Message from the President & Chair

Dear Friends,

It’s quite incredible to witness the powerful impact that philanthropic generosity has made at NorthPoint Health & Wellness Center. With every gift, we are one step closer to seeing our vision for health equity and racial justice come to life. We are proud to share this annual report and the achievements which you help to make possible.

WE HAVE EVOLVED WHILE KEEPING THE NEEDS OF THE COMMUNITY CENTRAL TO OUR WORK.

Our team strives every day to improve lives, develop new solutions to meet the unique needs of the people we serve, and provide culturally responsive support. 2019 was a year of strategic growth as we continued to provide services in our new locations at 1256 and 1835 Penn Avenue. We are planning for the expansion of our main campus and creating new, innovative partnerships within the community.

Thank you for helping us put the community first for over 50 years. Because of your support, we see our mission of “Partnering to Create a Healthier Community” in action every day. On behalf of the Board and staff, we thank you for championing equity and investing in NorthPoint!

Sincerely,

Stella Whitney-West, CEO
Juan Jackson, Board Chair

PARTNERING to create a healthier community.
COMMUNITY LEADS OUR WORK.

IN 2019, WE SERVED 16,043 PEOPLE

REFLECTING COMMUNITY
60% of NorthPoint Inc’s Leadership is BIPOC.

ADDRESSING HUNGER
We distributed 849,332 lbs of food to 12,967 individuals.

CHANGING POLICIES
We worked with coalition partners to advocate for a statewide policy that increased the tobacco sales age to 21.

ENGAGING VOLUNTEERS
624 volunteers and interns donated 15,076 hours. Our volunteer base has increased by 56% over the last four years.

FUNDING THE FUTURE
Financial highlights for the year ending December 31, 2019

<table>
<thead>
<tr>
<th>REVENUE</th>
<th>EXPENSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants &amp; Contracts</td>
<td>Program Services</td>
</tr>
<tr>
<td>5,562,298</td>
<td>6,233,783</td>
</tr>
<tr>
<td>Contributions</td>
<td>Management and general</td>
</tr>
<tr>
<td>1,527,538</td>
<td>884,713</td>
</tr>
<tr>
<td>Other</td>
<td>Fundraising</td>
</tr>
<tr>
<td>204,069</td>
<td>185,258</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>TOTAL EXPENSES</strong></td>
</tr>
<tr>
<td>7,293,905</td>
<td>7,303,754</td>
</tr>
</tbody>
</table>

Change in net assets for the year (9,849)
Net assets, Beginning of year 4,001,399
Net assets, End of year 3,991,550

21% United Way, Corporate & Individuals
76% Government, Corporation, & Foundation
3% Renaissance & Other
12% Management & General
3% Fundraising
85% Program Services

PROGRAM HIGHLIGHTS
WE ADDRESS IMMEDIATE NEEDS WHILE BUILDING CAPACITY FOR LONG-TERM SUCCESS.

Project LIFE worked with 155 participants actively involved in gangs or cliques to identify pathways to exit the cycle of violence.

“Success is the crimes that aren’t committed and the community experiencing safety as a result of our work. We are saving their lives and lives of the community.”
- Wes, Project Life Staff

Eviction Prevention is a critical component of our work. In 2019, we were able to prevent evictions for 78 households.

“Housing impacts your overall health. You can’t think about anything else if you don’t have a place to live. Once you are able to get stable, we have the other wrap around services that can help you maintain that stability.”
- Aliyah, NorthPlace Staff
PARTNERS support our work.
Whether you were a volunteer, a community partner, a financial contributor, participated in our community events, or encouraged a friend to use our services – you played a meaningful role in supporting our mission of PARTNERING TO CREATE A HEALTHIER COMMUNITY.

The Otto Bremer Trust is a valued partner of NorthPoint Health & Wellness Center. Their initial investment in 2016, supported our ability to collect data in a more integrated manner to illustrate how our programs and services are helping people improve their health and lives. Their continued annual investment of $100,000 over the last three years has supported our general operations. Thanks to their initial investment, we can more effectively make the connection between the dollars they invest and how the community is improving, which is important to all of us.

Charlotte Johnson
Co-CEO & Trustee
OTTO BREMER TRUST

“We focus on work that helps individuals and families become financially stable and self-reliant. This includes support for basic needs when that work moves individuals closer to stability. We also are interested in programs that provide support or connect with resources that move people toward self-sufficiency. The fact that NorthPoint Health and Wellness Center works to provide basic needs and paths toward stability for clinic patients and community members and their families is important to us. And we’re pleased that leadership has created and expanded programs in response to community needs, while seeking collaboration with other North Minneapolis organizations.

STRONGER TOGETHER

Since 2009, Minneapolis law firm Ballard Spahr (formerly Lindquist & Vennum) has been an important funder of NorthPoint’s Community Food Shelf, donating over $100,000 to help those in need.

