

# 2019 *Annual report*



***MUST***  
***Ministries***

Serving Our Neighbors in Need

**STABILITY**  
*in the* **STORM**



Battered by the elements of poverty, surviving without enough is a difficult way of life.... not enough food, not enough for housing and not enough income.

MUST Ministries has been protecting people against the storms of poverty for 48 years and this year, we have served an unprecedented 33,547 (unduplicated) clients. Fifty-five percent of these individuals are children.

How do we provide protection in the storm? Our expansive food program coupled with housing resources and job coaching provide the “wrap around services” necessary to move forward with hope.

Extensive services combined with a servant’s heart and compassion allows MUST’s team of volunteers, employees, board of directors and community partners to make a lasting difference.

*This annual report will show you why serving others matters and how we change lives together.*

A handwritten signature in white ink, reading "Ike Reighard", with a stylized flourish extending from the end of the name.

Rev. Dr. Ike Reighard  
*President and CEO*

# FOOD *For Stability*

More than 475,000 people  
in our service area are "food insecure".  
Sadly, that means they don't know where they will  
find their next meal.

## **3 PROGRAM SERVICES PANTRIES**

*(Canton, Marietta, Smyrna)*

*580,702 lbs. of food distributed  
15,531 people received food*

## **HOW MUST HELPS**

## **70,107 LOAVES AND FISHES COMMUNITY KITCHEN MEALS**

*Faithful volunteer groups provided  
and served meals to those living  
in homelessness*

## **486 THANKSGIVING BOXES**

*MUST provides complete Thanksgiving  
meals to hundreds of Cherokee  
County residents*

## **245,266 SUMMER LUNCHES**

*Lunches were distributed every  
weekday to 5,809 children.*

## **184,328 DAILY BREADS AND SWEETS**

*Distributed breads and sweets  
in four locations every weekday*

## **34 NEIGHBORHOOD PANTRIES IN SCHOOLS**

*\* 3,901 at-risk students and their  
families served in Cobb County,  
Cherokee County, Marietta City Schools,  
+ Kennesaw State University  
\*263,337 lbs. of food distributed*

# HOUSING *For Stability*

Thousands of your neighbors  
are struggling to pay rent or house payments,  
yet stable housing is essential to weathering the  
storm of poverty.

## **1,522 GIVEN A “HOME”**

*MUST's diverse housing programs  
combined with experienced,  
compassionate case managers  
helped provide 1,522 people  
with a “home”.*

## **915 SHELTER GUESTS**

*After about 30 days on a guided  
plan with case management,  
guests can move forward  
thanks to housing, jobs  
and budgets*

## **HOW MUST HELPS**

## **607 HOUSING CLIENTS SERVED**

*Permanent Supportive Housing,  
rent and utility assistance, hotel  
vouchers and Cold Weather Shelter  
are ways MUST provides  
short-term and long-term  
housing solutions*

## **92,089 SAFE NIGHTS OF REST**

*On any given night, about 300 people  
are sleeping in a bed provided by MUST.  
The Elizabeth Inn Shelter and various  
housing programs provide a place to  
develop long-term solutions.*

# JOBS *For Stability*



Providing our clients  
with one-on-one career assessments, state  
of the art resumes, job-search techniques and job  
interview skills enables them to find jobs that transform  
their lives by earning a steady income at a livable wage.

## GOOD WAGES

*The average starting wage for  
individuals who find employment  
through MUST is now 60 percent  
above minimum wage*

## SERVSAFE CERTIFICATION

*provided access to careers in  
the food industry*

## FORKLIFT CERTIFICATION

*training provided career  
opportunities to individuals  
in the warehouse industry*

