(mis)perceptions: appearances can be deceiving
Don’t judge a book by its cover.
We look, but do we see?

It’s human nature to make snap judgments—to guess, based on a glance.

It was easy to assume that Devon, at 17, had no dreams. Wearing the clothes he’d slept in, Devon walked in search of solutions, enduring the critical glance of passersby. “You could read it on their faces—like I was lazy, or dangerous. It’s people’s faces that I remember most.”

A glance could not have revealed the college student, the intern, the future businessman. There was a bigger picture.

“My life has always been a work of thought. I connect the dots,” says Devon. First homeless at 14, he struggled to stay in school. Unable to make it through to graduation, Devon dropped out and lived in shelters, just trying to meet basic needs. Once he found YouthLink, Devon connected with a community of supporters—like you—who saw past his exterior and embraced his potential.

Our S.T.A.R.T. program—Surviving to Thriving: A Real Transition—opened new doors of stability for Devon. Proudly, Devon reports, “I have a home. I’m majoring in psychology and marketing in college. I’m an intern at a marketing agency.”

For Devon—and every young person who comes to YouthLink—we, like you, believe they possess a wealth of potential and opportunity for our community. It’s time to start seeing the whole picture—the whole person. We need to connect the dots.
“There’s more to me than meets the eye. I’m not a runaway. Home wasn’t a good place for me, I had to leave for my own safety.” Soft-spoken and gentle, Kara talks about her life before YouthLink as a 16-year-old without a stable home.

“My mom’s a single parent. When she started drinking too much, I tried to help her, but she didn’t want that. Our house became the ‘fun’ house for my five older brothers…Their girlfriends took my things and ate our food. No one cared except me.

“I decided I had to leave. It was getting too dangerous, mentally and physically. I stayed with friends. My mom would ask me back for a time, but then tell me to leave again.”

At a bus stop, Kara and a friend were talking about her situation. A stranger told them about nearby St. Barnabas Apartments and YouthLink. Kara and her friend found the building, and with help from YouthLink’s supervisor there, they filled out housing applications. They learned about the rest of YouthLink’s services available at the Drop-In Center, and visited for a hot meal.

Kara dropped in at YouthLink often while searching for housing—staying on friends’ couches, feeling out of place and awkward. A serious student, Kara was in college—juggling studies, an internship, and a job—never sure where she would sleep at night. When word came that she had a spot at Archdale Apartments—one of YouthLink’s supportive housing sites—she moved in ASAP. Weekly meetings with her case manager pointed her toward YouthLink’s leadership group, where she became a speaking ambassador.

Soon, Kara hopes to transfer from Minneapolis Community and Technical College to the University of Minnesota to pursue a degree in youth studies. She continues to work on her relationship with her mom, and recently landed an internship at YouthLink, where she can advocate for young people—giving back what she’s received.
“I’ve always been motivated by love. I’m optimistic. I guess it’s all in how you look at things. Everything is a product of the seeds you sow, and I sow a lot of seeds. If you want to see something bear fruit, you need to plant the seeds to make that happen.”

I’m making the best choices I can.
“I think of the help I’m getting as an opportunity,” says James. “I’m saving money. I’m figuring out what I like about myself, and what I need to work on.” His brown eyes are bright and thoughtful, full of wisdom.

James craved stability in a life of flux. He never knew his dad. When his mom died, he and his siblings lived with their grandmother, adding financial pressure to an already difficult situation. As time passed, James left to make things easier for his younger siblings and his grandmother.

But, without a stable family, it was tough to learn from any missteps, and James found making the right choices on the streets was difficult. “When you’re moving around, you ‘gather no moss’—so there’s not a lot to build on.

“I didn’t know it at the time, but my grandma had called YouthLink to ask about services for me.” Nicollet Square’s housing supervisor helped James apply for an apartment and, in time, he had his own home there. Finally, James could catch his breath and work through his questions in a safe place.

