

MISSION
OF LOVE
CHARITIES
ANNUAL
REPORT
2019



We are a nonprofit human services organization whose mission is to empower, educate, and advocate for low-income individuals and families in order to diminish poverty in our community.

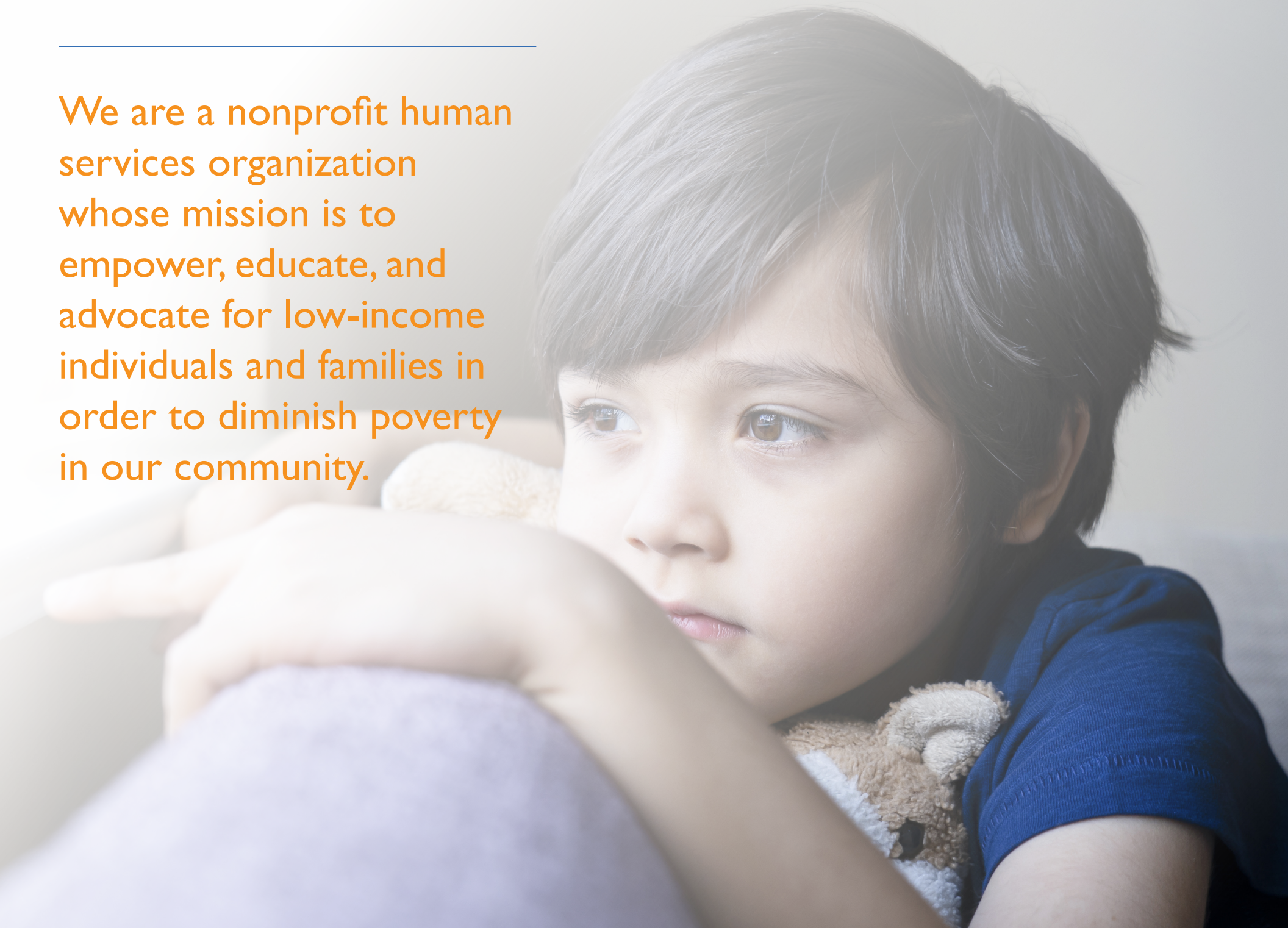


TABLE OF CONTENTS

Our Record—A Letter from the CEO	p. 4
We Are Here to Help—Who We Serve	p. 5
About the Mission of Love Charities.....	p. 6
A Letter from the President of the Board	p. 7
A Letter from the Vice Chair of the Board.....	p. 8
Plan for the Future.....	p. 9
The Fundraising Campaign.....	p. 10
Donors, Board of Directors and Staff	p. 11
2019 -2020 Financials	p. 12-13
Prince George's County Demographics	p. 14

“

Service is the rent
we pay for being.
It is the very
purpose of life,
and not something
you do in your
spare time.

”

Marian Wright Edelman
*Founder and President Emerita of
the Children's Defense Fund*

Our Record – A Letter from the CEO



Over the last year, the Mission of Love Charities, has continued to make a number of improvements and advancements in its operations. This is no small accomplishment, given the difficulties of managing change in an organization steeped in tradition.

We have scaled up and modified our operations in the face of the restrictions that were mandated in the context of the Covid-19 pandemic. While we curtailed a number of our services because of those restrictions and following social distancing requirements, we have continued, mostly in the context of the social distancing requirements, we have continued to operate our Food Pantry, which is the only five-days-a-week food pantry in Prince George's County.

