

economic
ACTION
group inc.



2023 | **ANNUAL
REPORT**

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EAG worked actively with a key group of partners to implement programming and develop strategies for continued success. The experiences of our partners helped guide our vision and ensure that programming was done efficiently.

OUR TEAM

EAG Action Team

2023



Nicholas Chretien
Executive Director



Daniel Bancroft
Operations Manager



Marquett Samuels
Program Manager



Gianna Marinucci
CEEM Site Coordinator



Marcelle Wilson, PhD
Development Associate



Nicole Marino
CPR Project Coordinator



Ben Kerr
Graphic Design



Sarah Nadzan
Marketing & Outreach Intern



Rose McClurkin
Community Engagement Intern

OUR TEAM - CONTINUED



Danielle Griffith
GIS Analyst Intern



Colleen Davis
Community Development Intern



Completed Internships

2023



Lily Baird
Marketing Intern



Maguire Franko
Marketing & Outreach Intern



Tykieena Williams-Barnes
Diversity Equity & Inclusion Intern



Matt Miller
Videography & Digital Media

BOARD OF DIRECTORS

Paul Homick, Jr.

President

President, Mercy Health Foundation
Mahoning Valley

Development, Fundraising, Healthcare Systems,
Community Development, Leadership

Debora Flora

Vice-President

Executive Director,
Mahoning County Land Bank

Real Estate, Economic Development,
Property Management, Community Development

James Sutman

Treasurer

Founder and Owner, Iron String Life
Enhancement Inc. and Purple Cat

Real Estate, Small Business, Property Management

Teresa Miller

Board Member

Executive Director, Valley Partners

Finance & Lending, Economic Development

Anthony Trevena

Board Member

Executive Director, Western Reserve Port Authority

Government Relations, Economic Development, Finance, Asset Management, Energy, Public Relations, Policymaking

Teresa Miller

Board Member

Executive Director, Valley Partners

Finance & Lending, Economic Development

Tyler Williams

Board Member

Managing Partner, Twin Realty & Leasing;
Chief Business Development Officer, HESS Advanced Solutions

Entrepreneur, Business Development, Finance, Property Management

VISION, MISSION, & VALUES

Operating in the MAHONING VALLEY with a targeted focus on the cities of YOUNGSTOWN and WARREN, OHIO.



EAG

Vision: EAG sees a vibrant, fair and prosperous Mahoning Valley where the partnerships and networks we support have transformed our communities into vibrant places where people want to live.

Mission: EAG partners with local governments, academic institutions, businesses, community development organizations, policy makers, and the communities it serves to build strong, connected, well-conceived solutions that spark lasting change.

Values: Equity, professional development, and strong networks foster a culture of innovation and enterprise. Providing high quality professional development to interns is effective in building the region's future.

PROGRAMMING OVERVIEW

Anchor Partnerships utilize the power of their economic assets to address social and economic disparities and to revitalize local communities. Anchor partnerships are uniquely positioned to stabilize local economies and reverse community disinvestment.

Community Property Revitalization is an EAG collaborative program that invests in the renovation of blighted commercial properties in the Mahoning Valley. CPR provides knowledge and resources to promote the growth and expansion of local businesses in formerly neglected spaces which positively impacts both individual neighborhoods, city, and the region as a whole.

Student Service Learning employs a variety of disciplines – Graphic design, marketing, strategic planning, outreach & engagement, and public policy – to achieve change and provide work experience. Interns learn more about their fields and gain on-the-job experience, while working collaboratively with one another and other agencies.

Strategy

The EAG programming strategy systematically addresses challenges through stakeholder-informed, strengths-based approach to facilitate a sustained, transformational change in Youngstown, Ohio. Our mission, vision, and values ground our programming. We use extensive community outreach and engagement, stakeholder interviews, market assessment to determine strengths and gaps, and critical reflection of impact to best define the way forward.



ANCHOR PARTNERSHIPS

- City of Youngstown
- City of Warren
- Western Reserve Port Authority
- Youngstown/Warren Regional Chamber



C.P.R.

