



OAKRIDGE NEIGHBORHOOD AND NEIGHBORHOOD SERVICES BOARD MEETING AGENDA

October 22, 2025

7:30 am Meeting

<https://us02web.zoom.us/j/82633970357?pwd=522xKbX3Fz3tZZWlzsWcu9koIVYIA.1>

Meeting ID: 826 3397 0357

Passcode: 916547

1. Call to Order/ Chairs Report	Skylar Mayberry-Mayes
2. Board Mission Moment	Mathea Smith
3. Approval of Consent Agenda	Skylar Mayberry-Mayes
a. August 2025 Board Minutes	
5. CEO Update	Deidre DeJear
4. Finance Committee Report	Diane Dubuisson
a. September Financials	Kristin Clayton
5. Committee Reports	
a. Marketing	Carol Bodensteiner
b. Development	Emily LeMay
c. Organizational Strategy	Albert Farr
d. Housing & Services	Jaime Buelt
e. Governance Committee	Emily LeMay
Closed Session	
f. Human Resources	Joyce McDanel
6. Adjourn	



**Oakridge Neighborhood
August 27, Board Meeting
7:30 am**

Hybrid meeting – Oakridge Neighborhood Board Room - 1401 Center Street Des Moines, IA

Board Attendance:

Carol Bodensteiner, Diana Dubuisson, Sherri Hart, Emily Lemay, Skylar Mayberry-Mayes, Andrea McGuire, Matthea Smith, Erin Kuhl,

Remote Attendance:

Marcy Baker, Jaime Buelt, Albert Farr, Tim Haight, Mary Johnson, Mark Wiltse; Jessica Zaugg, Nalo Johnson, Joyce McDanel,

Absent:

Jessica Fenney, Kuuku Saah, Kent Kramer, Sharon Gaddy-Hanna, Deidre Williams

Staff Attendance:

Deidre DeJear, Kristin Clayton, Chris Irvine, Almardi Abdalla, Kristin Littlejohn, Sheri Fitzpatrick

I. Call to Order/Chairs Report

- a) Skylar Mayberry-Mayes called the meeting to order at 7:30 am.

II. Mission Moment

Emily Lemay spoke on making personal connections at the Teen Tech Center and how those connections led to funding for the Teen Tech Center. Everyone we meet has potential to be connections for furthering the Oakridge story

III. Consent Agenda Approval

Skylar presented the following items for approval:

- a) Board Meeting Minutes – June 2025
- b) July 2025 Financials
- c) Committee Reports

Move: Carol Bodensteiner **Second:** Erin Kuhl **Status:** Passed

IV. July Finance Committee Update

- a) July financials reviewed
- b) Continued positive Board responses to the graphing visuals now included in packet; Request for graphs of the reserves when the policies have been set

V. Approval of 990

Move: Tim Haight **Second:** Erin Kuhl **Status:** Passed



VI. Committee Report

a. Development

1. Kristin Littlejohn shared brief update of fundraising dashboard
2. Software changes to take place in the next few weeks
3. Upcoming opportunities for funding
 - i. Jazz, Jewels and Jeans
 - ii. Oak Society
 - iii. Board Connect

b. Communications

1. Carol Bodensteiner provided a brief update on several media relations connections being made
2. Website Updates to take place this fall

c. Human Resources

1. Joyce updated Board of the upcoming CEO Evaluation
 - i. Introductory email sent out to Board From Mollie Frideres, New consultant providing consulting for CEO evaluations and Employee Performance Management
 - ii. CEO Evaluations to be sent to Board and Cabinet September 4, 2025 for completion of Ceo evaluation by October 2025 Board Meeting

d. Housing

1. Jamie Buelt provided a brief update on
 - i. Vacancy Rates
 - ii. Recent Inspections

"Housing is the very key element of what Oakridge was originally built on."

VII. CEO Updates

VIII. Meeting Adjourned 9:08 am

Reminders

Next Board Meeting October 22, 2025, at 7:30 am

Oakridge Neighborhood Services

Balance Sheet

	Current Period 09/30/2025	Prior Period 08/31/2025	Prior Year End 12/31/2024
Current Assets			
Operating Cash	1,898,877.66	133,218.80	74,489.39
Designated Cash	153,362.65	220,996.53	32,821.84
Account Receivables and Pledges	3,210,008.78	3,266,842.91	3,311,509.68
Due from Affiliate Entities	(1,673,016.25)	69,385.33	381,799.89
Prepaid Expense	26,005.06	21,088.05	28,668.06
Special Investment Fund - GDMCF	386,857.78	386,857.78	385,703.78
Wheels of Hope CD	40,993.90	40,993.90	40,993.90
Investment - Silver Oaks	219,933.00	219,933.00	219,933.00
Investment - ONS Ventures	1,360,414.00	1,360,414.00	1,360,414.00
Total Current Assets	5,623,436.58	5,719,730.30	5,836,333.54
Other Assets			
Housing Notes Receivable, Net of Allowance	3,703,758.00	3,703,758.00	3,703,758.00
Operating Lease Right-of-Use Assets, net	44,978.00	44,978.00	44,978.00
Total Other Assets	3,748,736.00	3,748,736.00	3,748,736.00
Fixed Assets			
Fixed Assets	3,038,037.91	2,975,203.18	2,975,203.18
Less: Accumulated Depreciation	(1,932,191.62)	(1,916,191.35)	(1,790,572.94)
Total Fixed Assets	1,105,846.29	1,059,011.83	1,184,630.24
TOTAL ASSETS	10,478,018.87	10,527,478.13	10,769,699.78
Current Liabilities			
Accounts Payable	54,390.33	34,547.44	39,380.05
Accrued Expenses	223,201.01	223,201.01	223,201.01
Deferred Revenue	40,684.88	40,684.88	40,684.88
Line of Credit	320,000.00	320,000.00	320,000.00
Total Current Liabilities	638,276.22	618,433.33	623,265.94
Long Term Liabilities			
Operating Lease Liabilities	46,097.00	46,097.00	46,097.00
Notes Payable	17,150.45	0.00	0.00
Total Long Term Liabilities	63,247.45	46,097.00	46,097.00
TOTAL LIABILITIES	701,523.67	664,530.33	669,362.94
Net Assets	9,776,495.20	9,862,947.80	10,100,336.84
TOTAL NET ASSETS	9,776,495.20	9,862,947.80	10,100,336.84
TOTAL LIABILITIES AND NET ASSETS	10,478,018.87	10,527,478.13	10,769,699.78
BEGINNING BALANCE WITH CURRENT YEAR ADJUSTMENTS	10,100,336.84	10,100,336.84	10,354,323.02
NET SURPLUS/(DEFICIT)	(323,841.64)	(237,389.04)	(253,986.18)
ENDING NET ASSETS	9,776,495.20	9,862,947.80	10,100,336.84

Operating cash - includes Polk Co ERA2 Funds received at end of September

Accounts Receivable - added back interest receivable on Phase I and II seller notes per the audit (will now eliminate in the consolidation)

Due from Affiliates - includes amounts owed to housing for Polk Co ERA2 Funds received at end of September

Housing Notes Receivable - added back to books per the audit (will now eliminate in the consolidation)

Fixed Assets - purchased new van using Variety grant

Notes Payable - forgivable portion of Polk Co ERA2 Funds for Silver Oaks improvements, per discussion with auditors will leave on ONS books