As you might imagine, there has been a dramatic increase in the demand for food because of the economic impact of the pandemic. Many families, who were living on the edge, lost their jobs and are now faced with empty refrigerators, empty cupboards and mouths to feed. And then comes the worry about trying to pay the rent and utilities – which, of course, is only the start to major problems of eviction and homelessness, despite the eviction moratoriums.

In the closing months of FY2019, April, May and June, we began to see up to 1,500 visits a month from families, children and individuals who were desperate for food. This is almost seven times the number of people we were seeing earlier in the year. While our capability to help people with housing insecurity, i.e., rent and utility payments, was limited because of the pandemic restrictions, we were able to help some families and individuals.

While the demand for food and other support has increased dramatically, so has the need for financial resources to pay for this support. We were able to also scale up our efforts to solicit and attract funding, and over the last several months we have secured significant funding from Prince George's County, the State of Maryland, University of Maryland Capital Region Health, Sam Brin, Big Lots Foundation, TJX Foundation, Albertson's Foundation, Easterns Automotive and Urban Investment Partners. Moreover, we have several applications pending with other sources, and we are hopeful for positive results on those efforts.

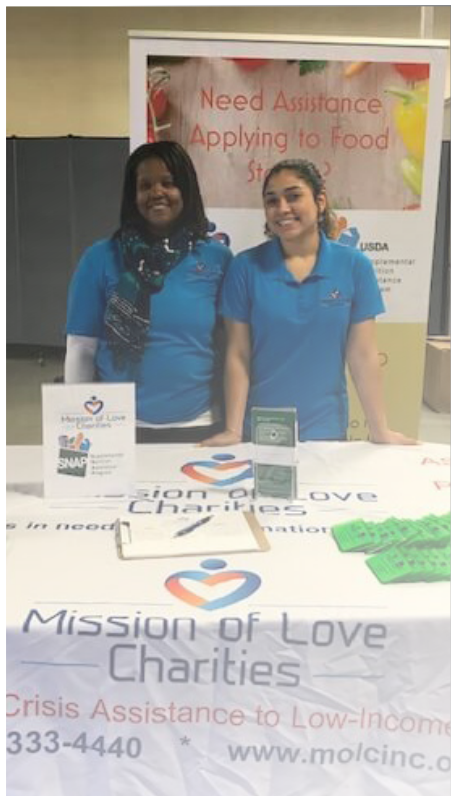
Meanwhile, we reached out to a number of government officials and agencies, as well as other nonprofit organizations to explore the possibilities of collaborations, and we are hopeful those efforts will yield successful results.

