



Joseph's
HOUSE

Ending Homelessness in Camden

October 2018

Third Quarter 2018 Update - Business Community Partner Program

We have a great deal of progress to report for the July 1, 2018 through September 30, 2018 period and are energized as we look to the fall season and an exciting roster of activities for the rest of the year.

- **Introduction of Day Services:** We have begun to fill the void resulting from the shutdown of the New Visions day program with our new half day service offering that is quickly gaining traction.
- **Participation in Notable Events:** We presented booths at Whole Foods day, the Inquirer's Corporate Philanthropy Conference and CamdenJam 2018. A few photos are attached.
- **Dashboard Results:** The attached report illustrates the metrics that accompany the compassion and hope we deliver to JHOC guests to help them improve their lives and end their homelessness.

There are two very important items that we also want to mention. The first has to do with progress on our succession efforts and the second is a special project which we hope that you will join.

- **Welcome to James Wynn:** This month our longtime Executive Director John Klein will begin to work with his successor James Wynn who is returning to hometown Camden with an impressive skill set.
- **National Homelessness Awareness Week:** We are producing an informative report to help inform you and your employees about homelessness. Please check with us for details.

Your support is essential to help the collective effort change so many lives for the better. Please do what you can and know that your contribution is greatly appreciated. Thank you.

Joseph's House Path from Homelessness

Joseph's House of Camden is a non-profit dedicated to caring for homeless adults. Joseph's House strives to provide a safe, warm and hospitable shelter and ultimately to connect our guests with area social service providers who can offer more permanent solutions.





