Bringing people TOGETHER

2016 Annual Report Summary
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Our Mission
is to strengthen the
capacity of individuals
and families to improve
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<td>Betty V. Rice</td>
<td>Roy and Arlene Muscatello</td>
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<td>Charles H. Nelson, Jr.</td>
<td>Charlotte E. Nelson and Renee Claire Scholen</td>
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<td>Steven and Jennifer Monfils</td>
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<td>Ronald and Edna Rafferty</td>
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<td>Diane M. Reisdorfer</td>
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</tr>
</tbody>
</table>

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Under $100 continued
Rosabella P. Sauve
Constance M. Scanlon
Gregory and Kathy Schaefer
Ana Schaff
Karen A. Schaffer
Robert and Darlene Schmidt
Rudolf and Susan Schnasse
Margaret R. Schneider
James A. Schoettler
Ken and Renee Scholen
Nancy J. Schons
Stephanie Schwartz
Daniel Schwarz and Carol Duling
Eva J. Semmelroth
Leigh E. Severson
Robert and Virginia Seybold
Shirley Shimota
James S. Shuda
Lee Silverstein
Lee and Heather Simso
Kathryn A. Skinner
Barbara A. Skoglund
Jaya Smitha Ganta
Myint Soe
Gerald and Roberta Sognesand
Carolyn J. Sorensen
Mary A. Sorensen
Robert and Mary Jane Spartz
Edward and Judith Spott
St. Bernard’s Altar & Rosary Society
St. Bernard’s Catholic United
Financial Council #228
St. Christopher’s Episcopal Church
Ruth I. St. Germain and
Joanne K. Eller
Christina Stalker
James and Martha Starling
Lorraine B. Stech
Martin and Anne Steitz
Mary Ann Stender and
James L. Stender
Dwayne and DeeAnn Stenlund
Kaye M. Stennes
Brian and Jennifer Stevens
Charles and Brenda Stevens
Ken and June Stewart
John Linc Stine and
Deborah Anne Stine
James and Louise Stoffel
Lauree Stolarczyk
Laura R. Stone-Jeraj and
Karim P. Jeraj
Anne Straub
Jim and Mary Streadwick
Merle and Susan Strom
Ronald and Lisa Struss
Tammy J. Sullivan and
Robert L. Howell
William and Helen Swanson
Ian J. Sweeney and
Jessica P. Armstrong
David and Shirley Swenson
Jeffrey and Cheryl Swenson
Joan Symalla
T.J. Maxx
Sara and Kevin Tait
Rita E. Tancabel Ives
Tracy W. Taubert
Anne Taylor
Charles and Suzanne Teerlinck
Terrace Horticultural Books
Hlee Thao
Ignatius and Sharon Theisen
Nicole Theis-Mahon and
Todd Mahon
Peter M. Thelen and
Lynne M. Gibeau
Robert and Pearl Thompson
Sandra Todd
Carol M. Tornes
Samantha Tran and Tom Pham
Mark and Rae Trisko
Nicole M. Trueman and
Jeanine M. Sobek
Celia L. Tudor
U.S. Bancorp Foundation
Margaret L. Ubel
Christopher M. Uding
University of St. Thomas -
Minneapolis Campus
Scott Vaillancourt
Sharon M. Valois
Joseph Vang
James and Kathleen Vellenga
Matthew P. Wagner
Carole J. Walsh
Jean M. Walstad
Huaying Wang and Marco A. Lanz
Debra Ward
Cecilia A. Warner
Richard J. Wasko
Kurt and Cathleen Weiser
Michael and Kelly Wenzel
Steven and Patricia Westad
Western Bank and
Insurance Agency
Brian and Susan Westrich
Dorothy A. Wezler
Travis and Alyssa Whiting
Dean and Valerie Willer
Mary J. Williams
Frank J. Windisch
Mary J. Wolff
Darren Wolfson and Sheila Elie
Craig Woodley
Larry and Carolyn Woods
David J. Wright and
Lynne M. Larkin-Wright
Roy and Debra Wright
Mary M. Wrobel
James R. Wroblewski
Christy L. Yakel
Bill & Helen Young
Donovan Young
Lori B. Youngren
Nina Zachary
Frances Zamb
Richard and Kathleen Ziemann
Thomas and Anne Zitnik
Roger and Bonnie Zopf
Jack and Sylvia Zouber
Bernard and Lorraine Zweber
26 Anonymous Donors

