



Performance Snapshot

July 2018

		Fiscal 2018		
		Annual Target	Prorated to current month	YTD Current
Indicators				
People	Number of youth employees	15	n/a	10
	Average employment term (months)	n/a	n/a	6
	Support costs per youth (\$)	n/a	180	234
Planet	Share of customers who paid a premium for green landscaping	25%	n/a	35%
	# of rainbarrels sold	45	20	23
Profit	Gross income (in \$000s)	45	22	10
	Share of jobs completed on time and on budget	85%		60%
	Sales Revenue (\$000)	\$3	\$1.5	1.1

Interpretation of Results

We have seen a surge in youth employment primarily due to our new partnership with the Health Authority's Occupational Youth Mental Health program which has resulted in many new referrals.

Our sales revenue is not as high as expected do to the cancellation of ABC Strata's contract with us. We need to keep an eye on service quality.

Impact story:

At 18, Karla was not welcome to move with her family to the US, and was left in Greenville to fend for herself. She was using drugs and hung out with a bad crowd; her parents didn't approve. She was referred to Stable Roots in 2007 by a drop-in homeless shelter. Stable Roots worked with the shelter staff to find her suitable housing. She began to work casually at Stable Roots a few hours a week, quickly moving to increase her hours and responsibilities in her landscaping crew.

"As part of the crew I felt I could relax and be myself. It felt really satisfying to finish a landscaping job."