

central union
MISSION

*"No one should live hungry and homeless."
Matthew 25:35-40*

ANNUAL REPORT

2020



For Such a Time as This

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"I just want to say 'thank you' to these people here at the Mission for caring so much. We have great food, a place to sleep, we can play cards or chess and watch TV, take a shower. I mean, this is saving our lives."

Because of your support, Central Union Mission was able to be one of the earliest agencies in the city to respond to the COVID-19 crisis. Central Union Mission's COVID-19 response has preserved health and safety for guests at the shelter as well as families receiving food at the Family Ministry Center.



LETTER FROM THE PRESIDENT

For Such a Time as This

Living on the streets is not easy, but 2020 brought difficulties never before imagined. What can you do when the best ways to stay safe from COVID-19 (staying home, sanitizing, clean hands, clean masks) are completely unavailable to you? Out of this urgency, Central Union Mission worked quickly and effectively to keep our services going while also protecting those we serve from COVID-19 infection. We praise God that, as of the time we produce this report, we have not had any positive cases of COVID-19 at our shelter.

The pandemic has impacted most folks financially, but because of your faithfulness at “such a time as this,” we ended FY 2020 strong and trusting that God will continue to provide for the Mission and those who we serve. I hope you enjoy reading in this annual report, which chronicles all the work your donations and partnership have accomplished.

Thank you for your commitment to serving homeless and impoverished neighbors. We are grateful for your support, especially during these uncertain times.

Joseph J. Mettimano
President & CEO

MEN'S MINISTRY FOCUS

In complex times like these, a man needs more than a bed and meals. Men's Ministry programs not only provide for physical needs, they also give men the skills to return to their community successfully—with the educational, vocational and spiritual foundation to stand on their own. While COVID-19 certainly affected our numbers this year, we continue to make a big impact on our community.



Central Union Mission provided **49,155** bed-nights of shelter and **117,736** meals on-site for men experiencing homelessness. We gave **13,091** donated sandwiches to people who came to our doors. **Fifteen** employed men, recent alumni of Mission programs, live at our Lambert House transitional home. We also provided **312** medical and dental exams, and **186** men participated in health fairs with free medical testing. We served **80** U.S. veterans among our overnight guests. Staff and front desk personnel completed extensive emergency training to counteract complex health and safety issues. In FY 2020, **48** Mission residents moved into permanent housing.

RESTORATION & TRANSFORMATION PROGRAM

The Restoration & Transformation Program helped **14** men (**four** of them veterans) rehab from life-consuming addictions and/or dysfunction, nurture their walk with Jesus and prepare themselves for independent living, with help from **3,960** counseling sessions. **Forty-two** men dedicated or returned their lives to Jesus, **seven** were baptized and men and staff prayed for over **2,500** prayer requests.

WORKFORCE DEVELOPMENT & EDUCATION

The Mission's Workforce Development & Education program provides instruction and individualized vocational counseling to help return people to a productive place in their community.



BY THE NUMBERS



328

Workforce Development & Education participants



3

GED diplomas in progress



121

Men gained employment outside Mission programs. 75 secured full-time positions; 19 secured part-time employment and 27 work under contract.



356

Educational enhancement and skills training hours



25

Educational certificates received



1,110

Hours of PATHWAYS instruction and digital laboratory



208

Sessions (1,040 hours) of vocational and employment counseling

FAMILY MINISTRIES

In FY20, the Family Ministry Center provided over **290,000** bags of groceries to Relief & Restoration program members and families and individuals in our Emergency Relief program. Several new families, whose jobs were affected by the COVID-19 pandemic, were served, as well. The pandemic brought on average **1,000** new food recipients per month—compared to the 2019 rate of **333** per month.

Now serving about **5,750** people each month with free food, clothing and housewares, the Family Ministry Center saw a **50** percent increase in program participants during the COVID-19 crisis.