In Honor Of
Marilyn A. Blomquist
Richard and Kathleen Ziemann
Pat And Diane Boehmer
Timothy and Christine McGinty
Pat Boemer
Timothy and Christine McGinty
Kathleen Cullen
Margaret A. Hogan
Emily Fugere
Mark Valentine
Trina Godfrey
David J. Leitzke

2016 Keystone Annual Report Summary
keystonecommunityservices.org
In Honor Of continued

Marilyn Heiple
Laura Nikolas
Robert and Margie Henry
Nancy and Geoff Kolb
Margaret A. Hogan
Kathleen Cullen
Phyllis A. Holmgren
Ellen M. Holmgren
Truus Ingebritson
Elizabeth A. Ofstead
Father Paul Jarosceski
G. M. and Lorraine Sande
Rev. Paul A. Jaroszeski
Doris Singer
Olivia Kingston
Eric and Gwen Odney
Jeanne M. Leifeld
Gerald and Mary Kay Devine
Christopher T. Leifeld
James and Elizabeth Zdon
Jerry McElroy
James D. Foley
Mary McKeown
Jonathan and Kathleen Eisenthal
Nativity Of Our Lord Catholic Church
Frances R. Rooney
Jerry McElroy
James D. Foley
Mary McKeown
Jonathan and Kathleen Eisenthal
Nativity Of Our Lord Catholic Church
Frances R. Rooney

Rachel E. Richardson
Charlotte Richardson-Deppe
Louisa Richardson-Deppe
Jeff Schiller
Margaret A. Schiller
Barbara S. Shively
Travis and Anna Thompson
Ann Singer
Andrew B. Singer
Joyce H. Thielen
Shanna A. Schmitt
Katrina Vandenbarg
Paul F. Haas
John Wenstrom
Travis and Alyssa Whiting
Sharon Wright
William and Beverly Milne

Art Boyden
Jerome and Dagmar Getz
Mary Brock Hess
Frank and Mary Jo Villaume
Bernard L. Brommer
Randall Croce
Elvina And Edward Buckley
Therese L. Buckley
Margaret R. Schneider
Mike Buckley
Therese L. Buckley
Bud Cardinal
Marilee Giere
Helen And Al Carlson
Carol and Mike Petersen
Ann Copeland
Harlan G. Copeland
Kenneth Curran
Maureen Curran
Arthur And Monica Erler
David F. Erler
Dorothy Galle
Daniel and Jennifer Christensen
Gary and Debra Christensen
Barton W. Galle, Jr.
Gregory and Cindy Neisen
Charles H. Nelson, Jr.
Michael and Kelly Wenzel
Pam Gengler
1 Anonymous Donor
Doris Hanson
James and Mary Jahnke
Mildred Hayes
Helen B. Jennen
Judy Heine
Rosemarie Roach

In Memory Of

William F. Ash
Rosanna J. Ash
M. Beverly Barnes
Phyllis Bentley
Joyce Beck
1 Anonymous Donor
Mary Bergland
David and Lynnette Black

In Honor Of

John T. Henderson
Constance M. Henderson
Patricia Hjelm
Richard G. Hjelm
Hap Holmgren
Susan D. Robinson
George And Edna Huber
John and Joan Minczeski
Duane Jensen
Marilee Giere
Bruce Jeske
Dale and Alrene Connolly
Ron Johnson
James W. Peterson
Phyllis Arlene Kedl
Douglas M. Kedl
Mary Alice Kemp
Joseph C. Bartels
Henry and Carol Dabruzzi
Nancy S. Denkinger
Catherine M. Dolan
Roger and Renee Eichten
James and Georgia Hoffman
Scott Howe
Shirley Jaeger
Michael and Christina Joyce
Larry and Sally Kemp
James and Pamela Kerkvliet
Janet L. Lotzer
Elizabeth A. Murray
Dave O’Donnell
Kathleen A. Olson
Steven and Katherine Onken
Robert and Mary Pat Pawlosky
Robert and Lorraine Peller
Thomas J. Pepin
Steven and Patty Peterson
Colleen M. Poechmann

