

2002–2003 Annual Report

Next Steps

define goals

overcome obstacles

to dignity and

get jobs

permanent housing

self-reliance

SAMARITAN
MINISTRY
of Greater Washington 

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Dear Friends,

This year's very positive experience, as we look back on it, seems like nothing short of a miracle. After two very challenging years of financial struggle, involving the painful cutting of program staff, we ended this year with a balanced budget. We want to thank you for your support throughout the year, and especially for the tremendous work done to raise awareness and funds around the Fannie Mae Help the Homeless Walkathon. That effort raised over \$108,000 for our work!

This good news means that Samaritan Ministry, your ministry, has been able to maintain its program staff, services and locations, make significant improvements, and prepare to double the size of our Partner Arms transitional housing program this year. The *Next Step* program continues to support participants with encouragement, information, referrals and modest levels of resources tied to their *Next Steps*.

As always, we are inspired not only by the sacrifices and dedication of our paid and unpaid staff, but by the courage, commitment and determination of our program participants who continue in the face of adversity to work toward their goals one step at a time. The *Next Step* program continues to support them but the real successes belong to those who are helping themselves and their families to improve their futures.

Another source of encouragement this past year has been the adoption of a strategic plan by our Board of Directors, reaffirming our fundamental principles and mission, but calling for increased attention to outreach to participants and parishes, evaluating our program, our governance structure, and the role of volunteers in our ministry. New initiatives in each of these areas are already underway.

We are thankful for the tremendous support this ministry has received from so many people this past year. We look forward with optimism to the coming year, to the challenges it will bring, and to our work with you, as we all take *Next Steps*.

Yours faithfully,



Lisa Birchard
President



David Downes
Executive Director

*It is only through
the commitment
of our volunteers
that Samaritan
Ministry can
accomplish
its mission of
bringing together
the homeless and
others in need with
parishioners and
staff to improve
the lives of all.*



Samaritan Ministry

Dedication

*This annual report
for the year
April 1, 2002
through
March 31, 2003
is dedicated to
Walter (Mac)
and
Franna
McClelland
in thanksgiving
for their
many faithful
years of service
to Samaritan
Ministry and
its participants.*

Mission

Samaritan Ministry of Greater Washington is a community partnership bringing together homeless people and others in need in Greater Washington with support and volunteers from Episcopal and other churches in a joint effort to improve the lives of all. Samaritan Ministry pursues this goal by:

- **Promoting awareness** of community needs,
- **Fostering partnerships** at all levels,
- **Breaking down barriers** imposed by poverty and
- **Developing participants' abilities** to help themselves to better lives.

History

Samaritan Ministry was founded and incorporated in 1986 by 12 Episcopal parishes in the Washington, DC area. It grew out of an emergency assistance program begun in 1980 at St. Stephen and the Incarnation Episcopal Church in Northwest Washington. Programs formerly run by the Episcopal Caring Response to AIDS (ECRA) were incorporated into Samaritan Ministry in November of 2000. A 501(c)3 non-profit corporation, its Board of Directors is comprised of representatives from Partner Parishes, now totaling 43 (with one contributing partner). Services are provided at five locations in the Washington metropolitan area.





Northwest, DC (Main) Office
1516 Hamilton Street, NW
Washington, DC 20011
202-722-2280 (phone)
202-722-2288 (fax)



Southeast, DC Office
2451 Ainger Place, SE
Washington, DC 20020
202-889-7702 (phone)
202-889-7705 (fax)



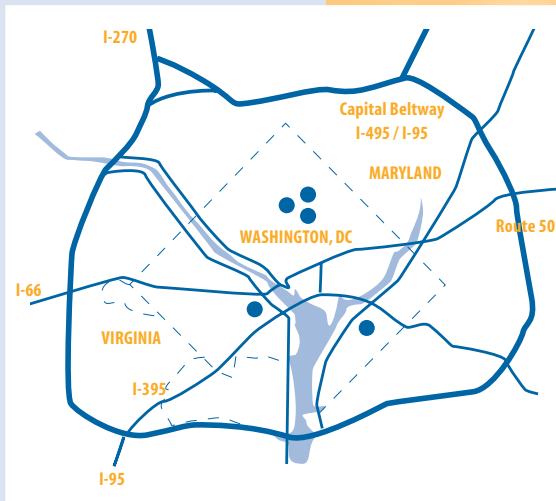
Northern Virginia Office
2924 Columbia Pike, #208
Arlington, VA 22204
703-271-0938 (phone)
703-281-0941 (fax)