BY THE NUMBERS



\$7,156,765

Worth of food donated



400

Children received new backpacks filled with school supplies



40,200

Clothing and houseware items distributed



1,702

Prayer requests received



1,555

Thanksgiving turkeys (with the fixings) distributed



3,156

Seniors participating in Senior Fellowship programs



29

Participants responded to invitation to salvation or rededication to Christ



115

Received new cell phones from a generous donor



80

Students in parenting class, including Bible study



300

New participants in Relief & Restoration Program



222

Health Fair participants



181

Participants in Family Book Club and early stages education classes



42

Participants received legal services



Operation Christmas Miracle provided gifts for 1,000 children.



14

Participants in citizenship class

EVENTS AND SPONSORS



HeArt & Sole

HeArt & Sole, the Mission's signature fundraising event, brought 800 people into D.C. for a delicious night of chef-created tastings and live music to generate support and care for people experiencing homelessness.

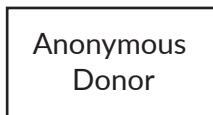


Many thanks to our HeArt & Sole VIP chefs who dazzled with their creations.

With nearly 40 chefs participating in HeArt & Sole, Mission friends enjoyed dozens of gourmet tastes and treats—all to help people experiencing poverty and homelessness.

THANK YOU TO OUR HEART & SOLE SPONSORS

Retro Sponsors \$25,000



Sandals Sponsors \$10,000



Gracia Martore Family Fund
Michael & Jacqueline Abbey



Heels Sponsor \$5,000

Anonymous Donor

BB&T Charitable Contributions

DTLR

NCTA

Kicks Sponsor \$2,500+

Anonymous Donor
Judy A. Bailey
deedee & Buzz Collins
Cornerstone First Financial, LLC

John & Sally Cox
Latham & Watkins, LLP
Rev. Donna Marsh & Ken
Levinson

The Stafford Foundation, Earl &
Amanda Stafford
Titanium Restorations

Sneaker Head Sponsors \$1,000+

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Golden Slipper Sponsors \$500+

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National Association of
American Veterans, Inc.
One & All, Inc.
Pamela & Stephen Roylance
Kimberly Shaw
Unite Here Local 25



SHOW SOME LOVE

Show Some Love

Show Some Love is our annual event that brings hope, encouragement and the Christmas spirit to our shelter guests.

At Show Some Love, guests enjoyed live music, delicious food served by festive volunteers and Christmas presents for all.

THANK YOU TO OUR SHOW SOME LOVE SPONSORS

Do You Hear What I Hear? \$5,000+

Anonymous Donor

Eric Lundberg

Passport Auto

Go Tell It on the Mountain \$1,000+

Alturas, LLC
Anonymous Donor
deedee & Buzz Collins
John & Sheila Frey
Dr. Carol Giffen

Todd Lavin
Robert MacKay
Mark & Lyn McFadden
Joseph J. & Cam-Vien Mettimano
Susan Molinari

Capt. Donald L. Monday
Kathryn S. Nutter
Pamela & Donnie Simpson
Jann W. Thompson
Linden H. Welch
Robert & Myra Wormald

VOLUNTEER HIGHLIGHTS

THANKS TO OUR VOLUNTEERS

Our faithful volunteers are critical to fulfilling the ministry of the Mission. A vital extension of our staff, volunteers enable us to complete critical jobs, serve even more people and extend the voice of the Mission throughout the D.C. area.

From July 2019 through February 2020, the Mission provided **3,812** on-site volunteer opportunities (**5,975** hours of volunteer work)—a **10%** increase over the previous year.

After the pandemic restrictions began in March, **277** off-site volunteer opportunities—just over **1,000** hours of volunteer work—were contributed. Volunteers created and/or donated:

- over **1,500** hand-sewn masks
- over **31,000** disposable masks
- over **2,000** N95 masks
- over **150** cases of disinfectant and antibacterial products
- an anti-viral light portal with installation
- over **2,000** prepared entrees and homemade desserts
- over **500** cases of bottled water
- over **1,000** cases of fresh and packaged food
- **115** free cell phones and service
- over **5,000** “Health & Wellness,” “Mealtime Inspiration” and “Fresh Start Personal Hygiene” Kits



During their school quarantine this spring, Della and Hugo Carney contributed hundreds of home-baked treats, made homemade hand sanitizer and recruited their friends to help.