When James first moved in, he recalls, “It was so quiet. When you’re homeless, every day is different…It’s easy to get caught up in other people’s ideas and habits. Here, I could start looking at who I am and concentrating on what I need.”

James attended trade school, but discovered another interest—a medical career. “I’d like to be a medical examiner. I’m working on what I can do to get closer to that. Training and a job in a medical field, maybe.”

For now, James is loading trucks for a moving company. “Some of our customers are just like my grandma,” he says. “They’re moving out of their homes, and I like helping them. If you’re a good worker, drivers want you on their jobs, so I work a lot.”

“He must be up to no good.”

“It’s good to have a place to call my own,” says James. “I can think here. I don’t like living off other people, and I need stability. … I’m figuring it out.”
“My grandma hated seeing me homeless, but we both knew I had to leave her house. She had other, younger kids to raise. Now I have an apartment at Nicollet Square, and that has made all the difference. I’m stable and focused.”

I’m a really good, kind, hardworking person.
“If you had seen me on the street, you might think I was a ‘bad girl,’ too lazy to get a job. But I didn’t think I had any choice.”

Bri, 21, tells a story filled with hard truths. Now a member of the S.I.S.T.E.R.S. program at YouthLink—Sustaining Independence and Self-determination Through Empowerment, Respect, and Success—she’s had a lonely, painful journey. S.I.S.T.E.R.S. are young women who face the risks of life on the streets. Some, like Bri, entered into commercial sexual exploitation as a means to find basic resources, like food and shelter.

Bri struggled with parental abandonment and neglect at home, and by 18 she was on her own. “I lived with my sister outside of town. One night, I got stranded in the Cities—no one would help me get back to her house. That was the first night I felt really homeless.”

Feeling alone, and without support, Bri turned to adults she felt were “safe,” but found herself slowly sinking into a new reality, where those adults exploited her vulnerability. Bri felt trapped, forced to use the only resource she had available: herself.

But now, Bri is healing. She followed a friend to YouthLink’s Drop-In Center, then started coming for meals. A compassionate staff member invited her to join S.I.S.T.E.R.S., and, finally, there was someone she could trust.

In small steps, Bri is moving safely toward independence. She has a subsidized apartment and—with the help of General Assistance—can pay her utilities. She doesn’t have to sell her body to survive anymore. But her profound traumas have left her with an anxiety disorder, making employment impossible—for now.

She comes to the Youth Opportunity Center at YouthLink for meals, health care, legal advice, showers, laundry, and supplies. In time, and with ongoing support, Bri is making her way towards goals like stable employment and a future free of exploitation.
“There’s one less girl on the street because of YouthLink. They know what I’ve been through, even if strangers don’t. YouthLink helped me get my life together. I get stronger every day.”

I’m a survivor.
Learning Dreams from the University of Minnesota offers young people the chance to put the “yearn to learn” into action. Community educators Jena and Erin say, “We help them articulate their dreams, then connect them with the resources and support necessary for success.”

U.S. Bank’s Scott Beck coordinates United Way Arise Project volunteers for events at YouthLink. Scott says, “It’s a big commitment, but the rate of homelessness is very high in the young GLBT community. We want to give back by providing support and positive role models.”
Jeff LaFavre of Coldwell Banker Commercial Griffin Companies is proud of his firm’s commitment to the Youth Opportunity Center’s success. “We donate our maintenance staff’s time to provide maintenance services, and they keep the YouthLink building running smoothly.”

Nurse practitioner Carol sees young patients at the Youth Opportunity Center as an emissary of Hennepin County’s Health Care for the Homeless program. “The young people often come in with simple ailments. Once they’re comfortable with me, we discuss all kinds of health issues.”