Oakridge Neighborhood Services

Income Statement - Comparative Summary

	Current Period			PY Period Actual 09/30/2024	Current Year-to-Date			Annual Bdgt 2025	Prior YTD Actual 09/30/2024
	Actual 09/30/2025	Budget	Change Inc/(dec)		Actual 09/30/2025	Budget	Change Inc/(dec)		
REVENUE									
Rental Income	6,385.27	6,393.00	(7.73)	5,962.93	57,067.43	57,541.00	(473.57)	76,720.00	56,866.37
Contributions: Corp/Individual	1,068.81	5,000.00	(3,931.19)	4,813.01	54,009.02	61,150.00	(7,140.98)	123,150.00	58,925.87
Contributions: Board Giving	286.68	5,500.00	(5,213.32)	5,489.46	34,512.08	31,000.00	3,512.08	50,000.00	28,790.17
Grants & Subsidies	125,164.56	81,783.00	43,381.56	172,144.72	1,808,696.67	2,206,587.00	(397,890.33)	2,550,285.00	2,182,428.50
Interest & Investment Income	266.54	165.00	101.54	16,393.37	20,844.79	1,485.00	19,359.79	1,980.00	39,707.18
Program Fees & Tuition	50,788.63	69,849.00	(19,060.37)	29,313.77	442,964.68	527,153.00	(84,188.32)	736,200.00	347,802.44
Special Event Income	28,579.45	54,000.00	(25,420.55)	39,873.68	112,242.30	172,500.00	(60,257.70)	178,500.00	157,041.13
Management Fees	20,062.67	19,325.00	737.67	19,049.87	174,665.93	173,925.00	740.93	231,900.00	169,142.25
Other Income	0.00	0.00	0.00	0.00	1,831.77	0.00	1,831.77	0.00	1,355.70
TOTAL REVENUE	232,602.61	242,015.00	(9,412.39)	293,040.81	2,706,834.67	3,231,341.00	(524,506.33)	3,948,735.00	3,042,059.61
EXPENSES									
Salaries & Wages	182,430.75	192,890.00	(10,459.25)	163,637.83	1,861,563.41	1,914,970.00	(53,406.59)	2,590,100.00	1,864,927.16
Taxes & Benefits	40,855.47	44,372.00	(3,516.53)	37,703.05	384,749.11	415,438.00	(30,688.89)	558,325.00	374,312.87
Telephone & Utilities	5,446.45	5,363.00	83.45	5,100.16	50,077.45	48,271.00	1,806.45	64,360.00	45,929.22
Insurance	4,345.83	4,910.00	(564.17)	3,957.50	62,427.27	56,130.00	6,297.27	70,860.00	54,500.54
Repairs, Maintenance & Supplies	6,917.63	5,075.00	1,842.63	4,270.73	45,261.42	45,690.00	(428.58)	60,915.00	42,850.43
Program Services	16,695.79	18,858.00	(2,162.21)	10,259.67	173,241.18	173,251.00	(9.82)	229,825.00	150,258.22
Contract Services	35,901.58	16,448.00	19,453.58	43,317.71	173,459.67	170,601.00	2,858.67	219,230.00	276,712.46
Special Event Expenses	1,885.38	15,000.00	(13,114.62)	17,066.05	29,733.53	40,000.00	(10,266.47)	50,000.00	42,388.22
Marketing & Communications	1,445.03	1,431.00	14.03	1,093.32	33,342.96	34,767.00	(1,424.04)	39,060.00	32,371.36
Other General Admin	3,131.03	6,955.00	(3,823.97)	4,698.97	44,291.63	53,985.00	(9,693.37)	70,450.00	38,125.56
Audit & Tax Return Expense	4,000.00	10,750.00	(6,750.00)	12,750.00	30,910.00	31,350.00	(440.00)	31,350.00	34,250.00
TOTAL EXPENSES	303,054.94	322,052.00	(18,997.06)	303,854.99	2,889,057.63	2,984,453.00	(95,395.37)	3,984,475.00	2,956,626.04
CHANGE IN NET ASSETS BEFORE DEPRECIATION	(70,452.33)	(80,037.00)	9,584.67	(10,814.18)	(182,222.96)	246,888.00	(429,110.96)	(35,740.00)	85,433.57
Depreciation	(16,000.27)	0.00	(16,000.27)	(19,559.94)	(141,618.68)	0.00	(141,618.68)	0.00	(158,894.14)
CHANGE IN NET ASSETS - DEPRECIATION	(16,000.27)	0.00	(16,000.27)	(19,559.94)	(141,618.68)	0.00	(141,618.68)	0.00	(158,894.14)
NET SURPLUS (DEFICIT)	(86,452.60)	(80,037.00)	(6,415.60)	(30,374.12)	(323,841.64)	246,888.00	(570,729.64)	(35,740.00)	(73,460.57)

Grants and Subsidies - see attached schedule

Program Fees & Tuition - budgeted enrollment at 100 kids, current enrollment is approximately 70

Special Event Income - sponsorships are down from prior year and from budget, JJJ event is a month later than originally budgeted

Salaries & Wages - were short staffed compared to budget for both Family & Workforce and Oak Academy for part of the year, also leadership team did not receive budgeted raises

Oakridge Neighborhood Assoc LP

Balance Sheet HUD

	Current Period 09/30/2025	Prior Period 08/31/2025	Prior Year End 12/31/2024
Current Assets			
Cash in Bank	105,345.55	93,977.90	80,449.10
Account Receivables	72,479.43	65,801.07	51,450.68
Prepaid Expense	29,803.00	30,439.87	25,570.75
Total Current Assets	207,627.98	190,218.84	157,470.53
Other Assets			
Real Estate Tax Escrow	148,555.28	179,840.88	120,952.36
Reserve for Replacement	655,153.94	641,152.14	570,022.35
Operating Reserves	664,733.71	662,523.02	959,551.93
Revenue Deficit Reserves	146,487.00	146,000.00	144,230.02
Deferred Loan & Compliance Fees	26,418.12	27,095.45	32,514.09
Total Other Assets	1,641,348.05	1,656,611.49	1,827,270.75
Fixed Assets			
Fixed Assets	15,443,339.61	15,443,339.61	15,439,645.61
Less: Accumulated Depreciation	(11,652,012.38)	(11,630,578.55)	(11,275,056.78)
Total Fixed Assets	3,791,327.23	3,812,761.06	4,164,588.83
TOTAL ASSETS	5,640,303.26	5,659,591.39	6,149,330.11
Current Liabilities			
Accounts Payable	26,778.32	24,392.73	43,660.66
Due to ONS	(850,954.57)	24,398.86	281,794.52
Accrued Expenses	1,627,776.82	1,652,766.98	1,532,252.26
Tenant Security Deposits	40,944.00	41,505.00	40,310.00
Total Current Liabilities	844,544.57	1,743,063.57	1,898,017.44
Long Term Liabilities			
Flex Subsidy Loans	1,149,651.12	1,148,729.38	1,141,355.46
Notes Payable	6,335,808.72	5,453,188.26	5,462,502.70
Total Long Term Liabilities	7,485,459.84	6,601,917.64	6,603,858.16
TOTAL LIABILITIES	8,330,004.41	8,344,981.21	8,501,875.60
General Partner Capital - Newbury	(1,451,026.68)	(1,451,026.68)	(1,451,025.07)
General Partner Capital - ONS	(771,700.81)	(771,700.81)	(771,699.20)
Syndication Fees	(129,818.00)	(129,818.00)	(129,818.00)
Net Assets	(337,155.66)	(332,844.33)	(3.22)
TOTAL NET ASSETS	(2,689,701.15)	(2,685,389.82)	(2,352,545.49)
TOTAL LIABILITIES AND NET ASSETS	5,640,303.26	5,659,591.39	6,149,330.11

Due to ONS - received Polk County ERA2 Funds at end of September, moved money to Flourish in October

Notes Payable - received Polk County ERA2 Funds at end of September

Oakridge Neighborhood Assoc LP

Income Statement - Comparative Summary

	Current Period			PY Period		Current Year-to-Date			Annual Bdgt		Prior YTD	
	Actual 09/30/2025	Budget	Change Inc/(dec)	Actual 09/30/2024		Actual 09/30/2025	Budget	Change Inc/(dec)	2025		Actual 09/30/2024	
REVENUE												
Tenant Rent Revenue	44,963.00	53,618.00	(8,655.00)	49,541.00		400,571.00	452,556.00	(51,985.00)	623,095.00		438,264.00	
HUD Rent Subsidy	112,633.00	94,310.00	18,323.00	90,122.00		922,185.00	848,785.00	73,400.00	1,131,715.00		808,298.00	
Interest & Investment Income	12,291.11	9,368.00	2,923.11	13,870.07		47,149.02	49,216.00	(2,066.98)	65,620.00		58,386.80	
Other Income	140.00	0.00	140.00	483.00		69,973.53	0.00	69,973.53	0.00		8,122.84	
TOTAL REVENUE	170,027.11	157,296.00	12,731.11	154,016.07		1,439,878.55	1,350,557.00	89,321.55	1,820,430.00		1,313,071.64	
EXPENSES												
Salaries & Wages	42,756.76	43,141.00	(384.24)	36,841.73		398,804.32	409,836.00	(11,031.68)	560,825.00		370,619.42	
Taxes & Benefits	11,176.55	12,806.00	(1,629.45)	9,867.71		96,104.84	117,119.00	(21,014.16)	157,535.00		92,840.21	
Rent Expense	2,482.00	2,482.00	0.00	2,482.00		22,338.00	22,338.00	0.00	29,784.00		22,338.00	
Communications & Utilities	14,444.70	16,445.00	(2,000.30)	13,770.05		118,877.26	148,985.00	(30,107.74)	198,320.00		145,462.99	
Insurance	13,124.69	11,329.00	1,795.69	10,151.20		121,200.02	100,673.00	20,527.02	134,660.00		91,967.39	
Real Estate Taxes	7,650.00	7,650.00	0.00	8,900.00		68,850.00	68,850.00	0.00	91,800.00		80,100.00	
Office & Security Supplies	1,048.55	1,594.00	(545.45)	700.86		16,466.97	13,980.00	2,486.97	18,635.00		6,436.07	
Maintenance, Supplies & Repairs	25,620.51	19,427.00	6,193.51	24,124.28		219,374.88	165,009.00	54,365.88	216,720.00		179,456.56	
Professional/Contract Services	18,251.46	21,256.00	(3,004.54)	30,188.34		176,672.27	195,397.00	(18,724.73)	259,165.00		313,458.15	
Other Admin Expense	271.30	1,349.00	(1,077.70)	1,350.53		3,486.10	10,403.00	(6,916.90)	11,600.00		9,397.41	
Audit Expense	0.00	0.00	0.00	0.00		13,475.00	6,600.00	6,875.00	14,100.00		13,100.00	
Interest Expense	3,177.77	3,210.00	(32.23)	3,200.81		28,326.07	28,890.00	(563.93)	38,520.00		28,885.94	
TOTAL EXPENSES	140,004.29	140,689.00	(684.71)	141,577.51		1,283,975.73	1,288,080.00	(4,104.27)	1,731,664.00		1,354,062.14	
CHANGE IN NET ASSETS BEFORE DEPRECIATION	30,022.82	16,607.00	13,415.82	12,438.56		155,902.82	62,477.00	93,425.82	88,766.00		(40,990.50)	
NON-OPERATING EXPENSES												
Depreciation Expense	(21,433.83)	(65,834.00)	44,400.17	(65,716.42)		(376,955.60)	(592,498.00)	215,542.40	(790,000.00)		(592,615.79)	
Interest Expense	(12,900.32)	(12,387.00)	(513.32)	(12,383.97)		(116,102.88)	(111,479.00)	(4,623.88)	(148,640.00)		(111,455.73)	
CHANGE IN NET ASSETS - DEPRECIATION	(34,334.15)	(78,221.00)	43,886.85	(78,100.39)		(493,058.48)	(703,977.00)	210,918.52	(938,640.00)		(704,071.52)	
NET SURPLUS (DEFICIT)	(4,311.33)	(61,614.00)	57,302.67	(65,661.83)		(337,155.66)	(641,500.00)	304,344.34	(849,874.00)		(745,062.02)	

