



ANNUAL REPORT

2022



We are proud to announce that we’ve been selected as a trusted and critical small nonprofit organization in the Greater Washington region! It’s an honor to be selected by community advocates across the region based on our impact and work. Your support helps us continue to make a difference, close to home. Small nonprofits like ours make a big difference for the communities who live here.



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FROM DEBORAH MARTINEZ, CEO, MISSION OF LOVE CHARITIES

Dear Friends, Stakeholders, Supporters and Fellow Members of the Prince George's County Community and other Neighboring Communities:

In this, our 31st year, the Mission of Love Charities persists in its commitment to serve the most needy people of our region. Our mission has always been to serve homeless and low-income families and individuals, but with the severe impact of the COVID pandemic, the number of people who are coming to the Mission for assistance with food, rent, utilities, mental and primary care health care and other basic needs has increased dramatically. Indeed, most months more than 1,000 people receive food assistance at the Mission.

Unfortunately, the impact of the COVID pandemic has interrupted and sometimes curtailed these services. But the Mission persists in trying to serve the people who depend on us because they have nothing and are often desperate for assistance.

A major goal of the Mission is to raise the funds needed to renovate, rebuild and repurpose the abandoned school building across the street from its current facility. This building is the former Lyndon Hill Elementary School, which the Redevelopment Authority of Prince George's County has leased to the Mission for \$1/year. The renovation of the building is projected to cost about \$4 million.

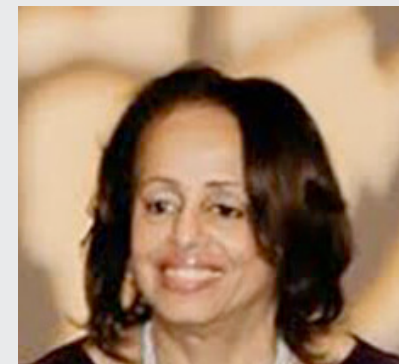
The new building promises to provide larger, improved and better equipped space that can accommodate several new and expanded Workforce Development programs that serve the needs of homeless and low-income people. Raising money and finding the financial resources to support the completion of the new building is a very high priority task for the Mission.

A concomitant strategic priority for the future of Mission of Love Charities is developing its Workforce Development, Education and Job Training Program, which will be enhanced in the new building. Many of the people who have lost their jobs due to the pandemic may not ever get their jobs back. And providing them with the training to get back on their feet economically is perhaps the best long-term solution to their situation.

The Workforce Development Program provides training that includes how to address the causes of lack of interest and confidence in getting a job, basic computer skills, financial literacy, remedial math, writing skills, goal setting and how to dress for success – as well as specific training to become a Certified Nurse Assistant or Geriatric Nurse Assistant, a Meetings Planner, or an OSHA Construction Inspector.

The program also includes the Cisco Networking Academy, which teaches coding skills. This year we also had STEM Building the Pipeline Workshops on Saturdays, and there were also Job Readiness Training Workshops.

Most, if not all of these people served by the Mission are faced with food insecurity, and Mission of Love Charities seeks to provide them with food supplies they need during this difficult time. Additionally, many of the people who come to Mission of Love Charities for help are faced with the possibility of being evicted because they do not have money to pay the rent or the utilities. In the past we had the help of ERAP (Emergency Rental Assistance Program) funds from the federal and state governments to provide assistance to these people. Unfortunately, those funds have been curtailed, and so now we do the best we can to refer people to other sources of assistance if they are faced with eviction. The problem is that there are not many resources available to help the people getting kicked out of their homes for nonpayment of rent.



Deborah Martinez, CEO

We continue to look to our friends, stakeholders and past and prospective donors to help us attract the funding necessary to renovate the building across the street, as well as sustain the basic needs that we provide to needy people on a daily basis.

Thanks to all of you for your support.

Sincerely,
Deborah Martinez

Indeed, most months more than 1,000 people receive food assistance at the Mission.



The members of
the Mission's Board
of Directors are
fully committed
and supportive of
the work of Mission
of Love Charities.

