

# MicroGrants

2018 ANNUAL REPORT



Partnering with People of Potential



# How it works

OUR WORK IS POSSIBLE BECAUSE OF THE  
COMMITMENT OF TRUSTED PARTNERS

- MicroGrants supporters give generously to assist their fellow community members.
- Our 54 Partner Agencies work with their low-income clients for an average of 3 to 12 months and recommend the best-qualified candidates as possible grant recipients.
- MicroGrants reviews each grant application and funds the most qualified requests.

To learn more about our Partner Agencies,  
go to [microgrants.net/partner-agencies-2/](https://microgrants.net/partner-agencies-2/)

Partner Agencies  
mentor recipients  
and monitor grant  
utilization.

Each grant is evaluated  
for effectiveness in  
boosting the grantee  
economically.

# Gaining Momentum. Changing Lives.

A tremendous thank you to Joe Selvaggio, our founder, for his bold creativity and 12 years of tireless leadership. Joe retired from the chairmanship in 2018 but still serves on our board. Longtime board member and donor Tom Rock is our new board chair. We look forward to many fruitful years of his guidance.

Sincere thanks to our expanding cohort of donors. Your giving increased by 13% over 2017, to \$1,181,000. You drove our work with an expanding list of 54 Partner Agencies, a 35% increase. Our program efforts resulted in \$815,000 in grant-making, a 30% increase, to deserving, hand-picked grantees.

With our Lights On! program, we can thank hundreds of cops from 25 metro police departments who gave hundreds of vouchers to gushing drivers. Over 600 bulbs were replaced. A generous \$100,000 grant from the Joyce Foundation of Chicago is designated for statewide expansion.



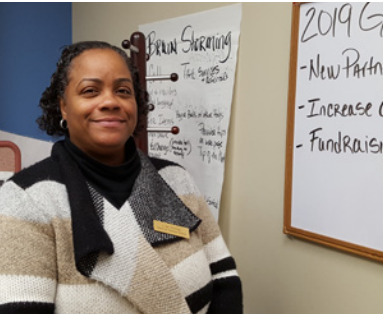
Don Samuels



Joe Selvaggio

# Can only \$1000 make a difference?

TURNING A DREAM INTO A REALITY

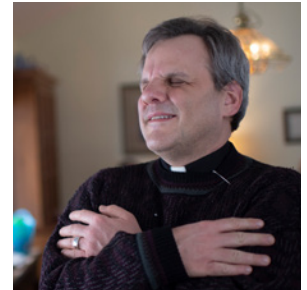


**Education Grants** fund opportunities such as certification exams and licensure fees, making it possible for training program graduates to qualify for good jobs.

**Transportation Grants** repair or purchase used cars, enabling people to get to work or accept job offers that are not located on the bus lines.

**Business Grants** help entrepreneurs strengthen their marketing, expand their inventory, or receive business coaching that increases their chances of success.

“When you have money, \$1000 doesn’t seem like much. But when you have nothing, \$1000 feels like \$1 million.” – A RECENT GRANTEE



**RONALD’S grant helped him acquire a laptop computer so he could complete his seminary education. Now, as a priest in the Old Catholic Church, he leads activities and provides spiritual care at several adult care facilities.**




The Homegrown Company is a pop-up shop that sells screen-printed clothing. Johnathan used his grant to expand his inventory to better meet his customers' needs.

Referred to MicroGrants by NEON  
Northside Economic Opportunity Network

**92%**

OF GRANT RECIPIENTS  
HAD ACHIEVED THEIR  
GOALS OR WERE IN THE  
PROCESS OF DOING SO



Belen combined her Argentinian heritage with her restaurant experience to open Quebracho MN, a pop-up charcuterie and pies business. With her grant, she was able to purchase some specialized kitchen equipment to help expand the business.

Referred to MicroGrants by NEON  
Northside Economic Opportunity Network

**58%**

OF GRANT RECIPIENTS  
WERE FEMALE

# Little things can make a big difference.



Thanks to you, a construction worker was able to obtain a car and accept a job for \$30 an hour. A health coach got certified. A laid-off accountant improved her qualifications for an even better job. A gym owner bought new equipment and expanded his client base. A student was able to stay in college. For each of these individuals, your support helped build a bridge to self-sufficiency.

