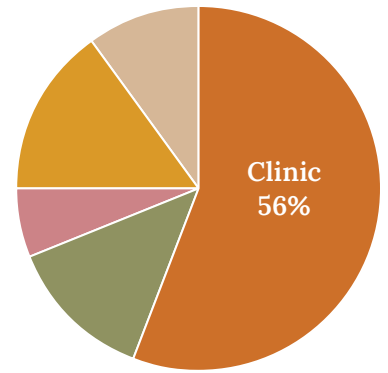
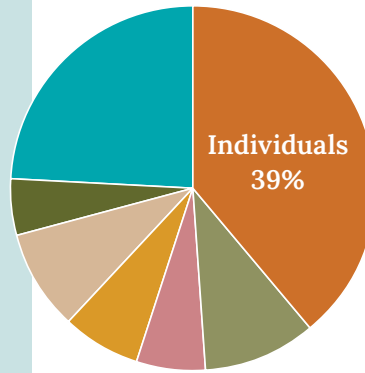


# Annual Report 2023

Financial Information

*Womankind*

Prenatal & Maternal Care Center



## 2023 Revenue:

- 39% Individuals
- 10% Organizations
- 6% Foundations
- 7% Baby Bottle Fundraisers
- 9% Special Events
- 5% Investment Gain or (Loss)
- 24% In-Kind Support
- 0% Other Income

## 2023 Expenses:

- 56% Clinic
- 13% Counseling
- 6% Baby Items
- 15% Administrative Costs
- 10% Fundraising

## Volunteer Service Hours

In 2023, Womankind Volunteers with many skills, talents and services recorded **4,085 volunteer hours**. Womankind volunteers are physicians, certified nurse midwives, certified nurse practitioners, registered nurses, phlebotomists, medical secretaries, lab couriers, front desk supporters, baby item and clothing organizers, data entry assistants, bookkeepers, accountants, Baby Bottle Fundraiser coordinators, assistants, drivers, and special event committee members.



Revenue:	2023 <i>Unaudited</i>	2022 <i>Audited</i>
Contributions		
Individuals	\$351,975	\$265,312
Organizations	92,479	13,311
Foundations	52,329	12,230
Special Events		
<i>(Baby Bottle Fundraisers)</i>	62,099	79,354
Special Events		
<i>(Golf Outing &amp; Oktoberfest)</i>	87,063	46,256
Investment Income (Loss)	41,805	(40,735)
IRS Covid Era Payroll Tax Rebate	0	27,000
In-Kind Support	214,453	484,117
Other Income	3,518	8,524
<b>Total Revenue</b>	<b>\$905,721</b>	<b>\$895,369</b>

Expenses:	2023	2022
Donated Services		
<i>(Doctors, nurses, lab fees, etc.)</i>	\$183,116	\$484,117
Personnel Costs	255,534	240,193
Occupancy	121,250	117,613
Supplies	10,688	10,300
Advertising & Marketing	7,267	2,601
Printing	9,963	7,956
Client Assistance	32,846	698
Postage and Mailing Services	2,815	3,133
Telephone	6,890	16,019
Professional Liability Insurance	8,978	11,129
Equipment Rent & Maintenance	2,898	3,146
Professional Fees	42,084	27,726
Depreciation	7,397	7,940
Other Expenses	6,491	7,425
<b>Total Expenses</b>	<b>\$698,217</b>	<b>\$939,996</b>
<b>Change in Net Assets</b>	<b>\$207,504</b>	<b>-\$44,627</b>

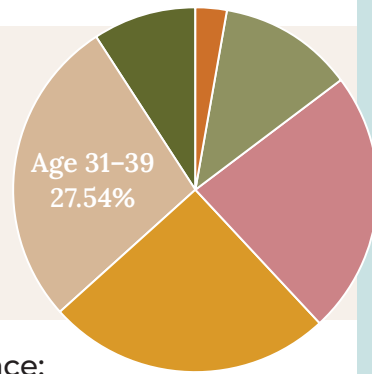
Net Assets (at the end of the year):	2023	2022
General Fund	\$412,651	\$143,825
Endowment Fund	161,331	161,331
<b>Total Net Assets</b>	<b>\$573,982</b>	<b>\$305,156</b>

