Term Liabilities Mortgage Loan Payable Total Long Term Liabilities  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>1,101<br>3,395<br>315,794<br>378,390<br>1,019,150   | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>-<br>1,315,373<br>1,383,532<br>1,360,130<br>1,360,130                                   | (306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)<br>(340,980)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Long Term Liabilities Long Term Liabilities Total Long Term Liabilities Total Long Term Liabilities  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>-<br>1,101<br>3,395<br>315,794<br>378,390<br>1,019,150  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>-<br>1,315,373<br>1,383,532<br>1,360,130  | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Long Term Liabilities Mortgage Loan Payable Total Long Term Liabilities  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>1,315,373<br>1,383,532<br>1,360,130<br>1,360,130<br>2,743,662                           | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)<br>(340,980)<br>(1,346,121)   |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Total Current Liabilities Long Term Liabilities Mortgage Loan Payable Total Long Term Liabilities Total Liabilities Total Liabilities  | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>1,101<br>3,395<br>315,794<br>378,390<br>1,019,150<br>1,019,150<br>1,397,540<br>2,152,451          | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>-<br>1,315,373<br>1,383,532<br>1,360,130<br>1,360,130<br>2,743,662<br>1,891,179         | (306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)<br>(340,980)  |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Current Liabilities Long Term Liabilities Mortgage Loan Payable Total Liabilities Total Liabilities Total Liabilities Total Liabilities Total Liabilities Unrestricted Net Assets                          | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>-<br>1,315,373<br>1,383,532<br>1,360,130<br>1,360,130<br>2,743,662                           | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)<br>(340,980)<br>(1,346,121)   |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Total Current Liabilities Long Term Liabilities Long Term Liabilities Total Long Term Liabilities Total Liabilities Total Liabilities Total Liabilities Unrestricted Net Assets Temp Restricted Net Assets | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>1,101<br>3,395<br>315,794<br>378,390<br>1,019,150<br>1,019,150<br>1,397,540<br>2,152,451<br>4,113 | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>   | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(126)<br>(45,491)<br>(24,511)<br>(933,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)<br>(340,980)<br>(1,346,121)<br>261,272<br>965,799<br>1,227,071 |     |
| Total Accounts Payable Credit Cards Central Bank Credit Cards Central Bank Credit Cards Other Current Liabilities Payroll Taxes Payable Accrued Payroll UEI Designated UEI Operations UEI 24 Highway Building Sales Tax Payable BlendWell Gift Cards Total Other Current Liabilities Total Current Liabilities Long Term Liabilities Mortgage Loan Payable Total Long Term Liabilities Total Liabilities Unrestricted Net Assets Temp Restricted Net Assets Net Income                          | 1 16,899<br>16,899<br>67,992<br>142,168<br>101,138<br>  | 11,505<br>11,505<br>306<br>68,119<br>187,659<br>125,648<br>933,641<br>933,641<br>1,315,373<br>1,383,532<br>1,360,130<br>2,743,662<br>1,891,179<br>4,113<br>261,272 | (10,957)<br>5,394<br>5,394<br>(306)<br>(126)<br>(45,491)<br>(24,511)<br>(93,641)<br>1,101<br>3,395<br>(999,579)<br>(1,005,141)<br>(340,980)<br>(340,980)<br>(1,346,121)<br>261,272<br>965,799                        |     |

# 2018 **FINANCIAL SUMMARY**

Audited Financial Statements will be made available upon completion at cslcares.org.