FROM PRESIDENT OF THE BOARD OF DIRECTORS, GARY MICHAEL



Gary Michael, President,
Board of Directors of Mission
of Love Charities, Inc.

Dear Friends of Mission of Love Charities,

Mission of Love Charities continues with its important work serving homeless and very low-income individuals, families and children with basic needs such as food, financial assistance for housing and utilities and job training. We are growing with increased support, but nonetheless we are faced with an increased demand for our services as the pandemic and the accompanying economic downturn has had such a negative impact on so many people.

The members of the Mission's Board of Directors are fully committed and supportive of the work of Mission of Love Charities. But we are always looking for ways to attract more and more people to invest in the vital work of the Mission.

One of our priorities is to grow and enhance our Workforce Development Education and Job Training Program. We know that people are best served if they are given a chance to get back on their feet economically. The pandemic was devastating to many people who were living on the margin economically. With job training and employability skills provided by our training programs, they can get back on their feet economically and become self-sustaining.

We are particularly enthusiastic about the prospect of rebuilding, renovating and repurposing the old school building across the street from our current facility. With the help of the Redevelopment Authority of Prince George's County, which has provided the building to the Mission for a \$1/year lease, we have great plans for expanded and enhanced Workforce Development Programs as well as being able to serve more people who have basic needs. While we focus on providing food and financial assistance for housing, we also refer people to primary care and mental health care services. And from time to time we offer COVID testing and vaccines, dental services and other help such as free back-to-school backpacks for school children and free haircuts.

The community has come to count on Mission of Love Charities to provide these services, and we need your help to sustain this work. We welcome your financial support. If you are able, please consider making a donation at <https://www.molcinc.org/shop/donate/>

Best wishes!
Gary Michael



IF YOU ARE ABLE, PLEASE CONSIDER MAKING A DONATION
at <https://www.molcinc.org/shop/donate/>

STATEMENT OF CURRENT POSITION

MISSION OF LOVE
CHARITIES PERSISTS IN ITS
COMMITMENT TO SERVE THE
MOST NEEDY PEOPLE OF THE
PRINCE GEORGE'S COUNTY,
MARYLAND, COMMUNITY.

Our mission has always been to serve homeless and low-income families and individuals, but with the health, economic and social effects of the coronavirus pandemic, the deleterious impact has been severe on many people, including many families with children, who were and are living on the very margins of society. The result is that the number of people seeking help at Mission of Love Charities continues to increase dramatically. Mission of Love Charities is working aggressively and has had some success in attracting and securing financial resources needed to meet this increased demand. However, the need still exceeds by far the resources we have available.



TOP STRATEGIC PRIORITIES

Given the ongoing commitment to its traditional mission, the emerging top priorities for Mission of Love Charities operations are:

- 1 The rebuilding, renovation and repurposing of the old Lyndon Hills school building across the street from its current facility
- 2 The growth and enhancement of its Workforce Development Program, which provides training for people to get back on their feet economically with new job skills and new employment.

The Mission projects that the renovation of the old school building will cost about \$4 million. As progress is being made toward the renovation of the school building, it is important to note that Mission of Love Charities has been awarded two bond bills by the Maryland state legislature, one for \$1 million and another for \$500,000.. While the efforts to attract financial support for this project continue, the Mission is in talks with the Local Initiatives Support Corp. (LISC) to secure significant funding. It is also in talks with general contractors who indicate they may be able to provide their services pro bono or free of charge. And the Mission has applications in the pipeline for an additional several million dollars in funding for the renovation.

Note that old school building is being provided to Mission of Love Charities by the Redevelopment Authority of Prince George's County for a lease of \$1/year. Note also that in anticipation of its move to a renovated building across the street that will accommodate more operations and services, the Mission in June of 2022 sold its current facility for \$1.6 million. The plan is to demolish the multi-story older building in the complex across

the street with the expectation that it would become new construction of housing for senior occupants. The one-story building adjacent to the older multi-story school building will be renovated to accommodate offices, classrooms and other Mission operations.