Ending Homelessness in Camden

JHOC Development Support Activities in Q3-18

Seen at Whole Foods Market



Seen at Home Market



Philanthropy Conference



CamdenJam 2018 - Our Booth & First Crew Volunteers



JHOC Booth Visitors



The Raffle & Headphones Prizes



...Raffle Winner Visits JHOC





Q3-18 Update

Joseph's House - Metrics Report

October 15, 2018

JHOC Operational Dash Report 2017-2018														
Month	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sept '18	13 Months
# of Days	30	31	30	31	31	28	31	30	31	30	31	31	30	395
Individual Overnight Guests	142	154	146	161	177	149	157	131	122	128	129	162	138	
Duplicated bed nights	2,268	2,318	1,983	2,314	2,631	2,273	2,509	2,346	2,407	2,168	2,201	2,086	2,404	29,908
New (unduplicated)	45	50	53	63	69	30	37	35	29	35	50	66	49	611
Running Total	1287	1337	1390	1453	1522	1544	1581	1616	1645	1680	1730	1797	1846	1,846
Avg Guests Per Night	76	75	66	75	85	81	81	78	78	72	71	67	80	76
Capacity	75	75	75	75	75	75	75	75	75	75	75	75	75	75
% Capacity	101%	100%	88%	100%	113%	108%	108%	104%	104%	96%	97%	89%	107%	101%
Nights per Individual guest														
26+	22%	22%	20%	21%	25%	28%	20%	39%	45%	28%	33%	20%	33%	27%
21 to 25	18%	16%	12%	14%	10%	16%	19%	11%	17%	19%	8%	8%	9%	14%
16 to 20	14%	8%	8%	9%	10%	9%	8%	8%	6%	11%	14%	8%	12%	10%
11 to 15	8%	11%	14%	8%	11%	4%	8%	7%	5%	7%	12%	10%	14%	9%
6 to 10	11%	12%	16%	13%	10%	13%	7%	16%	8%	16%	16%	20%	17%	13%
1 to 5	27%	31%	30%	35%	34%	30%	38%	19%	19%	19%	17%	34%	15%	27%
Age														
18-24	4%	3%	4%	6%	5%	2%	3%	2%	2%	3%	4%	4%	3%	3%
25-34	21%	23%	21%	21%	21%	15%	16%	18%	17%	21%	17%	20%	22%	19%
35-44	24%	25%	23%	22%	22%	28%	23%	23%	25%	23%	22%	26%	30%	24%
45-54	25%	22%	25%	29%	30%	32%	34%	34%	32%	25%	30%	28%	26%	29%
55-64	21%	24%	23%	19%	20%	21%	21%	21%	21%	26%	25%	19%	17%	21%
65+	5%	3%	4%	3%	2%	2%	3%	2%	3%	2%	2%	3%	2%	3%
Gender														
Female	29%	29%	29%	28%	28%	28%	27%	28%	28%	27%	28%	28%	28%	28%
Male	71%	71%	71%	72%	72%	72%	73%	72%	72%	73%	72%	72%	72%	72%
Meals Served	2	4,536	4,636	3,966	4,628	5,262	4,546	5,018	4,692	4,814	4,336	4,402	4,172	4,808
Est Cost of Donated Meals	\$2.50	\$ 11,340	\$ 11,590	\$ 9,915	\$ 11,570	\$ 13,155	\$ 11,365	\$ 12,545	\$ 11,730	\$ 12,035	\$ 10,840	\$ 11,005	\$ 10,430	\$12,020
Community Volunteer Hours	310	304	300	310	316	302	314	280	284	298	260	248	266	3,792
Guest Volunteer Hours	466	485	485	491	482	440	490	480	486	482	500	480	453	6,218
Est Cost of Volunteer Hours	\$10	\$7,760	\$7,890	\$7,850	\$8,010	\$7,980	\$7,420	\$8,040	\$7,600	\$7,700	\$7,800	\$7,600	\$7,280	\$100,130
Month	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sept '18	YTD
New People Interviewed	86	71	82	89	83	49	53	54	69	57	76	95	82	946
New People Offered Shelter	68	56	53	63	69	36	41	40	29	48	50	87	71	711
New People Not Sheltered	18	15	29	26	14	13	12	14	40	9	26	8	11	235
Targeted Referrals														
Camden County Board of Soc Svs	71	55	59	47	58	60	56	99	63	64	72	95	66	865
Health Clinic	39	35	19	29	9	22	16	21	32	17	20	20	20	299
Case Management														
Mental	24	29	17	14	18	15	21	21	21	20	17	43	59	319
Addiction	12	17	12	9	3	11	9	12	11	5	17	9	13	140
Legal	10	12	3	2	6	2	3	6	4	6	1	7	8	70
Veterans	3	5	12	6	5	2	2	5	6	11	2	6	1	66
Housing	31	29	11	8	10	8	11	27	35	29	32	30	27	288
Employment	23	22	20	11	4	2	21	18	31	54	50	25	46	327
Miscellaneous	4	2	4	2	2	1	2	1	5	0	4	5	14	46
Total	217	206	157	128	115	123	141	210	208	206	215	240	254	2,420
Outcomes														
Camden County Board of Soc Svs	20	27	26	19	17	31	21	52	40	17	40	64	21	395
Off-Site Medical Treatment	13	11	5	11	8	7	9	6	14	4	2	4	13	107
Entered Mental Health	15	13	8	6	8	9	8	13	13	6	6	18	31	154
Entered Addiction Treatment	7	7	5	2	2	2	2	2	2	2	2	7	29	71
Found Employment	11	10	14	1	3	3	8	12	9	14	4	22	9	120
Reunited with Family	3	3	7	4	1	1	5	0	1	2	0	2	6	35
Found Housing (includes Vets)	16	18	16	13	7	6	5	8	14	26	10	24	13	176
Total	85	89	81	56	46	59	58	93	93	71	64	141	122	1,058
SubTotal Expenses	\$68,790	\$63,105	\$66,919	\$71,897	\$70,102	\$76,338	\$84,199	\$80,526	\$80,666	\$76,498	\$85,909	\$91,034	\$72,093	\$988,076
Cost per Guest	\$30	\$27	\$34	\$31	\$27	\$34	\$34	\$34	\$34	\$35	\$39	\$44	\$30	\$33
Est Donated Meal Cost	\$11,340	\$ 11,590	\$ 9,915	\$11,570	\$13,155	\$11,365	\$ 12,545	\$ 11,730	\$ 12,035	\$ 10,840	\$ 11,005	\$ 10,430	\$12,020	\$149,540
Est Volunteer Cost	\$7,760	\$7,890	\$7,850	\$ 8,010	\$ 7,980	\$ 7,420	\$8,040	\$7,600	\$7,700	\$7,800	\$7,600	\$7,280	\$7,190	\$100,120
Total Cost	\$87,890	\$82,585	\$84,684	\$91,477	\$91,237	\$95,123	\$104,784	\$99,856	\$100,401	\$95,138	\$104,514	\$108,744	\$91,303	\$1,237,736
Total Cost per Guest	\$ 39	\$ 36	\$ 43	\$ 40	\$ 35	\$ 42	\$ 42	\$ 43	\$ 42	\$ 44	\$ 47	\$ 52	\$ 38	\$ 42