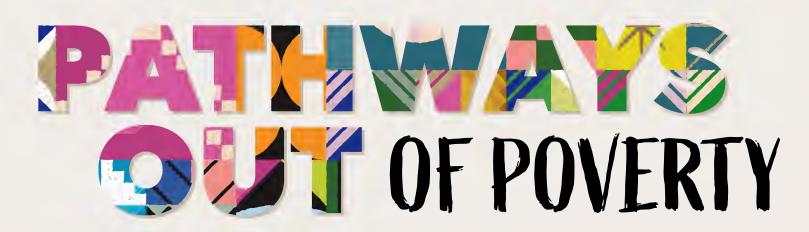
#### Community Services League PROFIT & LOSS

Unadanu Printhi Staghente Gerabern 2018 i Basis

|     |                                    | 2018      | 2017      | \$ Change |    |
|-----|------------------------------------|-----------|-----------|-----------|----|
|     | ary Income/Expense                 |           |           |           | '  |
|     | Income                             |           |           |           |    |
|     | Government Grants                  | 988,743   | 630,571   | 358,173   |    |
|     | Foundation Grants                  | 451,344   | 397,725   | 53,619    |    |
|     | General Donations                  | 433,995   | 358,914   | 75,080    |    |
|     | United Way Contributions           | 168,833   | 171,228   | (2,395)   |    |
|     | BlendWell Sales                    | 24,825    | -         | 24,825    |    |
|     | Business Ventures                  | 68,050    | 59,100    | 8,949     |    |
|     | Vocational Rehabilitation          | 387,786   | 258,029   | 129,757   |    |
|     | Special Events                     | 346,020   | 325,022   | 20,998    |    |
|     | Direct Client Assistance           | 3,259,653 | 3,217,212 | 42,441    |    |
|     | Total Income                       | 6,129,248 | 5,417,800 | 711,448   |    |
|     | Cost of Goods Sold (COGS)          |           |           |           |    |
|     | Cost of Goods Sold BlendWell       | 12,478    | -         | 12,478    |    |
|     | Total COGS                         | 12,478    | -         | 12,478    |    |
| Gro | oss Profit                         | 6,116,771 | 5,417,800 | 698,970   |    |
|     | Expense                            |           |           |           |    |
|     | Personnel                          | 1,864,581 | 1,336,608 | 527,974   |    |
|     | Occupancy                          | 139,186   | 120,879   | 18,307    |    |
|     | Technology Support                 | 106,928   | 87,575    | 19,353    |    |
|     | Professional Fees                  | 37,159    | 12,248    | 24,911    |    |
|     | Other Expenses                     | 89,736    | 63,928    | 25,808    |    |
|     | Development, Marketing, Volunteers | 40,099    | 52,334    | (12,235)  |    |
|     | Centennial Campaign                | 36,196    | 58,485    | (22,289)  |    |
|     | Special Events                     | 131,055   | 125,182   | 5,873     |    |
|     | Depreciation                       | 124.000   | 111.389   | 12.611    |    |
|     | Direct Client Assistance           | 3,259,653 | 3,217,212 | 42,441    |    |
|     | Total Expense                      | 5.828.594 | 5.185.840 | 642,754   |    |
|     | rdinary Income                     | 288,177   | 231,960   | 56,217    |    |
|     | Income/Expense                     | ,         | ,         | ,         |    |
|     | ner Income                         |           |           |           |    |
|     | 24 Highway Campaign                | 983.641   | 83.269    | 900.372   | (a |
|     | Capital Gain & Losses              | (85)      | 2,300     | (2,385)   | (  |
| Tot | tal Other Income                   | 983.556   | 85,569    | 897.988   |    |
|     | ner Expense                        | ,0        | ,         | 22.,200   |    |
|     | Mortgage Interest                  | 44,662    | 56,257    | (11,594)  |    |
|     | tal Other Expense                  | 44.662    | 56.257    | (11,594)  |    |
|     | ther Income                        | 938,894   | 29,312    | 909,582   |    |
|     | ome                                | 1,227,071 | 261.272   | 965,799   |    |

(a) 24 Highway Campaign Income funds were used on the 24 Highway Building Improvements (BlendWell)

(a) CSL opened BlendWell Community Cafe in August 2018. The \$983,641 reflected in Other Income here is the value of the renovated BlendWell Community Cafe. Capital dollars realized in 2018 were utilized for the sole purpose of renovating a former bank building into BlendWell Community Cafe. CSL's actual net income for 2018 is \$243,430 which is the difference between restricted capital funds income and other income.



