



**FreeStore Board  
Meeting Minutes  
February 15, 2022@ 5:00PM  
Zoom Meeting 838 9174 7018**

**Members Present:** Diane Munns, Marty Rathje, Larry Anderson, Harry Swanson, Jeanie Smith, Pat McDermott, Mike Smith, Rachel McGrew, and Gloria Gray

**Other Attendees:** No other attendees present.

*Various informational documents to be considered during this meeting were provided to the Board Members prior to the meeting with ample time for its study and deliberation. The contents of these documents, referenced throughout, will be preserved as a permanent record of the FreeStore and deemed to be incorporated by this reference in the meeting minutes to the extent the Board considered, discussed, or acted upon the matters in the informational documents.*

1. **Call to Order** - Ms. Munns, Chair, called the meeting to order at 5:00 p.m., confirmed a quorum was present, and chaired the meeting.
2. **Minutes from Prior Meeting** – Ms. Munns asked if there were any amendments or corrections to the minutes from the meeting held on November 8, 2021. There being no changes to the minutes, Mr. Smith moved to approve the minutes. Mr. Anderson seconded and upon unanimous vote, the motion carried.
3. **Treasurer's Report** – Mr. Anderson presented the December 31, 2021, Financial Report and a draft of the 2021 Year End Report, highlighting financial activities from the year. There has been a good response from the fall newsletter in regard to year end donations. Mr. Rathje commented that he continues to have trouble securing reasonably priced wood dressers for kids. He will continue to use the funds from BWA to purchase fabric and/or plastic dresser bins for kids.

Mr. Anderson then presented the second draft of the 2022 Budget, asking for input and proposed changes. There was discussion and minor changes requested over a few of the estimated amounts for grants, donations, and general warehouse operating expenses. Ms. Smith moved to approve the budget as amended. Mr. Rathje seconded and upon unanimous vote, the motion carried.

The Committee discussed fundraiser events for 2022 and agreed an event to increase the organization's visibility and mission is needed. Mr. Anderson also shared an update on the status of the QuickBooks Online migration project with LWBJ.

4. **Operation's Manager Report** – Mr. Rathje shared 2021 client activity highlights from the 2021 Year End Report. The number of clients served increased from 2020 but clients served are still not as high as they were in 2019. In 2021, agency activity also expanded to include clientele from YSS-Lighthouse, Dorothy's House, and Lutheran Services (LSI). Mr. Rathje also reported on a vehicle registration mishap with the trucks that has now been remediated. In addition, the Committee discussed volunteer availability especially the need for more drivers/helpers. Mr. Rathje then exited the meeting.

5. **Grant and Fundraising Update** – Ms. Smith provided an update on grants accepting capital improvement projects vs project-based proposals. Ms. Smith submitted a grant to BWA for the new parking lot; however, Prairie Meadows’ grant guidelines do not allow capital improvement requests. Ms. Smith asked the Committee for project ideas to use for future grant proposals.

Ms. Munns informed the Committee that she has a dinner scheduled with the Homemakers Family in hopes to develop a sponsorship/partnership between the two organizations. Other revenue ideas were shared, such as increasing the fees for non-domestic clients and/or charging for furniture pick-ups. Ms. Munns asked for the discussion over these options to be held until the next meeting.

6. **Discussion Items:**

- a. **Background Checks** – Ms. Munns inquired if background checks should be performed on volunteers. The Committee discussed potential benefits and risks. Ms. Gray then asked about obtaining emergency contact information on volunteers. The Committee discussed how this information would be stored and updated. No final decisions were made at this time.
- b. **Mask Mandate** – The Committee discussed if processes needed to be changed due to the mask mandate ending. The Committee agreed to not make any changes at this time.
- c. **2022 Meeting Dates** – Ms. Munns indicated she will schedule out the remainder of the 2022 board meetings to avoid scheduling conflicts.

Ms. Smith motioned to adjourn the meeting. The meeting adjourned at 6:22 p.m.  
The next scheduled meeting will occur in May 2022.

Respectfully submitted,

*Rachel A. McGrew*

Rachel McGrew, Secretary



**2021**

**Year End Review**



*We support children and families who have escaped domestic violence situations and those suffering from some other form of trauma including natural disaster and criminal assault. We provide donated furniture and household goods as these families begin new, independent, productive lives in safe environments.*



## **2021 Year End Review Executive Summary**

The Covid pandemic continued to impact FreeStore operations in 2021. Some of our referring agencies were either shut down or restricted from seeing clients for all or part of the year and some volunteers opted to stay home because of concerns on contracting Covid. However, there were still significant increases in both client activity and donations compared to 2020. Through it all, we feel we have remained true to our mission; even if we did have to make changes to accommodate clients, volunteers and donors.

In 2021, the FreeStore served 314 families, including 405 children. We served 101 domestic violence families and we expanded our mission in 2021 to start serving victims of sex trafficking through relationships with Dorothy's House in Des Moines and Youth Shelter Services in Ames.

About 451,000 pounds of furniture and household goods were provided to clients and agencies which we estimate to be worth approximately \$519,840. We served clients in central Iowa with most of them in Polk County.

The FreeStore operates with 0 paid employees and around 120 volunteers. Reported volunteer time in 2021 was around 8,000 hours!