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In Memory Of continued
James and Mary Kay Preiner
Matthew and Anna Preiner
Dorothy M. Putnam
Ronald and Edna Rafferty
Ross Riddle
Maura M. Roby
Nancy J. Schons
Barbara A. Skoglund
Carole M. Sunde
Lois Knowles
Mary E. Hilgert
Marian and Matt Leifeld
James and Elizabeth Zdon
Charles Lentsch
Roseann G. Lentsch
Erna Lesse
1 Anonymous Donor
Al Mangine
Dale and Alrene Connolly
William Marchand
Walter and Joan Abbas
William and Mary Baker
James E. Cashman
Susan Dean
Mary J. Elioff
Sandy S. Elmstrom
Beverly J. Ferguson
Jeanne Gantert Auron
David and Verna Heiberg
Roger L. Hintze
Helen B. Jennen
Thomas P. Johnson
Vicki J. Keck
Donald and Carol Kelsey
Barbara M. Kittinger
Denise M. Lewis
Martha Marchand
David and Linda Maschwitz
Barbara L. McBurney
Edward and Beth Merritt
Grant and Marilyn Merritt
Bjorn and Margot Monson
Darrell Nelson
Colleen M. Osterbauer
Elizabeth O’Toole
Stephan and Nancy Plagens
David and Barbara Platter
Maria Rogness
Michael and Eva Rogness
Allen and Linda Saeks
Rudolf and Susan Schnasse
Lee and Heather Simso
Carolyn J. Sorensen
Edward and Judith Spott
Merle and Susan Strom
Carole M. Sunde
Peter M. Thelen
Carol M. Tornes
Shirley M. Wadsworth
Katherine R. Wellington
Mary M. Wrobel
Nina Zachary
Margaret A. Moffett
1 Anonymous Donor
Lin Griffith Mundy
Kenneth and Barbara Schweiger
Ernie Panos
G. M. and Lorraine Sande
Gus Pappas
Frank and Mary Jo Villaume
Arlo C. Pedersen
Carletta M. Braun
Robert M. Reedy
Helen Reedy
Jeannie Rogers
Trotter’S Cafe & Bakery
Paul Sargent
Patricia J. Paulus
Patt Schambureck
Dawn Johnson
Steve Schiller
Margaret A. Schiller
Al Schloesser
Dolores Schloesser
John Sherwood
Dale and Alrene Connolly
Rex Singer
Carletta M. Braun
Paul and Teresa Demore
Dona L. Duffy
Rose Ann Foreman
Marilee Giere
Thomas Hall
Paul A. Jaroszeski
Robert W. Kessler
Kinney Family Foundation
Lynn and Eileen Kjorstad
Camila A. Kuntz
Jeanne M. Lowe
Jodi Pope Wong
Catherine F. Purcell
Monica Reid
Olaf and Jane Runquist
Doris Singer
Lorraine B. Stech
Kaye M. Stennes
Anne Straub
Charles and Suzanne Teerlinck
1 Anonymous Donor
Mary Helen Soucheray
Frank and Mary Jo Villaume
Truman Sunde
Carole M. Sunde
James R. Unger
Paul and Teresa Demore
Marilee Giere
Dick And Jeanne Walsh
Carole J. Walsh
Marjorie And John Ward
Muriel S. Olson
Gregory J. Ward
Jerry Warkel
Alan and Margaret Halvorsen
Shirley Windisch
Frank J. Windisch

In-Kind Contributions
Thank you to the more than 1,067 donors who made in-kind contributions in 2016. More than 1,464,000 pounds of food were donated to our food shelves. Donors also contributed bikes, school supplies, holiday gifts and other items that make our program thrive.
2016 Financial Overview

Statement of Activities
For the Year Ended December 31, 2016
With Comparative Totals for 2015

Revenue

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
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<tbody>
<tr>
<td>Contributions</td>
<td>$1,255,432</td>
<td>$1,182,402</td>
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<td>In-kind</td>
<td>550,068</td>
<td>833,393</td>
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<td>United Way</td>
<td>744,035</td>
<td>766,226</td>
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<td>Fees for Service</td>
<td>1,525,576</td>
<td>1,838,161</td>
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<tr>
<td>Less Cost of Good Sold</td>
<td>(70,947)</td>
<td>(92,646)</td>
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<td>Other Revenue</td>
<td>730,605</td>
<td>1,043,025</td>
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<td><strong>Total Revenue</strong></td>
<td><strong>$4,979,286</strong></td>
<td><strong>$5,851,377</strong></td>
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Expenses

