

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.

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

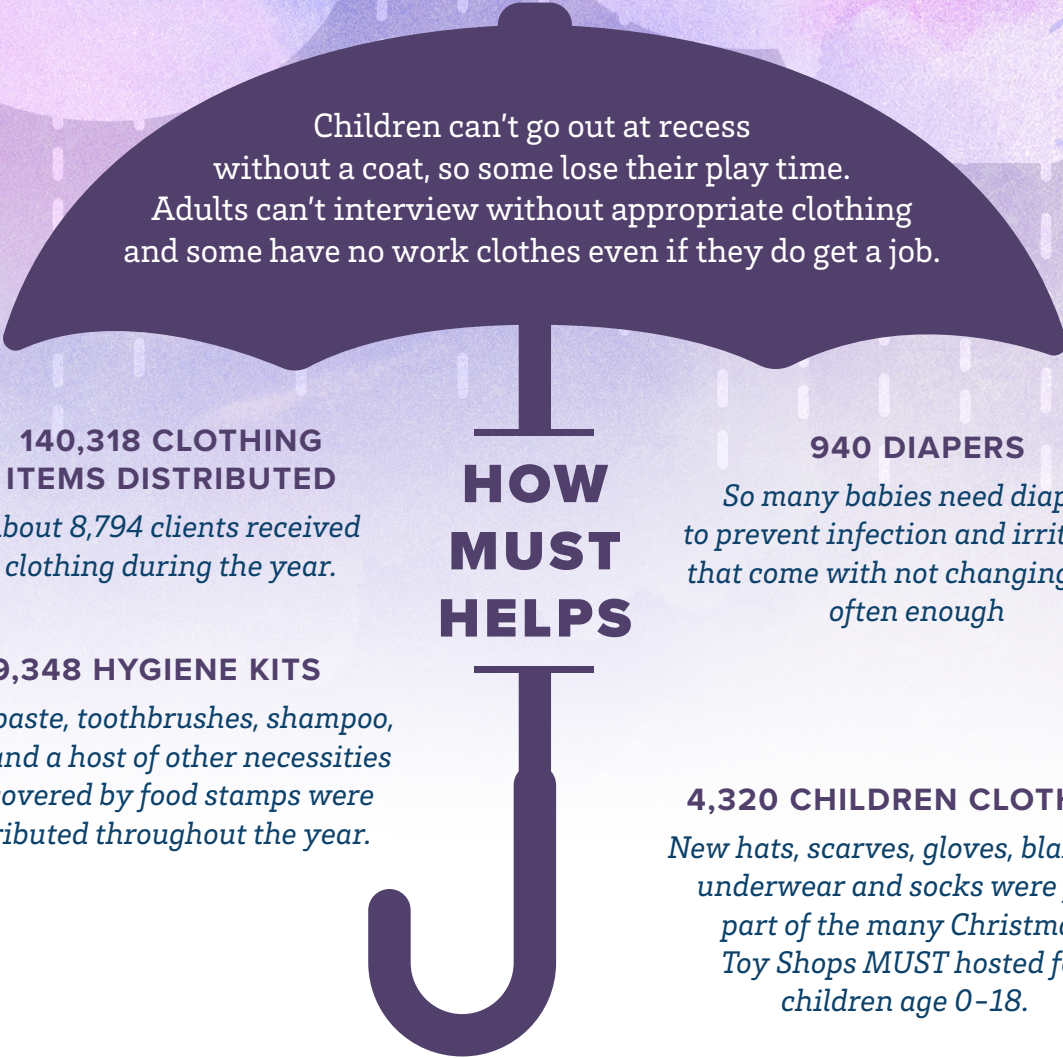
PROPER WORK ATTIRE

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

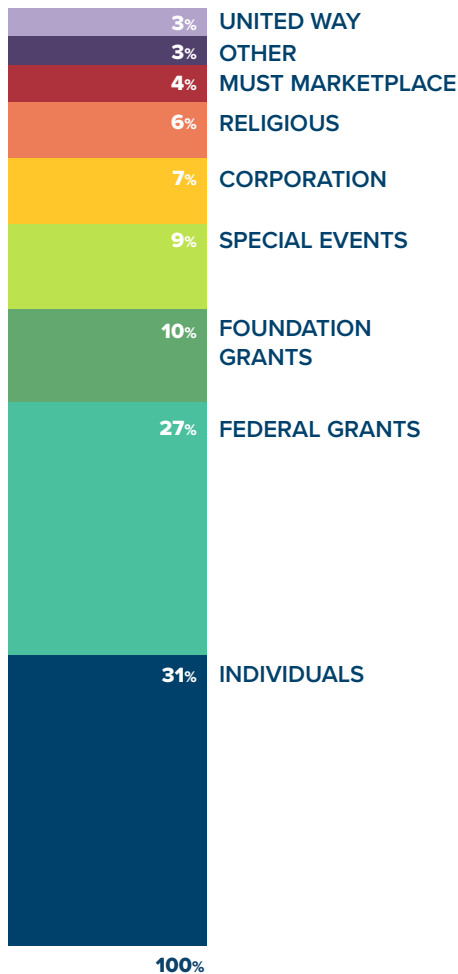
MUST hosted 17,399 volunteers who donated talent and compassion to serve their neighbors in need. Their valuable efforts equaled an estimated 176,138 hours of time.



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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Smith & Howard, PC

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Eric Baker & Associates,
Keller Williams First Atlanta

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The Barnes Law Group, LLC

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Walton Communities

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Monte Wilson
Hospital Executive



MUST **Ministries**

Serving Our Neighbors in Need

P.O. Box 1717 Marietta, GA 30061

Explore 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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