Vacancies 14 9%

3 Efficiency; 5 Two Bedrooms; 4 Three Bedrooms; 2 Four Bedrooms

Other Income includes insurance proceeds for fire units

Insurance - property and liability insurance came in higher than budgeted

Maint, Supplies, Repairs - includes \$25,000 for fire restoration, \$13,000 for cleaning, \$9,600 for tree removal (none were budgeted)

Oakridge Neighborhood Assoc Phase II LP

Balance Sheet HUD

	Current Period 09/30/2025	Prior Period 08/31/2025	Prior Year End 12/31/2024
Current Assets			
Cash in Bank	95,792.78	90,116.89	83,441.86
Account Receivables	22,710.36	24,845.56	10,105.97
Prepaid Expense	29,802.99	30,439.86	25,570.75
Total Current Assets	148,306.13	145,402.31	119,118.58
Other Assets			
Real Estate Tax Escrow	174,065.24	181,365.94	117,638.98
Reserve for Replacement	579,774.56	566,556.50	496,966.50
Operating Reserves	765,873.24	763,325.06	888,914.78
Revenue Deficit Reserves	298,993.00	298,000.00	294,229.25
Deferred Loan & Compliance Fees	25,220.65	25,867.36	31,041.04
Total Other Assets	1,843,926.69	1,835,114.86	1,828,790.55
Fixed Assets			
Fixed Assets	15,706,602.18	15,706,602.18	15,706,602.18
Less: Accumulated Depreciation	(11,858,987.12)	(11,838,222.11)	(11,424,420.21)
Total Fixed Assets	3,847,615.06	3,868,380.07	4,282,181.97
TOTAL ASSETS	5,839,847.88	5,848,897.24	6,230,091.10
Current Liabilities			
Accounts Payable	29,080.91	27,237.82	47,721.05
Due to ONS	(844,023.45)	24,918.89	80,490.13
Accrued Expenses	2,274,280.95	2,272,258.41	2,122,358.09
Tenant Security Deposits	40,269.00	41,443.00	41,698.00
Total Current Liabilities	1,499,607.41	2,365,858.12	2,292,267.27
Long Term Liabilities			
Flex Subsidy Loans	1,346,468.13	1,345,378.88	1,336,664.88
Notes Payable	6,457,897.72	5,577,571.40	5,587,340.82
Total Long Term Liabilities	7,804,365.85	6,922,950.28	6,924,005.70
TOTAL LIABILITIES	9,303,973.26	9,288,808.40	9,216,272.97
General Partner Capital - Newbury	(1,783,499.16)	(1,783,499.16)	(1,783,499.23)
General Partner Capital - ONS	(1,102,610.71)	(1,102,610.71)	(1,102,610.77)
Syndication Fees	(100,072.00)	(100,072.00)	(100,072.00)
Net Assets	(477,943.51)	(453,729.29)	0.13
TOTAL NET ASSETS	(3,464,125.38)	(3,439,911.16)	(2,986,181.87)
TOTAL LIABILITIES AND NET ASSETS	5,839,847.88	5,848,897.24	6,230,091.10

Due to ONS - received Polk Co ERA2 Funds at end of September, moved to Flourish in October

Notes Payable - received Polk Co ERA2 Funds at end of September

Oakridge Neighborhood Assoc Phase II LP

Income Statement - Comparative Summary

	Current Period			PY Period			Current Year-to-Date			Annual Bdgt		Prior YTD	
	Actual 09/30/2025	Budget	Change Inc/(dec)	Actual 09/30/2024			Actual 09/30/2025	Budget	Change Inc/(dec)	2025		Actual 09/30/2024	
REVENUE													
Tenant Rent Revenue	41,776.00	54,199.00	(12,423.00)	43,835.00			414,249.00	476,753.00	(62,504.00)	639,350.00		428,522.00	
HUD Rent Subsidy	103,691.00	93,832.00	9,859.00	107,574.00			892,351.00	844,492.00	47,859.00	1,125,985.00		840,887.00	
Interest & Investment Income	12,396.78	10,269.00	2,127.78	12,991.38			49,047.07	53,427.00	(4,379.93)	71,235.00		58,550.25	
Other Income	1,004.00	0.00	1,004.00	770.00			3,406.36	0.00	3,406.36	0.00		9,079.38	
TOTAL REVENUE	158,867.78	158,300.00	567.78	165,170.38			1,359,053.43	1,374,672.00	(15,618.57)	1,836,570.00		1,337,038.63	
EXPENSES													
Salaries & Wages	43,683.48	44,048.00	(364.52)	37,226.75			406,544.75	418,457.00	(11,912.25)	572,625.00		377,003.48	
Taxes & Benefits	11,470.95	13,081.00	(1,610.05)	10,155.96			98,657.14	119,770.00	(21,112.86)	161,160.00		95,836.87	
Rent Expense	2,482.00	2,482.00	0.00	2,482.00			22,338.00	22,338.00	0.00	29,784.00		22,338.00	
Communications & Utilities	14,364.92	14,349.00	15.92	14,525.05			130,852.13	129,276.00	1,576.13	172,325.00		119,511.39	
Insurance	13,124.68	11,330.00	1,794.68	10,151.20			121,199.99	100,675.00	20,524.99	134,665.00		91,967.39	
Real Estate Taxes	3,190.00	3,190.00	0.00	6,475.00			28,710.00	28,710.00	0.00	38,280.00		58,275.00	
Office & Security Supplies	962.82	1,431.00	(468.18)	643.45			17,235.48	13,497.00	3,738.48	17,990.00		7,245.23	
Maintenance, Supplies & Repairs	33,130.20	16,102.00	17,028.20	42,622.03			189,775.22	135,064.00	54,711.22	176,800.00		236,066.57	
Professional/Contract Services	18,691.52	21,249.00	(2,557.48)	30,960.88			181,352.81	195,358.00	(14,005.19)	259,105.00		308,663.72	
Other Admin Expense	165.32	1,449.00	(1,283.68)	466.30			1,286.78	11,303.00	(10,016.22)	12,800.00		7,833.04	
Audit Expense	0.00	0.00	0.00	0.00			14,675.00	6,600.00	8,075.00	14,100.00		14,100.00	
Interest Expense	3,247.74	3,401.00	(153.26)	3,339.44			29,572.49	30,612.00	(1,039.51)	40,815.00		30,365.40	
TOTAL EXPENSES	144,513.63	132,112.00	12,401.63	159,048.06			1,242,199.79	1,211,660.00	30,539.79	1,630,449.00		1,369,206.09	
CHANGE IN NET ASSETS BEFORE DEPRECIATION	14,354.15	26,188.00	(11,833.85)	6,122.32			116,853.64	163,012.00	(46,158.36)	206,121.00		(32,167.46)	
NON-OPERATING EXPENSES													
Depreciation Expense	(20,765.01)	(67,667.00)	46,901.99	(67,486.24)			(434,566.91)	(608,999.00)	174,432.09	(812,000.00)		(608,641.94)	
Interest Expense	(17,803.36)	(17,214.00)	(589.36)	(17,043.90)			(160,230.24)	(154,931.00)	(5,299.24)	(206,575.00)		(153,395.10)	
	(38,568.37)	(84,881.00)	46,312.63	(84,530.14)			(594,797.15)	(763,930.00)	169,132.85	(1,018,575.00)		(762,037.04)	
CHANGE IN NET ASSETS - DEPRECIATION	(38,568.37)	(84,881.00)	46,312.63	(84,530.14)			(594,797.15)	(763,930.00)	169,132.85	(1,018,575.00)		(762,037.04)	
NET SURPLUS (DEFICIT)	(24,214.22)	(58,693.00)	34,478.78	(78,407.82)			(477,943.51)	(600,918.00)	122,974.49	(812,454.00)		(794,204.50)	

