

2017 ANNUAL REPORT

# FOCUS

NORTH  AMERICA

**BREAKING THE CYCLE OF POVERTY**







## FROM THE DIRECTOR



Thanks to you, in 2017 we saw the power of service to our friends and neighbors. We continued to expand our work around the United States, transforming the lives of more than 700,000 Americans in 2017 alone.

FOCUS touches the lives of so many single parents, homeless men and women, underemployed workers, and underfed school children every day by leveraging access to incredible volunteers, partners, and churches—empowering people to sustainably lift themselves out of poverty.

Through the grace of God and with your continued support of our proven, powerful solutions, we can and will witness and impact the lives of thousands more.

Together, we continue to be an influential force for love and we sincerely thank you for being a part of our fellowship.

Sincerely,

Seraphim Danckaert  
*Executive Director*

# IMPACT STATS

In 2017 alone, 709,728 people in 26 states were empowered through FOCUS.

10,794

*volunteers*

567,210

*hungry people fed nutritious meals*

120,604

*articles of clothing, household goods, and hygiene items distributed*

700

*clients assisted in jobs programs*

698

*clients given housing or housing support*

20,575

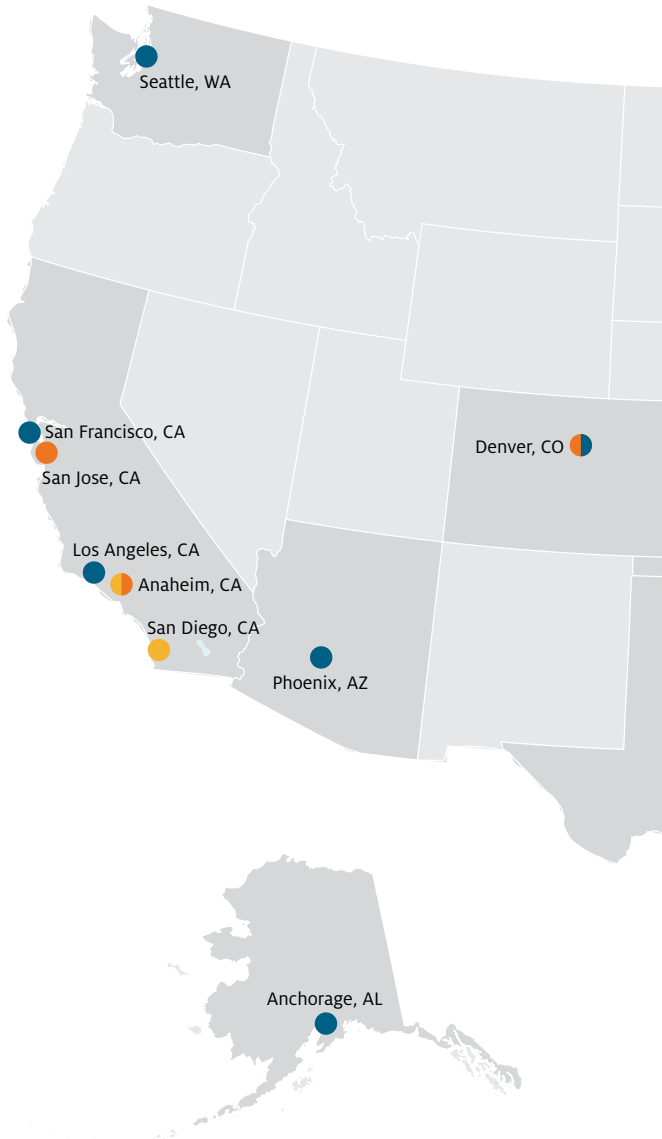
*children received tutoring and education support (doesn't include computers)*