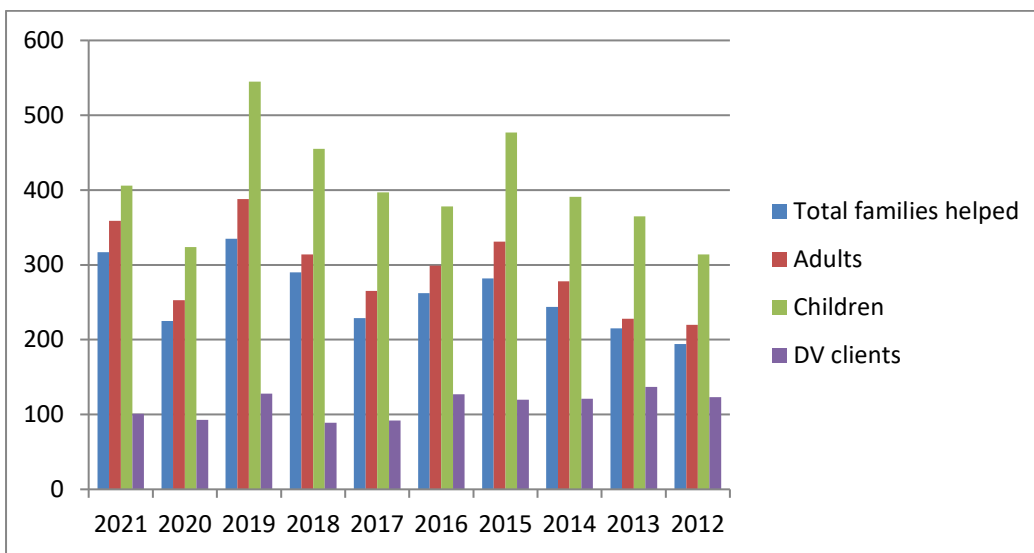
Our 2021 actual expenses were around \$69,000. Major expenses were for warehouse rent, truck maintenance, and purchase of items for clients. All but around \$9,000 of our expense was direct client assistance.

Our income for 2021 was over \$131,000. The majority of our income comes from donations from individuals and grants. About \$15,000, or around 12% of income, comes from a small charge for our services to non-domestic violence agencies for services provided.

2022 presents the usual challenges of securing enough donations of goods to meet needs and recruiting and retaining volunteers to meet the expanding needs of the Central Iowa community. An additional challenge this year is to cover a budget increase due to warehouse rent increasing to adjust to market rates and the cost of doing an overdue paving of our parking lot. But, thanks to the diligent work of Larry Anderson, our treasurer, we now have a long term lease for our space which provides us stability for our operations.



## 10 year View of Client Data



|      | Total families helped | Adults | Children | DV families |
|------|-----------------------|--------|----------|-------------|
| 2021 | 317                   | 358    | 405      | 101         |
| 2020 | 225                   | 253    | 324      | 93          |
| 2019 | 336                   | 390    | 549      | 129         |
| 2018 | 290                   | 314    | 455      | 89          |
| 2017 | 229                   | 265    | 397      | 92          |
| 2016 | 262                   | 299    | 378      | 127         |
| 2015 | 282                   | 331    | 477      | 120         |
| 2014 | 244                   | 278    | 391      | 121         |
| 2013 | 215                   | 228    | 365      | 137         |
| 2012 | 194                   | 220    | 314      | 123         |



### Client Data by Family Type

|                                       | 2021     | 2020*    | 2019     | 2018     | 2017     | 2016     |
|---------------------------------------|----------|----------|----------|----------|----------|----------|
| Families helped                       | 317      | 225      | 336      | 290      | 229      | 262      |
| Adults                                | 358      | 253      | 389      | 314      | 265      | 390      |
| Children                              | 405      | 324      | 549      | 455      | 397      | 378      |
| DV clients**                          | 101      | 93       | 129      | 89       | 92       | 127      |
| ICIW***                               | 2        | 3        | 4        | 4        | 6        |          |
| Needy clients                         | 133      | 86       | 159      | 146      | 99       | 94       |
| Youth                                 | 59       | 31       | 43       | 51       | 31       | 39       |
| Refugee                               | 1        | 0        | 0        | 0        | 0        | 1        |
| Sex Trafficking                       | 4        |          |          |          |          |          |
| Vet                                   | 12       | 12       | 1        | 0        | 1        | 1        |
| Estimated value of goods in thousands | \$520    | \$468    | \$683    | \$526    | \$451    | \$530    |
| Total estimated weight of goods       | 226 tons | 184 tons | 274 tons | 226 tons | 186 tons | 212 tons |

\* The Covid Pandemic impacted operations in 2020.

\*\*The FreeStore served Domestic Violence clients from Assault Care Center Extending Shelter and Support (ACCESS), Children and Families of Iowa – Domestic Violence Services (CFI-DVS), Crises Intervention and Advocacy Center (CIAC), Latinos for a New Dawn (LUNA), Nissa African Family Services and Monsoon United Asian Women in Iowa in 2020.

\*\*\* Released from Iowa Correctional Institution for Women.



## Family Description - 2021

|                                  |  | Requests   | Children   |
|----------------------------------|--|------------|------------|
| <b>Families with Children</b>    |  | <b>183</b> | <b>405</b> |
| <b>Single Parent</b>             |  | 153        | 341        |
| <b>2 or more Adults</b>          |  | 30         | 64         |
|                                  |  |            |            |
| <b>Families with no children</b> |  | <b>134</b> |            |
|                                  |  |            |            |
| <b>Totals</b>                    |  | <b>317</b> | <b>405</b> |

## Gender of Adult Clients

|              |     |     |
|--------------|-----|-----|
| <b>Women</b> | 275 | 76% |
| <b>Men</b>   | 85  | 24% |