A number of recognition or naming opportunities are available at the newly renovated building. While a few prospects have toured the facility to learn firsthand what the possibilities are, no one has stepped forward as of yet to invest in a naming opportunity. The Mission continues to pursue these possibilities.

Another strategic priority for the future of Mission of Love Charities is developing its Workforce Development, Education and Job Training Program. Many of the people who have lost their jobs due to the pandemic may not ever get their jobs back. And providing them with the training to get back on their feet economically is perhaps the best long-term solution to their situation.

However, it's tough to get back on your feet when you are homeless and broke. It is especially difficult

to get together enough confidence and skills to qualify for a job and get hired. Recognizing these barriers for homeless and very low-income people, the Mission has implemented a Workforce Development Program.

The program provides training that includes how to address the causes of lack of interest and confidence in getting a job, life skills, basic computer skills, remedial math, financial health and budgeting, goal setting and how to dress for success – as well as specific training to become a Certified Nurse Assistant, a Meetings Planner, an OSHA Inspector, or a Water Treatment Technician. The program also includes the Cisco Networking Academy, which teaches coding skills. Many of the graduates of the program have gone on to secure full-time and part-time jobs.

There is a high demand for all of this training. More specifically, while the Certified Nurse Assistant class is limited to only eight people per class, there is a wait list for these classes of 140 people.

PROVIDING BASIC NEEDS TO PEOPLE WHO ARE IN NEED

Mission of Love Charities programs and services address the issues contributing to homelessness and help individuals and families by providing basic needed items and support.

Most, if not all of the people served by Mission of Love Charities are faced with food insecurity, and the Mission seeks to provide them with food supplies and meals that will help them during this difficult time. The Mission of Love Charities food pantry is open five days a week and provides free food for homeless and low-income individuals whose income is below 150% of the federal poverty guideline. It is the only food pantry in Prince George's County that is open five days a week.

Many of the people who come to Mission of Love Charities for help are faced with the possibility of being evicted from their homes because they do not have money to pay the rent, and many do not have the money to pay the utilities. Additionally, individuals and families seeking a new place to live often need assistance with the deposit. The financial resources available limit how much Mission of Love Charities can help these people with these needs. Many of the families seeking help are referred to other possible sources of assistance.

While the dramatic increase in the demand for services and basic needs has strained the financial resources of the Mission, it has also strained the capabilities and resources of its staff. Several key members of the staff have nonetheless personally risen to the task, and it is noteworthy that they performed their work in a manner and extent that is way beyond their job descriptions and the management's expectations of them. With their assistance and extraordinary performance, the Mission has been able to deliver services and help people way

beyond its projected capacity. An important service provided by several staff members is the ability to interact bilingually with clients (English and Spanish).

Mission of Love Charities programs and services address the issues contributing to homelessness and help individuals and families by providing basic needed items and support. Our basic needs, crisis assistance and homeless services programs help low-income or homeless individuals and families stretch limited

household incomes by providing essential items such as clothing, furniture, food and rental or utility assistance. Additionally, we provide primary care, mental health and behavior health referrals. We also help people learn about and apply for 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.

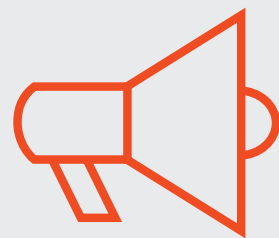
More than 1,000 people were able to get free meals every month over the last year, and 845 have picked up groceries every month. Some 19 families have been helped with financial assistance for housing costs.

Other special events such as a back-to-school backpack and supplies event, a free coat event, food for Thanksgiving, food and toys for Christmas, food and gifts for Mother's Day and Father's Day events, have been important and

essential outreach events for the Mission, which have attracted hundreds of participants. Along with the food and other supplies provided, the Mission also was able to have HIV testing, COVID vaccine shots, and other health care services at many of these events.



