



A parking lot is not a home

SEE *the* NEED

2024 ANNUAL REPORT



MUST
MINISTRIES



Dear MUST Partner,

Everyday at MUST Ministries, we see what we like to call “MUST Miracles” happening all around us. People of all ages, all backgrounds and all walks of life come to MUST for help, hope and a chance at stability. Sometimes, their MUST Miracles are lunch for the day. Other times, it’s shelter from life-threatening weather conditions.

Have no doubt that our neighbors are in need. We see it in the scared eyes of a single mother who just wants to be able to feed her children. We see it in the forlorn face of an elderly veteran who has spent decades trying to find his way in this life. We see it in the joy of a child who finally receives a new pair of shoes.

We see the need here at MUST, and I invite you to see it as well. As the Bible says in 1 John 3: 17-18, “If anyone has material possessions and sees a brother or sister in need but has no pity on them, how can the love of God be in that person? Dear children, let us not love with words or speech, but with actions and in truth.”

Together, our actions have had a tremendous impact on our community. In Fiscal Year 2024, MUST was able to serve more than 2.4 million meals and 2.9 million pounds of food to 56,815 people – nearly half of those being children. The MUST Workforce Development program helped 801 people obtain jobs, resulting in \$28.9 million in economic impact to our local communities. Shelter was provided for a cumulative total of 180,832 safe nights of rest. Overall, 65,399 people were helped because of your support.

And that is just a small view into the panoramic landscape of need that MUST served last year, and continues to serve in this 54th year of service.

Thank you for your support as we envision a better tomorrow through faith, hope, love and action.

In His Service,



Dr. Dwight “Ike” Reighard | President & CEO
MUST Ministries





Food

Summer Lunch provided over a half million meals to a record 7,713 food-insecure children across 8 counties

Senior Smiles served 277 senior citizens each month with 84,640 pounds of groceries

Neighborhood Pantries served 6,121 students and their families with 238,499 pounds of food



MUST Mobile Pantry served 17,158 clients, totaling nearly 1.1 million meals



Summer lunch

86,192

meals were served at the Loaves and Fishes Kitchen at the MUST Hope House

689 MUST helped 689 clients who were facing evictions from their homes

A record 533 people were provided a warm and safe place to sleep through MUST's Winter Weather Shelter

180,832 nights of safe rest were provided to 4,129 clients

Housing



HOPE House

1,547 residents were sheltered at the MUST Hope House emergency shelter

*With your
MUST serving
people to*

A record 1,901 clients were helped with jobs coaching, training and assistance

*our help,
served 65,399
this year*



Skills Training



Workforce Development

Clients earned an \$18.29 average hourly wage, more than twice the national minimum wage

\$28,542,610 was returned to the local economy through client employment

** 801 clients obtained employment*

2,086 babies received nearly 5,000 packs of diapers



Clothing + Other services

61,396 hygiene kits were distributed

A record 7,571 children were served through the Christmas Toy Shop, ages newborn to 18

10,422 clients received 153,047 items of clothing





Volunteers

Volunteers are the backbone of MUST. Without our generous, kind and supportive volunteers, MUST would not be able to operate so efficiently and in such a fiscally responsible manner. In FY24, 7,400 volunteers donated nearly 100,000 hours of their time to help MUST's clients and programs. As MUST continues to grow, so will our reliance on volunteers to help with the multitude of services we provide to our clients. We welcome individual volunteers, group projects, corporate volunteer days - however you want to help, there is a need and an opportunity. For more information on volunteering with MUST, visit mustministries.org/give-help.



MUST Marketplace

The MUST Marketplace thrift store celebrated the opening of its new retail space in east Cobb in November of 2023. This new space in the Sandy Plains Village shopping center in Roswell allowed the thrift store to now accept donations at the store, as well as distribute donations to other programs if they were not needed in the store. All goods sold at the MUST Marketplace have been donated by members of the community or other retail partners, and all proceeds from the MUST Marketplace go directly back into helping MUST's clients. The store, located at 4651 Woodstock Rd, Roswell, GA 30075, is open Monday through Saturday, 10 a.m. to 6 p.m.

Veterans

According to the U.S. Department of Housing and Urban Development (HUD), more than 40,000 veterans are homeless on any given night. It is nearly impossible for these veterans to overcome mental and physical barriers to stability if they don't know where they will lay their heads to sleep.