CAMP BENNETT CHRISTIAN MINISTRY CENTER

Camp Bennett had a quiet summer because Maryland law prohibited overnight summer camps and large gatherings. Instead, Camp Bennett welcomed some family campers on its wooded camp sites and continued renovations begun in 2019, including enhancements to the playground, refreshing the swimming pool, a deep-cleaning of the kitchen and thorough reorganization of the gymnasium facility. The facility is now available for private rental, and next summer, Camp Bennett will shine for our campers.



Camp Director Michael Tate designed and built this new sign from generously donated wood.



Camp Bennett Christian Ministry Center's stream-side camp sites offer peace and relaxation for your family or small group.

PARTNER SPOTLIGHT



WHY CASSADAY & COMPANY, INC. IS A CENTRAL UNION MISSION PARTNER

by Steve Cassaday, Chairman & CEO, Cassaday & Company

Our firm helps wealthy clients make smart decisions about their charitable giving so they can be as effective as possible. Decisions about charitable giving can be challenging as donors must consider a variety of factors in order to ensure the greatest impact of their gifts. Factors include:

- Type of work the charity performs
- Vision
- Management and leadership
- Continuity and succession
- Effectiveness
- Financial stability
- Fundraising effectiveness
- Efficiency

Our experience in this regard has given our family a broad and deep knowledge of the eleemosynary landscape, and we have personally found that Central Union Mission literally checks all of the boxes necessary to make our list of recipients.

The mission of the organization—“Meeting the needs of our city’s homeless and hurting people by providing safe shelter, hot meals, medical care, job training and compassionate care to change lives in the Washington, D.C., metropolitan area”—was totally consistent with our family’s charitable goals to help people help themselves, and we are totally committed to a long-term giving plan with the organization.

A history of exceptional leadership has been a key component of the Mission’s success. I became close with former Executive Director David Treadwell and believed it would be impossible to replace this incredible individual when he retired and dreaded the day when it would happen. Finding Joseph Mettimano, the

new president & CEO, was a true blessing and brought a sigh of relief, as he is perfectly suited for the job and a worthy successor to Mr. Treadwell. Joe brings experience with the homeless community, as well as a robust resume of charitable work that shows a deep commitment to service.

We consider a donation to Central Union Mission to be an investment in the future of our community that has a high probability of driving meaningful change and literally transforming the lives of the neediest and most vulnerable in our community.

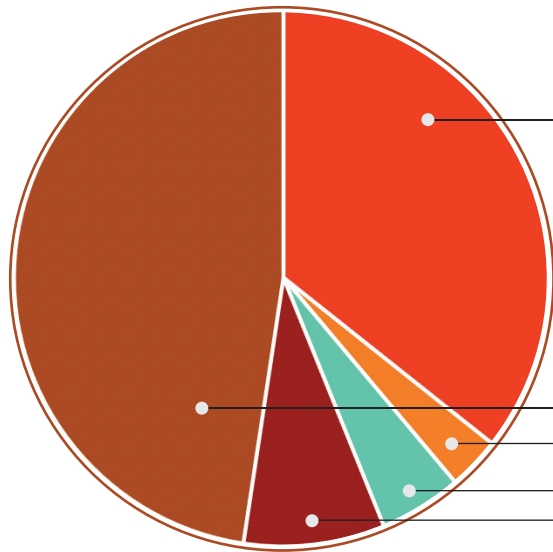


Steve Cassaday, CFP®, CFS, has been advising investors professionally since 1977. After 16 years of holding senior and management positions with several major New York Stock Exchange member firms, in 1993, Steve founded Cassaday

& Company, Inc., an independent advisory firm, in McLean, Virginia. Cassaday & Company, Inc. is nationally recognized as a leading firm and has grown from \$40 million in assets under management or supervision to \$3.5 billion (as of Sept 2020) with 62 employees, assisting more than 2,200 households throughout the United States.