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<tr>
<td>Basic Needs</td>
<td>$1,743,969</td>
<td>$1,941,960</td>
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<td>Youth Services</td>
<td>677,488</td>
<td>820,474</td>
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<td>Senior Services</td>
<td>750,970</td>
<td>948,419</td>
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<td>Case Management</td>
<td>892,499</td>
<td>989,920</td>
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<td>Express Bike</td>
<td>234,956</td>
<td>228,700</td>
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<td>Management &amp; General</td>
<td>883,720</td>
<td>932,430</td>
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<tr>
<td>Fundraising</td>
<td>239,888</td>
<td>208,359</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$5,423,490</strong></td>
<td><strong>$6,070,262</strong></td>
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Change in Net Assets

<p>| | | |</p>
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<td>(444,204)</td>
<td>(218,885)</td>
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Keystone is transforming. Over the past four years, we acquired and integrated two high quality Saint Paul non-profit organizations, Youth Express (April 2013) and West 7th Community Center (April 2015), into Keystone operations. At the same time Keystone’s CFO and CEO retired within one year of each other in 2015 and 2016. Keystone incurred operational losses that are the result of unexpected merger and transition expenses. Keystone's leadership and board of directors are fully engaged in the financial stewardship of the organization and are working to position Keystone to have the resources needed to provide high quality services for over 31,000 people.

Statement of Financial Position
For the Year Ended December 31, 2016
With Comparative Totals for 2015

Assets

<table>
<thead>
<tr>
<th></th>
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<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$280,606</td>
<td>$362,112</td>
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<td>Receivables</td>
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<td>Promises to Give</td>
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<td>Fees for service contracts, net</td>
<td>352,617</td>
<td>495,005</td>
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<td>State receivable</td>
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<td>Prepaid expenses</td>
<td>37,217</td>
<td>15,879</td>
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<td>Investments</td>
<td>1,823,961</td>
<td>1,625,720</td>
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<td><strong>Total Assets</strong></td>
<td><strong>$3,396,124</strong></td>
<td><strong>$3,341,455</strong></td>
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Liabilities

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<tr>
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<tr>
<td>Accounts payable</td>
<td>$100,491</td>
<td>$128,925</td>
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<tr>
<td>Advances - Accrued Vacation</td>
<td>86,410</td>
<td>70,541</td>
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<td>Accrued expenses - Accrued Payroll</td>
<td>24,546</td>
<td>25,396</td>
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<tr>
<td>Other liabilities</td>
<td>29,172</td>
<td>180,000</td>
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<td><strong>Total Liabilities</strong></td>
<td><strong>$240,619</strong></td>
<td><strong>$404,835</strong></td>
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Net Assets

<table>
<thead>
<tr>
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<tr>
<td>$3,155,505</td>
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<td>$2,936,620</td>
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Net Assets and Total Liabilities

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
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<tbody>
<tr>
<td><strong>$3,396,124</strong></td>
<td><strong>$3,341,455</strong></td>
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Keystone is transforming. Over the past four years, we acquired and integrated two high quality Saint Paul non-profit organizations, Youth Express (April 2013) and West 7th Community Center (April 2015), into Keystone operations. At the same time Keystone’s CFO and CEO retired within one year of each other in 2015 and 2016. Keystone incurred operational losses that are the result of unexpected merger and transition expenses. Keystone's leadership and board of directors are fully engaged in the financial stewardship of the organization and are working to position Keystone to have the resources needed to provide high quality services for over 31,000 people.
Keystone Services

Keystone Community Services is a non-profit organization that provides high-quality social services in the community and in neighborhood gathering places to support and strengthen individuals, families and communities.

Basic Needs Program – helps support low-income individuals and families so that they have foundational supports in place to be self-sufficient, stable and successful.

Food Shelves: Keystone is the largest provider of emergency food services for the metropolitan areas of St. Paul and north suburban Ramsey County, including the communities of Little Canada, Roseville, Lauderdale, and Falcon Heights. Services are provided through three food shelf locations.

Foodmobile: The Foodmobile, a mobile food distribution vehicle, travels to neighborhoods identified as high need, with low access to nutritious food sources. This mobile service ensures people with transportation barriers can access food shelf services.