MUST Ministries is proud to serve more than 1,000 veterans a year through housing, food, workforce development, clothing and behavioral and primary healthcare. These wraparound services work together to treat the whole person with dignity and respect so that that they can find hope and better lives.

MUST Ministries' Support for Veterans

- + **MUST Hope House** provides shelter, food, clothing, jobs assistance and more to veterans in all walks of life.
- + **MUST's partnership with Eastchester Family Services** offers free behavioral and primary healthcare.
- + **MUST's Senior Smiles program** provides a monthly box of groceries to elderly veterans, right at their front doors.
- + **MUST's Veterans Supportive Housing Program** gives veterans facing debilitating mental and physical health issues a place to live, for however long they need it.
- + **MUST Mobile Pantry** brings food directly to Veteran Affairs Clinics and other areas of need.



Weathering the Storm

Living outside is dangerous for a multitude of reasons but, for many experiencing homelessness, the most dangerous element can be extreme weather. MUST provides life-saving respite from extreme cold as well as extreme heat with our Winter Weather Shelter and our Cooling Center.

The MUST Ministries Winter Weather Shelter at the MUST Hope House emergency shelter is the only one of its kind in Cobb County and is open to anyone who needs a warm place to sleep any time temperatures drop below 35 degrees overnight. In FY24, the Winter Weather Shelter provided 41 nights of warmth for thousands of our neighbors in need. Many of those included children who arrived at the shelter with their families – often in clothing that could never provide the needed warmth to survive even one night in the frigid cold. Having a warm, safe place to sleep at night when the temperatures drop to dangerous levels is not only a matter of comfort, but could be a matter of life and death.

In addition to a safe place to sleep, Winter Weather Shelter clients also receive meals, clothing (including coats and gloves), and any other resources that can help them find a stable path out of homelessness.

During Georgia's sweltering summer months, MUST opens the Cooling Center at the MUST Hope House any time temperatures reach above 90 degrees. Just going for a walk in Georgia's summer heat can feel excruciating, but too many people are out in those elements for days on end. In FY24, the Cooling Center provided 60 days of much-needed shelter from the sun and heat. Clients also had access to showers, meals and all of MUST's wraparound services.



winter weather shelter



Thank you for your prayers, donations and support as we continue to work diligently to keep our neighbors in need safe from deadly weather conditions.

the sight of hope Dominique's Story

After staying in the hotels, I decided, "OK. We have nowhere else to go." I had to move myself to a storage unit and I had to live in my storage unit with my kids. You don't understand – I went to go buy the little stovetop and I would have to park at Walmart in the back just to cook for my kids. I asked God for help and I went on Google and typed in, "shelters with women and children." And MUST popped up. I thought, *this is where I need to be with my family to get back on my feet.*

I got into the MUST Hope House and they fed us. They made sure that my baby was fed, and they fed me. And that day – that day! – they gave me and my baby a bed. Not only did they give us a bed, but we had a bag full of toiletries. I didn't have those things. I would have to go to a bathroom to shower him, to shower myself. I had to steal toilet paper from the bathroom at a gas station.

After that, they gave us clothes. Shoes on his feet. MUST helped me so much when I didn't have anybody. No friends. No family. MUST was the only one that was there for me. I needed that. They brought me back to God. They gave me a free laptop. I've never owned a laptop in my life! MUST helped me with a resume and after making that resume, I was able to find a job. They gave me references to find a job.

Everything I have today is because of MUST.

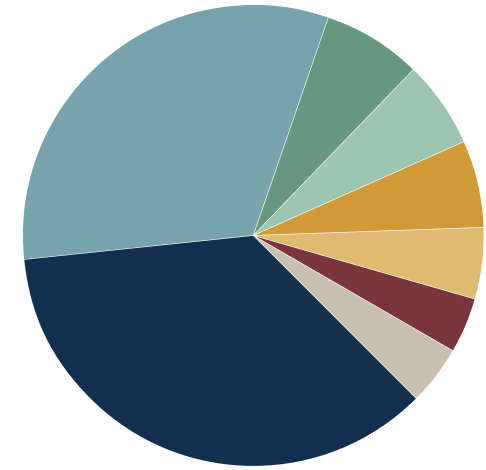
They told me, "Look. Here is a list of apartments. All you have to do is call and apply and, when you get that approval, we're going to help you out with the rent." They connected me with a furniture bank and that furniture bank delivered the furniture to my house – for free!