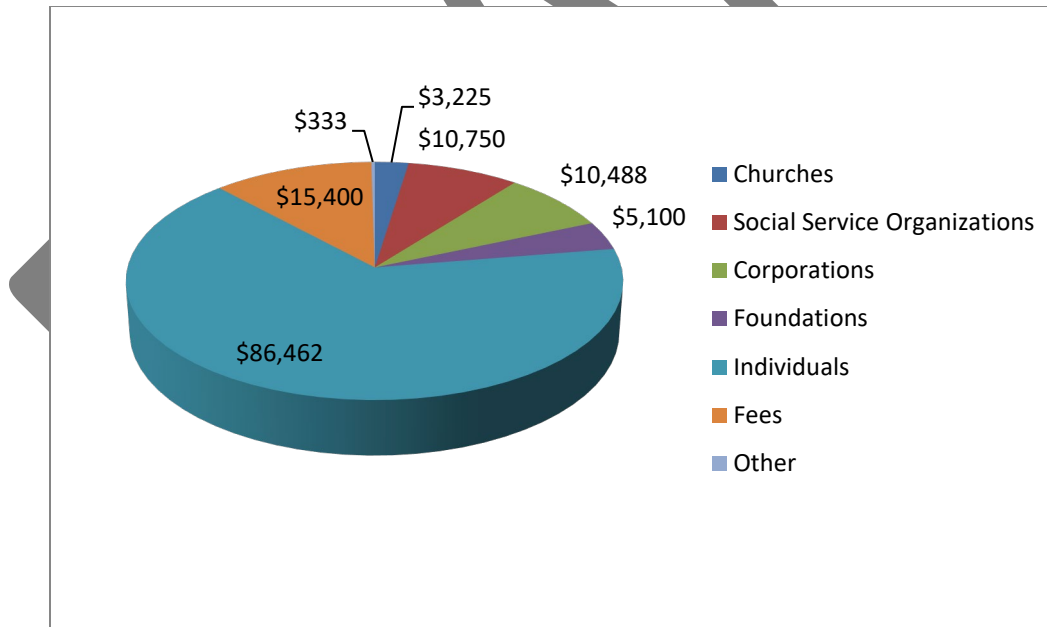
## Client Ethnicity

|                  | 2021 |     | 2020* |     | 2019 |     | 2018 |     |
|------------------|------|-----|-------|-----|------|-----|------|-----|
| Ethnicity        | #    | %   | #     | %   | #    | %   | #    | %   |
| African American | 116  | 37% | 82    | 36% | 129  | 38% | 114  | 39% |
| Asian            | 2    | 1%  | 6     | 3%  | 1    | 0%  | 3    | 1%  |
| Caucasian        | 151  | 47% | 105   | 47% | 163  | 49% | 137  | 47% |
| Hispanic         | 37   | 12% | 25    | 11% | 27   | 8%  | 25   | 9%  |
| Other/<br>Multi  | 10   | 3%  | 7     | 3%  | 16   | 5%  | 11   | 4%  |
|                  | 317  |     | 225   |     | 336  |     | 290  |     |

\* Covid pandemic

## 2021 Cash Revenue

|                              |           |
|------------------------------|-----------|
| Churches                     | \$3,225   |
| Social Service Organizations | \$ 10,750 |
| Corporations                 | \$10,488  |
| Foundations                  | \$5,100   |
| Individuals                  | \$86,462  |
| Fees                         | \$15,400  |
| Other                        | \$333     |
| Total                        | \$131,758 |

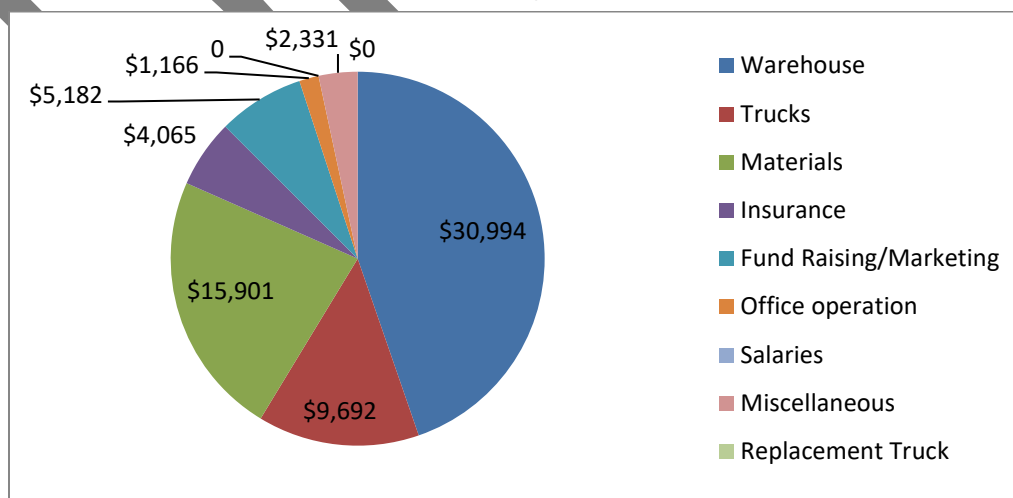


Unaudited results.



## Expenses

|                        | 2021            | 2020             |
|------------------------|-----------------|------------------|
| Warehouse              | \$30,994        | \$34,241         |
| Trucks                 | \$9,692         | \$16,074         |
| Materials              | \$15,901        | \$11,329         |
| Insurance              | \$4,065         | \$4,579          |
| Fund Raising/Marketing | \$5,182         | \$4,127          |
| Office operation       | \$1,166         | \$5,372          |
| Salaries               | 0               | \$0              |
| Miscellaneous          | \$2,331         | \$1,047          |
| Replacement Truck      | 0               | \$31,793         |
|                        |                 |                  |
| <b>Total</b>           | <b>\$69,345</b> | <b>\$108,562</b> |



All but \$8,600 of expense goes directly to client assistance.

Unaudited results.