- Economic Development
- Entrepreneur Assistance
- Resource knowledge
- Local business growth/expansion



STUDENT SERVICE LEARNING

- Real-world Experience
- Professional Development
- Civic Engagement
- Community Networking

ANCHOR PARTNERSHIPS

Anchor Partners are crucial to advancing the work of EAG and building a broader collaborative network in the Mahoning Valley. EAG works closely with Anchor Partners to provide community planning and economic development services, growing the capacity of partners and responding promptly to immediate needs. In 2023, we worked with Anchor Partners on numerous projects, including the American Rescue Plan Act funding for Youngstown and Warren, core and corridor planning in Youngstown, GIS mapping for the WRPA, and Grant Writing for Mahoning County Land Bank proposals. The academic skillsets of our Student Service Learning interns and the expanded capacity in EAG program and fundraising staff proved valuable in growing our available services to Anchor Partners.



🚢 CITY OF YOUNGSTOWN



- Provided Technical Assistance to 30 Small Businesses and Nonprofits
- Assisted businesses with navigating the City Façade Grant, Revolving Loan Fund, and Design Review processes
- Supported the City of Youngstown Business Solutions Summit with design and planning services
- Fulfilled Councilmember requests
- Advanced Core & Corridor Planning
- Increased City Capacity for Planning, Marketing, Graphic Design, and GIS Mapping

American Rescue Plan Act

In 2023, EAG partnered with the City of Youngstown to continue distributing \$82 Million in American Rescue Plan Act funding. EAG served as a close partner in facilitating meetings, organizing data, and communicating with applicants. Focus will shift in 2024 to encumbering the last of the funding and ensuring implementation and reporting is complete.

2023 EAG Services:

- Facilitate Proposal Review Committee (agendas, minutes, materials, printing, and meeting reminders)
- Assisted with 19 Committee Meetings in 2023 • Report to the Committee on Funding Allocations
- Provide general support services (GIS mapping, graphic design, research, professional writing)
- Manage ARP Email; email applicants with Decline Notices

2023 ODOD Brownfield Remediation Program

EAG worked with the Mahoning County Land Bank to apply for the Brownfield Remediation Program to remediate 5 Youngstown Properties and assess 4 former Youngstown City School District properties. The total request amounted to \$7 Million for Mahoning County, with the majority directed to the City of Youngstown. The Application Submission was made possible by every single EAG staff member contributing, in addition to a temporary independent contractor dedicated to the project.



CITY OF YOUNGSTOWN

YO! App

Powered by the creative experts at Colu and sponsored by the City of Youngstown, the YO! app rewards residents and visitors for shopping at Youngstown's local businesses using their credit or debit card. Rewards come in the form of City Bites, the City's local reward points. Each City Bite equals \$1, and it can be easily redeemed at local business. EAG supports the YO! app through business engagement, social media, and growing the app with local partnerships.

The YO! App experienced significant growth in 2023 thanks to the diligent work of EAG and our Marketing and Engagement Interns Maguire Franko, Lily Baird, Colleen Davis, and Sarah Nadzan. Our partnership with Youngstown State University blossomed and led to significant organic growth amongst app users. We welcomed new businesses who opened their doors in 2023. To spur redemptions, we created a redemption contest in April that brought a new record for business investment. The App's growth brought the city over \$500,000 in economic impact.

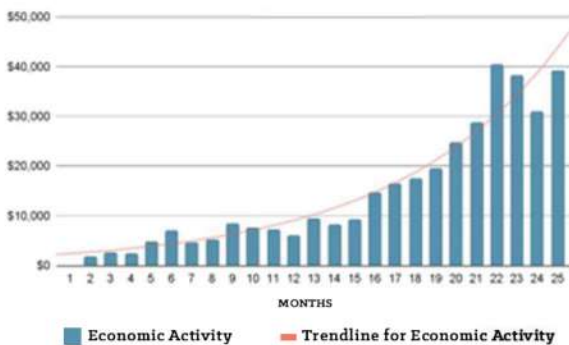
• **140** Participating Businesses & **28** Redeeming Businesses

• **Doubled** number of users in Year 2

• **Doubled** Conversion Rate in Year 2

• **\$400,000** in local Economic Activity generated

• **x14.3** Return-on-Investment (ROI)



Monthly Economic Activity

- The YO! App has generated **\$398,654** in economic activity in Youngstown!
- With 33,560 Bites awarded to users in the past year, this symbolizes a **x14.3 ROI!**

YOUNGSTOWN presents
**The YO!
City App**



Our new mobile app that rewards community members with City Bites, our exclusive local point system!

