Nonprofit Analytics

GENERAL

Organization Name	Behind Every Door Ministries	U.S. Tax ID#	27-1805416	Year Founded	2009
Donation Street Address	4849 Greenville Ave., Suite 100-158	City & State	Dallas TX	Zip	75206
Phone	972-331-4774	Country	United States	Website(s)	https://behindeverydoor.org
Primary Contact & Title	Darrion Lewis, President and CEO	Contact Email	darrion@behindeverydoor.org		
Organization Type	Independent Public Charity	Annual Report Link	None		
Nonprofit Accountability Listings	☐ BBB (give.org) ☐ Charity Navigator ☑ Guidestar ☐ Charity Watch ☐ ECFA ☐ Ministry Watch	Strategic Partners	TBK Bank, Park Cities Presbyterian Church, Lightpath Health, Veritex Community Bank, Southwest Airlines		
Primary Program Area	Urban Ministry	Peer Group	Neighborhood Centers, Inc.		
Other Program Area(s)	Discipleship	Clients Served	Urban Poor		

GROWTH TRENDS

	FY 2020	FY 2021	FY 2022	FY 2023	% Change	Explanation
Paid Staff (FT&PT)	19.0	25.0	17.0	25.0	32 %	Expanded services when opened new community center '23
Clients Served	3,187	3,187	3,187	1,500	53 %	Est. individuals.1 neighborhood '23 (launch), multiple prior.
Annual Income	$1,719,070	$5,989,294	$2,790,405	$7,072,748	311 %	Large giving toward capital campaign in '21 and '23. COVID.
Donors	100	186	184	232	132 %	COVID affected '20
Key Activity	150	301	0	0	%	Gospel sharing activity recipients. Tracking shift '22-'23.

FUNDRAISING

Donor Retention Rate	Unknown	Gov't Funding %	0 %	Cost to Raise $1 (NOT "GIK")	$ 0.08	Self-sustainability %	2%					
Largest Gift for FY2023	$1,000,000	Reliance on Largest Gift	15%	Last Capital Campaign	2018 - 2023	Endowment Fund	$0					

FY2023 Donor Diversification	Gift Size	< $1,000	$1K - 4,999	$5K - 24,999	$25K - 49,999	$50K - 99,999	$100,000 +
	# of Donors	93	52	47	14	5	21
	Total Amount	$ 31,548	$ 228,642	$ 467,058	$ 480,908	$ 275,000	$ 5,238,469

FINANCIAL MANAGEMENT

[1]2024 Budget reflects that the organization does not have projections for income other than Cash Donations

Cash & Equivalents on Hand	3-6 Months	Net Assets	$10,147,907	Total Current Debt	$12,922,204
Written Financial Controls	◉ Yes ○ No	Earned Revenue Sources	Property fees, Investments		
Independent Financial Audits	◉ Yes ○ No	Primary Types of GIK	Rent, Flight credits		

	FISCAL YEAR 01/01 TO 12/31	FY 2020	FY 2021	FY 2022	FY 2023	2024 ◉ BUDGET[1] ○ ACTUALS	2020-2023 FY TRENDS
INCOME	Earned Revenue	$26,428	$52,719	$71,406	$40,934	$0	55 %
	Gifts in Kind	$190,188	$190,188	$269,609	$310,189	$0	63 %
	Cash Donations	$1,502,454	$5,746,387	$2,449,390	$6,721,625	$3,137,981	347 %
	Total Income	$1,719,070	$5,989,294	$2,790,405	$7,072,748	$3,137,981	311 %
EXPENSES	Program Services	$1,617,095 75 %	$1,731,603 77 %	$1,855,514 77 %	$1,779,854 67 %	$2,290,726 73 %	10 %
	Administrative	$220,000 10 %	$242,475 11 %	$292,004 12 %	$321,299 12 %	$313,798 10 %	46 %
	Fundraising	$306,466 14 %	$287,796 13 %	$261,422 11 %	$560,712 21 %	$533,457 17 %	83 %
	Total Expenses	$2,143,561	$2,261,874	$2,408,940	$2,661,865	$3,137,981	24 %
SURPLUS/DEFICIT		$424,491	$3,727,420	$381,465	$4,410,883	$0	