Poverty is about not having enough money to meet basic needs including food, clothing, and shelter. It is a general state of being, where financial resources are scarce or absent altogether.

In Jackson County, the population is approximately 698,895. About 15.9% of people in our county live at or below the federal poverty level and struggle to meet basic needs. In 2018, 15,228 neighbors walked through the doors of our 11 locations in need of food, clothing, and shelter. Thanks to you, CSL is committed to combating poverty and helping our neighbors with a hand up from the circumstances in which they live. We do that through an integrated services model that provides individualized coaching and connection to services in the following areas:

#### **INCOME SUPPORTS**

Helping stabilize families in crisis is critical to pursuing meaningful and lasting change. Whether it's helping a neighbor through a health-related catastrophe, or combatting generational poverty, CSL's Income Supports program is helping many improve household income by connecting people to public and private supports. Providing food, clothing, shelter, medical assistance, and other seasonal support that prepares families for School and Christmas continues to be paramount to our work with neighbors.

#### HOUSING COUNSELING

Remaining or becoming stably housed is key in fighting the battle against poverty in our communities. CSL's Housing Counseling Program assists the homeless or those at risk of becoming homeless (either through foreclosure or eviction). Now the region's largest housing provider, CSL continues to offer Housing Counseling (CSL is a HUD-Certified Housing Counseling Agency), Permanent Housing, Tenant-Landlord Advocacy, Budgeting Classes and Assistance, Rent/Mortgage Assistance, Utility Assistance, Case Management and Needs Assessment.

#### **EMPLOYMENT SERVICES**

Increasing financial resources, almost always accomplished by increasing earned income, is foundational in leaving poverty behind. Our employment and workforce development team is hard at work to help individuals increase household income by improving short-and long-term employment situations. We help with Résumé Writing, Computer Skills, Job Training, Work Clothes and Equipment, Job Referrals, Job Readiness, Job Retention, Interview Skills, Mentoring, Temporary Transportation and Career Development.

#### FINANCIAL COACHING

Managing resources well is critical to progress. As income increases, neighbors work one-on-one with a Financial Coach to set goals...and achieve them! We oftentimes work on the following goals: Increasing Income, Improving Credit Scores, Increasing Net Worth, and Reducing Debt and Refinancing Loans through our partnerships with Next Step KC and Holy Rosary Credit Union.

## Your Gifts to CSL Made a BIG Impact in 2018

- 15,228 individuals and 6,237 households served at 11 CSL locations.
- \$1,230,457 of food and clothing were distributed to area families.
- \$491,812 in rent or mortgage assistance was provided to families facing imminent homelessness.
- \$402,883 was paid towards utility bills for families

facing shut-off or potential homelessness.

- More than 10,000
   presents and 1,250 meal
   baskets were distributed
   in time for Christmas.
- More than 2,500 local children received backpacks filled with school supplies during annual Back-to-School Fairs.
- \$165,320 in medical services (eye glasses, hearing aids, dental work, prescriptions, etc) was provided.
- CSL provides ongoing support and case management to more than 40 formerly homeless families.
- BlendWell Community Cafe...One cup, one conversation at a time... Opened in August 2018, BlendWell has become the vibrant community gathering spot that our Fairmount and Sugar Creek neighbors told us they needed. It is a place to seek and find community, job opportunities, social outlets, a caring coach, and much more. We are excited to be part of the revitalization of Fairmount!
- Graduated our 50th Certified Nursing Assistant through our Bridges to Career Opportunities program.
- CSL entered into a partnership to provide fiscal and programmatic leadership of The Stone Church Neighborhood Dinner. The Neighborhood Dinner begins its 10th year of providing weekly meals to our neighbors on Wednesday evenings at The Stone Church Community of Christ in Independence.
- CSL, with the leadership of our education champions,
   Nancy and John Kimak, strengthened our commitment and partnership with KC Scholars.