# Annual Report 2023

## Our Clients

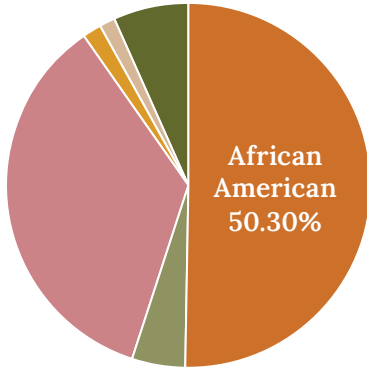
### Age Range:

2.99%	15-17
11.98%	18-21
23.35%	22-25
25.15%	26-30
27.54%	31-39
8.98%	40+



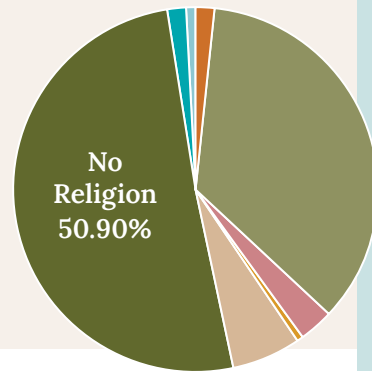
### Race:

50.30%	African American
4.79%	Asian
35.33%	Caucasian
1.80%	Hispanic
1.20%	Native American
6.59%	Other (including Bi-Racial)



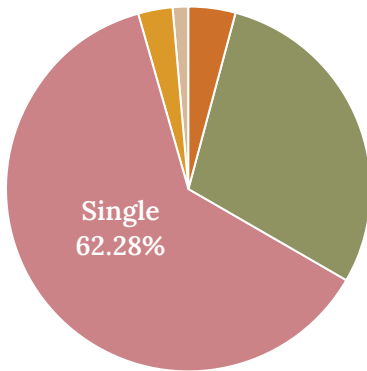
### Religion:

1.80%	Catholic
35.33%	Christian (other)
2.99%	Hindu
.60%	Jewish
5.99%	Muslim
50.90%	No Religion
1.80%	Other
.60%	Unknown



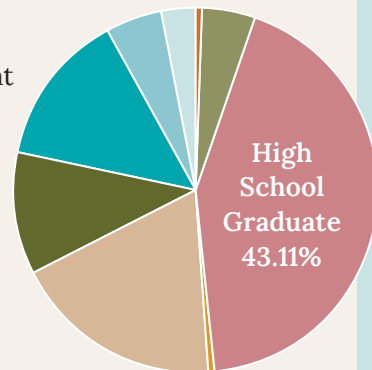
### Marital Status:

4.19%	Divorced
29.34%	Married
62.28%	Single
2.99%	Separated
1.20%	Unknown



### Level of Education:

.60%	Did Not Complete High School
4.79%	High School Student
43.11%	High School Graduate
.60%	GED
18.56%	1-3 Years of University
10.78%	Associate's Degree
13.77%	Bachelor's Degree
4.79%	Master/Post-Grad Degree
2.99%	Unknown



### 2023 Service Statistics:

Total Number of Women Served .....	875
Total Number of Pregnancy Tests .....	57
Total Number of Prenatal Patients .....	115
Total Number of Visits for Baby Items .....	1423
Total Visits to Womankind* .....	2293

\*Client/patient visits include the following: pregnancy testing, medical history, prenatal clinic, confirmation exam, baby item and clothing pick up, Medicaid assistance, counseling and community referrals.

### 2023 Demographics:

The vast majority of women we serve are from Cuyahoga County, but we also had clients from the following counties: Ashtabula, Franklin, Geauga, Lake, Lorain, Mahoning, Medina, Portage, and Summit.

### Our Mission

Since 1975, Womankind walks with women along the journey of pregnancy and beyond by providing free prenatal care, personal support, and social services in a caring and nonjudgmental environment.

### Our Guiding Principle

"We're here to love the people who come to us. We recognize all their needs and help in any way we can."

-Michele Rogers, RN, Womankind Co-founder

## Womankind

Prenatal & Maternal Care Center

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