### Agency Activity

| Agency                                                     | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|------------------------------------------------------------|------|------|------|------|------|------|
| Assault Care Center Extending Shelter and Support - ACCESS | 19   | 19   | 19   | 19   | 22   | 21   |
| ACCESS - Boone County                                      |      |      |      |      | 1    | 1    |
| ACCESS-Marshalltown                                        | 2    |      |      |      |      |      |
| ACCESS-Shelter                                             | 1    |      |      |      |      |      |
| Aging Advocates                                            | 3    |      | 2    |      |      | 3    |
| A Heinz Pet Rescue                                         |      |      |      | 5    | 1    |      |
| Altoona Kids                                               |      |      |      |      |      | 1    |
| Animal Rescue League - ARL                                 | 9    | 9    | 16   | 14   | 6    | 8    |
| Amerigroup                                                 |      |      |      |      |      | 1    |
| ARL-Newton                                                 | 1    |      |      |      |      |      |
| Broadlawns Path                                            | 7    | 1    |      |      |      | 1    |
| Beacon of Life                                             |      |      |      |      |      | 1    |
| Bond of Unity                                              |      |      | 3    | 8    | 1    | 4    |
| Central Furniture Rescue                                   |      |      |      |      | 1    |      |
| CFI                                                        |      | 6    | 13   | 9    | 12   | 30   |
| CFI-DVS                                                    | 95   | 61   | 69   | 77   | 58   | 59   |
| CFI-DVS Shelter                                            | 1    | 1    | 1    |      | 1    |      |
| Child Development Center                                   |      | 1    |      |      |      |      |
| Crisis Intervention and Advocacy Center - CIAC             | 7    | 4    | 3    | 18   | 7    | 3    |
| Christ Apostolic Temple                                    |      |      |      |      |      | 3    |
| Children and Families Urban Min                            |      |      |      | 1    |      |      |
| Christ Apostolic Temple                                    |      |      |      | 4    | 3    |      |
| Community Support Advocates                                |      | 1    | 8    | 15   | 6    |      |
| Corinthian Baptist Church                                  |      |      |      | 1    |      |      |
| Crossroads of Iowa                                         |      |      | 2    |      |      |      |
| Dad's With a Purpose                                       |      |      |      | 1    |      | 1    |
| Des Moines Dream Center                                    |      |      |      |      | 2    |      |
| Des Moines Public School                                   | 1    |      | 1    | 1    | 3    | 10   |
| Des Moines Refugee Support                                 |      |      |      |      |      | 3    |
| Disabled American Veterans                                 |      | 1    |      |      |      | 3    |

|                                                             |    |    |    |    |    |    |
|-------------------------------------------------------------|----|----|----|----|----|----|
| Department of Human Services<br>- DHS                       | 8  | 9  | 7  | 8  | 3  | 16 |
| DHS/Central IA Juvenile<br>Detention Center                 |    |    | 1  |    |    |    |
| DHS – Marshall County                                       |    |    |    | 1  |    |    |
| Des Moines Area Community<br>College                        |    |    | 1  |    |    |    |
| Dorothy's House                                             |    |    |    |    |    | 5  |
| Downtown Disciples Church                                   |    | 1  |    | 5  | 1  |    |
| Easter Seals                                                |    |    |    |    | 4  |    |
| East Side Family, Inc                                       |    |    | 1  |    |    |    |
| Ethnic Minorities of Burma<br>Advocacy and Resource Center  | 1  |    |    |    |    |    |
| Eyerly Ball                                                 | 6  | 6  | 7  | 12 | 6  | 20 |
| Fair Meadows Elementary                                     |    |    |    | 1  |    |    |
| FACT Program                                                |    |    |    |    | 1  |    |
| Faith Tabernacle of God                                     |    |    |    | 1  |    |    |
| Families First Inc                                          |    |    |    | 1  |    |    |
| Family Life Center                                          |    |    |    |    |    | 2  |
| Family Crises Center -<br>Ottumwa                           |    |    |    |    | 1  |    |
| Family Promise                                              | 1  |    |    | 1  |    |    |
| First Family Church Bondurant                               |    |    | 1  |    |    |    |
| Garden Gate Ranch                                           |    |    |    | 1  |    |    |
| Golden Circle                                               | 6  |    |    |    |    |    |
| Grace United Methodist<br>Church                            |    |    | 1  |    |    |    |
| Hawthorn Hill                                               | 1  |    |    | 1  |    |    |
| Highpark Church                                             |    | 1  |    |    |    |    |
| Holy Trinity Parrish Assisted<br>Temporary Care and Housing | 2  | 1  |    | 1  |    |    |
| Home Opportunities Made<br>Easy - HOME, Inc                 | 2  | 1  | 2  | 1  |    | 1  |
| Iowa Homeless Youth Center -<br>IHYC                        | 38 | 26 | 52 | 45 | 31 | 59 |
| Immanuel United Methodist<br>Church                         |    |    | 1  |    |    |    |
| Insaneo Blaineo Foundation                                  |    |    |    |    | 1  |    |
| Joppa                                                       | 5  | 3  | 1  |    | 2  | 3  |
| Juvenile Court Services                                     |    |    |    | 1  |    |    |
| Kingdom Connection Outreach                                 |    |    |    | 1  |    |    |
| Latinex Immigration                                         |    |    |    |    |    | 2  |
| LUNA                                                        | 5  | 5  | 5  | 12 | 9  | 12 |
| LUNA DSM                                                    | 1  | 1  |    |    |    |    |
| LUNA Marshalltown                                           |    |    |    | 1  |    |    |