Vacancies 15 10%

2 Efficiency; 10 Two Bedrooms; 2 Three Bedrooms; 1 Four Bedrooms

Insurance - property and liability came in higher than budgeted

Maint, Supplies & Repairs - includes \$13,000 for cleaning and \$9,600 for tree removal (neither were budgeted), approx. \$31,000 over budget on this line item

Silver Oaks Associates, LP

Balance Sheet HUD

	Current Period 09/30/2025	Prior Period 08/31/2025	Prior Year End 12/31/2024
Current Assets			
Cash in Bank	36,303.44	34,514.66	39,209.99
Account Receivables	3,284.01	3,375.01	1,087.29
Prepaid Expense	9,578.65	9,758.26	8,456.37
Total Current Assets	49,166.10	47,647.93	48,753.65
Other Assets			
Reserve for Replacement	133,709.13	132,330.51	122,781.52
Operating Reserves	133,233.28	133,204.08	132,984.41
Deferred Loan & Compliance Fees	18,408.11	18,492.55	19,168.07
Total Other Assets	285,350.52	284,027.14	274,934.00
Fixed Assets			
Fixed Assets	6,609,465.86	6,609,465.86	6,609,465.86
Less: Accumulated Depreciation	(2,463,282.66)	(2,446,792.89)	(2,314,540.61)
Total Fixed Assets	4,146,183.20	4,162,672.97	4,294,925.25
TOTAL ASSETS	4,480,699.82	4,494,348.04	4,618,612.90
Current Liabilities			
Accounts Payable	4,330.13	3,944.63	7,316.03
Due to ONS	9,267.77	7,373.58	6,821.24
Accrued Expenses	160,225.71	161,514.51	155,195.91
Tenant Security Deposits	8,400.00	8,400.00	8,200.00
Total Current Liabilities	182,223.61	181,232.72	177,533.18
Long Term Liabilities			
Notes Payable	865,346.28	866,291.95	874,349.81
Total Long Term Liabilities	865,346.28	866,291.95	874,349.81
TOTAL LIABILITIES	1,047,569.89	1,047,524.67	1,051,882.99
Limited Partner Capital - NEF	3,383,331.00	3,383,331.00	3,383,331.00
General Partner Capital - Newbury	(55.04)	(55.04)	(55.43)
General Partner Capital - ONS	219,933.95	219,933.95	219,933.57
Syndication Fees	(36,480.00)	(36,480.00)	(36,480.00)
Net Assets	(133,599.98)	(119,906.54)	0.77
TOTAL NET ASSETS	3,433,129.93	3,446,823.37	3,566,729.91
TOTAL LIABILITIES AND NET ASSETS	4,480,699.82	4,494,348.04	4,618,612.90

Silver Oaks Associates, LP

Income Statement - Comparative Summary

	Current Period			PY Period	Current Year-to-Date			Annual Bdgt	Prior YTD
	Actual 09/30/2025	Budget	Change Inc/(dec)	Actual 09/30/2024	Actual 09/30/2025	Budget	Change Inc/(dec)	2025	Actual 09/30/2024
REVENUE									
Tenant Rent Revenue	30,178.00	29,347.00	831.00	27,751.00	266,785.00	264,123.00	2,662.00	353,440.00	249,538.00
Interest & Investment Income	60.06	192.00	(131.94)	176.48	502.09	1,721.00	(1,218.91)	2,300.00	1,825.51
Other Income	0.00	0.00	0.00	25.00	200.00	0.00	200.00	0.00	200.00
TOTAL REVENUE	30,238.06	29,539.00	699.06	27,952.48	267,487.09	265,844.00	1,643.09	355,740.00	251,563.51
EXPENSES									
Salaries & Wages	4,894.14	4,965.00	(70.86)	4,954.25	45,907.20	47,145.00	(1,237.80)	64,510.00	46,560.03
Taxes & Benefits	1,430.34	1,377.00	53.34	1,312.76	12,428.69	12,596.00	(167.31)	16,965.00	11,938.20
Rent Expense	1,021.27	1,028.00	(6.73)	998.93	9,191.43	9,251.00	(59.57)	12,335.00	8,990.37
Communications & Utilities	6,340.93	5,389.00	951.93	5,357.20	57,520.77	48,995.00	8,525.77	65,165.00	46,396.57
Insurance	4,441.05	3,499.00	942.05	3,325.60	37,714.56	31,143.00	6,571.56	41,640.00	27,877.45
Real Estate Taxes	405.00	405.00	0.00	350.00	3,645.00	3,645.00	0.00	4,860.00	3,150.00
Office & Security Supplies	414.60	222.00	192.60	412.91	2,504.46	1,544.00	960.46	2,060.00	1,465.28
Maintenance, Supplies & Repairs	4,126.49	3,329.00	797.49	2,767.02	28,683.06	31,298.00	(2,614.94)	40,200.00	30,848.26
Professional/Contract Services	3,903.16	4,008.00	(104.84)	3,727.63	40,598.29	38,291.00	2,307.29	50,315.00	37,635.58
Other Admin Expense	217.81	250.00	(32.19)	214.54	2,029.10	2,270.00	(240.90)	3,020.00	2,267.11
Audit Expense	0.00	0.00	0.00	0.00	9,900.00	5,425.00	4,475.00	8,125.00	8,125.00
Interest Expense	84.44	85.00	(0.56)	84.44	759.96	765.00	(5.04)	1,020.00	759.96
TOTAL EXPENSES	27,279.23	24,557.00	2,722.23	23,505.28	250,882.52	232,368.00	18,514.52	310,215.00	226,013.81
CHANGE IN NET ASSETS BEFORE DEPRECIATION	2,958.83	4,982.00	(2,023.17)	4,447.20	16,604.57	33,476.00	(16,871.43)	45,525.00	25,549.70
NON-OPERATING EXPENSES									
Depreciation Expense	(16,489.77)	(18,090.00)	1,600.23	(16,555.14)	(148,742.05)	(162,805.00)	14,062.95	(217,075.00)	(148,791.79)
Interest Expense	(162.50)	(163.00)	0.50	(162.50)	(1,462.50)	(1,461.00)	(1.50)	(1,950.00)	(1,462.50)
	(16,652.27)	(18,253.00)	1,600.73	(16,717.64)	(150,204.55)	(164,266.00)	14,061.45	(219,025.00)	(150,254.29)
CHANGE IN NET ASSETS - DEPRECIATION	(16,652.27)	(18,253.00)	1,600.73	(16,717.64)	(150,204.55)	(164,266.00)	14,061.45	(219,025.00)	(150,254.29)
NET SURPLUS (DEFICIT)	(13,693.44)	(13,271.00)	(422.44)	(12,270.44)	(133,599.98)	(130,790.00)	(2,809.98)	(173,500.00)	(124,704.59)

Vacancies

0

POST DATE	POST STATUS	ENCUMBRANCE	
Jan 1 2025 - Sep 30 2025	All	All	
BUDGET SCENARIO	ACCOUNT CATEGORY	ACCOUNT SEGMENT	ACCOUNT SEGMENT VALUE
ONS - BUDGET	Revenue	Account code	All
ACCOUNT CLASS	ACCOUNT STATUS	ACCOUNT DESCRIPTION	ACCOUNT NUMBER
All	All	All	All