ADVANCEMENT AND MARKETING OF MISSION OF LOVE CHARITIES



Mission of Love Charities, Inc., was founded in 1991, and since its inception it has provided services to more than 450,000 individuals and families in our community.

The Mission of Love Charities food pantry is supplied through the generous donations of food and finances from several sources in the community. Additionally, the finances needed to help people with housing rent and deposit are supported also by financial donations – although the current need for housing assistance far outstrips the resources we have.

However, because of strategic and targeted external relations, marketing and promotions, grant applications and other fundraising efforts continue to produce results. Given the record of the last 12 months (FY2022), Mission of Love Charities expects to continue its momentum for the indefinite future of being able to not only sustain its current level of operations, but also explore opportunities to grow and enhance its impact on the people we serve.



BOARD MEMBERS AND STAFF

The Mission of Love Charities Board of Directors has two new members: Tony Paige and Nate Crittendon.



Tony Paige

Tony Paige is a veteran NFL player and current player agent. A native Washingtonian who graduated from DeMatha Catholic High School where he is now in their Hall of Fame, Paige went on to star with the Virginia Tech Hokies, and then to play nine seasons with the New York Jets, Detroit Lions and Miami Dolphins. He retired from professional football at the age of 30. He has been an NFL agent since 1994, representing players like Cam Newton of the Carolina Panthers, Randy Starks of the Miami Dolphins and 4-time Pro Bowl selection Kris Jenkins. Currently, he is with the Washington, D.C.-based representation firm Perennial Sports and Entertainment. He also is now a Studio Analyst for SNY and CBS.



Nate Crittendon

Nathaniel “Nate” Crittenden is a community-oriented entrepreneur with over 25 years of experience in the barber and cosmetology industry. He realized his dream of ownership by opening his first location of N’Style Hair Grooming in Bowie, Maryland, in April 2008. With two other locations in Laurel and Capitol Heights, N’Style has established itself as an Upscale Grooming brand where the “Who’s Who” of Prince George’s County, Maryland, gather for exquisite service in an uncompromising atmosphere. The recipient of many awards for his community service, Nate has provided free haircuts, back-to-school supplies and other gifts for several Mission community outreach events.

BOARD OF DIRECTORS

President of the Board
Gary Michael

Vice President of the Board
L. Anthony Perez

Brandon Gurney – 2018

Secretary – 2018
Alex Villegas

Treasurer – 2020
Clement Troutman

Chris Bloyer - 2016

Kara Janine Ziegler - 2018

Tony Paige – 2021

Nathaniel Crittenden – 2022

General Counsel (Nonvoting) -- 2014
Norman Rivera, Esq.

CEO (Nonvoting) -- 2019
Deborah Martinez

STAFF

Deborah Martinez
CEO

Adenia Bradley
Chief Operating Office

Yessica Molina
Director of Case Management

DiCarlo Wiley
Director of Operations

Lauren Kornegay
Case Manager

Gregory Torrance
Case Manager

Dwight Monroe
Supervisor of the Warehouse

Jatmna Polanco De Cabrera
Assistant Case Manager

Candida Freeman
Grants Manager

Ana Sorto
Executive Assistant to the CEO

FINANCES



The financial report for Mission of Love Charities, Inc., for FY2021, which ended June 30, 2021, indicates \$1,617,810 in revenues and \$754,592 in expenses, which resulted in a net revenue of \$863,218. Revenues for FY2022 are projected to be about \$2.1 million.