And we have had success in garnering news coverage on local television and print media as well as utilizing the full array of social media outlets in communicating our story and the value of our organization and its brand to a wide array of interested and supportive people.

We have also streamlined and reorganized our staff and volunteers so we are more productive, while remaining committed to the diverse array of people we serve.

All and all, I am happy to report that as a result of this work, that the Mission of Love Charities is on sound financial footing and in a position to consider expansion and advancement in a number of other areas of support for the people we serve.

Deborah Martinez
CEO of Mission of Love Charities



Working hard for the residents of Prince George's County

We are here to help!

That's the slogan for Mission of Love Charities, a nonprofit organization located in Capitol Heights, Maryland, right in the middle of a Prince George's County, Maryland, community that have more than its fair share of economic woes.

And for the last three decades, that's exactly what the Mission has been doing.

In particular, Mission of Love Charities provides an array of services to support homeless and low-income families, children and individuals in Prince George's County and nearby communities in Washington, D.C.

With a barebones staff and volunteers, the Mission is committed to serving and empathizing with the people in need who come to its doors seeking assistance. That assistance can run the gamut. It

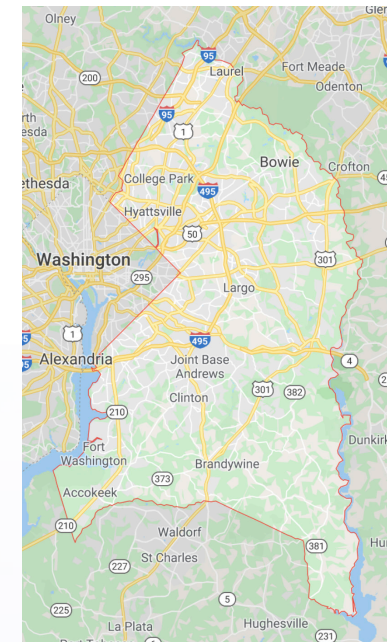
may include food supplies from the Mission's Food Pantry. It may be financial assistance to pay the rent or make a deposit on a place to live.

Or it may include other basic, essential support that gives people down on their luck some sense of personal dignity, accommodations such as showers and laundry, clothing and furniture, or even a designated place to receive personal mail.

With the help of many, many donors, supporters, corporations, foundations and the Prince George's County Government, the Mission of Love Charities has sustained these much-needed services in the community for the last several years.

We are now embarked on a new growth adventure for the Mission. And we would love to share our plans with you in hopes that you may want to join us in our quest to help more and more people, who find themselves in need of the basics of existence.

Who We Serve





About the Mission of Love Charities

Mission of Love Charities, Inc., was founded as a 501 (c) 3 nonprofit organization in 1991. Since its inception, it has provided services to more than 350,000 individuals and families in our community. Over the years, it has expanded its programs and services, and today our programs and services, the focus is providing basic needs and crisis assistance to low-income individuals and families who meet or are below the 150% federal poverty guideline and are either homeless or are at risk of becoming homeless.

The Mission operates the only Food Pantry in Prince George's County, Maryland, that is open five-days-a-week.

While we have curtailed a number of our services because of restrictions and following social distancing requirements we have continued to offer our basic needs, crisis assistance and homeless services programs usually include essential items such as clothing, furniture, food and rental or utility assistance. We also provide employability training and computer access, as well as a day center with showers, a washer and dryer so people can launder their clothes, a charging station for cell phones, and a mail center where people can receive personal mail. Additionally, we provide mental health, behavior health and dental health referrals. We also provide education about the benefits of the Supplemental Nutrition Assistance (SNAP) Program provided by the U.S.

Department of Agriculture, otherwise known as Food Stamps, and we help clients complete and submit applications for food assistance.

