Choice ruled in 2018!

Circle entered its second half-century strategically. That is, we initiated a multi-year strategic plan to focus on four key priorities: supporting our volunteer resources; meeting client needs through our programs; connecting clients to wraparound services through strategic partnerships and tailoring our approach to meeting clients’ complex needs.

Within months, we tackled the first priority, hiring our first-ever Director of Volunteers and Special Events. This was followed by a collaboration with St. Louis Graduates and Scholarship Central, streamlining our scholarship application process and helping young people advance their educational and career choices. The popular Holiday Adoption program grew by hundreds of families. We connected with new community organizations to help meet the broad scope of client need. Improvements to our facility made our entire operation flow more smoothly.

Perhaps the spirit of the strategic plan was best expressed by the most significant program development of the year. In September, after months of research and committee work to discern the best food pantry practices, we launched our new Client Choice Pantry service model. Where clients used to receive pre-filled bags of groceries, they now choose the flavors and types of food they prefer. We anticipated that the switch would reduce food waste and guide how we ask for donations. What we could not foresee was the bigger impact on our clients. From the first young mother who “shopped” and walked a little taller with the dignity of choosing her own flavors and favorites, we knew we had done the right thing.

Our friends and supporters make this work – this strategic growth – possible. Thank you.
**Summary of Financial Data**

### 2018 REVENUE & SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$675,840</td>
</tr>
<tr>
<td>Businesses</td>
<td>$111,739</td>
</tr>
<tr>
<td>Churches, Community</td>
<td>$91,368</td>
</tr>
<tr>
<td>Foundations</td>
<td>$273,324</td>
</tr>
<tr>
<td>Special Events</td>
<td>$39,880</td>
</tr>
<tr>
<td>In-Kind Food, etc.</td>
<td>$879,570</td>
</tr>
<tr>
<td>Other</td>
<td>$32,835</td>
</tr>
</tbody>
</table>

**Total Revenue & Support:** $2,104,556

### 2018 EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$1,698,649</td>
</tr>
<tr>
<td>Management &amp; General</td>
<td>$115,815</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$196,167</td>
</tr>
</tbody>
</table>

**Total Expenses:** $2,010,631

---

**Total Net Assets**

**End-Of-Year:** $3,256,280

---

“**In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Circle of Concern as of December 31, 2018 and 2017, and the changes in its net assets and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.”**

**Brown Smith Wallace, LLP**  
**St. Louis, Missouri**  
**June 11, 2019**
Mission Statement

The mission of Circle of Concern is to feed the hungry and provide assistance to low-income families living in west St. Louis County.
Circle of Concern Programs

**Food Pantry & Summer Kid Bags**
Our Client Choice pantry that provides fresh fruits and vegetables, milk, eggs and meat along with a wide selection of nonperishable foods.

**Emergency Financial Assistance**
Funds to help prevent an eviction or utility shut-off or to help with other critical short-term needs of established clients.

**Scholarships for Youth and Adults**
Competitive scholarships for college-bound young people plus adult client scholarships to build earning potential through job certification, college courses, retraining or GED testing.

**Birthday Club**
Personalized gift “towers” along with cake mixes, hats, candles and more to celebrate young children of clients.

**Camperships**
Summer enrichment on sports teams, Scouts, music lessons and more for children of clients.

**Back-To-School Supplies**
New backpacks, notebooks, markers, calculators and more to prepare children of clients to succeed in school.

**Job Mentorship**
Community professionals paired with clients to build job search skills and define career goals.

**Holiday Programs**
Thanksgiving Baskets to facilitate feasting and Holiday Family Adoption to pair community sponsors with our clients and their wish lists.
2018 Circle by the Numbers

You - our friends and donors - make the work of Circle possible. Just look at what you accomplished in 2018:

• Fed an average of 1,760 people / 594 families each month
• Bridged the summer hunger gap for children with 758 Summer Kid Bags
• Kept utilities on and averted evictions for 395 families with Emergency Financial Assistance
• Made college dreams come true for 25 young people and strengthened the employability of 11 adults through our Scholarship Program
• Celebrated Birthdays for 369 young children
• Sent 112 children to the Summer Camp of their choice
• Sent 630 children Back To School with a backpack and supplies
• Guaranteed a Thanksgiving feast for 410 families
• Sponsored 528 families through Holiday Adoption
• Gratefully accepted 24,750 volunteer hours from nearly 300 active volunteers
Circle of Concern Food Pantry
112 St. Louis Avenue
P.O. Box 444
Valley Park, MO 63088

Phone: 636.861.2623
Website: circleofconcern.org