Partner Arms I
935 Kennedy St, NW
Washington, DC 20011
202-829-5614 (phone)
202-829-5616 (fax)



Partner Arms II
4506 Georgia Ave, NW
Washington, DC 20011
202-722-6305 (phone)
202-722-6307 (fax)



When asked what she gains by volunteering in the Southeast Office, Resume Writer Ellen Frost replied, "What do I gain? Learning. Insight. Humility. Gratitude for the circumstances of my life. A sense that I have helped someone in a small way."

Jackie

Samaritan Ministry Next Step Program Participant Success Story

Jackie had been living on the streets and was HIV positive when she first came to our office last year. As we got to know her over several visits, we learned she was determined to rise above her challenges. She had given up alcohol, drugs and even cigarettes. "I want to live," she declared one morning.

With the help of Samaritan Ministry caseworkers, Jackie got to work. She began looking for housing and a job, finding a space at a Washington shelter and later at one in Virginia, where she also found temporary work. She met with Samaritan Ministry's HIV/AIDS services staff and they referred her to a clinic to have her first blood work in six months.

Jackie's *Next Step* was to focus on finding a Section 8 apartment. She poured over low-income housing lists that Samaritan Ministry provided for her, as well as classified ads. She also met

The *Next Step* Program

During 2002-2003, more than 1,000 people participated in Samaritan Ministry's unique *Next Step* program at one of three offices in Northwest and Southeast Washington and in Arlington, Va.

About half of these participants were new to the program. They made an average of six visits each to work with caseworkers and together they set more than 7000 *Next Steps* for themselves. They completed 65 percent of these steps during the year, a 5 percent increase over the previous year. Two hundred people completed resumes during the year and more than 100 completed employment workshops. One hundred and seventy-four participants were hired during the year and 75 percent of those who set employment goals achieved them, a 20 percent increase over the previous year.

HIV/AIDS staff, many of whom are volunteers, conducted seven four-day spiritual retreats during the year with a total attendance of 170 retreatants. Monthly "round-ups" provided retreatants with the chance to get together again after retreats and 155 people attended these "reunions" during the year. Monthly support groups conducted at the Unity Day Care Center served another 147 people. Also, during the year, Samaritan Ministry was able to provide burial and funeral assistance and support to the families of 126 people who died with AIDS during the year. In each case, staff applied the *Next Step* philosophy to help people take positive *Next Steps* in their lives.

The Partner Arms transitional housing program had been planned to double during the year, but this expansion had to be deferred because of construction delays at the new 13-unit apartment building, Partner Arms II. Work groups from Samaritan Ministry Partner Parishes provided "sweat equity" on 16 Saturdays during the year, helping with construction, and 12 parishes "adopted" apartments to furnish before new residents move in.

At Partner Arms I (the existing building), 18 families spent a portion of the year in one of the 14 apartments there—four moved out to places of their own, 10 were at Partner Arms for the entire year and four moved in as new residents. Samaritan Ministry parishes refurbished each of these apartments for the new residents. Using the *Next Step* approach, residents realized

many successes. One woman came to Partner Arms with her developmentally delayed toddler son and a history of substance abuse. She took *Next Steps* resulting in diagnostic health treatment services for her son and appropriate placement for him in school. She obtained full-time employment in the field of property management and even purchased a car. This resident is due to graduate soon from Partner Arms and has secured a two-bedroom home for her family. All of the Partner Arms residents are taking *Next Steps* like these towards self-sufficiency for themselves and their families.

Staff turnover and cutbacks due to budgetary constraints in the previous year hampered our ability to do as much outreach to prospective participants as we had hoped. Plans to reverse this situation, utilizing more volunteers, are being put into action for the coming year.

Program Stats

Employment and Social Services:

Total Participants	923
Total Visits	4,161
<i>Next Steps</i> Completed	4,597
ID Assistance	286
Resumes Completed	200
Employment Workshop Attendees	169
Number of Participants Hired	174
Housing Steps Completed	305
Clothing Obtained	178

HIV/AIDS Services:

Spiritual Retreat Participants	170
Monthly Round-up Participants	155
Burial Assistance (# of families)	126
Bereavement Counseling (# of participants)	119
Support Group Participants	147

Transitional Housing Services:

Partner Arms Families	18
<i>Next Steps</i> Taken at Partner Arms	709

JACKIE

(continued)

with a credit counselor to help her qualify for an apartment lease.