• Increased App Users from 2,000 to 3,500

• Increased Linked Card Percentage from 20% to 32%

**GET 15%
BACK
IN CITY
BITES**
When you shop
at participating
businesses



CITY OF WARREN

American Rescue Plan Act

In December 2022, the City of Warren presented the community with a plan to distribute over \$30 Million of their American Rescue Plan Act funding. EAG assisted the City in early 2023 in the process of legislating this plan, coordinating with applicants, and crafting funds through Valley Partners and the Community Foundation of the Mahoning Valley. The City will continue to act on these planning efforts through 2024 to ensure their ARPA funds are properly spent.

WESTERN RESERVE PORT AUTHORITY

The Cooperative Agreement between the WRPA and EAG continued to blossom with new and exciting opportunities for the EAG team. Both organizations experienced significant growth in programming and staff in 2023, leading to the expansion of office space to allow two large coworking offices for EAG staff. The growth in programming has allowed EAG to provide the WRPA with more diverse services, expanding our interns' skillsets to include GIS Mapping, HR, Design, and Grantwriting.

GIS Mapping

EAG Intern Danielle Griffith joined the team in early 2023 with experience from YSU in GIS Mapping. Since coming on board with us, Danielle created dozens of maps for the WRPA that support planning and economic development of major sites across the Mahoning Valley, including the Youngstown-Warren Regional Airport, the former BDM Steel Site, the future Kimberly Clark development, and City of Youngstown acquisitions. These services not only help visualize projects, but they also fulfill grant application requirements, client requests, and board meetings.

YOUNGSTOWN/WARREN REGIONAL CHAMBER

DEI

EAG worked with the Youngstown / Warren Regional Chamber on the expansion of its Diversity, Equity, and Inclusion (DEI) Committee. With EAG's assistance, this committee developed a strategic plan to incorporate DEI into the Chamber's culture and work. Identifying three core pillars to guide their work, the Chamber now has measurable goals for its progress.

EAG also assisted the Chamber with several successful events. Last year's How to Do Business series featured a presentation by Anthem and a Business Roundtable that collected community feedback and reactions to the committee's ongoing planning efforts. These social justice and capacity-building events will continue in 2024. In January, the Chamber will hold a Supplier Diversity Event connecting minority-owned businesses with companies and organizations for future partnerships.

COMMUNITY PROPERTY REVITALIZATION



Community Property Revitalization

CPR works to reshape commercial corridors and blighted neighborhoods - such as those covered by the Community Reinvestment Act (CRA) - in the Mahoning Valley in order to create people-focused, livable spaces where residents can reconnect with the community through walking, shopping, and engaging locally. Our work, which has leveraged \$250,000, so far has resulted in \$1.8 million in pending and ongoing investment along the Mahoning Avenue corridor, with additional investment taking place by our planning partners citywide. To date, EAG has revitalized 23,756 square feet of commercial property in Youngstown.

One story that we are excited about is the new Voyager Speciality Coffee and Tea at 1586 and 1588 Mahoning Avenue. In partnership with Western Reserve Port Authority, EAG revitalized the buildings at 1586 and 1588 Mahoning. Upon completion of the properties' physical renovations, EAG vetted local investment in order to secure the best fit for the area. Originally located in the suburbs of Youngstown in Canfield, Ohio, Levi Smith, owner of Voyager Coffee, relocated his business to the heart of Youngstown with the help of EAG, bringing with him 10 new jobs to the community. 1586 and 1588 Mahoning will soon house a manufacturing space and cafe, with an outdoor event area that provides a community-focused pop up market and green space.