Core Values

- All homeless, low-income and disadvantaged individuals and families deserve to live with dignity.
- Training and education help impoverished people achieve dignity and stability.
- Quality of life improves when people's basic needs are met
- Connecting with the surrounding communities in Prince George's County and Washington, D.C., is fundamental to improving the lives of the people we serve
- Our staff and volunteers are committed to serving and empathizing with the people in need who come to us for help.

Charting a Course for the Future

While the coronavirus pandemic has caused a dramatic increase in the demand for the Mission's services, the Mission continues to look ahead and plan for growth, an increased and expanded array of assistance, improved facilities and more staff to cope with the increased demand.

A grand opportunity has presented itself to the Mission, and after careful consideration, the Mission Board of Directors and Executive Leadership has decided to expand into a building across the street from its current location, a building that once was a public school and which has been vacant for several years.

Join us as we tell the story of our dreams for the future.

A Letter from the President of the Board of Directors

Dear Colleagues, Friends, Supporters, Believers and Dreamers,

I want to tell you about our dreams for the future of Mission of Love Charities.

While we have been faithful to our mission of serving homeless and low-income families, children and individuals, we have found that the needs are far greater than our capacity to meet them.

And so now the Mission of Love Charities has an opportunity to expand and increase the impact of our operations and serve more and more people in our community.

The Prince George's County Economic Development Corporation has made an offer to the Mission, which we cannot refuse. They have a property right across the street from the current Mission facility at 6181 Old Central Avenue that is a vacant school, a public-school building that has not been used for several years. Prince George's County has given us the building and the land on which it sits. All we have to do is renovate the premises and move across the street.

Now, as you might imagine renovating a school building that has sat vacant for years is going to be quite a task. And it will be expensive.

So, we will need help. We will need your help in coming up with the funds to take advantage of this opportunity.

For now, our goal is to raise \$5 million to fund this project.

That's a lot of money. But it is doable. And I can't imagine anyone saying that it's not worth it.

Give it a thought. Think about joining us in our quest to be bigger and better in our services to the many needy people of our community.

And thanks for whatever you can do.

Sincerely,
Gary Michael
President of the Board of Directors of Mission of Love Charities





A Letter from the Vice Chair of the Board of Directors



For years, Mission of Love Charities has been a much-loved and much appreciated anchor in the community. We have found a way to come up with the resources to provide much-needed

help to the most down-and-out, sometimes even desperate people in our area.

Without Mission of Love Charities, many, many good people – families, children and individuals -- would face hunger, bad health and no housing, all with dire consequences.

But we are here, and we press on in our mission to serve the neediest people in Prince George's County, Maryland, and other nearby communities in D.C.

Today, Mission of Love Charities has a great opportunity to expand its facilities and expand its operations to serve more and more people. Through the auspices of the Prince George's County Economic Development Corporation, we

plan to renovate part of a vacant school building and the surrounding property across the street and move our headquarters there.

But we need your help to accomplish this task.

Estimates at this time indicate that we will need about \$5 million to renovate the old school building and property. So, we need to raise that money.

That will be a tall task. But it is doable. With your help.

Take a look at all the great things that Mission of Love Charities has done. Take a look at what is possible with this new facility. And then see if you can find a way to contribute to our quest to get this done.

I thank you for your consideration. We look forward to hearing from you.

Adenia Bradley
Vice President of the Board of Directors of Mission of Love Charities

Plans for the Future

Mission of Love Charities is exploring the possibilities of embarking on several new ventures that would definitely enhance its operations and increase the ways we serve people and increase the number of people we serve.

Included among these possibilities are the following:

- We are actively seeking partnerships with primary care, dental care and mental health care providers so that we can have more seamless and reliable resources for these needs.
- We are exploring the possibility of securing funding to support after-school and weekend supplementary education programs

for school-aged children who because of their economic circumstances are being left out and passed over with the remote learning and teaching offered by schools.