The YMCA’s Youth Intervention Services provides Independent Living Skills classes at the Youth Opportunity Center to help young people transition to self-sufficiency. Says instructor Chris, “These classes offer youth the opportunity to learn skills to live safely and successfully on their own.”
2012 Board of Directors
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Ben Reinhardt, treasurer
Carolyn Chase, secretary
Tim Bicknell
Commissioner Gail Dorfman
Chi Ellis
Steven Foldes
Stefanie Galey
Chief Janée Harteau
Will Roach
Mark Severson

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Executive Director
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Deron Drummond
Youth and Services Engagement Supervisor
Katie Miller
Program Supervisor, Nicollet Square
Bob Nelson
Director of Operations
Sue Pohl
Program Supervisor, Archdale and St. Barnabas
Josephine Pufpaff
Director of Design and Evaluation
Paul Ramsour
Continuous Quality Improvement Supervisor
Frances Roen
Director of Development
Marney Thomas
Youth Opportunity Center Partnership Manager

2012 YOC Partners
Aeon
Arts in Action
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GLBT Host Home Program
Beacon Interfaith Housing Collaborative
Children’s Dental Services
Emerge
Faegre Baker Daniels, LLP, Lindquist & Vennum, LLP, Volunteer Lawyers Network, Minnesota Justice Foundation, and Legal Aid
Family Wise
Health Care for the Homeless
Hearth Connection
Hennepin County Child and Teen Checkup
Hennepin County Eligibility Supports
Hennepin County Front Door Homeless Access
HIREd
ING
Kulture Klub Collaborative
Learning Dreams
Minneapolis Public Schools “We Want You Back”
Minneapolis WorkForce Center/ The Zone
Minnesota AIDS Project
Minnesota Visiting Nurse Agency
North Point Health and Wellness Center African American Men Project
Salon Dpugh
The Bridge for Youth
YMCA of Metropolitan Minneapolis
Youth and Young Adults Program (YAYA) A program partnership between The Link and Tubman
Greetings, friends!

Behind each young person at YouthLink and the Youth Opportunity Center is a whole person, and a priceless story of inner resilience and hopefulness. Every young person is an asset worthy of our investment.

Each of the young people highlighted in this report—Devon, Kara, James, and Bri—has a special story. Their willingness to let us share their lives with you is greatly appreciated and never taken lightly. We hope these stories inspire you as well as giving you new perspectives about the young people we serve everyday.

Almost 2,300 young people accessed services at YouthLink and the Youth Opportunity Center in 2012—this represents a 27% increase over 2011. And hundreds of donors—and more than 200 community volunteers—gave of their time, talent, and resources to make a difference in the lives of youth served. Our staff appreciates and values these efforts. We simply couldn’t do our work without you!

The growth and strength of our work continues to surge from the wonderful collaborations and partnerships we have with our individual friends and community. This past year our work with Hennepin County resulted in new ways of reaching out to youth living in unsafe conditions; our partnership with the Otto Bremer Foundation has allowed us the opportunity to explore the potential of a social enterprise partner within the Youth Opportunity Center. These are examples of the numerous partnerships critical to the foundation of our work.

We are also thankful to our wonderful board of directors and our community advisory committee for helping us to make sure our work in this community is sustainable and meaningful well into the future.

As we look ahead, join us in looking beyond the label of “homelessness” to see each young person as an inspiration of hope for the future—as an asset for the growth, health, and wellness of our communities.

Thank you for your continuing friendship!

Bruce Nerland
Chair
YouthLink Board of Directors

Heather H. Huseby, Ed.D.
Executive Director, YouthLink
Youth Opportunity Center

Our vision
Empowering youth to shape their futures by providing a safe, supportive, respectful, and responsive community of excellence. YouthLink is the place where the end of homelessness and the end of poverty begin for youth served.