We are excited to see how NorthPoint’s new clinic space and increased capacity for programs and services will meet community needs. NorthPoint’s continued leadership in working to align all of their work so that patients are provided with access to an array of supports will be a major step forward.”

Charlotte Johnson
Co-CEO & Trustee
OTTO BREMER TRUST

“Working with NorthPoint has helped us understand our community better and to see firsthand the kind of energy and work necessary to move the needle, so to speak. Some of our office professionals, who have lived in North Minneapolis, brought NorthPoint to our attention because its health and wellness services and food shelf had been helpful to them during times of transition in the past. The relationship has helped us live out our belief that we need to support our community as it works to become stronger. There are times when fixing what needs to be addressed can feel hopeless. Seeing the work NorthPoint does helps fight that feeling. NorthPoint and Ballard Spahr have both changed and grown with time, and we’ll continue to change as needs shift in the future. Our commitment to strengthening our shared community will not change.”

Karla Vehrs
Managing Partner
BALLARD SPAHR LLP
SUPPORTERS

Hennepin County

$200,000+
Blue Cross and Blue Shield of Minnesota Foundation / Blue Cross and Blue Shield Center for Prevention City of Minneapolis, Health Department
Greater Twin Cities United Way
Pohlad Foundation
State of Minnesota, Human Services Public Health Department
State of Minnesota, Department of Human Services - Alcohol and Drug Abuse Division
State of Minnesota, Minnesota Insurance Marketplace - Minsure

$100,000 - $199,000
Clearway Minnesota
Otto Bremer Foundation
State of Minnesota, Department of Human Services

$50,000 - $99,000
Delta Dental Foundation of Minnesota
Minneapolis Public Housing Authority
Motivate Minnesota LLC (DBA Nice Ride)
State of Minnesota, Department of Human Services, Economic Assistance and Employment Support Division
State of Minnesota, Department of Human Services - Child Safety and Permanency Division

$10,000 - $49,999
Ballard Spahr LLC
CAP Foundation
Hennepin County — Department of Community Corrections and Rehabilitation
Hennepin County Attorney's Office
Hunger Solutions
Minneapolis Foundation

$1,000 - $4,999
Family Housing Fund
Bryn Mawr Presbyterian Church
Christine Durant
Communication Workers of America / AT & T Community Health Fund of the Minneapolis Foundation
Greater Minneapolis Council of Churches/ Mn. FoodShare
Meadebrook Elementary School / Hopkins Independent School District 270
Medtronic – Employee Matching Grant Program
Megan and Jason Ogden
Robert J. Nechal
Surmodics, Inc.
Stella Whitney-West

$500 - $999
Anonymous Donor
Amherst Wilder Foundation
Benidict Okt
Donna & Michael Kaplan
First Church of God in Christ
Grandview Shutters & Blinds LLC
Kelly Ruby
Mary Lynn Perushek
Michael Brooks Jr.
Minnehaha Academy Middle School
North United Methodist Church
Roderick T. Alston
I Am Sarah Edwards
Terrance J. Flemming
Watson-Forsberg

$200 - $499
Andrew Mott
Ann Sparks
Ann Sweeney
Brian J. Bergs
Charities Aid Foundation of America
Jason Hutchinson
Juan Jackson
Kevin Gilliam
Kurtis A. Greenley
Lindsay Benjamin
Lisa Jonas
Julie B. Sand
Lynn Bjorkstrand
Margaret Rog
Mary Dow Ryser
Paul Erickson
Wendy & Robert Lazer