|                                                                            |    |    |    |    |    |    |
|----------------------------------------------------------------------------|----|----|----|----|----|----|
| Lutheran Services                                                          |    |    |    | 1  | 1  | 1  |
| Madison Elementary                                                         |    |    |    |    | 1  |    |
| Mainstream Living                                                          |    | 1  | 2  |    | 3  |    |
| McCombs Middle School                                                      |    |    |    | 1  |    |    |
| Midlowa Family Therapy Clinic<br>- MIFTC                                   | 17 | 37 | 36 | 27 | 15 | 14 |
| Monsoon                                                                    | 1  | 4  | 1  | 1  | 1  | 1  |
| Mt Hebron Baptist                                                          |    | 1  |    | 1  | 1  |    |
| New Life Center                                                            |    |    | 1  |    |    |    |
| Nisaa African Family Services                                              |    |    | 1  | 2  | 2  | 6  |
| Norwalk Nursing & Rehab                                                    | 1  |    |    |    |    |    |
| Optimae Life                                                               |    |    |    |    | 1  |    |
| Orchard Place                                                              | 2  | 4  | 6  | 5  | 6  | 5  |
| Other                                                                      |    |    | 1  |    |    |    |
| Plymouth Church                                                            | 1  |    |    |    |    |    |
| Polk County DHS                                                            |    |    |    | 2  | 1  |    |
| Polk County Family Enrichment<br>Center                                    |    |    | 23 | 28 | 7  |    |
| Polk Co Family Development<br>and Self Sufficiency - FADSS                 | 34 | 28 | 11 | 5  |    | 9  |
| Polk County Veteran Affairs                                                |    |    |    |    |    | 1  |
| Primary Health Care                                                        |    | 2  |    |    |    |    |
| Refugee Rest                                                               |    | 1  |    |    |    |    |
| Restore                                                                    |    |    |    |    |    | 1  |
| Resurrection Lutheran Church -<br>Iowa Correctional Institute for<br>Women |    |    | 1  |    |    |    |
| Roosevelt High School                                                      |    |    |    | 1  |    |    |
| Royal View                                                                 |    |    |    | 2  | 1  | 1  |
| Salvation Army                                                             | 1  |    |    |    |    |    |
| Sequel                                                                     |    | 1  |    |    |    |    |
| Shepard of the Valley Lutheran                                             |    |    |    |    |    | 1  |
| Soaring Hearts                                                             |    |    | 1  |    |    |    |
| St Annes                                                                   |    |    | 1  |    |    |    |
| St.Timothy's                                                               | 2  | 6  | 5  | 3  | 1  |    |
| St Timothys (Women at Well)                                                |    |    | 1  | 4  | 3  | 2  |
| St John Lutheran                                                           |    | 1  | 2  | 1  | 3  | 2  |
| St Vincent de Paul                                                         | 40 | 31 | 16 | 40 | 18 |    |
| SWERVE Outreach                                                            |    |    |    |    | 1  |    |
| Trinity United Methodist                                                   | 1  | 1  |    |    |    | 1  |
| The Family Connection IA                                                   |    |    | 1  |    |    |    |
| United Way of Central Iowa                                                 |    |    |    |    | 1  |    |
| Unity Church                                                               |    |    |    |    | 1  |    |
| Urban Bicycle Food Ministry                                                | 4  | 3  | 4  | 5  | 2  |    |

|                                |   |   |   |   |    |   |
|--------------------------------|---|---|---|---|----|---|
| Urban Heights Covenant Church  | 1 |   |   |   |    |   |
| Urbandale CAT                  |   | 1 |   |   |    |   |
| VA Central Iowa                |   |   |   |   | 11 | 7 |
| VA Hospital                    |   | 1 |   | 1 |    |   |
| Veterans Affairs               | 1 |   |   |   | 1  | 4 |
| Veterans Outreach              |   |   |   |   | 1  |   |
| WDM School                     |   | 1 | 3 | 6 | 2  |   |
| WDM Human Services             |   |   |   | 1 |    |   |
| Willard Elementary             |   |   |   | 1 |    |   |
| Windsor United Methodist       |   |   |   | 1 |    |   |
| Woodland Hills Elementary      |   |   |   | 1 |    |   |
| Youth Justice Initiative       | 1 |   |   |   |    |   |
| YMCA Supportive Housing Campus |   |   |   |   |    | 3 |
| YSS - Lighthouse               |   |   |   |   |    | 3 |

DRAFT

## MEMO

To: FreeStore Board of Directors

From: Larry Anderson LRA

Date: February 13, 2022

Subject: 2022 Budget – Second Draft

This is nearly the same document you saw last November. I've made just three changes and have shown them in red. One is the amount of cash needed to make it balance. (See page 1) The other two are on page 5.

I've been advised that we need to "pay" the PayPal fees and credit the donor the full value of their donation. This is like what has been done for many years when credit cards are involved. I estimate that will be approximately \$125, which would allow for around \$4,000 in donations involving donors who don't volunteer to pay the PayPal fee. (The website provides for this option.) The effect for donors is that their income tax letter will show the full amount of their donation, instead of an amount reduced by the fee. For us, it's just a book entry.

The other recommendation is that the amounts of sales (and excise) tax we pay be shown separately from the cost of the item or service purchased. We've paid these taxes all along but haven't shown the tax amounts separately.

We'll need your approval of a budget Tuesday night.



## FreeStore, Inc. Second Draft Budget for Calendar Year 2022

| <u>Description</u>                                                                | <u>2022</u>         | <u>2021</u>   | <u>2020</u>   | <u>2019</u>   | <u>2018</u>   |
|-----------------------------------------------------------------------------------|---------------------|---------------|---------------|---------------|---------------|
|                                                                                   | <u>Draft Budget</u> | <u>Actual</u> | <u>Actual</u> | <u>Actual</u> | <u>Actual</u> |
| <b><u>Revenue</u></b>                                                             |                     |               |               |               |               |
| <i>Use of Cash on Hand</i>                                                        | \$18,325.00         | \$0.00        | \$0.00        | \$0.00        | \$2,408.55    |
| <b><u>Fund Raising Activities</u></b>                                             |                     |               |               |               |               |
| Previous Year Fall Newsletter                                                     | 8,600.00            | 1,295.00      | 460.00        | 8,560.00      | 2,620.00      |
| Budget Year Summer Newsletter                                                     | 10,000.00           | 17,795.00     | 17,377.00     | 9,927.00      | 6,975.00      |
| Budget Year Fall Newsletter                                                       | 12,000.00           | 20,595.00     | 18,710.00     | 12,217.50     | 12,722.00     |
| Third Fund Raising Activity and/or Grants                                         | 12,400.00           |               |               |               |               |
| Birdies for Charity                                                               | 9,000.00            | 9,827.59      | 6,881.65      | 9,050.90      | 11,365.74     |
| Memorial and "In Honor of" Donations                                              | 500.00              | 8,779.00      | 2,057.50      | 1,247.00      | 335.00        |
| <b><u>General Donations (Excluding Fill the Mayflower &amp; Amazon Smile)</u></b> |                     |               |               |               |               |
| Dressers for Kids Donations                                                       | 15,000.00           | 25,696.87     | 32,666.94     | 15,527.58     | 16,588.65     |
|                                                                                   | 0.00                | 0.00          | 780.00        |               |               |
| <b><u>Grants</u></b>                                                              |                     |               |               |               |               |
| Grants from New Sources                                                           | 5,000.00            | 2,600.00      | 10,000.00     |               |               |
| BWA Foundation                                                                    | 9,000.00            | 9,750.00      | 15,000.00     | 3,510.00      | 6,100.00      |
| Chrysalis Foundation                                                              | 7,500.00            | 2,000.00      | 15,000.00     | 7,500.00      | 7,500.00      |
| Chrysalis Foundation Client Emergency Fund                                        | 500.00              | 500.00        | 500.00        | 500.00        | 500.00        |
| Polk County Community Betterment                                                  | 0.00                | 0.00          | 0.00          | 0.00          | 2,500.00      |
| Prairie Meadows Foundation                                                        | 0.00                | 0.00          | 0.00          | 0.00          | 5,000.00      |
| Domestic Abuse Coordinating Council                                               | 0.00                | 0.00          | 0.00          | 300.00        | 0.00          |
| United Way of Story County                                                        | 1,000.00            | 1,000.00      | 1,000.00      | 1,000.00      | 0.00          |
| West Des Moines Churches Outreach Group                                           |                     | 1,000.00      | 1,000.00      | 1,000.00      | 1,000.00      |
| United Way of Central Iowa                                                        | 0.00                | 0.00          | 0.00          | 0.00          | 12,371.14     |
| Holly Trinity Lutheran Church, Ankeny                                             |                     | 1,165.00      |               |               |               |
| St. Mark Lutheran Church, West Des Moines                                         |                     | 1,060.00      |               |               |               |
| The Sammons Group                                                                 |                     | 0.00          | 0.00          | 15,000.00     | 0.00          |