Our mission
Build healthy relationships with youth and the community to address youths’ urgent needs so that doors of opportunity are opened to futures of empowerment, connectedness, and self-reliance.
## Financial Highlights

### Statement of Financial Position

Balance Sheet for year ending December 31, 2012

<table>
<thead>
<tr>
<th>Assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 176,099</td>
<td>$ 357,513</td>
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<tr>
<td>Current portion of pledges receivable</td>
<td>358,820</td>
<td>309,922</td>
</tr>
<tr>
<td>Grants receivable</td>
<td>272,446</td>
<td>342,917</td>
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<tr>
<td>Miscellaneous receivables</td>
<td>12,649</td>
<td>25,741</td>
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<tr>
<td>Prepaid expenses</td>
<td>55,767</td>
<td>24,306</td>
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<tr>
<td><strong>Total current assets</strong></td>
<td>$ 875,781</td>
<td>$ 1,060,399</td>
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<tr>
<td><strong>Property and equipment</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land</td>
<td>202,000</td>
<td>202,000</td>
</tr>
<tr>
<td>Building and improvements</td>
<td>3,271,426</td>
<td>3,271,426</td>
</tr>
<tr>
<td>Furniture and equipment</td>
<td>265,627</td>
<td>264,248</td>
</tr>
<tr>
<td><strong>Less accumulated depreciation</strong></td>
<td>1,140,169</td>
<td>960,270</td>
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<tr>
<td><strong>Property and equipment</strong></td>
<td>2,598,884</td>
<td>2,777,404</td>
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<tr>
<td>Pledges receivable, net of current portion</td>
<td>25,000</td>
<td>199,277</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>$ 3,499,665</td>
<td>$ 4,037,080</td>
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</table>

<table>
<thead>
<tr>
<th>Liabilities and net assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$ 64,037</td>
<td>$ 49,726</td>
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<tr>
<td>Current portion of capital lease payable</td>
<td>48,631</td>
<td>46,072</td>
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<tr>
<td>Line of credit</td>
<td>–</td>
<td>229,631</td>
</tr>
<tr>
<td>Accrued: Payroll and payroll taxes</td>
<td>54,414</td>
<td>88,965</td>
</tr>
<tr>
<td>Vacation</td>
<td>66,204</td>
<td>56,684</td>
</tr>
<tr>
<td>Other</td>
<td>5,181</td>
<td>14,500</td>
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<tr>
<td>Fiscal agency payable</td>
<td>–</td>
<td>3,168</td>
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<tr>
<td><strong>Total current liabilities</strong></td>
<td>$ 238,467</td>
<td>$ 488,746</td>
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<tr>
<td>Capital lease obligation, net of current portion</td>
<td>27,376</td>
<td>93,497</td>
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</table>

<table>
<thead>
<tr>
<th>Net assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>2,638,023</td>
<td>2,715,798</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>595,799</td>
<td>739,039</td>
</tr>
<tr>
<td><strong>Total net assets</strong></td>
<td>$ 3,233,822</td>
<td>$ 3,454,837</td>
</tr>
<tr>
<td><strong>Total liabilities and net assets</strong></td>
<td>$ 3,499,665</td>
<td>$ 4,037,080</td>
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</tbody>
</table>
### Statement of Revenues and Expenses

January 1, 2012 through December 31, 2012

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal grants</td>
<td>$335,007</td>
<td>$439,613</td>
</tr>
<tr>
<td>State of Minnesota</td>
<td>386,427</td>
<td>554,099</td>
</tr>
<tr>
<td>Hennepin County</td>
<td>1,070,064</td>
<td>1,132,971</td>
</tr>
<tr>
<td>United Way</td>
<td>220,564</td>
<td>204,932</td>
</tr>
<tr>
<td>Contract revenue</td>
<td>232,406</td>
<td>203,024</td>
</tr>
<tr>
<td>Individual contributions</td>
<td>153,046</td>
<td>130,559</td>
</tr>
<tr>
<td>Corporate/non-profit contributions</td>
<td>40,764</td>
<td>33,185</td>
</tr>
<tr>
<td>Foundation contributions</td>
<td>766,146</td>
<td>1,331,242</td>
</tr>
<tr>
<td>In-kind contributions</td>
<td>12,587</td>
<td>–</td>
</tr>
<tr>
<td>Interest income</td>
<td>27</td>
<td>149</td>
</tr>
<tr>
<td>Other income</td>
<td>5,638</td>
<td>558</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td><strong>$3,222,676</strong></td>
<td><strong>$4,030,332</strong></td>
</tr>
</tbody>
</table>