Summary i

\$2.7 M

Actuals



\$3.2 M

Budget



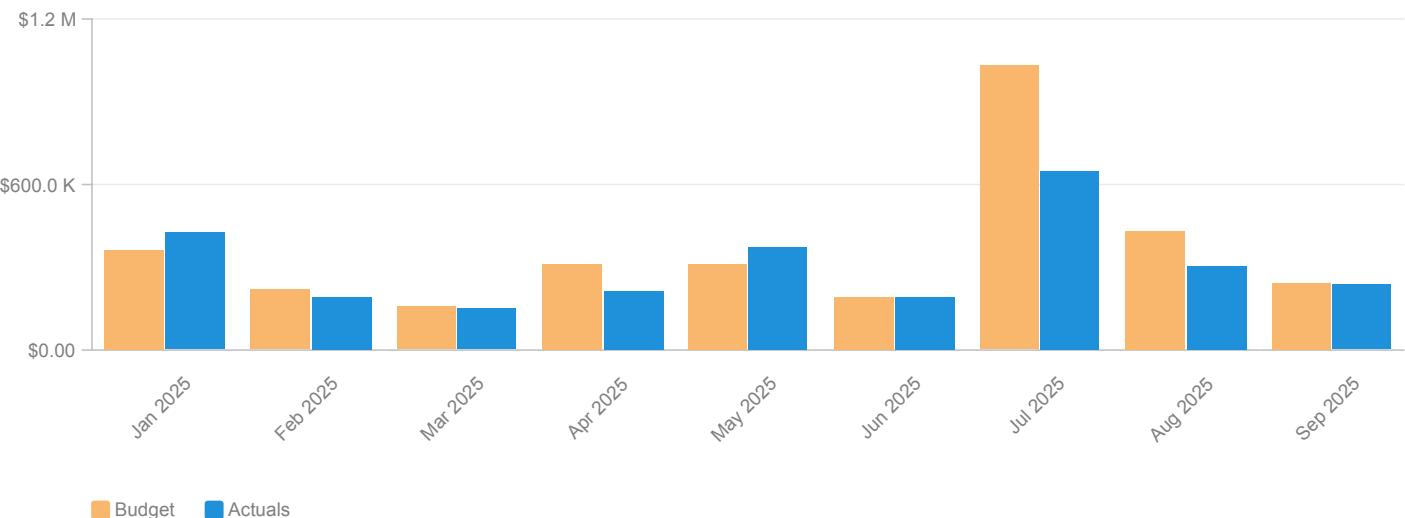
84%

% used

Budget vs. actuals



Budget vs. actuals i



■ Budget ■ Actuals

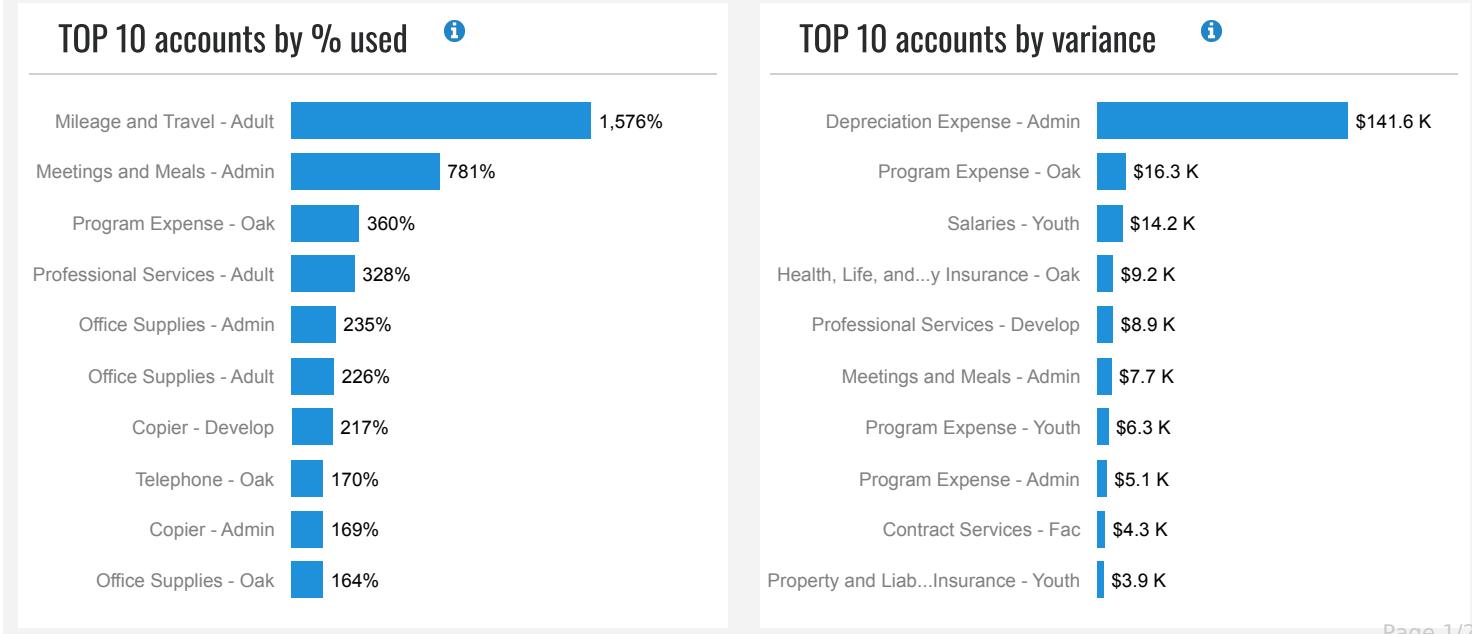
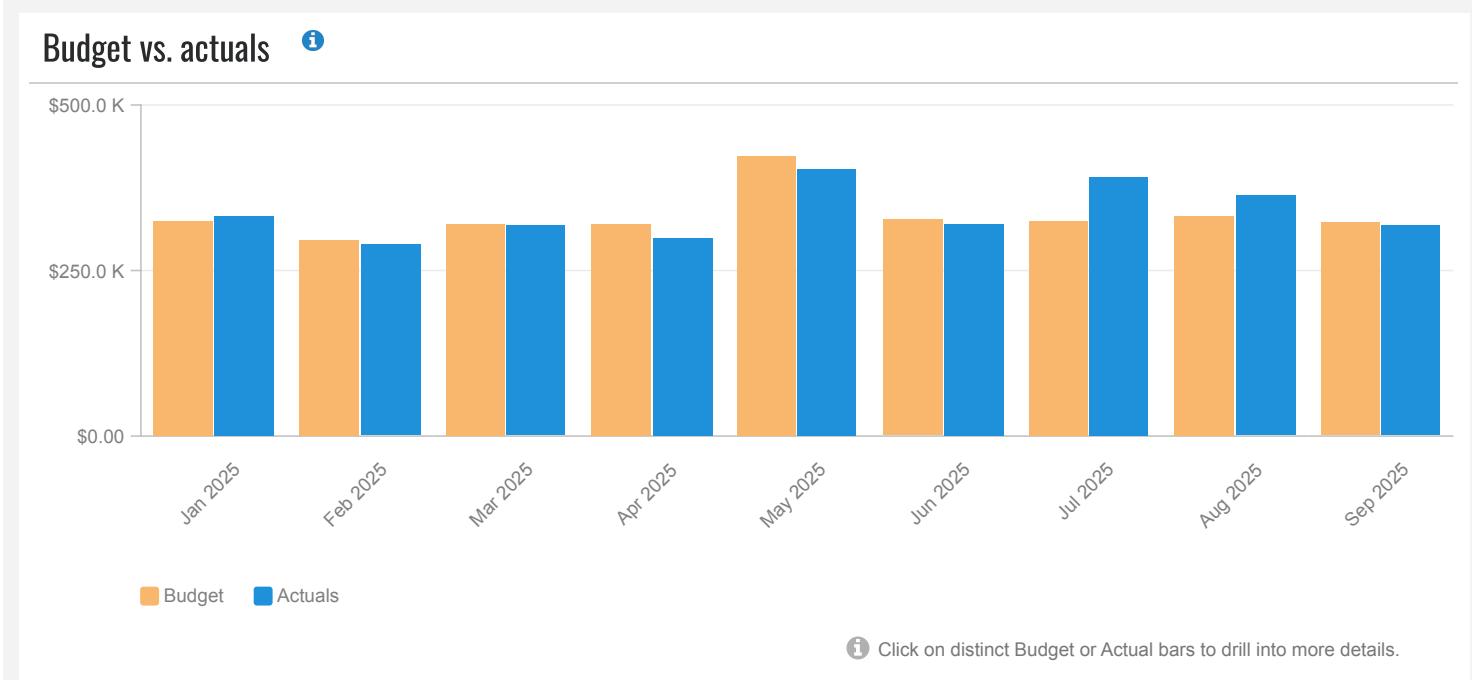
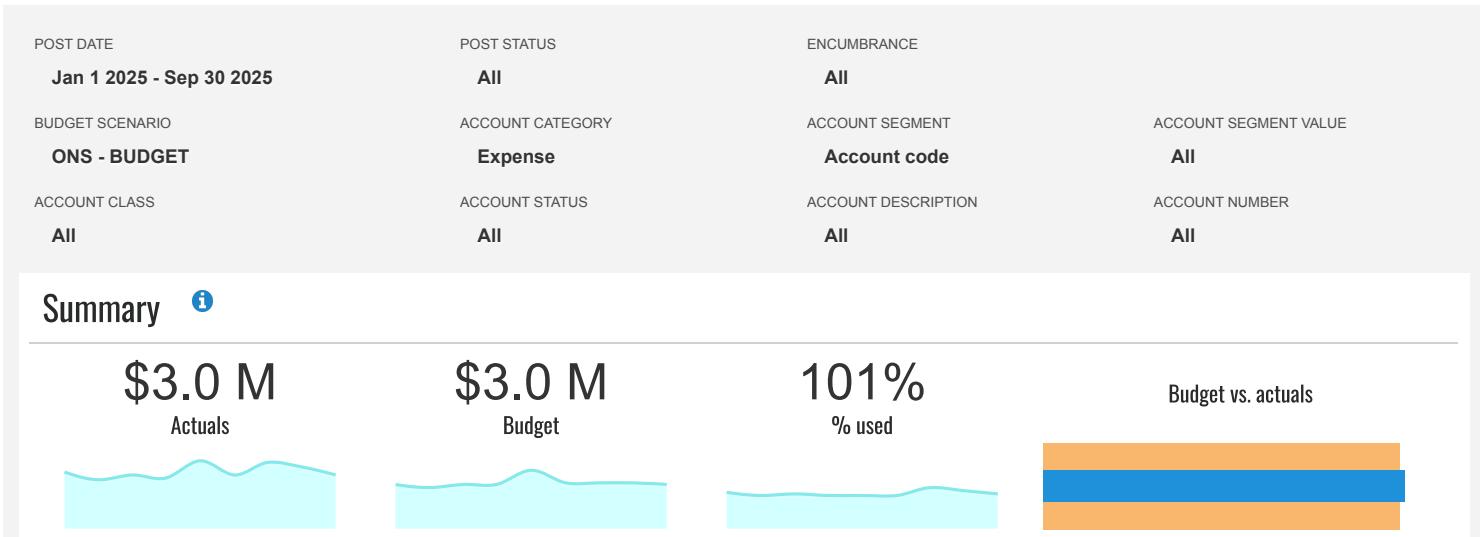
i Click on distinct Budget or Actual bars to drill into more details.