**FreeStore, Inc.**  
**Second Draft Budget for Calendar Year 2022**

| <u>Description</u>                                           | <u>2022</u><br><u>Draft Budget</u> | <u>2021</u><br><u>Actual</u> | <u>2021</u><br><u>Budget</u> | <u>2020</u><br><u>Actual</u> | <u>2019</u><br><u>Actual</u> | <u>2018</u><br><u>Actual</u> |
|--------------------------------------------------------------|------------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
| <b><u>Revenue</u></b>                                        |                                    |                              |                              |                              |                              |                              |
| <i>Other Sources of Revenue</i>                              |                                    |                              |                              |                              |                              |                              |
| Services to Outside Agencies Clients                         | \$9,500.00                         | \$13,900.00                  | \$9,500.00                   | \$7,750.00                   | \$11,510.00                  | \$10,677.50                  |
| Polk County Family Enrichment Services Clients               | 3,000.00                           | 1,500.00                     | 3,000.00                     | 300.00                       | 2,520.00                     | 2,935.00                     |
| Sale of FreeStore Clothing                                   | 250.00                             | 160.00                       | 250.00                       | 210.00                       | 294.15                       | 570.00                       |
| Amazon Smile Foundation                                      | 100.00                             | 173.84                       | 100.00                       | 109.02                       | 79.26                        | 41.83                        |
| Benevity                                                     | 0.00                               | 660.00                       | 0.00                         | 340.00                       | 2,414.32                     | 0.00                         |
| 100 Men on a Mission                                         |                                    | 11,675.00                    |                              |                              |                              |                              |
| Insurance Premium Refunds & Claim Settlement; Damage Payment |                                    |                              |                              | 2,180.09                     |                              |                              |
| Interest on Checking Account                                 | 0.00                               | 0.00                         | 0.00                         | 18.00                        | 206.65                       | 33.58                        |
| Return on Investments (Stays in CFGDM Account)               |                                    | 0.00                         | 0.00                         | 0.00                         | 0.00                         | 0.00                         |
| Miscellaneous                                                | <u>200.00</u>                      | <u>626.90</u>                | <u>200.00</u>                | <u>0.00</u>                  | <u>0.00</u>                  | <u>134.11</u>                |
| <b>Total - Revenue</b>                                       | <b>\$121,875.00</b>                | <b>\$131,759.20</b>          | <b>\$96,750.00</b>           | <b>\$122,340.20</b>          | <b>\$102,364.36</b>          | <b>\$102,378.10</b>          |