### Expenses

#### 2012 Expenses by Program

For year ending December 31, 2012

#### 2012 Revenue

For year ending December 31, 2012

<table>
<thead>
<tr>
<th>Revenue Type</th>
<th>2012</th>
<th>2011</th>
</tr>
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<tbody>
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<td><strong>Total revenue</strong></td>
<td><strong>$3,222,676</strong></td>
<td><strong>$4,030,332</strong></td>
</tr>
</tbody>
</table>

#### 2012 Expenses by Program

For year ending December 31, 2012

<table>
<thead>
<tr>
<th>Program</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Program services</strong></td>
<td><strong>$2,426,718</strong></td>
<td><strong>$2,510,461</strong></td>
</tr>
<tr>
<td>Housing Stability</td>
<td>$1,144,933</td>
<td>$1,240,746</td>
</tr>
<tr>
<td>Crisis Intervention and Basic Needs</td>
<td>1,090,076</td>
<td>960,019</td>
</tr>
<tr>
<td>Health and Wellness</td>
<td>116,990</td>
<td>139,671</td>
</tr>
<tr>
<td>Education and Employment support</td>
<td>74,719</td>
<td>170,025</td>
</tr>
<tr>
<td><strong>Total supporting activities</strong></td>
<td><strong>$1,019,059</strong></td>
<td><strong>$1,030,401</strong></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>$3,445,777</strong></td>
<td><strong>$3,540,862</strong></td>
</tr>
</tbody>
</table>

#### Change in net assets

<table>
<thead>
<tr>
<th>Amount</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in net assets</td>
<td>(221,015)</td>
<td>489,470</td>
</tr>
<tr>
<td>Net assets, beginning</td>
<td>3,454,837</td>
<td>2,965,367</td>
</tr>
<tr>
<td>Net assets, ending</td>
<td><strong>$3,233,822</strong></td>
<td><strong>$3,454,837</strong></td>
</tr>
</tbody>
</table>
Donor Listing

Your support, in all of its forms, is deeply appreciated at YouthLink. From the practical socks, hats, and mittens that meet immediate needs to the financial contributions that help us plan for tomorrow, your generosity builds a foundation of independence for young people experiencing homelessness. Thank you!

Life Changer
$20,000+
B.C. Gamble and P.W. Skogmo Fund of the Minneapolis Foundation
Charlson Foundation
Family Housing Fund
General Mills Foundation
Greater Twin Cities United Way
Hearst Foundations
Otto Bremer Foundation
Patrick and Aimee Butler Family Foundation
Pentaer Foundation
Target Foundation
Thrivent Financial for Lutherans Foundation
World Childhood Foundation, Inc.

Believer
$1,000 to $4,999
Anonymous
Baker Tilly Virchow Krause, LLP
Timothy and Catherine Bicknell
Carolyn Chase
Mike and Lisa Christenson
Ray and Mary Dietman
Dye Family Foundation
Edina Realty Foundation
Elizabeth C. Quinlan Foundation, Inc.
Faegre and Benson Foundation
Stefanie Galey
Grace University Lutheran Church
Groupon
Barbara Hansen
Dr. Rebecca Harmon and family
Chief Janeé Harteau and Sgt. Holly Keegel
Marc and Jackie Hertz
Hotel Minneapolis
Dr. Heather Huseby
ING
ING – Minneapolis
ING Foundation
Jill and John Trautz Gift Fund
Gary Johnson and Joan Hershbell
Kopp Family Foundation
KPMG
Jeremy and Janessa Meyer
Minneapolis Foundation – RBA Cares
Minneapolis Foundation Cornwell Family Fund
Bruce and Ann Nerland
NFC Foundation
Barbara Norrgard
Quota International of Minneapolis
Ben and Kate Reinhardt
David and Colleen Reitan
Will Roach and Lisa Schwartz
Eric and Frances Roen
Dudley and Marti Ryan
Corey Sauer
Michael Sala and Kevin McGee
Jill Sando
Joseph Smagacz
Social Capital Charitable Organization
Success Computer Consulting
Thrivent Volunteers!
Minneapolis
Jim Torok and Nancy Hite
Lynn and Carol Truesdell
Woodhouse Family Foundation