- We are in ongoing talks with professional associations and local educational institutions seeking ways to create and provide training and certification programs for people seeking employment as water treatment and management technicians, terrazzo craftspeople, and construction managers.
- We hope to reinvigorate our Workforce Employability Program that was curtailed because of the pandemic, a program that had significant success in placing previously unemployed individuals in well-paying jobs in technology and administrative positions.





The Fundraising Campaign

While we have not, as of yet, employed an architect or other construction professionals to assess the scope of work needed to renovate and prepare the building across the street, our preliminary estimate is that the cost of the renovation would be about **\$5 million**.

There will be several pieces of that project that will present opportunities for specific financial support, and we welcome the opportunity to

explore those possibilities with anyone who is interested in working with us on this.

Specifically, there will be several **Naming or Recognition Opportunities** available for people who are willing and able to provide major gift support for this project. For one example, the building itself could be named to honor a major donor.

Please Join Us

Please consider joining us in our quest to scale up our operations so that we can serve more and more of our community's most needy families, children and individuals.

This is an investment opportunity that you can surely be very proud of. And you can be assured that the return on your investment will be enormous.

We hope to hear from you.



CONTACT US

Deborah Martinez, CEO
Mission of Love Charities, Inc.
6180 Old Central Avenue
Capitol Heights, Maryland 20743
(301) 333-4440
dmartinez@molc-inc.org
www.molcinc.org

MOLC has served more than 348,000 disadvantaged individuals and families since its inception in 1991. Seventy percent of clients served live in Prince George's County and other jurisdictions in Maryland, 25% are from the District of Columbia and 5% live in Northern Virginia.

Our Donors

Prince George's County Stadium Project
Department of Human Services
SNAP Outreach Grant
Pleasants Construction Inc.
Southern Management
Maryland National Capitol Park & Planning
Buch Construction
Industrial Bank
Council Member Derrick Leon Davis
University of Maryland
NAI Michael
Tropical Smoothie
Melony Griffith
Leadership Prince George's Inc.
Council Member Dannielle Glaros
Quantum Companies
The Washington Football Team
UCAP
Linowes and Blocher, LLP
Chantonya Eason

Councilman Todd Turner
Ritchie Station
McNamee Hosea
Prince George's County Executive Office
Business Roundtable
CareFirst BlueCross BlueShield
ECS Mid-Atlantic, LLC
The Graham & Associates, LLC
IBEW local union
NAI Micheal
Meridiam Infrastructure NA
TJX Foundation, Inc
The Albertsons Companies Foundation
Tri-color Industrial, inc
Network For Good
Sergey Brin Family Foundation
University of Maryland Medical System
Giving Others a dream
Kaiser Permanente
The Washington Football team
Schwab Charitable

Board of Directors

President of the Board
Gary Michael
NAI The Michael Company

Vice-President of the Board
Adenia Bradley
Southern Management Corporation

Treasurer
Clement Troutman
Tropical Smoothie Café

Secretary
Alex Villegas
Rodgers Consulting, Inc.

Chris Bloyer
Washington Redskins

L. Anthony Perez
LA Perez Consulting

Kara Janine Ziegler
Kaiser Foundation Health Plan of Mid-Atlantic States, Inc.

Brandon Gurney
Stanley Martin Homes

Deborah Martinez (NV)
CEO Mission of Love Charities, Inc.