TOP 10 accounts by % used i

Program Fees - Adult	179%
United Way - Youth	126%
Program Fees - Oak	124%
Board Giving - Admin	111%
United Way - Oak	109%
Designated Grants - Admin	106%
United Way - Adult	104%
Other Operating Grants - Adult	102%
Management Fee- Housing - Admin	100%
Annual Giving - Admin	100%

TOP 10 accounts by variance i

Other Operating Grants - Admin	\$152.5 K
Other Operating Grants - Youth	\$143.0 K
Tuition/Subsidies - Oak	\$99.3 K
Wrap Around Grant - Oak	\$84.0 K
Designated Grants - Youth	\$75.2 K
Special Events C...utions - Develop	\$60.3 K
Designated Grants - Adult	\$30.0 K
CACFP - Oak	\$10.5 K
United Way Donor...gnated - Admin	\$7.2 K
CACFP - Youth	\$6.3 K

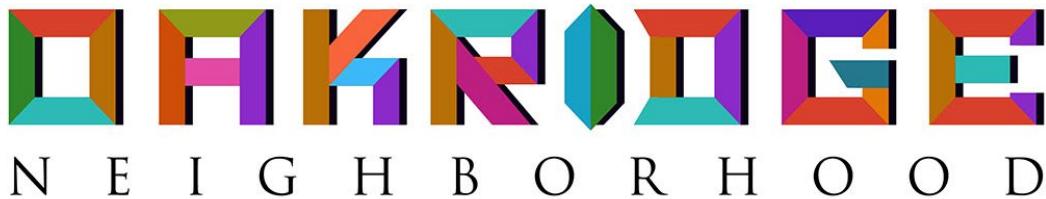


Oakridge Neighborhood Services
 Cash Flow Projection
 January to December 2025

	January (Actual)	February (Forecast)	February (Actual)	March (Forecast)	March (Actual)	April (Forecast)	April (Actual)	May (Forecast)	May (Actual)	June (Forecast)	June (Actual)
A. Cash (Operating & Designated), E	\$107,311	\$306,926	\$306,926	\$377,025	\$377,025	\$254,662	\$254,662	\$258,689	\$283,737	\$337,682	\$337,682
Sources of Cash:											
WIC rental income	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400
Contributions: Corp/Individual	\$26,646	\$13,000	\$10,854	\$15,150	\$4,473	\$8,000	\$7,656	\$2,000	\$377	\$2,000	\$737
Contributions: Board	\$3,246	\$5,500	\$3,433	\$7,500	\$8,480	\$1,500	\$853	\$1,000	\$2,077	\$1,500	\$778
Grants & Subsidies	\$309,819	\$127,651	\$162,789	\$117,746	\$131,623	\$187,476	\$179,208	\$176,061	\$406,588	\$127,359	\$144,527
Interest income	\$89	\$165	\$181	\$165	\$190	\$165	\$118	\$165	\$111	\$165	\$170
Program Fees & Tuition	\$52,050	\$40,000	\$38,626	\$40,000	\$37,244	\$43,000	\$46,925	\$43,000	\$45,798	\$43,000	\$57,896
Special Event Income	\$0	\$0	\$2,000	\$0	\$3,500	\$3,000	\$3,542	\$9,000	\$28,784	\$50,500	\$17,562
Reimbursement from Housing	\$253,286	\$180,177	\$250,566	\$159,619	\$195,188	\$178,619	\$194,541	\$223,269	\$165,040	\$178,619	\$170,302
LOC advances	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$2,159	\$0	\$2,353	\$0	\$3,694	\$19,285	\$25,804	\$0	\$0	\$0	\$125,702
B. Total Sources of Cash	\$647,696	\$366,893	\$471,201	\$340,580	\$384,792	\$441,445	\$459,048	\$454,895	\$649,175	\$403,543	\$518,073
Uses of Cash:											
Wages and Taxes	\$192,767	\$208,046	\$186,361	\$207,646	\$184,526	\$197,883	\$187,709	\$297,327	\$281,742	\$227,486	\$203,229
Benefits	\$29,587	\$29,047	\$36,398	\$29,516	\$36,276	\$32,013	\$32,550	\$34,746	\$38,580	\$34,489	\$34,130
Telephone and Utilities	\$5,002	\$5,364	\$7,656	\$5,364	\$6,750	\$5,610	\$5,809	\$5,610	\$5,121	\$5,610	\$4,050
Prop & Liab Insurance	\$0	\$0	\$0	\$29,497	\$32,561	\$5,648	\$4,346	\$5,648	\$6,395	\$4,360	\$4,346
Repairs, Maintenance, Supplies	\$4,081	\$5,078	\$5,240	\$5,079	\$2,067	\$5,079	\$1,585	\$5,076	\$8,565	\$5,551	\$2,722
Program Services	\$15,327	\$18,614	\$11,457	\$18,613	\$11,735	\$18,088	\$16,320	\$18,708	\$13,992	\$19,208	\$20,876
Contract Services	\$38,832	\$19,963	\$12,950	\$20,557	\$18,870	\$29,116	\$17,365	\$20,670	\$22,894	\$20,887	\$17,605
Special Event Expenses	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$1,000	\$1,864	\$18,000	\$15,180
Marketing & Communications	\$15,576	\$5,445	\$1,822	\$1,431	\$2,458	\$1,431	\$334	\$5,106	\$3,710	\$1,431	\$1,782
Other General Admin	\$9,354	\$2,644	\$6,724	\$3,669	\$4,115	\$5,000	\$5,901	\$5,650	\$4,450	\$6,325	\$7,263
LOC payoff	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Housing Expenses to be reimbursed	\$137,554	\$137,550	\$131,884	\$228,741	\$207,799	\$137,550	\$158,053	\$182,200	\$198,917	\$137,550	\$162,922
Fixed Assets	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Audit & Tax Return	\$0	\$500	\$610	\$0	\$0	\$0	\$0	\$9,000	\$9,000	\$9,000	\$12,000
RACI - transfer to Polk Co.	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Principal Charity Classic	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$125,000
C. Total Uses of Cash:	\$448,082	\$432,251	\$401,102	\$550,114	\$507,156	\$437,418	\$429,972	\$590,741	\$595,230	\$489,897	\$611,105
D. Change in Cash During the Month	\$199,615	-\$65,358	\$70,099	-\$209,533	-\$122,363	\$4,027	\$29,076	-\$135,846	\$53,945	-\$86,354	-\$93,032
Ending Cash Balance (A + D)	\$306,926	\$241,568	\$377,025	\$167,492	\$254,662	\$258,689	\$283,737	\$122,842	\$337,682	\$251,328	\$244,650