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LEADERSHIP

[2]Total Volunteers could not be determined

CEO Name & Tenure	Darrion Lewis < 1 yr	CEO Age	30-39 yrs	Total CEO Compensation	$ 100,000
CEO Annual Evaluation	(•) Yes ( ) No	CEO has Board Vote	( ) Yes (•) No	CEO Successor Identified	( ) Yes (•) No
Total Paid Staff by Type	FT: 20 PT: 3	Staff Turnover Rate	Unknown	Total Volunteers[2]	
Yearly Staff Evaluations	(•) Yes ( ) No	CEO Direct Reports	3 staff	Annual Board Meetings	4
Board Chair & Tenure	Michael Allen 14 yrs	Board Size	17	Board Composition	10 Men | 7 Women
Donation % from Board	2 %	Board Committees	1	Term Length	3 yrs	Consecutive Term Limits	2 terms
Additional Advisory or Development Board	( ) Yes (•) No	Number of Board Members Related to the CEO			0

STRATEGY

MISSION	To see lives transformed in underserved neighborhoods by sharing the love of Christ and building pathways of hope.		
CLIENTS SERVED	Behind Every Door serves individuals living in poverty in low-income, underserved communities.	LENGTH of Primary Client Relationships	N/A
The PROBLEM	Dallas is ranked first nationwide among cities with over 1 million people in child poverty and third in overall poverty. The services available to residents living in poverty are both insufficient and ineffective.		
Your SOLUTION	Through whole-person programs at our community centers in low-income neighborhoods, we support personal transformation, demonstrate God's love, and offer human connection. Our programs disciple families, teach social-emotional skills, and provide children with education and new experiences.		
1-3 year PLAN	Behind Every Door aims to reach 5,000 people in the Cedar Crest community, generate sustainable revenue streams to support its mission, and maximize the use of its new campus.		

Up-to-date Board-approved STRATEGIC PLAN	(•) Yes ( ) No	CUT (or Modified) PROGRAM in last 3 years	(•) Yes ( ) No

IMPACT

Long-term VISION	Behind Every Door has the vision to be a catalyst for transformation by bringing holistic programming to low-income neighborhoods and equipping people to start careers operating community centers for others.
RESULTS Report outcomes *not* activities	1) Engaged 2,084 unique youth in our first annual summer day camp in 2024, offering Bible literacy, STEAM activities, field trips, active play, and physical education. 2) Provided all youth program participants with 6,960 free meals, including breakfast, lunch, and dinner, in 2024. 3) Engaged 70 youth through our summer academics program, with 90% improving their literacy skills.

Measure outcomes against benchmarks	(•) Yes ( ) No	Track Key Performance Indicators	(•) Yes ( ) No	Completed independent impact evaluation	( ) Yes (•) No
Completed program logic model(s)	(•) Yes ( ) No	Survey program beneficiaries	(•) Yes ( ) No	Completed a Theory of Change	(•) Yes ( ) No

Impact STORY	"I'm so grateful for this summer camp and not having to worry about paying for daycare this summer. Traya really loves it as well. She learns about the Bible, goes on weekly field trips, enjoys time with the other kids, and says she has a lot of 'besties.'" – Qjuana Duffey
Recent Program IMPROVEMENT	A significant positive outcome was the higher-than-expected response to our launch in the new neighborhood, resulting in new partnerships and heightened engagement.

GEOGRAPHY

Where do your programs operate? (•) Local ( ) Regional ( ) National (USA) ( ) International (List nations or regions served below alphabetically)

We operate the Cedar Crest Community Center in the South Oak Cliff neighborhood of Southern Dallas.

S.W.O.T. ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
Collaborative approach with strong partners. Work through relationships (one at a time). Regular prayer. Strong talent acquisition. Organizational clarity and market-based management style.	Limited metrics tracking during the Cedar Crest transition. Must strengthen our partnerships with neighborhood churches.	Untapped funding resources. Expanding to offer sports leagues and physical health services.	The recent launch in a larger service area may present challenges related to attendance.

SOURCE Name: Darrion Lewis Title: President and CEO Date: 11/04/2024

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