**“Graduates of Twin Cities RISE saw an average increase in their annual income from under \$12,000 to over \$31,000 annually. Without the support of MicroGrants, providing funds for a car, uniforms, equipment or certification, many of those excellent jobs would have been out of reach to our graduates. Thank you, MicroGrants.”**

**TOM STREITZ, Twin Cities RISE**



# 95%

**OF GRANT RECIPIENTS  
HAD THEIR INCOME  
INCREASE AS A RESULT  
OF MICROGRANTS  
FUNDING**

**CHANTELLE came to MicroGrants through Project Diva. She used her grant to buy a laptop to keep up with her studies at the University of Minnesota’s School of Social Work.**



# LIGHTS ON!

A PROGRAM OF MICROGRANTS



**After reports in the *Washington Post* and on NBC News, Lights On! has attracted national and international attention. A profile in *Minnesota Police Chiefs* magazine has resulted in numerous new departments joining the program.**

Our Lights On! program continues to expand rapidly both here in the Twin Cities and beyond. This initiative allows police departments the opportunity to assist motorists in an entirely new way. When an officer from one of our 25 participating departments stops a driver with a bad headlight, tail light, turn signal or brake light, instead of issuing a ticket they can hand them a voucher for a free repair.

In 2018 Lights On! received a generous grant from the Joyce Foundation to fund statewide and national expansions over the next three years. With the leadership of MicroGrants board member Sherman Patterson, and assistance from the public relation firm Pivot Strategies Consulting of Minneapolis, Lights On! is helping communities find better ways to address societal problems.



I used the grant to fill my boutique with nice, classy clothes for women in the community. I want to thank all the donors who believed in me and helped me to live out my dream.

**CRYSTAL**  
Christyle's Closet, North Minneapolis

**80%**

OF GRANT RECIPIENTS  
WERE PEOPLE OF COLOR



# Financials

Year ended December 31, 2018

## STATEMENT OF ACTIVITIES

	Without Donor Restrictions	With Donor Restrictions	2018 TOTAL	2017 TOTAL
<b>Support and Revenues</b>				
Foundations and donor advised funds	\$ 498,776	\$ 247,778	\$ 746,554	\$ 558,499
Individual contributions	364,632	–	364,632	343,231
Corporate contributions	70,047	–	70,047	39,495
Investment income	533	–	533	(419)
Net assets released from restrictions	96,441	(96,441)	–	–
Total support and revenue	1,030,429	151,337	1,181,766	940,806
<b>Expenses</b>				
Grants and program services	928,234	–	928,234	724,524
Management and general	95,933	–	95,933	86,451
Fundraising	159,185	–	159,185	145,757
Total expenses	1,183,352	–	1,183,352	956,732
Change in Net Assets	(152,923)	151,337	(1,586)	(15,926)
Net assets - beginning of year	663,177	45,076	708,253	724,179
Net assets - end of year	\$ 510,254	\$ 196,413	\$ 706,667	\$ 708,253

**STATEMENT OF FINANCIAL POSITION**

2018

2017

**Assets**

Current Assets		
Cash and cash equivalents	\$ 700,578	\$ 709,073
Pledges receivable	20,000	-
Prepaid expenses	1,339	579
Total current assets	721,917	709,652
Net property and equipment	2,154	3,137
Total assets	\$ 724,071	\$ 712,789

**Liability and Net Assets**

Total current liabilities	17,404	4,536
Net assets		
Without donor restrictions	510,254	663,177
With donor restrictions	196,413	45,076
Total net assets	706,667	708,253
Total liabilities and net assets	\$ 724,071	\$ 712,789

# Thank you

to our generous donors

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Founder & Chairman Emeritus of MicroGrants

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Self-employed in Advertising

**Lynne Thompson**

Writer and Communications Professional

**Tom Welch**

Principal and Owner of Palisade Asset Management, LLC

**\*\* Executive Committee Members**

A special thank you to former board member Tim Rose for his dedicated service.

## STAFF



LEFT TO RIGHT

**Linnea Peterson** Communications Manager

**Don Samuels** Chief Executive Officer

**Mike McCloskey** Chief Operations Officer

**Kristine Barstow** Internal Operations Manager

**Luis Siojo** Grantwriter (not pictured)

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# 88%

OF GRANT RECIPIENTS REPORTED  
THAT MICROGRANTS IMPROVED  
THEIR QUALITY OF LIFE



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