## HOW MUST HELPS

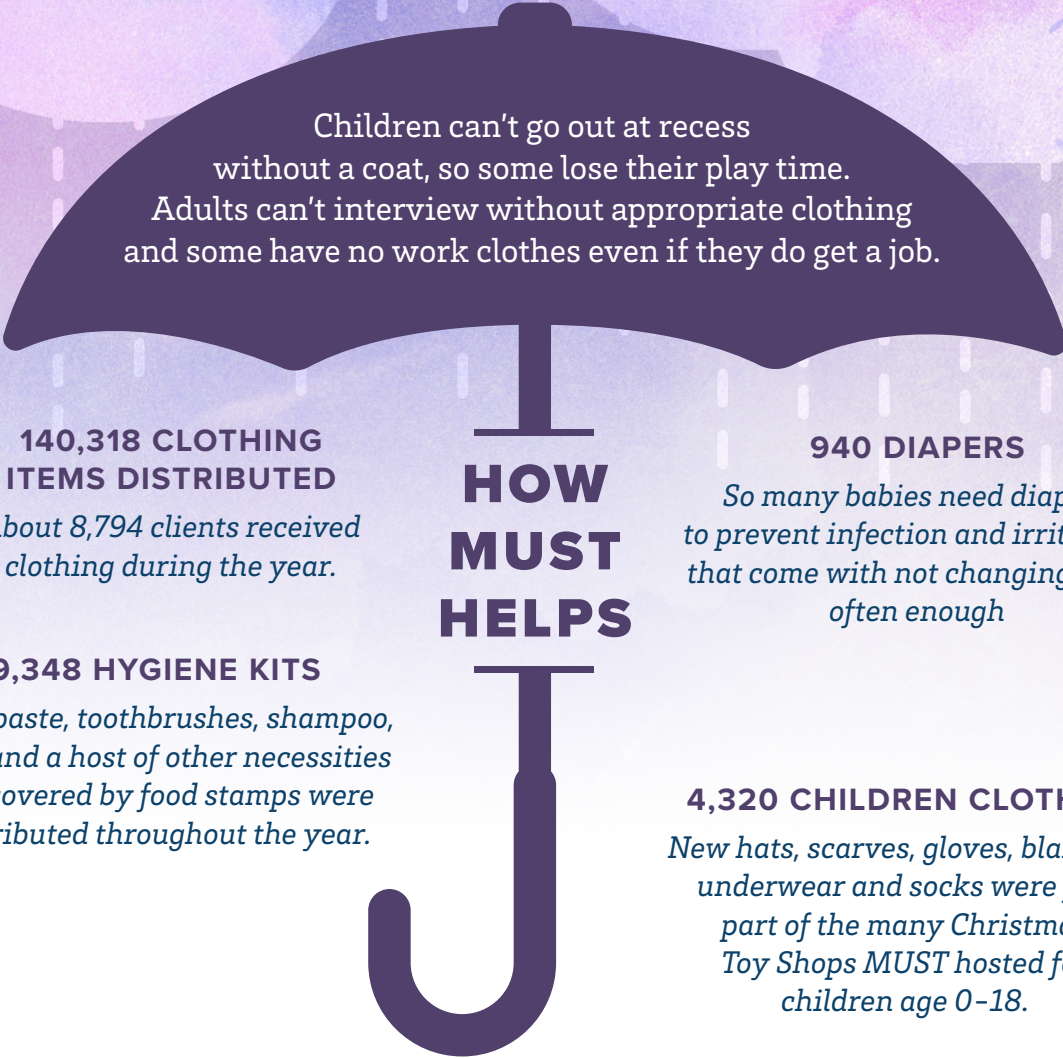
## PROPER WORK ATTIRE

*Steel-toed boots, slip-resistant  
shoes and other work-ready  
apparel enabled our clients to  
meet minimum safety standards  
and be prepared for new jobs*

## 541 PEOPLE FOUND JOBS

*The unemployed and under employed  
found work through MUST's  
Workforce Development team of  
staff and volunteers, amounting  
to \$11.3 million in earnings returned  
to the local economy*

# CLOTHING *For Stability*



Children can't go out at recess  
without a coat, so some lose their play time.  
Adults can't interview without appropriate clothing  
and some have no work clothes even if they do get a job.