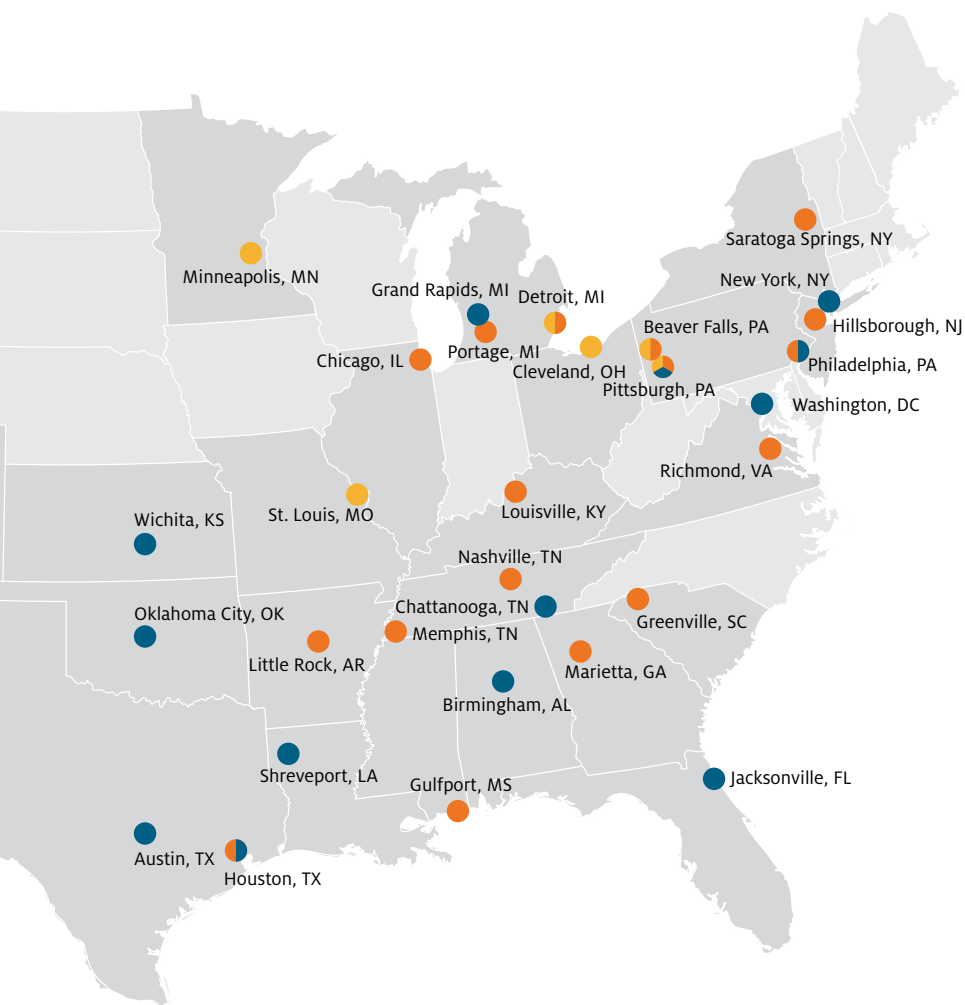
550

*patient visits and*

\$43,067

*of Medical personnel value of time donated*





- FOCUS Centers
- National Programs
- YES Trips





It is for men like Darryl, who simply need love and self-belief, that FOCUS Cleveland's St Herman House exists to provides meaningful community for over 60 homeless men ever year.

## MEET DARRYL

"I had suffered a lot of trauma. So I ended up coming to St. Herman's one day. When you come to a place like this your confidence is totally gone."

When Darryl came to St. Herman's, through the strength of the community he found, he began to believe in himself: that he could succeed.

"It started changing me. My confidence got a lot stronger. It's been like a family—something I had missed when I was younger."



## BREAKING THE CYCLE OF POVERTY

So many American children are brought into this world with incredible challenges. But we believe that with support, they can succeed in school and reach their potential. FOCUS works to end generational poverty by empowering children to acquire the skills they need to access opportunities and live future, self-sustained lives.