Oakridge Neighborhood Services
 Cash Flow Projection
 January to December 2025

	<i>July (Forecast)</i>	<i>July (Actual)</i>	<i>August (Forecast)</i>	<i>August (Actual)</i>	<i>September (Forecast)</i>	<i>September (Actual)</i>	<i>October (Forecast)</i>	<i>November (Forecast)</i>	<i>December (Forecast)</i>
A. Cash (Operating & Designated), E	\$244,650	\$244,650	\$367,567	\$367,567	\$356,456	\$356,456	\$2,052,240	\$144,443	\$124,619
Sources of Cash:									
WIC rental income	\$400	\$400	\$400	\$0	\$400	\$400	\$400	\$400	\$400
Contributions: Corp/Individual	\$3,000	\$429	\$3,000	\$1,769	\$3,000	\$1,069	\$14,000	\$24,000	\$24,000
Contributions: Board	\$1,500	\$10,000	\$6,000	\$5,358	\$5,500	\$287	\$1,500	\$9,000	\$8,500
Grants & Subsidies	\$93,492	\$142,732	\$233,769	\$243,500	\$124,848	\$182,262	\$146,417	\$84,848	\$192,117
Interest income	\$165	\$153	\$165	\$127	\$165	\$267	\$165	\$165	\$165
Program Fees & Tuition	\$43,000	\$54,261	\$43,000	\$56,362	\$55,000	\$47,206	\$55,000	\$54,000	\$54,000
Special Event Income	\$0	\$2,025	\$21,000	\$26,250	\$35,000	\$28,579	\$54,000	\$4,500	\$1,500
Reimbursement from Housing	\$377,550	\$452,408	\$137,550	\$153,709	\$137,550	\$177,706	\$182,200	\$137,550	\$137,550
LOC advances	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Other	\$0	\$712	\$0	\$7,027	\$0	\$1,782,884	\$0	\$100,000	\$100,000
B. Total Sources of Cash	\$519,107	\$663,120	\$444,884	\$494,102	\$361,463	\$2,220,659	\$453,682	\$414,463	\$518,232
Uses of Cash:									
Wages and Taxes	\$227,486	\$256,387	\$227,486	\$247,353	\$197,883	\$188,554	\$297,332	\$197,883	\$197,883
Benefits	\$34,488	\$34,634	\$34,488	\$36,023	\$34,488	\$35,302	\$36,025	\$34,488	\$34,488
Telephone and Utilities	\$5,410	\$5,396	\$5,410	\$5,525	\$5,410	\$5,760	\$5,410	\$5,410	\$5,410
Prop & Liab Insurance	\$4,360	\$4,346	\$4,360	\$4,346	\$4,360	\$4,346	\$4,360	\$4,360	\$4,360
Repairs, Maintenance, Supplies	\$5,552	\$7,416	\$5,552	\$2,066	\$4,868	\$4,798	\$4,868	\$4,868	\$4,868
Program Services	\$18,707	\$23,940	\$19,207	\$27,376	\$18,081	\$17,583	\$18,081	\$18,081	\$18,081
Contract Services	\$20,255	\$20,138	\$20,255	\$16,073	\$20,885	\$24,839	\$21,370	\$19,970	\$20,600
Special Event Expenses	\$1,000	\$2,086	\$1,000	\$8,547	\$5,000	\$3,380	\$20,000	\$5,000	\$0
Marketing & Communications	\$1,931	\$5,420	\$1,681	\$2,819	\$1,431	\$1,286	\$1,431	\$1,431	\$1,431
Other General Admin	\$5,000	\$10,654	\$6,750	\$8,338	\$6,840	\$6,675	\$5,000	\$5,245	\$5,875
LOC payoff	\$0	\$0	\$0	\$0	\$0	\$0	\$320,000	\$0	\$0
Housing Expenses to be reimbursed	\$137,550	\$166,286	\$137,550	\$146,748	\$137,550	\$174,538	\$182,200	\$137,550	\$137,550
Fixed Assets	\$0	\$0	\$0	\$0	\$0	\$56,015	\$0	\$0	\$0
Audit & Tax Return	\$3,500	\$3,500	\$0	\$0	\$10,750	\$1,800	\$0	\$0	\$0
RACI - transfer to Polk Co.	\$0	\$0	\$0	\$0	\$0	\$0	\$1,445,402	\$0	\$0
Principal Charity Classic	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
C. Total Uses of Cash:	\$465,239	\$540,202	\$463,739	\$505,213	\$447,546	\$524,874	\$2,361,479	\$434,286	\$430,546
D. Change in Cash During the Month	\$53,868	\$122,918	-\$18,855	-\$11,112	-\$86,083	\$1,695,784	-\$1,907,798	-\$19,823	\$87,686
Ending Cash Balance (A + D)	\$298,518	\$367,567	\$348,713	\$356,456	\$270,372	\$2,052,240	\$144,443	\$124,619	\$212,305



Communications Update

8/12/25 – 10/19/25

Earned Media

- Regular Friday email of “good news from Oakridge Neighborhood” to key media contacts sharing details about United Way Day of Action, Oak Academy graduation, Chase Bank backpack giveaway, client success stories and afterschool programming.
- Pitched and coordinated all details of interviews and coverage of driver’s education program by Iowa PBS; expected to air on “Iowa Life” 10/28/25.
- Pitched and coordinated details of interview with Des Moines Business Record editor, including focus on annual update.
- Pitched and coordinated interview on United Way Day of Action with KCCI-TV; they also contact us about covering MidAmerican Energy volunteers the following week but timing didn’t work with their availability.
- Pitched and coordinated interview on Chase Bank backpack giveaway with WHO-TV; WE ARE IOWA 5 also planned to cover but wasn’t able to make it before backpacks ran out.
- Provided updated information for 2026 Book of Lists
- Submitted questions for economist in response to Business Record inquiry

Paid Media

- Facilitated creative for Business Publications’ “Pillars of Philanthropy”/Wish List placement
- Facilitated creative for Business Publications’ Book of Lists ad
- Secured two complimentary ads from Des Moines Business Record; directed creative (value: \$5,830)
- Secured Iowa Public Radio Sponsorship Proposal for consideration
- Outlined 2025 – 2026 Business Publications advertising strategy and placements

Shared Media

- Daily social media channel monitoring, response and engagement, plus invitations to potential new followers
- Organic and paid social media content development and post sharing on topics including: Oak Academy, job openings, Jazz/Jewels/Jeans, volunteer efforts, program successes, National Night Out, etc.
- Facilitated development of Oak Academy Facebook and Instagram
- Facebook, Instagram, Twitter, LinkedIn, YouTube – Oakridge Neighborhood; Facebook, Instagram – Oak Academy

Owned Media

- Developed and distributed August, September and October external newsletters
- Developed and distributed September and October employee newsletters
- Developed and distributed August and September resident newsletters
- Completed numerous website updates and refinements
- Provided Management Team meeting minutes to all staff bi-weekly
- Facilitated development of calendars for Oak Academy and Youth Programs
- Facilitating all details of Employee of Month program
- Asset curation including driver's education, Oak Academy graduation, backpack giveaway, staff retreat, Oak Academy programing, United Way Day of Action, etc.

Events

- Implemented all promotional elements of all staff retreat
- Developed recommendations for Jazz, Jewels & Jeans communications; completed all tactics, including development of run of show; arranging “lightning” speakers, writing scripts and coaching; news release; submission to community calendars; social media promotion; overseeing visual presentation; etc.

Community Relations

- Al Éxito! – board of directors
- The Consortium professional business organization – president, executive committee

Results

Earned Media (*note: many news stories noted can additionally be found in media online and social channels, further maximizing exposure*)

- “Breakfast at Tiffany’s,” Business Record community calendar,” March/April 2025
- “Jazz, Jewels & Jeans,” Des Moines Register community calendar, September/October 2025
- “Trump’s federal government spending cuts force Iowa nonprofits to shift strategies,” Des Moines Register, 5/7/25
- Josue Barahona, Oak Studio, The Daily Umbrella, 7/11/25
- “Jazz, Jewels & Jeans,” Des Moines Business Record community calendar, September/October 2025
- “Jazz, Jewels & Jeans,” WHO-TV community calendar, September/October 2025
- “Oakridge CEO shares insights from 2024 annual report,” Business Record Daily, 8/20/25
- “Backpack giveaway held at Oakridge Community Center,” WHO-TV, 8/21/25
- “Multilingual Oakridge Neighborhood driver program helps immigrants, refugees get licenses,” Des Moines Register, 8/27/25
- “See photos from Oakridge Neighborhood’s adult driver education program,” Des Moines Register, 8/27/25
- “Polk County allocates \$10 million for affordable housing,” Business Record Daily, 8/27/25
- “Abubaker Mohammed teaches driver’s education in Arabic for immigrants,” Des Moines Sunday Register, 8/31/25
- “United Way Day of Action at Oakridge,” KCCI-TV, 9/9/25
- “A changing of the guard in Central Iowa,” Business Record Daily, 9/11/25
- “A changing of the guard in Central Iowa,” Des Moines Business Record, 9/12/25
- “Oakridge Neighborhood to host Jazz, Jewels & Jeans,” Business Record Daily, 9/16/25
- “A changing of the guard in Central Iowa,” Business Record Daily, 9/18/25
- “Variety awards grants to 102 Iowa nonprofits,” Business Record Daily, 9/19/25