$1 - $199
Adele Starr
Arien Williams
Al McFarlane
Aleathia Sautier-Williamson
Allyah Primus
Alma Velazquez
Anand Murali
Anisa Kovacevic
Ann Rodin Ilbarta
Anne Marie Seward
Ann Marx
Annette Buold
Anthony Jones
Ashley Gaston
Asma Salah
Barbara McFarlane
Bee Xiong
Belinda Abner
Beverly Charlston
Brandon Jones
Brenda Lynn
Brian McInerney
Broanna Wambani
Carla Lucas
Carmita McClory
Caroline Sheffield
Catherine Upham
Charles Morrison
Cherise Ayers
Colleen McConnell
Cora A. Lueben
Cynthia Micolchek
Cynthia Mil
Dale Forsberg
Migdalia Dominguez
Daniel Perske
Darcee Larsen
Deb Miner
Deb Skoog
Deborah Merrifield
Denelle Hygrell
Denise Richie
Dix Xiong
Doris Hanson
Dorothy Rucker
Drew Xiong
Ebony Russell
Elissa F. Wallace
Ellen Johnson
Emily Anderson
Emily Mattson
Eric Hyland
Eunice Slager
Fadila Ibrahim
Felicia Jappah
Felicia Jappah
Genie Zarling
Glen B. Robinson
Glenn Smith
Halflur Rahman
Hanna Bibilowicz
Heather Vanderkozi
Hennepin County Purchasing & Contract Services
Hennepin Health
Henry Kerandi
Holly Hoffman
Ifrah Rashid
Isaac Harris
Ivyry Gaston
Jackie Coleman
Jackie K. Nesbit
James Charlebois
Jane Barrash
Janet Browde - Brenner
Janet Rog
Jeff Alan Washburne
Jeni Klitz
Jennifer Arreola-Venegas
Jennifer Stoltenberg
Jenny Sigsbee
Jessica Stoltenberg
Johannham McDonald
Joseph Palmer
Jose Phipps
Juan Sosa
Julia Zschernitz
Juliana Nelson
Julie E. Nielsen
Kana Lyuong
Kandy Branch
Karen Blanchard
Katherin M. Bumpurs
Lymon
Kathy Kretzer
Kelly K. Tanzer
Kim Atston
Kim Doyle
Kimberly Spates
Krista McClelland
Kurtis A. Greenley
Laci Rumpza
Lashonda Washington
Latrishia Vetaw
Laura Kelly Loudahl
Laura LaCroix-Dalluh
Laurie Tantarg
Lauta Unknown
Lavonne Moore
Leanne Brown
Leigh Smith
Lesa Nurse
Lesley Tuomi
Levita Ayala Goeloe
Lina Thao
Lindsay Byhre
Lisa Ruelas
Lona & John Healam
Lori Dickson
Lucero Diaz Dominguez
Lynette Miskovich
Lynn Strauss
Madusu Jawara
Manu Lewis
Marcel Lynn
Marco Zamacona
Margaret D. Pharris
Maria Isk
Maria Ruoro
Marie Rosales
Marion Greene
Mark Class
Mary Banwell
Mary Jordan
Mary Karalus
Mary P Rowan
Matthew Cary
Maurice Gieske
May Hang
Michael Lafaive
Michael Thomas
Michelle Jenson
Michelle Richardson
Minneapolis Community of Christ Church
Molly Boyle
Naima Bashir
Nancy Anderson
Natalie Johnson Lee
Neli Thomas
Nichole Rohlfsen
Nicole Monette
Nina Watercott
Nora Paul
Ong Pha
Our Saviors Lutheran Church
Patria Thao
Patricia Arnt
Patricia Conboy
Patricia Kendall
Patrick C. Wilson
Patrick Wilson
Peg Weller
Peggy Moore
Phil Hernandez
Phu Huynh
Rachel Ortiz
Ramonia Jacobs-Wilder
Rashida Jackson
Rebekah Forrest
Rita Wilson
Rochelle Clauens
Rose McColough
Rose Vue-Yang
Rosy Zapata
Sally Newbury
Sam Weisner
Samantha Sheedy
Samira Ganem-Vinas
Samuel Accore
Sandra L. Presley-Patterson
Sandy Washington
Santa Rodriguez
Sara J. Lueben
Sarah Lawler
Scott Aldrich
Scott Bordo
Shannah Herron
Shawntia Chester
Sherrie Coleman
Simpson
Solange Monono
Starla Wesley
Stenson Fears
Stephanie Nelson
Stephanie Seubert
Steven L. Belton
Stuart Isenminger
Stuart Lang
Sue Ann Bottolfson
Sylvia Andrews
T.J. Ticey
Tamara McEwen
Tamiko Robinson
Tanny Sweezy
Tee McClenty
Teneke Wise
Terri J. Hupp
Thom Miller
Tiana Lofton
Tracy Hayek
Vanessa Oseguera
Wayne Larrivee
Weston Berry-Belton
Yolanda Rood
Yvonne R. Forsythe
Zephry Sherry

ADVANCING EQUITY

Corporate Matching Donations
Thomson Reuters
UHG
Medtronic
General Mills
Blue Cross and Blue Shield of Minnesota

Food Drives / In-Kind Food Donation Partners
800 West Broadway Building/Tenants
Minneapolis Police Department 4th Precinct
Bryn Mawr Presbyterian Church
CUB Foods - Broadway/Brookdale/Lake Street/Westend
Fit Club for Women
Hennepin County Public Defender’s Office
Hennepin County Purchasing Office
Hennepin County Human Resources
Cora McCorvey Center
Honeywell – Multiple locations
Life Source
Lund’s & Byerly’s - Golden Valley
Minneapolis Public Schools
Minnehaha Academy Middle School
Mortenson Construction
NorthPoint Health & Wellness Center
Quatrefoil Library
Safenet Consulting
Sustainable Resource Center
Wayman AME Church