EAG worked with the Western Reserve Port Authority to acquire Sweet Arrangements Florist from its previous owner in the fall of 2022. Our goal for this building is to revitalize the vacant commercial building while improving the economic mobility for residents and building investment on the Mahoning Avenue corridor.

In addition, EAG acquired the Clark Bar in the spring of 2022 in partnership with the Western Reserve Port Authority. EAG and the WRPA worked to stabilize the property and remove leftover debris. Going forward into 2023, EAG will engage small businesses that are interested in the property and will contract basic renovations. The former bar and restaurant also has two second-floor apartments, which will be included in the renovation.

Voyager Coffee & Tea / Trek



3143 Mahoning Avenue (Clark Bar)



1528 Mahoning Avenue (Sweet Arrangements)



COMMUNITY PROPERTY REVITALIZATION

Voyager Coffee & Tea / Trek

EAG and its partners were instrumental in helping bring Voyager Specialty Coffee and Tea and Trek Coffee House to Mahoning Avenue. The Western Reserve Port Authority acquired the former Dave's Auto Parts property in 2020. Since then, EAG collaborated with WRPA and local stakeholders to revitalize the property and expand the business and economy of the area. They accomplished this through the CPR program, which for this project is viewed as a potential game-changer for the local community.

The revitalized properties showcase the prospects for other unoccupied properties along the Mahoning Avenue corridor. Not only does the business increase commerce in the neighborhood and employs locals but Trek Coffee House also frequently hosts events and showcases local artists, thereby cultivating a lively and inclusive gathering spot in Youngstown.

As a true civic partner, they participated in the Mahoning Avenue Fall Fest and facilitated community input regarding subject matter for their building's mural. The mural, an artistic creation by students at YSU, highlights the potential for collaboration between many different community partners to bring about comprehensive and sustainable revitalization to the city.

To cap off an eventful year of renovations, Trek Coffee House officially opened their doors to the public on December 29th, 2023 – with plans for a Grand Opening celebration in January 2024.



BEFORE

AFTER

COMMUNITY PROPERTY REVITALIZATION

3143 Mahoning Avenue (Clark Bar)

The Western Reserve Port Authority purchased the former Clark Bar and Billiards Building located at 3143 Mahoning Avenue in 2023. Their goal is to repurpose it for commercial use. They are collaborating with the Economic Action Group and other community stakeholders to renovate the building's facade, update its interior space, and remodel existing apartments.

Originally the building, established in the early 20th century, was locally owned and became a popular gathering place for residents of the area. Today, this space could potentially house a range of possible businesses or serve as a maker space, restaurant, bar, or creative outlet. Proposals are also suggesting its conversion into a community center. This building's future is bright as locals explore its potential.



BEFORE

AFTER

COMMUNITY PROPERTY REVITALIZATION

1528 Mahoning Avenue (Sweet Arrangements)

Located at 1528 Mahoning Avenue in Youngstown, the florist Sweet Arrangements closed its doors in 2022. It operated for over forty years on the city's west side, providing flowers, arrangements and gifts to residents and visitors. In 2023, the Western Reserve Port Authority purchased the building and is collaborating with the Economic Action Group to revitalize the space and facilitate its next business, as a way to "breath[e] new life back into the city of Youngstown." After renovations, EAG and WRPA held two Open Houses in Spring 2023 and are marketing the location for commercial use. The building is strategically located at 1528 Mahoning Avenue, in close proximity to many mixed-use businesses and Mill Creek Park's North Entrance.



BEFORE

AFTER

COMMUNITY PROPERTY REVITALIZATION

CPR Maintenance Team

Our CPR Maintenance Team was launched by EAG and Flying High in 2023. The Commercial Property Revitalization program, in conjunction with our new partnership with the Flying High organization, initiated cleanup and improved **27,756** square feet of unoccupied commercial property in Youngstown. This Team launched in September with the initial priority to clean up our core CPR project area and prepare for the Mahoning Avenue Fall Fest. After proving effective, we dedicated the Team as a full-scale corridor maintenance unit focusing on Mahoning Avenue and other commercial property priorities in Youngstown. This initiative provided job training and career opportunities to Flying High clients and saw the clearing of **5,700** linear feet of sidewalks and maintenance of **9** properties. EAG is excited to continue growing this effort throughout the upcoming years and has invested in equipment to support the program such as a truck, trailer, and landscaping equipment.