## FreeStore, Inc. Second Draft Budget for Calendar Year 2022

| Description                                                   | 2022                | 2021          | 2021          | 2020          | 2019          | 2018          |
|---------------------------------------------------------------|---------------------|---------------|---------------|---------------|---------------|---------------|
|                                                               | <u>Draft Budget</u> | <u>Actual</u> | <u>Budget</u> | <u>Actual</u> | <u>Actual</u> | <u>Actual</u> |
| <b><u>Operating Expenses and Capital Expenditures</u></b>     |                     |               |               |               |               |               |
| <b><u>Operating Expenses for Client Services</u></b>          |                     |               |               |               |               |               |
| <i>Warehouse Operation and Maintenance</i>                    |                     |               |               |               |               |               |
| Operation                                                     |                     |               |               |               |               |               |
| Utilities (Electricity, Gas, Water, Sewer, Storm Drainage)    | \$5,500.00          | \$5,240.50    | \$5,500.00    | \$3,878.08    | \$4,874.89    | \$5,033.80    |
| Telephone                                                     | 1,200.00            | 1,229.46      | 1,200.00      | 1,170.92      | 1,133.88      | 1,103.71      |
| Waste Disposal                                                | 1,900.00            | 1,904.78      | 1,900.00      | 2,057.42      | 1,909.73      | 1,835.72      |
| Pest Control (monthly)                                        | 1,200.00            | 979.23        | 1,200.00      | 642.00        | 1,185.05      | 874.50        |
| Bed Bug Inspections (6 per year)                              | 900.00              | 418.50        | 900.00        | 558.00        | 650.00        | 558.00        |
| Cleaning - Eleventh Street                                    | 2,700.00            | 2,700.00      | 2,700.00      | 2,700.00      | 2,425.00      | 2,765.00      |
| Cleaning - Delaware Avenue                                    |                     |               |               | 400.00        | 1,475.00      | 1,304.94      |
| Warehouse Operation                                           | 900.00              | 903.21        | 900.00        | 746.94        | 872.79        | 1,069.67      |
| Miscellaneous                                                 | 100.00              | 12.83         | 100.00        | 0.00          | 28.90         | 0.00          |
| Rent                                                          |                     |               |               |               |               |               |
| Eleventh Street (2021 includes Rent and CAM; 2022 Rent only)  | 24,900.00           | 12,553.75     | 15,000.00     | 13,935.00     | 13,938.00     | 13,941.00     |
| Eleventh Street - Common Area Maintenance                     | 11,700.00           |               |               |               |               |               |
| Eleventh Street - Parking Lot Replacement - pay for 9 months) | 6,300.00            |               |               |               |               |               |
| Delaware Avenue                                               |                     |               |               |               |               |               |
| CubeSmart                                                     | 5,600.00            | 3,758.00      | 5,800.00      | 4,695.80      | 14,800.00     | 14,400.00     |
| MobileMini Rent                                               |                     |               |               | 2,257.63      |               | 0.00          |
| Maintenance                                                   |                     |               |               | 957.35        |               |               |
| Shop Supplies and Tools                                       | 400.00              | 1,049.86      | 400.00        | 0.00          | 368.41        | 2,820.66      |
| <i>Purchase, Pick Up and Deliver Household Items</i>          | 600.00              | 249.27        | 600.00        | 246.72        | 426.66        | 266.87        |
| <i>FreeStore Trucks - Operation and Maintenance</i>           |                     |               |               |               |               |               |
| Operation                                                     |                     |               |               |               |               |               |
| Fuel (2022 1,400 gal. at \$3.90 per gal.)                     | 5,500.00            | 3,693.60      | 4,550.00      | 1,983.34      | 2,893.18      | 2,646.07      |
| Licenses and Fees                                             | 260.00              | 253.00        | 300.00        | 87.00         | 87.00         | 97.00         |
| Insurance                                                     | 4,600.00            | 4,337.00      | 2,600.00      | 3,880.00      | 2,245.00      | 1,968.00      |
| Maintenance                                                   | 2,400.00            | 1,409.18      | 2,400.00      | 6,952.09      | 2,504.69      | 2,249.99      |
| Repairs Due to Vandalism                                      |                     |               |               | 3,172.60      |               |               |
| Rented Trucks (two days)                                      |                     |               |               |               |               |               |
| Rental                                                        |                     | 0.00          | 200.00        | 0.00          | 467.24        | 582.53        |
| Fuel                                                          |                     | 0.00          | 50.00         | 0.00          | 94.43         |               |
| Obtain Furniture - Urbandale Sleep Inn Motel                  |                     |               |               |               |               | 394.36        |



## FreeStore, Inc. Second Draft Budget for Calendar Year 2022

| Description                                                        | 2022                | 2021               | 2020               | 2019               | 2018               |
|--------------------------------------------------------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
|                                                                    | <u>Draft Budget</u> | <u>Actual</u>      | <u>Actual</u>      | <u>Actual</u>      | <u>Actual</u>      |
| <b><u>Operating Expenses and Capital Expenditures</u></b>          |                     |                    |                    |                    |                    |
| <b><u>Operating Expenses for Client Services (continued)</u></b>   |                     |                    |                    |                    |                    |
| Dressers                                                           |                     |                    |                    |                    |                    |
| Kids                                                               | \$1,000.00          | \$2,611.52         | \$9,000.00         | \$10,714.83        | \$10,786.60        |
| Tool Kits                                                          | 0.00                | 0.00               | 0.00               | 105.89             | 1,074.68           |
| Adults (Iowa Prison Industries)(and Norwalk High School in 2018)   | 0.00                | 0.00               | 0.00               | 0.00               | 2,148.65           |
| Shipping & Miscellaneous                                           | 0.00                | 0.00               | 54.47              | 0.00               | 769.05             |
| Purchase Items for Clients                                         |                     |                    |                    |                    |                    |
| Bed Frames (2021 buy 40 more at \$40; 2022 80 at \$40)             | 3,200.00            | 1,723.54           | 0.00               | 1,279.36           | 1,709.10           |
| Children's Bunk Beds (Complete)                                    | 1,000.00            | 476.90             | 0.00               | 0.00               | 0.00               |
| Cribs (Complete)                                                   | 0.00                | 0.00               | 0.00               | 2,176.56           | 553.26             |
| Bedding (Sheets and Pillows)                                       | 300.00              | 26.48              | 0.00               | 136.15             | 0.00               |
| Mattresses, Box Springs and Bed Boards                             | 0.00                | 0.00               | 0.00               | 0.00               | 0.00               |
| Mattress Covers (2021, 1500 @ \$8; 2022, 200 @ \$8 incl. shipping) | 1,200.00            | 0.00               | 0.00               | 997.65             | 1,803.50           |
| Small Microwaves (2021, 70 at \$45; 2022, 225 at \$45)             | 10,150.00           | 1,158.56           | 2,392.80           | 1,260.00           | 2,524.87           |
| Kitchen Items (Crock pots, cutlery, utensils, etc.)                | 1,600.00            | 1,292.25           | 900.00             | 1,222.01           | 717.77             |
| Small Kitchen Appliances (Toasters, etc.)                          | 1,000.00            | 925.56             | 671.84             | 1,229.10           | 714.26             |
| Vacuum Cleaners (2021, 60 at \$50; 2022, 70 at \$55)               | 3,850.00            | 3,057.68           | 3,047.16           | 3,871.28           | 3,620.32           |
| Clean Start (Cleaning Supplies Baskets)                            | 4,500.00            | 3,370.21           | 2,321.80           | 4,655.06           | 4,591.76           |
| Dining Room Chairs (100 at \$5.00)                                 |                     |                    |                    |                    |                    |
| Other Items                                                        | 1,000.00            | 1,262.89           | 508.07             | 508.16             | 704.31             |
| Business Insurance                                                 |                     |                    |                    |                    |                    |
| Property and Casualty                                              | 4,000.00            | 3,165.00           | 3,679.00           | 3,352.00           | 3,352.00           |
| <b>Total - Operating Expenses for Client Services</b>              | <b>\$109,460.00</b> | <b>\$59,762.76</b> | <b>\$87,100.00</b> | <b>\$83,887.90</b> | <b>\$88,981.95</b> |
| Client benefit:                                                    | 89.81%              | 87.12%             | 90.03%             | 87.72%             | 89.14%             |