Nurturer
$500 to $999
Anonymous
Michael and Pat Aafedt
Robert Aderhold and Audrey Kingstrom
Sanaya Bharucha
Audrey Clay
Edward and Sherry Dayton
Commissioner Gail Dorfman
John Dorman
Document Technology Solutions
Michael Eckhardt
Jamie Evans
Hennepin County IT Department
David and Ann Marie Hintz
Leonard Hoffman
Mark Kleinschmidt
Susan Magraw
Robert and Mary Mersky
Eugene Milne
Mintahoe Inc.
MN Chapter of PRSA
Rodney Nelson
Padilla Speer Beardsley
Charley Price and Carol Schwarzkopf
Kelley and Josephine Pufpaff
Philip and Jone See
Wendy Swanson
Krista Tippett
Isaac and Anna Vogel
Eric and Elizabeth Vogtstrom
William Wanner
Warehouse District North Loop Association
Paul and Donna Weber
David Wyatt
Dwight Zscheile and Blair Pogue

Motivator
$100 to $499
Anonymous
Jean Abbott
Adam Vant Hof Memorial Fund

*Donors marked with an asterisk are members of our Foundation Builders society, which was started in 2011. These individuals or companies commit to giving at least $1,000 each year for three years or more to support YouthLink programming. To learn more about Foundation Builders, please contact Frances Roen, Director of Development, at 612.252.1283.
AECOM
Jennifer Albright
Brian and Bonnie Alton
Ameriprise Financial
Employee Giving Campaign
Scott and Kristi Anderson
Mark and Bonita Anderson
Martin Andrusiak
Alan Arthur
Clay Artlesey
Ayco Charitable Foundation
Elam Baer and Janis Clay
Mary Banwell
Brian and Robin Belisle
Scott and Elizabeth Benjamin
Deb Bishop
Teresa Blixt
Blue Cross Blue Shield
matching program
Steve and Iris Borowsky
Lisa Boysen
Steven Brezenoff
J. David and Donna Brown
Lydia Brown
Randall Brown
Galyn Bruer and
Annmarie Daley
Stephen Buibul
Malcolm Burton
Birdie Carter
Bill Cavanagh
Central Lutheran Church
Nancy Cincotta
Carol Clarke
Louise Clarke
Patricia Clarke
Sheldon and Carol Clay
Keith and Deborah Clayton
Heather Corndorf
Marie Davis
Phillip Davis
Jessica Deben
Adam Doiron
Michael and Linda Donahue
Ruth Donhowe
Linda Dupere
Deanna Ebert
Stephen and Annette ELison
Charlnitta Ellis
David Ellis
Howard Ellis
Douglas and Susan Elsass
Priscilla Elwell
Jeanne Evenson
The Fashion Mobile
Ross Fefercorn and
Connie Ewingson
Steven Foyles and
Riv-Ellen Prell
Thomas Fulton and
Anne Mavity
Mark and Linda Garbacz
Jay and Marcy Gast
Philip and Cheri Geraffo
Pat Geraghty and Jan Thomas
Mark Glodoski and
Carolyn Sieraski
Anita Goebel
Isabel Gomez
Joyce Gooselaw
Annie Gorman
Steve and Diane Gorman
Mindy Grantham
William Griffith
Linda Gross
Brian Hagan and
Deborah Cook
Connie Hagemeier
Lucas Hagness
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