Public Art Opportunity Sites Catalog

Economic Action Group (EAG) believes that art is a significant and important aesthetic that enhances an area's quality of life and sense of place. To support this idea, they began the Public Art Opportunity Sites Catalog in 2015. This catalog analyzes the city's built environment and chronicles the best locations for murals and other artistic endeavors or installations. Since its inception, EAG expanded its effort and included an updated survey of the nine main corridors and the city's downtown.

Process: To create a uniform and complete survey, EAG staff gathered and charted potential buildings, noting their locations and physical conditions. Brick was the composite material for a majority of the structures with concrete, stucco, masonry, stone, wood, metal, and tile also inventoried. Surface conditions received ratings of "good," "fair," or "poor." When a structure had potential for more than one piece of public art, this too was assessed to indicate the best to worst options. Additional factors logged included natural barriers of vegetation, parking structures, and the direction of traffic each area faced.

The team used satellite Google Maps and Google Street View to plot specific stops along the routes. Photographs of each site were added to the data entered for each opportunity site.

Roles: This program was a team effort and required specific skills from each member. Colleen Davis and Rose McClurkin compiled property research, planned routes, and surveyed corridors. Sarah Nadzan used principles from graphic design to present collected data. This made presenting the information in an easy-to-navigate format. Danielle Griffith used GIS mapping techniques and programs to develop maps that plotted each corridor's sites. A combination of GIS mapping and graphic design components told a complex and detailed record facilitating easy use by the public.

Data

Total Corridors: **9**
Total Properties: **222**
Total Miles Walked: **13.7**

Miles of Corridor Surveyed

| | | |
|--|---|---------------------------------|
| Mahoning Avenue: 2.9 | Market Street: 2.5 | South Avenue 2.2 |
| Glenwood Avenue: 1.0 | Oak Street & McCartney Avenue: 1.8 | McGuffey Road: 1.3 |
| Wick Avenue & Logan Avenue: 0.6 | Belmont Avenue: 2.3 | Downtown Youngstown: 1.3 |

COMMUNITY PROPERTY REVITALIZATION

Mahoning Avenue Fall Fest

In September, EAG facilitated the planning and hosting of the 7th Annual Mahoning Avenue Fall Fest, in partnership with Councilman Mike Ray and the fourth ward of Youngstown. This event highlighted local businesses and vendors and featured development efforts and improvements along this corridor. The Fall Fest provides attendees with incentives to interact with local businesses and vendors. Thus, the event brought Mahoning Avenue to life with increased foot traffic, commerce, and community engagement.

Response from vendors and businesses indicated this event's success and their support of future such endeavors. Response from local residents was equally positive, with many noting the salutary effects of the revitalization efforts being made in the area.

Mahoning Valley Resource Compass

EAG and its partners at the Board of Mahoning County Commissioners, the Youngstown/Warren Regional Chamber, the City of Youngstown, and Economic Impact Catalyst developed The Mahoning Valley Resource Compass (www.mahoning.biz). MVRC integrates all the tools, knowledge, and support entrepreneurs need to start, launch, and grow a business into one platform, making the choice to locate in the Mahoning Valley more attractive. Since its official launch on September 7th, EAG and EIC have routinely created innovative ways to increase engagement on the website and expand the services provided.

GIS Mapping

Through onboarding Danielle Griffith to the EAG team as a GIS Analyst intern, we have grown our capacity to produce maps to support our partners and our economic development efforts. Griffith's GIS skills have been especially helpful in telling the story of our CPR properties. Through a detailed and interactive story map located on our website, we have been able to express the story of the CPR program more adequately, including both the history of the properties and data associated with their revitalization. Other project topics include mapping Public Art Opportunity Sites, developing a Vacant Property Rating Matrix, and mapping CPR Maintenance Team Success and Opportunity Sites.