FOCUS has teamed up with schools in more than 50 cities to provide tutoring, food, clothing, shoes, educational resources, and emergency services to schoolchildren.



One of our volunteer coordinators in Philadelphia shares:

***“[Our school partner] was not only immensely grateful for the donation of the backpacks on behalf of needy students in the School District of Philadelphia, she was thrilled with the quality of the backpacks themselves and is sure that the lucky recipients will be excited to receive them.***

***I can assure you that, come next spring, the Philadelphia version of the FOCUS Backpack Program will advance to another level of philanthropy.***

***This was a wonderful first step towards fostering outreach and support between Greater Philadelphia area Orthodox Christians and the School District of Philadelphia. Thank you so much for providing us the means to establish this important relationship!”***

# CONSOLIDATED STATEMENT OF FINANCIAL POSITION

as of December 31, 2017

<b>ASSETS</b>	<b>2017</b>	<b>2016</b>
Cash and Cash Equivalents	837,708	\$680,590
Accounts Receivable	12,488	11,807
Pledges Receivable	315,653	125,000
Investments	29,902	7,072
Inventory	27,755	–
Other Assets	39,469	21,002
Property and Equipment, Net	605,679	593,926
<b>TOTAL ASSETS</b>	<b>1,868,654</b>	<b>1,439,397</b>

## LIABILITIES AND NET ASSETS

Line of Credit	–	57,155
Accounts Payable	24,300	20,619
Accrued Liabilities	29,053	45,683
<b>TOTAL LIABILITIES</b>	<b>53,353</b>	<b>123,457</b>

## NET ASSETS

Unrestricted	1,339,141	746,646
Temporarily Restricted	476,160	569,294
<b>TOTAL NET ASSETS</b>	<b>1,815,301</b>	<b>1,315,940</b>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b>1,868,654</b>	<b>1,439,397</b>



FOCUS is a Better Business Bureau Accredited Charity and is the only Orthodox Christian organization to hold the BBB Wise Giving Alliance National Charity Seal.



# CONSOLIDATED STATEMENT OF ACTIVITIES

as of December 31, 2017

REVENUES	2017	2016
Contributions	\$1,430,278	\$1,327,948
Grants	594,250	512,035
In-Kind Contributions	2,734,494	2,426,079
Registration Fees	35,122	33,005
Event Income	285,132	226,094
Program Services Income	202,704	188,841
Other Income	573	2,247
Net assets released from restrictions	—	—
<b>TOTAL REVENUES</b>	<b>5,282,553</b>	<b>4,716,249</b>

EXPENSES		
Program Services	4,099,263	4,090,374
Management and General	352,956	142,922
Fundraising	330,973	358,339
<b>TOTAL EXPENSES</b>	<b>4,783,192</b>	<b>4,591,635</b>

Changes in Net Assets	499,361	124,614
Net Assets, Beginning of Year	1,315,940	1,191,326
<b>NET ASSETS, END OF YEAR</b>	<b>1,815,301</b>	<b>1,315,940</b>



FOCUS is a CFC-approved charity and federal employees in any state can give to FOCUS through CFC's Universal Giving (UG) feature, using our CFC #19541.

# BOARD OF DIRECTORS / CONTACT

On behalf of the people whose lives we changed through love and compassion in 2017, thank you for your support.

Together, we will continue to serve until the day all of our neighbors can live in compassionate, loving communities. Join us.

## BOARD OF DIRECTORS

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Mr. William Hoeft

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*"When you see on earth a man who has encountered the shipwreck of poverty, do not judge him, do not seek an account of his life but free him from his misfortune. Need alone is a poor man's worthiness. We show mercy on him not because of his virtue but because of his misfortune, in order that we ourselves may receive from the Master His great mercy, in order that we ourselves, unworthy as we are, may enjoy His philanthropy."*

*-St. John Chrysostom*

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