Paid Media

- “Where children achieve. Families thrive. Prosperity is created.” businessrecord.com, 10/1/24 – 9/30/25

- “Where children achieve. Families thrive. Prosperity is created.” dsmmagazine.com, 10/1/24 – 9/30/25
- “Introducing Oak Academy,” Facebook – Oak Academy, 8/12/25 – 8/18/25, 2,694 reach, 9,408 impressions, \$59.88
- “Give and Grow Des Moines,” YouTube, 9/2/25 – 9/7/25, 25,706 impressions, 224 views, +64 subscribers, \$49.79
- “Jazz, Jewels & Jeans 2025,” Des Moines Business Record, 9/26/25 (donated; value \$2,915)
- “Jazz, Jewels & Jeans,” Facebook, 10/2/25 – 10/7/25, 758 link clicks, 5,156 reach, 6,713 impressions, \$49.92

Owned Media

- External Newsletter
 - Audience 1,361, down 26 from 1,387 since 8/11/25
 - Open rate/external newsletters sent during this period: 48.1, 44.6, 41.5, 38.9, 37.1

Shared Media

- Facebook
 - Followers 3,354, **up 79** from 3,275 since 8/11/25
- Instagram
 - Followers 1,267, **up 12** from 1,255 since 8/11/25
- Twitter
 - Followers 367, **up 1** from 366 since 8/11/25
- LinkedIn
 - Connections 1,131, **up 36** from 1,095 since 8/11/25
- YouTube
 - Channel subscribers 228, **up 63** from 165 since 8/11/25

Ancedotal

- “Wonderful!” – internal newsletter

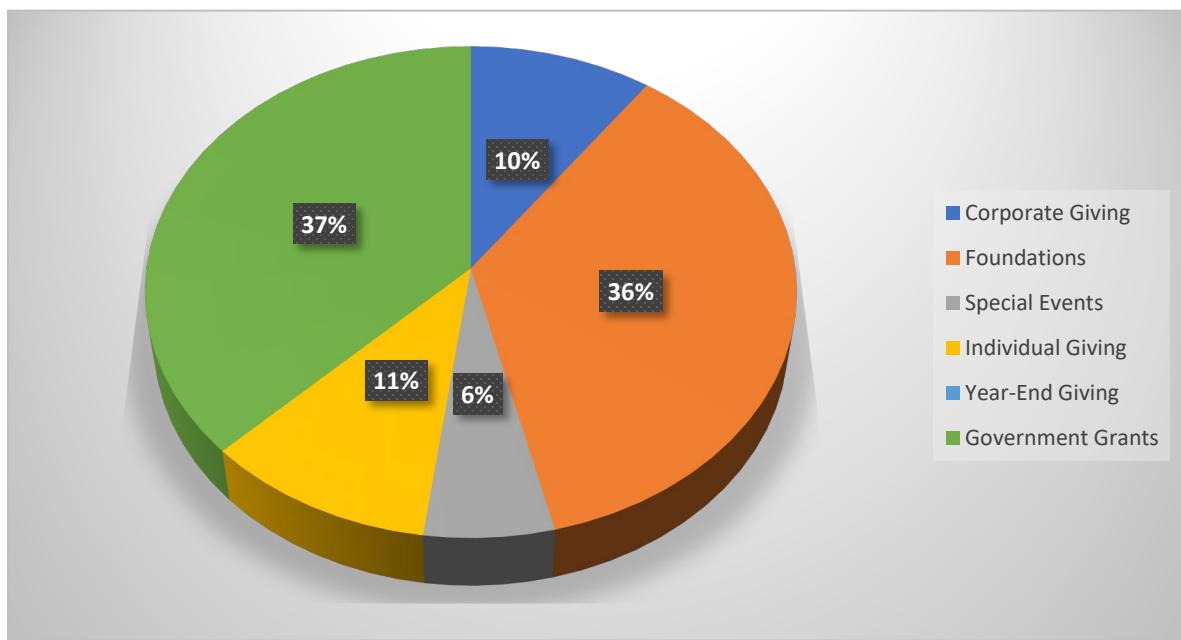
- “Another great newsletter!” – external newsletter
- “Very well received” – internal newsletter
- “Another great edition! I enjoyed Josue’s story.” – external newsletter
- “The Team Update is outstanding. Power packed! I can’t point to any one item as excellent because they were all so interesting, useful, informative and engaging. Kudos.” – internal newsletter
- “Great newsletter! Loved the Toomey article and the feature on Skylar!” – external newsletter



2025 Development Plan Update (as of 10/20/25)

2025 Fundraising Dashboard

	2024 Actual	2025 Target	To Date	Percent
Corporate Giving	\$700,177.00	\$850,000.00	\$182,500.00	10%
Foundations	\$695,200.00	\$775,000.00	\$665,401.00	36%
Special Events	\$192,926.24	\$300,000.00	\$113,475.00	6%
Individual Giving	\$60,362.60	\$125,000.00	\$193,194.03	11%
Year-End Giving	\$137,664.00	\$175,000.00		0%
Government Grants	\$1,310,094.34	\$1,225,000.00	\$685,013.23	37%
Total	\$3,096,424.18	\$3,500,000.00	\$1,839,583.26	100%



Development Updates

- **Variety Club** – Awarded **\$57,816.50** for van; declined youth program application.
- **Forvis Mazars** – Awarded **\$5,000**.
- **Federal Home Loan Bank (2)** -- Pending. Decision anticipated in December.
- **Iowa Early Childhood Continuum of Care** – **FY25 Declined**; ***FY26 Application now open**
- **Delta Dental** – Declined; **Next grant cycle deadline March 1, 2026**
- **Polk County Development Grant** – Pending. Decision expected by end of year.
- **Wells Fargo** – Awarded **\$35,000** for workforce operations.
- **Guide One Insurance** – Pending; awaiting decision.





Upcoming applications:

- Athene, Bankers Trust & ITA Group (November 30)
- Principal – Pending Oak Society sponsorship; *awaiting invitation to apply for FY26 grant cycle.

Year-End Strategic Activities (Q4)

Our fourth-quarter development plan is designed to maximize engagement and year-end giving.

- One-on-one meetings with targeted donors, including customized proposal packets for donor requests (e.g., Toni & Tim Urban Community Center renovation – resulting in a multi-year pledge exceeding **\$260,000**).
- Digital communications series featuring subject matter-specific e-newsletters (Oct/Nov/Dec) and coordinated social media
- Release of the annual appeal (self-mailer) in November.
- Seasonal engagement opportunities: holiday coffee talk on Friday, December 5, Oak Studio holiday open house; Oak Society donor reception on December 10.

Oak Studio Teen Tech Center

- Funding Update: Oak Studio funding and support from the Best Buy Foundation is “sunsetting” in April 2026 per Best Buy. All teen tech centers outside of four focus areas—Twin Cities, New York, Atlanta, and Los Angeles—will cease to operate under the Best Buy umbrella. Oak Studio’s current contract expires in April 2026 at which time we will apply for the final grant of approximately \$233,000 (18 months of funding support). Oak Studio will continue to be part of The Clubhouse Network, as well as be affiliated with our tech partner, Project Invent. Fundraising plans are in development.

Special Events

- **Oak Society Reception 2025:** Featuring Honoree, Sister Margaret Toomey. Location: Allora Café on **Wednesday, December 10**. Corporate, foundation, individual donors.
- **Jazz, Jewels & Jeans: Thursday, October 16, 6-9 pm at The Loft.**
Revenue: \$83,075 gross; \$56,090 net (vs \$96,633 in 2024). Loss of \$43K in sponsorship impacted profitability (GA down \$13K; Sammons – BaT; F&G, Kum & Go, MCHS, Delta Dental, NCMIC, Broadlawns)
- **Breakfast at Tiffany's – Sunday, April 26, 2026, at Willow on Grand**
Revenue: \$56,215 gross; \$38,800 net (vs. FY24 \$38,500 net). \$3K outstanding.

Software Updates

- The migration to Raisers Edge NXT is underway. Data mapping is in progress with a “go live” target date in mid-December. Giveffect will be discontinued on 12/31/25.
- OneCause mobile bidding platform upgraded to Professional level with mixed results.

Cc: Development Committee: Emily LeMay, Jessica Feeney, Jim Daniel, Loretta Sieman, Kyrie Wong, Mark Holub, Randy McNeal, Kristin Littlejohn