MUST answered that phone. They saved my life. I will forever be grateful for everything you have done for me, for my family. I love you so much, MUST Ministries. And I just want to say, "Thank you!"



SOURCES of REVENUE

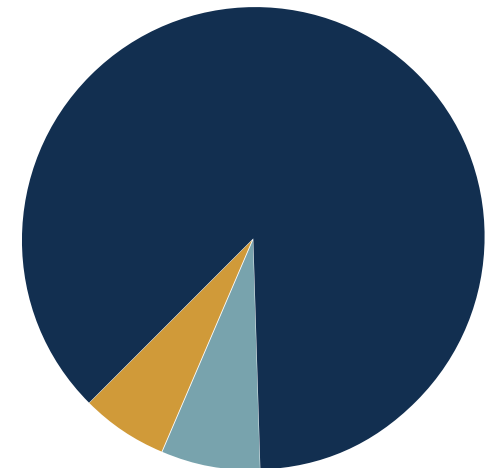
REVENUE	FY 2024	FY 2023
GOVERNMENT & FOUNDATION GRANTS	\$6,097,658	\$12,995,793
CONTRIBUTIONS & SPECIAL EVENTS	\$6,975,778	\$6,670,803
OTHER REVENUE	\$1,399,043	\$1,119,269
CAPITAL GRANTS & CONTRIBUTIONS	\$711,490	\$558,994
GIFT-IN-KIND	\$9,538,369	\$9,097,156
Total Revenue	\$24,722,338	\$30,442,015



GOV. GRANTS 36%
INDIVIDUALS 32%
FOUNDATIONS 7%
CORPORATIONS 6%
OTHER 6%
EVENTS 5%
RELIGIOUS 4%
MARKETPLACE 4%

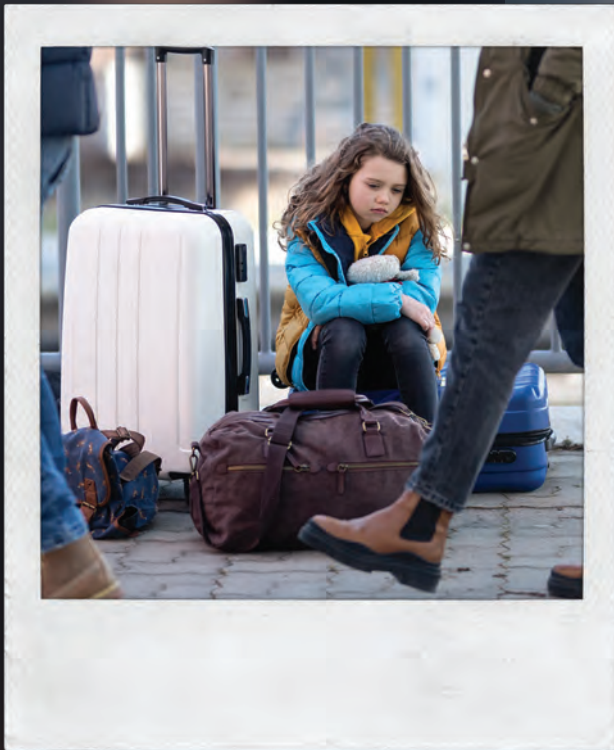
Total operating EXPENSE

EXPENSES	FY 2024	FY 2024	FY 2023
PROGRAM SERVICES	87%	\$21,835,600	\$29,419,289
ADMIN/ SUPPORT	7%	\$1,757,373	\$1,602,206
FUNDRAISING	6%	\$1,456,832	\$1,165,029
	100%	\$25,049,805	\$32,186,524



We have earned a Charity Navigator perfect 4-star & 100% rating; of the hundreds of thousands of rated charities, only 3% have earned a perfect 4-star & 100% rating.

PROGRAM SERVICES 87%
ADMIN/SUPPORT 7%
FUNDRAISING 6%



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FY24

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MUST Ministries is a faith-based 501(C)3 organization serving people in poverty in ten counties. MUST provides food, housing, workforce development, healthcare clinics, clothing and other significant programs to those in need.

WWW.MUSTMINISTRIES.ORG

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