General Counselor (NV)
Norman Rivera, Esq.
Law Offices of Norman D. Rivera, LLC

Mission of Love Charities Staff

Chief Executive Officer
Deborah Martinez

Deputy Executive Director
Tamara Myers

Lead Case Manager
Yessica Molina

Warehouse Manager
Dwight Monroe

Executive Assistant
Melissa Lima

Driver
Don Hawkins

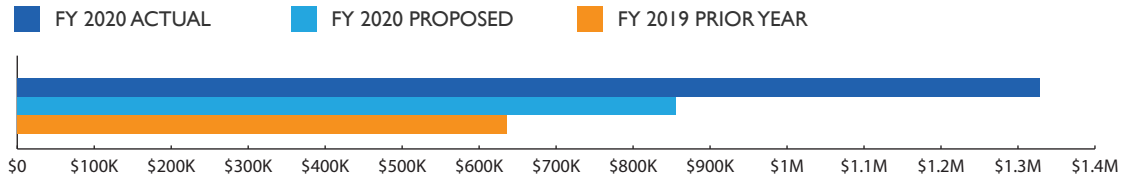
Case Manager
America Lucero

Associate
Stephen Grasty



Our Financials

REVENUE



	FY 2019 PRIOR YEAR	FY 2020 PROPOSED
REVENUE		
Fundraisers and events	117,333	115,000
Foundation	-	5,000
Donations	40,638	10,000
Contributions -Individual/small business	-	-
Non-government grants	-	-
United Way	1,770	3,000
Affiliated organizations	-	-
Indirect contributions - Membership dues	-	15,000
Miscellaneous/Interest Income/Sale	6,335	8,500
Grants	470,387	698,605
Payroll Protection Program (LT Liability)	-	-
TOTALS	636,463	855,105

	<u>FY 2019</u>	<u>FY 2020</u>
ACTUAL EXPENSES	PRIOR YEAR	PROPOSED
Salaries	275,379	399,040
Salaries - Payroll Protection Program	-	-
Benefits	43,880	50,000
Payroll taxes	24,612	35,000
Utilities	20,666	20,000
Travel and meetings	2,300	6,500
Professional fees	132,290	95,000
Marketing/advertising/printing	3,748	5,000
Insurance	15,491	22,000
Telephone	7,910	13,000
Membership/dues	3,499	
Vehicle Expense/maintenance & repairs	25,007	17,000
Supplies	21,367	
Postage	472	15,000
Client services	49,854	50,000
Grants, contracts & direct assistance	-	
Rent/parking & other occupancy	-	
Other expenses	-	86,450
TOTALS	626,475	809,490

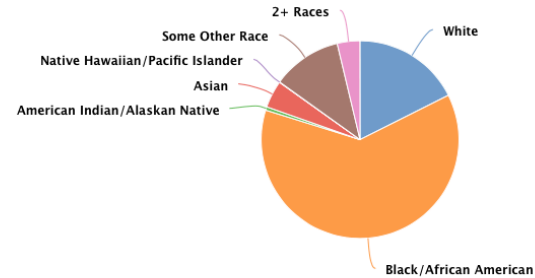


“
Service to others is
the rent you pay for
your room here
on earth.
”

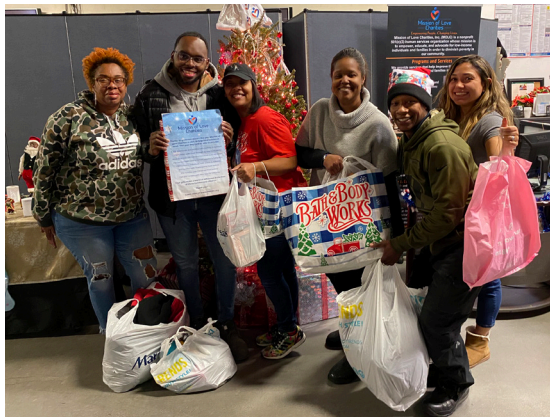
Muhammad Ali

Population by Race

County: Prince George's



Population by Race	County: Prince George's		State: Maryland	
	Persons	% of Population	Persons	% of Population
White	160,755	17.60%	3,288,458	54.12%
Black/African American	568,551	62.23%	1,836,354	30.22%
American Indian/Alaskan Native	5,131	0.56%	23,822	0.39%
Asian	40,595	4.44%	417,514	6.87%
Native Hawaiian/Pacific Islander	643	0.07%	4,064	0.07%
Some Other Race	103,988	11.38%	289,431	4.76%
2+ Races	33,905	3.71%	216,855	3.57%





6180 Old Central Ave. | Capitol Heights, MD 20743 | 301-333-4440
www.molcinc.org