STUDENT SERVICE LEARNING

Internship Highlights

- **Community Feedback Meetings**
- **Survey Distribution and Data Processing**
- **Funding Proposal Collection, Processing, and Review**
- **Facilitate Proposal Review Committee**
- **Provides general support services, including GIS mapping, graphic design, research, professional writing**
- **Resident Engagement:**
 - **630 surveys collected**
 - **9 public feedback meetings**
 - **103 proposals submitted by the community**

STUDENT SERVICE LEARNING

Civic Innovation Transforming Youngstown Program

The Civic Innovation Transforming Youngstown (CITY) Internship Program is an 8-week collaboration between Youngstown State University and Economic Action Group. Under the supervision of local high school teachers as Site Coordinators, Program Interns work collaboratively with their team members to identify creative solutions for the community issues.

The CITY program is rooted in the Community-Engaged Educational Ecosystem Model (C-EEEM). This program - piloted by the University of Notre Dame and their Center for Civic Innovation - has since partnered with Youngstown State University and the University of Louisville to replicate the program to grow communities. The National Science Foundation funds the CITY Program through a four-year grant.

This year, Economic Action Group hosted twelve interns, assigning three teams of four interns each. Intern teams were partnered with community mentors from the City of Youngstown Community Planning & Economic Development Department, Engineering & Construction Department, and the Healthy Community Partnership to provide professional guidance while interns created projects for the betterment of the community.

The intern groups tackled three main issues. The first group focused on the importance of healthy food accessibility in Youngstown. The second group created a system for evaluating sidewalk conditions. The third group discussed community development and microenterprises in Youngstown. Each projects' results highlighted the impact civic innovation can have on the overall wellbeing of the community.



STUDENT SERVICE LEARNING

Background:

- Civic Innovation Transforming Youngstown (CITY) Internship Program
- Youngstown State University and Economic Action Group Collaboration
- Community-Engaged Educational Ecosystem Model (C-EEEM)
- Piloted by The University Of Notre Dame and The Center For Civic Innovation
- Funded Through a Four-Year Grant By The National Science Foundation
- 8-Week Internship Program
- 12 Youngstown State University Interns
- 24 Community Partners
- 14 Community Engagement Activities

Including:

- Mill Creek Park
- President Tressel speaker
- Youngstown Historical Center of Industry and Labor tour
- Youngstown Neighborhood Development Corporation visit
- DOPE Cider House & Winery and Penguin City Brewery tour
- Meeting with Eastgate on Safe Street Demonstration project
- Community engagement panel
- Youngstown City School District tours
- Downtown Youngstown walking tour
- Previous CITY intern panel
- The Butler Institute of American Art tour
- Youngstown Flea tour
- Safe Streets field trip
- Youngstown Business Incubator tour

Final Project Goals and Solutions

Youngstown Neighborhoods Sidewalk Evaluation

- **Goal:** Develop solution for monitoring sidewalk conditions in Youngstown and apply the plan to neighborhoods
- **Solution:** Creation of an Arduino System tracking the conditions of sidewalk segments on-site and provides a rating, then compiles the data into multiple heatmaps, highlighting areas of needed improvement.

Community Development and Microenterprises

- **Goal:** Encourage microenterprises and increase their sustainability & encourage community development and engagement in Youngstown.
- **Solution:** Creation of an interactive Microenterprise Map that highlights the market saturation, market growth, age demographic, target age group, income level, and targeted income level of each ward in Youngstown to serve as an intuitive tool to help businesses find their footing.

Healthy Food Accessibility

- **Goal:** Reduce food insecurity by presenting a plan to promote food sovereignty in Youngstown.
- **Solution:** Introduction of a blended food co-op that works with local producers, is member-owned, and is sustainably operated to provide more points of food access (accessibility) and more produce that is supplied (availability) to invest in the community.

CAPACITY BUILDING

Strategic Plan

As of the year 2024, EAG is in the process of launching its second strategic plan, in collaboration with Peggy Outon from the Bayer Center for Non-profit Management at Robert Morris University. She retired earlier this year and continued the contract through her own consulting firm, Excelsior Consulting. This plan enhances EAG's programmatic offerings, ensuring financial stability, and its responsiveness to future challenges and opportunities.