## FreeStore, Inc. Second Draft Budget for Calendar Year 2022

| Description                                                      | 2022                | 2021               | 2020               | 2019               | 2018               |
|------------------------------------------------------------------|---------------------|--------------------|--------------------|--------------------|--------------------|
|                                                                  | <u>Draft Budget</u> | <u>Anticipated</u> | <u>Actual</u>      | <u>Actual</u>      | <u>Actual</u>      |
| <b><u>Operating Expenses and Capital Expenditures</u></b>        |                     |                    |                    |                    |                    |
| <b><u>Other Operating Expenses</u></b>                           |                     |                    |                    |                    |                    |
| <b><u>Fund Raising</u></b>                                       |                     |                    |                    |                    |                    |
| Fill the Mayflower Event                                         | \$0.00              | \$0.00             | \$0.00             | \$823.61           | \$717.34           |
| Summer Newsletters (color in 2022)                               | 3,200.00            | 2,215.89           | 2,010.02           | 2,539.18           | 2,178.15           |
| Fall Newsletters (color in 2021 and 2022)                        | 3,200.00            | 2,702.95           | 2,117.39           | 1,943.91           | 2,419.07           |
| Fundraising Consulting Services                                  | 0.00                | 0.00               | 0.00               |                    |                    |
| Miscellaneous                                                    | 100.00              | 0.00               | 0.00               | 0.00               | 0.00               |
| <b><u>Office Operation</u></b>                                   |                     |                    |                    |                    |                    |
| Office Supplies                                                  | 700.00              | 346.51             | 584.55             | 1,005.22           | 341.77             |
| Publications                                                     | 0.00                | 0.00               | 100.00             | 0.00               | 0.00               |
| Bulk Mail Permit Fee                                             | 250.00              | 265.00             | 240.00             | 235.00             | 225.00             |
| Postage                                                          | 300.00              | 220.00             | 280.00             | 295.00             | 348.65             |
| Printing and Advertising                                         | 300.00              | 0.00               | 1,213.64           | 160.02             | 128.88             |
| Clerical Support (St. Timothy's Episcopal Church, WDM)           | 720.00              | 600.00             | 600.00             | 600.00             | 600.00             |
| Technology Maintenance and Upgrading                             | 1,000.00            | 642.54             | 437.00             |                    |                    |
| Website Development                                              | 0.00                | 0.00               | 1,918.20           | 0.00               | 0.00               |
| <b><u>Business Insurance</u></b>                                 |                     |                    |                    |                    |                    |
| Property and Casualty                                            |                     |                    |                    |                    |                    |
| Management Liability                                             | 1,000.00            | 900.00             | 900.00             | 900.00             | 900.00             |
| <b><u>Miscellaneous</u></b>                                      |                     |                    |                    |                    |                    |
| Purchase of FreeStore Clothing                                   | 270.00              | 0.00               | 0.00               | 1,918.20           | 2,570.20           |
| Board of Directors Expense                                       | 750.00              | 917.34             | 711.38             | 1,321.70           | 416.32             |
| Volunteer Recognition and Thanks                                 | 300.00              | 0.00               | 194.36             |                    |                    |
| PayPal Fees (allows for fees on approx. \$4k worth of donations) | 125.00              |                    |                    |                    |                    |
| Sales Tax (allows for sales tax on approx. \$3k of purchases)    | 200.00              |                    |                    |                    |                    |
| Refunds and Miscellaneous Costs                                  | 0.00                | 23.97              | 142.97             | 3.11               | 0.00               |
| <b>Total - Other Operating Expenses</b>                          | <b>\$12,415.00</b>  | <b>\$8,834.20</b>  | <b>\$11,449.51</b> | <b>\$11,744.95</b> | <b>\$10,845.38</b> |
| <b>Total - Operating Expenses</b>                                | <b>\$121,875.00</b> | <b>\$68,596.96</b> | <b>\$76,782.25</b> | <b>\$95,632.85</b> | <b>\$99,827.33</b> |



# FreeStore, Inc. Second Draft Budget for Calendar Year 2022

| <u>Description</u>                                                 | <u>2022</u>         | <u>2021</u>   | <u>2021</u>   | <u>2020</u>   | <u>2019</u>   | <u>2018</u>   |
|--------------------------------------------------------------------|---------------------|---------------|---------------|---------------|---------------|---------------|
|                                                                    | <u>Draft Budget</u> | <u>Actual</u> | <u>Budget</u> | <u>Actual</u> | <u>Actual</u> | <u>Actual</u> |
| <u>Operating Expenses and Capital Expenditures</u>                 |                     |               |               |               |               |               |
| <u>Capital Expenditures</u>                                        |                     |               |               |               |               |               |
| Not Budgeted (2019: Utility Carts, Shop Equipment)(2018: Shelving) |                     | \$749.00      | \$0.00        | \$0.00        | \$518.12      | \$2,550.77    |
| Replacement Truck                                                  |                     |               | 0.00          | 31,793.00     | 0.00          | 0.00          |
| Total - Capital Expenditures                                       | \$0.00              | \$749.00      | \$0.00        | \$31,793.00   | \$518.12      | \$2,550.77    |
| Total Operating Expenses and Capital Expenditures                  | \$121,875.00        | \$69,345.96   | \$96,750.00   | \$108,575.25  | \$96,150.97   | \$102,378.10  |
| Result for the Year                                                | \$0.00              | \$62,413.24   | \$0.00        | \$13,764.95   | \$6,213.39    | \$0.00        |