Crisis Assistance: Through crisis assistance and family services, clients are connected with needed services and resources including budget counseling; employment search; domestic violence services; housing, utility, and transportation assistance; and screening for other publicly supported programs.

Intensive Case Management: Intensive case management services support families in improving their formal and informal support systems to increase stability and build self-sufficiency. Community Social Workers support families referred from four suburban Ramsey County districts.

Community Education: This self-sufficiency education initiative addresses the long-term goals of families and individuals who need to overcome multiple challenges to be self-sufficient. Workshop topics included financial literacy, employment and housing.

Senior Services – helps support older adults stay engaged and connected as valued members of the community. All services are designed to help adults age 55+, age with dignity, connection, health and independence.

In-Home Services: Programs help clients with their goal of remaining independent and living at home. In-home services vary based on client needs. Notable in home-services include Meals on Wheels, which provides hot or frozen meals at lunchtime delivered by caring volunteers, and Homemaking Services, to help seniors and caregivers with light-household services.

Active Seniors Program: A year-round program designed for older adults age 55 and older that offers diverse activities intended to support independence and enhance quality of life. Participants choose from the program’s many offerings according to their desires and interests. Program examples include: fitness classes, health screenings, wellness workshops, social activities, holiday parties, crafting groups and more.

Case Management Services: Designed to support people in challenging circumstances maintain their stability and independence. Community social workers help clients find and connect to resources and services that solve problems to maintain self-sufficiency. Case management assists seniors and adults with disabilities through several home- and community-based Medical Assistance waivers. Services are also provided to clients on a private-pay sliding fee scale.
Youth Services – unique programs designed to help youth develop the tools for successful adulthood notably academic achievement, communication skills, and early employment experience.

Community Kids: Serving youth in grades K-10, Community Kids offers year-round daily academic and youth development experiences that promote young people’s success in school and in life. Program elements include math and reading classes with licensed teachers, homework help, math and reading tutoring using evidence-based curricula, social-emotional and STEM learning offerings.

Hmong Youth & Family Program: Provides high quality out-of-school programming customized to meet the needs of youth, ages 5 to 18 living in the McDonough Public Housing community. This year-round program offers academic tutoring and homework support, cultural activities and enrichment activities all with the goal of improving academic success for all participants, providing leadership and skill building opportunities for Hmong teens and offering a safe, culturally specific environment for youth to grow and thrive.

Youth Express: An employment based program that offers unique opportunities for young people to acquire the skills and experience to be successful in the workforce. The program serves low-income St. Paul youth, primarily ages 14-18, who face numerous barriers to accessing employment opportunities. All programs help youth compete for employment and succeed once they land the job. Express Bike Shop is a social enterprise, full-service bike shop that is a part Keystone’s Youth Express family of services and acts as a learning lab for youth developing work readiness skills.

2016 SERVICE STATISTICS

Basic Needs
Food Shelves: 24,685 individuals served and 2.4 million pounds of food distributed through Keystone’s three food shelves, Foodmobile and Free Farmer’s Market produce distribution events.

Crisis Assistance: 372 households received crisis assistance support and other supportive services to promote stability and success.

Case Management: 539 individuals served with family case management services by Community Social Workers.

Youth Services
Hmong Youth & Family Program: 87 students served. 80% of youth who participated consistently improved their literacy skills during the school year.

Community Kids: 156 students served. During our school year program, 93% of youth who participated consistently improved in reading and 87% improved in math.

Youth Express: 60 teens served. 95% of youth apprentices gained skills and confidence in their ability to compete and succeed in the job market.

School Supply Drive: 415 children received backpacks and other school supplies.

Senior Services
Active Seniors Program: 1,918 older adults took part in recreation, health, education and social activities.

In-Home Services: 298 seniors served. 384 Meals on Wheels volunteers delivered 39,524 meals.

Case Management: 923 seniors and adults with disabilities served.

Vital Role of Volunteers
In 2016, a total of 3,062 volunteers served 35,089 hours supporting participants in our programs. Their contribution of time is valued at $877,933.
Please Join Us!

Learn more about Keystone Community Services and how you can get involved and support our efforts. Call 651-645-0349 or email info@keystoneservices.org.

Sign up for Keystone’s email updates on our web site at www.keystonecommunityservices.org.