In 2020, Barron’s Magazine ranked Steve as the #1 Advisor in Virginia for the sixth time on its list of ‘America’s Top 1,200 Advisors: State by State.’ Barron’s also cited him as one of the Top 100 Independent Financial Advisors in the country and recognized him on its Top 100 Advisors list for all financial advisors in the United States. Steve has appeared on both the Barron’s Top 1,200 Advisors and Top 100 Independent Advisors lists every year the awards have been offered.

FINANCIAL REPORT

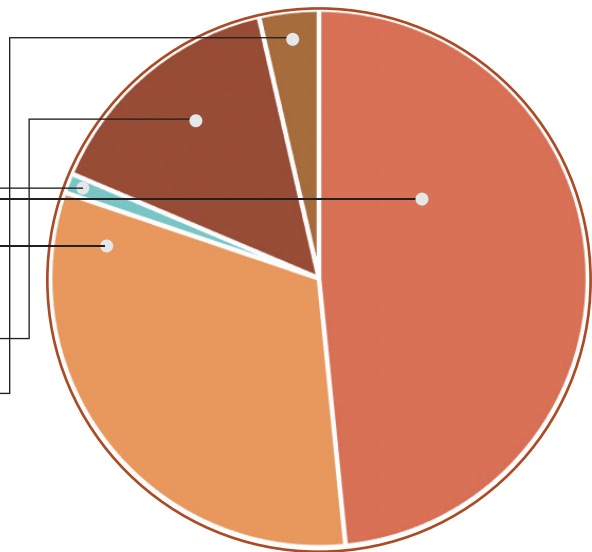


INCOME SOURCES

- INDIVIDUALS & APPEALS \$6,008,412 | 36%
 - CHURCHES \$204,324 | 1%
 - BUSINESSES & ORGANIZATIONS \$180,788 | 1%
 - BEQUESTS \$151,972 | 1%
 - GRANTS \$841,357 | 5%
 - OTHER INCOME \$1,427,739 | 8%
 - GIFTS-IN-KIND DONATED \$8,013,783 | 48%
- TOTAL INCOME**
\$16,828,375

WHERE YOUR GIFTS GO

- FAMILY MINISTRY \$7,397,988 | 48%
 - MEN'S MINISTRY \$4,854,684 | 32%
 - PARTNERS MINISTRY \$180,433 | 1%
 - DEVELOPMENT & COMMUNICATIONS \$2,296,141 | 15%
 - ADMINISTRATION \$549,547 | 4%
- TOTAL OPERATING EXPENSES***
\$15,278,793



For every one of Central Union Mission's 136 years, we have been funded and equipped by concerned private individuals, church, companies and community groups—not the government. We appreciate that your financial giving and volunteering are godly models for our guests.

Generous supporters donated **\$16,828,375** in cash and gifts-in-kind, which includes **\$151,972** bequeathed in legacy gifts. We are grateful to these friends and organizations that contributed critical goods, services and financial support.

*excludes depreciation expense; in-kind donations included with relevant ministries. (Family Ministry Center includes most of the donated foods.)

THANK YOU TO OUR FY2020 DONORS

INDIVIDUAL DONORS

We appreciate these donors who benevolently contributed \$10,000 or more.

Michael & Jacqueline Abbey	Eric Lundberg
Anonymous Donor	Robert J. MacKay
Sandra O. Carlson	Joseph & Gracia Martore
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Deep appreciation to the individuals who charitably contributed \$5,000 to \$9,999 this year.

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We appreciate these individuals who generously contributed \$1,000 to \$4,999 this year.

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Matthew 25:35-40*

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Our mission is to glorify God through proclaiming and teaching the gospel, leading people to Christ, developing disciples and serving the needs of hurting people throughout the Washington, DC, metropolitan area.



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