Our first \$50,000 scholarship recipient, Dorie Hemphill, pictured to the left with her mother, Anisha, enrolled at the University of Missouri, and completed her first year in Columbia. The CSL Scholars cadre of awards is now up to 19 scholarships of \$50,000 each. Thanks to your support, that is \$800,000 of tuition support that Eastern Jackson County students are receiving! Learn

more at www.cslcares.org/cslscholars.

• Also in 2018, CSL acquired a regional small-dollar lending program, Next Step KC. Next Step KC is a network of referral providers that filters loan referrals to local banks and then backs the loans with philanthropic dollars. The program is largely a combatant to high-interest rate loans like payday loans

or title loans. CSL views the partnership as "growth through acquisition." We will be merging our Next Step KC efforts with our five-year-old Small-Dollar Lending Program with Holy Rosary Credit Union, and working to impact more families through positive banking relationships. Learn more at www.cslcares. org/smalldollarlending.

GOING DEEPER TO MEASURE OUR IMPACT:

500 NEIGHBORS (APPROXIMATELY 8% OF HOUSEHOLDS SERVED) PARTICIPATED IN OUR INTEGRATED SERVICES.

- Household income increased on average by \$620 a month
- Credit scores increased on average by 28 points
- ► Net worth increased on average by more than \$12,000









# 20 SPECIAL 18 EVENTS





















# OOH!

PRESENTED BY STEWARDSHIP CAPITAL

- > \$94,000 Raised
- ▶ 500+ Guests in Attendance
- ► 40 Unique Food and Beverage Vendors
- ► 280 Auction Packages Valued at \$59,000+

# **LUMINOUS GALA**

PRESENTED BY EDWARD JONES

- ▶ \$158,000 Raised
- ▶ 500+ Guests in Attendance
- ► 10 Exclusive Live Auction Items Valued at \$15,500+







CSL established **The 1916 Club** in 2014 to recognize donors who make a monthly commitment to support our friends, neighbors, and families all year long. Their contributions create a sustainable stream of revenue that ensures our neighbors receive the services critical to making meaningful and lasting change in their lives.

CSL recognizes 1916 Club members with a handsome lapel pin and invitations to special receptions throughout the year. A special thank you to the members below whose monthly gift makes sure CSL is available every day of the year for the families we serve.



Reed and Kim Alberg John and Mary Kay Alitz Jeff and Cara Anger

Bruce Bailey Rachel Barker Amber Bauer

Roy and Betty Beck Matt and Kate Beem

Jeff Benson

John and Wendy Biggerstaff Mark and Sonci Bleckinger

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Steve and Cathi Veazey Jerry and Laura Vernon

Jim and Jana Waits

Martha Waits Linda Weber

Lysle and Carolyn Weeks

Sharon Wingate

Greg and Joyce Wolfe



#### THE BESS WALLACE TRUMAN LEGACY SOCIETY was

established in 2014 to honor the generosity of donors who, through thoughtful planning, have made provisions in their estates to endow the future of Community Services League. Established in the name of our famous founder, members of the Bess Wallace Truman Legacy Society have included CSL in their will or estate plan to ensure our important work will continue for centuries to come.

Each member is presented with a beautiful painting of the Truman Home created by John Roush, and is permanently recognized at the CSL office on Noland Road. Our deepest appreciation to the following individuals who have made this commitment to support an even brighter future for CSL:

#### 2015 Inaugural Members:

Bill and Irene Baltrusaitis
Trudy Beard
Matt and Kate Beem
Ken and Jean Brookens
Chris Henning
Mary Lou Jennings
(posthumously)
Cliff and Diane Jones
Cliff and Patty Mohn
Jim and Sharon Parcel
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Steve and Kathy Tucker
Martha Waits

#### Members:

Anonymous
Brian and Melodie Chrisman
Doug and Katie Cowan
Doug and Helen Hatridge
Bill and Pam Landrum
Melanie Moentmann
Jeff and Marita Ray
Russell and Lynn Rose
Steve Veazey and
Cathi Cackler-Veazey



If you have included CSL in your will or estate plan and would like to be recognized as a new member of the Bess Wallace Truman Legacy Society, please contact Cindy Isabel at 816.491.2011.