## **140,318 CLOTHING ITEMS DISTRIBUTED**

*About 8,794 clients received  
clothing during the year.*

## **9,348 HYGIENE KITS**

*Toothpaste, toothbrushes, shampoo,  
soap and a host of other necessities  
not covered by food stamps were  
distributed throughout the year.*

## **HOW MUST HELPS**

## **940 DIAPERS**

*So many babies need diapers  
to prevent infection and irritations  
that come with not changing them  
often enough*

## **4,320 CHILDREN CLOTHED**

*New hats, scarves, gloves, blankets,  
underwear and socks were just  
part of the many Christmas  
Toy Shops **MUST** hosted for  
children age 0-18.*



## **A VOLUNTEER-DRIVEN ORGANIZATION**

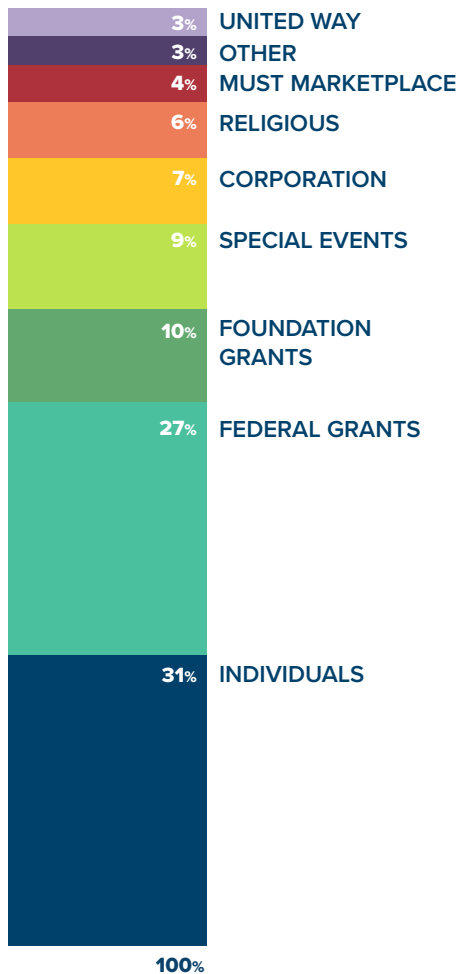
*MUST hosted 17,399 volunteers who donated talent and compassion to serve their neighbors in need. Their valuable efforts equaled an estimated 176,138 hours of time.*



## **MUST TEAM MEMBERS**

*With numerous locations in Cobb and Cherokee counties and programs in another five counties, MUST operates services for 33,500 people with only 75 paid employees (and many are part-time). The small, gifted team takes "serving" to a new level.*

## SOURCES OF INCOME excluding Gift-in-kind and Capital Campaign



|                              |             |
|------------------------------|-------------|
| Contributions/Special Events | \$8,030,481 |
| Gift-in-Kind                 | \$3,211,993 |
| Federal/Foundation Grants    | \$2,515,325 |
| Other Revenue                | \$410,915   |

**Total Revenue\*** **\$14,168,714**

\*Includes \$4.4 million for Build Hope a Home future construction (capital campaign)

## TOTAL OPERATING EXPENSES



|                 |             |
|-----------------|-------------|
| Program Service | \$8,095,729 |
| Admin/Support   | \$796,931   |
| Fundraising     | \$1,215,188 |

**Total Expense** **\$10,107,848**



Build Hope a Home, the capital campaign for the new campus and shelter, was a key focus this year. MUST raised \$4.4 million plus much more in pledges to build facilities for your neighbors in poverty. With the groundbreaking planned for Spring 2020, this effort has been a key priority for the MUST team while also working hard to sustain the operating costs of the ministry. On behalf of the MUST clients, thank you for supporting both the MUST programs and the future facilities designed to meet the specific needs of those we serve.

*Initial concept rendering*



# Board of Directors

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# **MUST** **Ministries**

Serving Our Neighbors in Need

P.O. Box 1717 Marietta, GA 30061

Explore [mustministries.org](https://mustministries.org)  
to discover the many ways you can  
help shelter your **#neighborsinneed**



*MUST Ministries is a faith-based 501(C)3 organization serving 33,500 people in poverty in eight counties each year. MUST provides food, housing, workforce development and clothing to men, women and children. Eighty-four percent of MUST clients are women and children.  
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