



3817 Pleasant Avenue South
Minneapolis, MN 55409
microgrants.net

MicroGrants

2019 ANNUAL REPORT

Partnering
with People
of Potential

Our innovative approach provides cash, not loans, to meet the immediate needs of low-income individuals on their quest to start a business, finish their education, or acquire transportation for their job.

99%

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

IT'S A COLLABORATION

- Our 50 Partner Agencies train individuals for business and careers. Their relationships range from several weeks to several years.
- Partner Agencies take great care to identify high-potential individuals for whom a grant will be a turning point in their lives and recommend them to MicroGrants.
- MicroGrants reviews grant applications and swiftly distributes funds to selected grantees.
- Partner Agencies ensure the funds are used as intended toward achieving their goals, and report progress to MicroGrants.

The MicroGrants process is possible because of the support of our generous donors.

A surge of good will

As we tackle the punishing impacts of COVID-19 on our social and economic lives, MicroGrants continues to place itself in the pockets of greatest need, among those who, socially and economically, suffer from pre-existing vulnerabilities and who, without your help, might otherwise fail to thrive.

In 2019, with your generous support, our grantmaking rose to just shy of \$1 million and our revenue to \$1.428 million. Our growth was spurred by an anonymous \$300,000 gift.

Lights On grew from 20 to over 50 agencies, and from 8 service stations to 40. In the last quarter, voucher redemption doubled every month to a year's total of 573, boosted by \$175,000 from the Joyce Foundation. Sincere thanks to our 330 donors and our 50 partner agencies for powering a surge of good will in these most difficult times.



Don Samuels, CEO



Tom Rock, Board Chair

An effective model

MICROGRANTS BUILDS PARTNERSHIPS WITH LOCAL ORGANIZATIONS



Our Partner Agencies have a variety of missions, but their values and goals are in harmony with ours. Through programs such as career coaching, job training, leadership courses, and more, our Partner Agencies develop and build relationships with many motivated individuals and are able to effectively identify people of potential.

According to Neda Kellogg, founder of Project DIVA, she looks for people, such as Nakara, that have drive, discipline, strong potential, and a quality plan.

NAKARA created a self-discovery program for Black women and girls that equips them with the tools to swim – mentally, emotionally, and physically. She used her grant to purchase towels, swimsuits, and swim caps. – REFERRED BY PROJECT DIVA

MERIEM is an asylum-seeker that recently immigrated to Minnesota. She used her grant to become a certified medical interpreter, which allows her to save more money for her ultimate goal of earning an International Relations degree and working for the United Nations.



Receiving a micro grant has helped me increase my income, make a difference in people's lives, and has given me hope that things will always keep getting better.

MERIEM
Referred by the Wilder Foundation

69%

OF GRANTEES WERE FEMALE

If it wasn't for [MicroGrants], I don't know how else I would have been able to get a car so I'm really grateful for that.

AMIRA

Referred by the Black Women's Wealth Alliance (BWVA)

81%

OF GRANTEES WERE PEOPLE OF COLOR



AMIRA, a photographer, received a used car as her grant, which allows her to travel to clients and easily carry her equipment. Now, she has been able to book so many photo shoots that her schedule is backed up.

Seeing potential

GRANTEES ARE RECOGNIZED AS MOTIVATED AND TRUSTWORTHY

Our Partner Agencies connect us to program participants who demonstrate strong potential in their ability to carry out goals but are prevented from advancing their careers due to a financial barrier. We help these grantees overcome that barrier and continue on their path to financial independence.

Our grantees are vetted, by our partners, on a level that is many times keener than is required for a bank loan, hence our outstanding success rates.

BRITTANY received a grant to help her purchase an ice cream truck. "The grant was pivotal to our success. As a new mom, it was super helpful and motivating for me to receive the money for starting my business." – REFERRED BY BWVA





A dramatic year of growth



I was relieved! My wife just got laid off and I was using my vehicle for my second job. The officer's decision and character gave me a great feeling about the local police.

- LIGHTS ON VOUCHER RECIPIENT

2019 was an exciting year for Lights On! We won the MN Council of Nonprofit's Innovation Award, we reached the benchmark of 1,000 vouchers redeemed, and, by partnering with the State Patrol, we laid the groundwork for covering all of Minnesota.

The number of repair vouchers that officers hand out is increasing rapidly and auto shops eagerly jump on board even though they do not profit on the repairs. In 2020, with the help of a \$1 million anonymous donation, we will keep the momentum rolling by expanding to several cities across the nation and hosting a Lights On Summit.

We must express immense gratitude to our law enforcement and auto shop partners for their strong commitment to the Lights On mission. Their participation is essential to our success.



Not only are a lot of police departments flooding to this program, but so are the mechanics. You don't get that type of participation, unless you have something that has some innovation, some drive, and that's what Lights On! has.

- CHIEF JEFF TATE, SHAKOPEE POLICE DEPARTMENT

141%

INCREASE IN PARTICIPATING
LAW ENFORCEMENT AGENCIES

210%

INCREASE IN NUMBER OF
VOUCHERS REDEEMED

388%

INCREASE IN PARTICIPATING
AUTO SHOPS

I think it's a great program and auto centers should get involved with it. We should get involved in the communities we serve. I believe when we do great things, great things come back to us.

JEFF BAHE

Co-owner of Bobby & Steve's Auto World

Financials

Year ended December 31, 2019

STATEMENT OF ACTIVITIES

	Without Donor Restrictions	With Donor Restrictions	2019 TOTAL	2018 TOTAL
Support and Revenues				
Foundations and donor advised funds	\$ 767,728	\$ 286,156	\$ 1,053,884	\$ 746,554
Individual contributions	295,427	–	295,427	364,221
Corporate contributions	25,574	–	25,574	70,047
Investment income	1,344	–	1,344	533
In Kind Revenue	38,375	–	38,375	–
Net assets released from restrictions	299,960	(299,960)	–	–
Total support and revenue	1,428,408	(13,804)	1,414,604	1,181,355
Expenses				
Grants and program services	1,181,500	–	1,181,500	928,052
Management and general	123,237	–	123,237	109,557
Fundraising	150,723	–	150,723	130,174
Total expenses	1,455,460	–	1,455,460	1,167,783
Change in Net Assets	(27,052)	(13,804)	(40,856)	13,572
Net assets - beginning of year	515,382	206,443	721,825	708,253
Net assets - end of year	\$ 488,330	\$ 192,639	\$ 680,969	\$ 721,825

STATEMENT OF FINANCIAL POSITION

	2019	2018
Assets		
Current Assets		
Cash and cash equivalents	\$ 704,146	\$ 706,360
Pledges receivable	10,000	20,000
Prepaid expenses	1,241	1,339
Total current assets	715,387	727,699
Net property and equipment	1,349	2,154
Total assets	\$ 716,736	\$ 729,853
Liability and Net Assets		
Current liabilities	35,767	8,028
Net assets		
Without donor restrictions	488,330	515,382
With donor restrictions	192,639	206,443
Total net assets	680,969	721,825
Total liabilities and net assets	\$ 716,736	\$ 729,853

Thank you to our generous donors

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29%

INCREASE IN NUMBER OF GRANTS GIVEN

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Sam Selvaggio for his dedicated service.

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92%

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THEIR QUALITY OF LIFE