3D Printing

This year EAG purchased a 3D Printer. This equipment is a great resource for visualizing projects, hosting fundraisers, and giving interns the opportunity to develop new skills. Current intern Sarah Nadzan is heading our 3D printing efforts with great results.

INTERNATIONAL ECONOMIC DEVELOPMENT COUNCIL (IEDC)

In 2023, the International Economic Development Council (IEDC) awarded the Economic Action Group (EAG) its Excellence in Economic Development – Gold Winner – Award. This award recognizes EAG's work in Neighborhood Development through its Commercial Property Revitalization Program (CPR). The award acknowledges EAG's consistent, exemplary performance and the significant impact it has on revitalizing communities and shaping and improving economic development.

EAG did not act alone, collaborating with the Mahoning County Land Bank, the Western Reserve Port Authority, the Youngstown Neighborhood Development Corporation, the City of Youngstown, and Flying High Inc. making this a community-wide effort. EAG served as the facilitator of the program and eagerly anticipates its role in continuing to change Youngstown and surrounding areas for the better.

EAG's CPR programming contributes to Youngstown's revival. It renovates blighted commercial properties in the Mahoning Valley and assists in providing knowledge and resources that promote growth and expansion of local businesses. Capitalizing on its vision of vibrant, prosperous, and equitable neighborhoods, EAG and its partners look forward to another successful year of improving our city.



FINANCIALS

BALANCE SHEET AS OF DECEMBER 2023

| ASSETS | FY22 | FY23 |
|-------------------------------------|---------------------|---------------------|
| CASH & CASH EQUIVALENTS | \$327,378.60 | \$108,113.92 |
| RESERVE FUND | N/A | \$75,000 |
| FISCAL AGENT FUNDS | \$30,561.08 | \$25,281.55 |
| ACCOUNTS RECEIVABLE | \$5,534.81 | \$163,532.62 |
| OTHER CURRENT ASSETS | \$25,675.02 | \$521.66 |
| TOTAL ASSETS | \$389,149.51 | \$372,449.75 |
| LIABILITIES AND EQUITY | | |
| TOTAL LIABILITIES | \$16,344.83 | \$13,526.24 |
| TOTAL EQUITY | \$373,388.20 | \$358,923.51 |
| TOTAL LIABILITIES AND EQUITY | \$389,733.03 | \$372,449.75 |

PROFIT AND LOSS: JANUARY - DECEMBER 2023

| INCOME | FY22 | FY23 |
|------------------------------|---------------------|---------------------|
| DIRECT PUBLIC GRANTS | N/A | \$8,000 |
| GOVERNMENT GRANTS | N/A | \$36,496.27 |
| FOUNDATIONS AND BANKS | \$160,000 | \$103,500 |
| OTHER TYPES OF INCOME | \$33,457.30 | V\$13,661 |
| PROGRAM INCOME | \$182,847.63 | \$136,848.81 |
| TOTAL INCOME | \$376,304.93 | \$297,506.08 |
| EXPENSES | | |
| PAYROLL | \$125,521.08 | \$161,295.88 |
| PAYROLL EXPENSES | \$9,546.38 | \$16,759.09 |
| PROGRAM EXPENSES | \$3,632.18 | \$33,648.22 |
| OPERATIONS | \$5,042.59 | \$4,968.85 |
| CONTRACT SERVICES | \$10,576.24 | \$32,773.75 |
| CONFERENCES AND MEETINGS | \$2,540.05 | \$3,388.52 |
| OFFICE AND SOFTWARE EXPENSES | \$1,932.44 | \$4,758.81 |
| FACILITIES AND EQUIPMENT | \$280.69 | \$8,736.67 |
| ADVERTISING AND PROMOTIONAL | N/A | \$1,699.06 |
| OTHER EXPENSES | \$997.40 | \$753.68 |
| TOTAL EXPENSES | \$160,069.05 | \$268,782.53 |
| NET INCOME | \$216,235.88 | \$28,723.55 |

YO!



EAG

WORKS

23



@economicactiongroup



@EAGworks

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www.eagworks.org

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