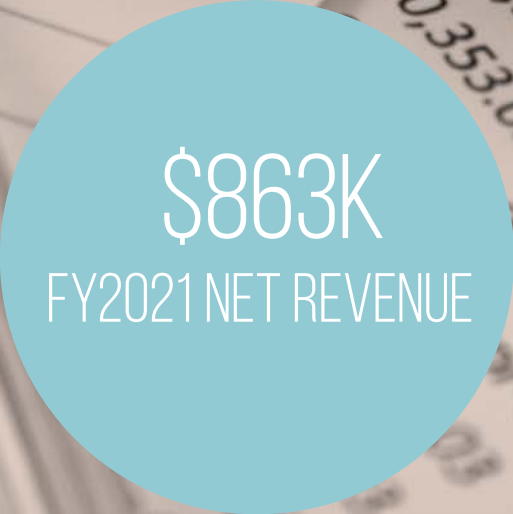
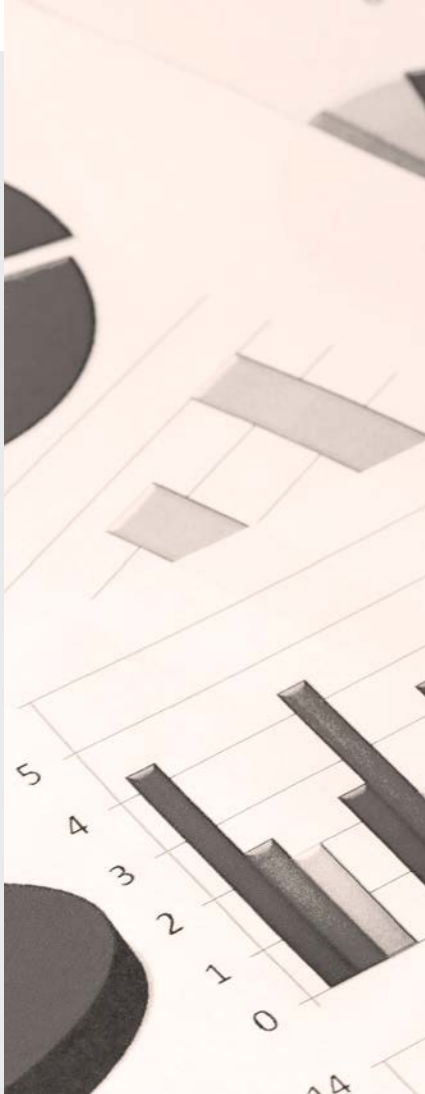
Current grants we have received total \$836,000 and include support with multiple grants from Prince George’s County, including CBDG, Domestic Violence, Stadium Impact, Non-Departmental, County Executive and County Council Chair, SNAP, State of Maryland ACIS and DHR Housing, and Elm Street Development. Additionally, the Maryland General Assembly has approved two bond issues in the amounts of \$1 million and \$500,000 to support the renovation of the old school building across the street from the current Mission of Love Charities facility.

Since coming to Mission of Love Charities in August 2019, the CEO Deborah Martinez has worked assiduously to identify and remedy problems, issues and flaws in the Mission’s management of its financial, human resources and general operations. She has made significant progress in that work, which has resulted in enhanced credibility of the Mission with its key stakeholders, financial supporters, the news media and the general public. This enhanced credibility has resulted in increased financial support, news media coverage and demand for the Mission’s services by people in need.

Additionally, Mission of Love Charities has developed partnerships and signed MOUs with several other nonprofit organizations who are in the business of providing human services to people in need in the community. Included among the organizations with which the Mission has developed partnerships are Capital Area Food Bank, United Way, Heritage Care, Community Crisis Services, Prince George’s Community College, Mental Health Association of Greater Washington and others.



A comprehensive report of the Mission of Love Charities finances for FY2022, July 1, 2021 – June 30, 2022, is available upon request.



PRIMARY NEEDS FOR THE FUTURE

While the prospect of the new building and the prospect of increased revenue streams for enhanced operations encourage the exploration of a number of possible new programs that would serve the needy people of the community, the key factors in the gearing up for those possible programs are:

- 1 **increased funding and**
- 2 **Hiring qualified staff.**

Both of which are significant hurdles to clear, although certainly feasible to accomplish.



BOTTOM LINE

The Mission expects to continue the growth and expansion of its revenues and operations that have occurred over the last three years. As it weighs the various options to go forward with growth and expansion, all options will be weighed against and evaluated according to how much they meet and accommodate the Mission's overriding mission and core values.