# THANK YOU TO ALL OUR CSL DONORS

CSL offers a heartfelt thank you to the 2,500 donors who made a gift to CSL in 2018. Through your in-kind and cash support in 2018, over 15,228 friends and neighbors received the services they needed. At the very moment they needed a hand up, CSL was there for them providing coaching and connections to services because you made a gift to CSL. Your support helped our neighbors lift themselves out of poverty and onto making meaningful and lasting change in their lives. THANK YOU!

#### \$400,000 +

United States Department of Housing and Urban Development–Permanent Supportive Housing

#### \$200,000-\$399,999

Preservation of Affordable Housing-Community Impact State of Missouri-Vocational Rehabilitation

#### \$150,000-\$199,999

City of Independence–
Independence Rate
Assistance Program
Missouri Housing Development
Commission
Hall Family Foundation

#### \$100,000-\$149,999

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#### \$50,000-\$99,999

City of Independence—
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Amber Bauer Vice President, Housing Services



**Lisa Hill-Blaylock**Resident Services Coordinator,
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Josh Thurman
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Rick Parr
Michele Pycior
Sandy Spencer



# Blend Well

## · community cafe ·

#### One cup, one conversation at a time...

In August 2018, CSL began a neighborhood initiative that turned into BlendWell Community Cafe – a place our neighbors asked for, where they could "gather, collaborate, and share."

#### One cup, one conversation at a time...

BlendWell has become a vibrant community hot spot, where church groups gather, families come for game nights, singalong events, and family craft events. In the last year, we've hosted panel discussions, civic meetings, business meetings, and training days for our school districts' faculty and staff.

#### One cup, one conversation at a time...

Every time you stop by or drive-thru for coffee, an espresso drink, smoothie, pastry, or more - you're helping us advance our mission to make meaningful change. That's changing our community one cup at a time. And that's making a difference we can all believe in.







10725 E. US HWY 24, INDEPENDENCE, MO 64054





404 N. Noland Road Independence, MO 64050

#### Blue Springs CSL Office 200 SW 10th Street

Monday, Wednesday & Friday 9am-Noon & 1pm-4pm 816.229.0033

Buckner/Sibley Community of Christ 1001 S. Sibley Street Wednesday, 8am-Noon 816.249.5820

Excelsior Springs Colony Plaza Apartments 404 St. Louis Ave. 816.491.2873

### BlendWell Cafe (24 Highway)

**10725 E. US Hwy 24** 816.642.2204

Independence (39th Street) Christ United Methodist Church 14506 E. 39th Street Wednesday, 9am-3pm 816.254.8209

Independence (Fairmount)
Fairmount Christian Church
800 S. Hardy Avenue
Tuesday & Thursday
9am-11am & 1pm-3pm
816.254.0446

Independence (Hawthorne) Hawthorne Place Apartments 16995 E. Dover Lane Monday-Friday, 8am-5pm 816.491.2871

Independence (Main) CSL Office 404 N. Noland Road Monday-Friday, 8am-5pm 816.254.4100 Grain Valley First Baptist Church 513 Gregg St. Wednesday 9am-Noon & 1pm-4pm 816.355.0328

Oak Grove CSL Office 1408 SE Austin Street Tuesday & Thursday

Tuesday & Thursday 8am-Noon & 1pm-4:30pm 816.690.8213 Raytown REAP Office 9300 E. 75th Street Work Express, By Appointment Only

Stone Church Neighborhood Dinner 1012 W. Lexington Ave. Wednesdays, 5:30pm-7:30pm 816.254.2211