Finally, Jackie won conditional approval for a Section 8 lease on an apartment in Arlington. The only stipulation was that she enter into a payment plan with her previous landlord, to whom she owed substantial back rent. The landlord agreed and Jackie is now in her new apartment.

These days, Jackie is looking for permanent work and planning to take computer and GED classes. She also is taking part in support groups and AA meetings. She has become involved with a local church and spends more time visiting with her mother and the rest of her extended family.

Jackie's dedication and positive attitude have been an inspiration to our program staff. We look forward to working with her in the months to come as she continues to take *Next Steps*. ♦



HIV/AIDS & Substance Abuse

Many times, program participants who are HIV-positive are also battling substance abuse. Some feel the need to seek drug or alcohol treatment away from their usual surroundings. Over the last year, Samaritan Ministry caseworkers have been able to make this happen. Because of an effective working relationship with the staff of a Baltimore treatment facility, Samaritan Ministry caseworkers were able to arrange long-term treatment there for 27 HIV-positive participants.

Outreach to Other Organizations

In addition to working directly with program participants, Samaritan Ministry caseworkers reach out to other organizations for information and referrals. This past year, with the help of energetic intern caseworkers assigned to the Southeast office, caseworkers nearly doubled their level of networking with organizations that help people in need. They visited the offices of several organizations that work with ex-offenders to learn about their services and inform them about our *Next Step* program. They reached out to homeless shelters and to government agencies that place families in shelters to let them know about our services. Caseworkers met with housing agencies to figure out how to work together to help homeless men and women find places to live and help families find subsidized housing.



Going Paperless

Over the past few years, Samaritan Ministry has been developing a computer database of casework information. The goals are to help offices share information confidentially, help supervisors more easily monitor cases, make it easier to create reports on program statistics and to make it possible to conduct casework at remote locations. The move has also cut down on paperwork. During the past year, the Southeast office became the first to go entirely paperless. Only irreplaceable participant documents such as birth certificate originals are kept. All registration forms, case notes, resumes and the like are now kept in electronic form. Following Southeast's success, other Samaritan Ministry offices expect to go paperless early in the coming year.

Partner Arms II

Renovation of the Partner Arms II building on Georgia Avenue, NW, in Washington, was nearly complete at the end of our fiscal year. However, construction delays prevented the planned doubling of our transitional housing program during 2002–2003. Families were expected to begin moving in by July 2003.

Partner Arms II will not only include apartments for 13 homeless families, but will also include office space for a caseworker, a substance abuse counselor and the supervisory caseworker for both Partner Arms I and Partner Arms II program staff.

Most of the apartments in Partner Arms II have been “adopted” and furnished by Samaritan Ministry Partner Parishes. A number of parishes helped with construction during Saturdays throughout the year. Transitional Housing Corporation, which secures the funding and manages the buildings for the Partner Arms program, hired a volunteer coordinator in 2002. However, Samaritan Ministry’s volunteer director continues to serve as a point of contact for volunteers from our Partner Parishes who want to be involved with the Partner Arms program.

With the opening of Partner Arms II, a total of 27 families will be served by our two-year *Next Step* transitional housing program.



Penelope

Samaritan Ministry *Next Step* Program Participant Success Story

Penelope came to Partner Arms with a long history of substance abuse, separation from her teenage daughter (who had emotional health issues caused by abuse), and living on the streets and in abandoned buildings. Penelope embraced the *Next Step* approach to the challenges in her life setting personal goals for herself in education, employment and family life.

With stable housing and encouragement and support from Samaritan Ministry caseworkers, Penelope has obtained full-time employment (concurrently holding a part-time job) and training as a certified Child Development Associate. Her daughter is living with her and is receiving the help she has long needed. And Penelope is now taking *Next Steps* toward a new goal for herself—a B.S. degree in Child Development. ♦

Partner Parishes

About the only down note that Partner Parishes faced this year was having to say goodbye to long-time volunteer and Partner Parish representative Walter "Mac" McClelland of All Saint's in Chevy Chase, Md. Mac, a regular fixture at Samaritan Ministry offices and a prime example of the spirit of volunteerism, decided to move west this year.

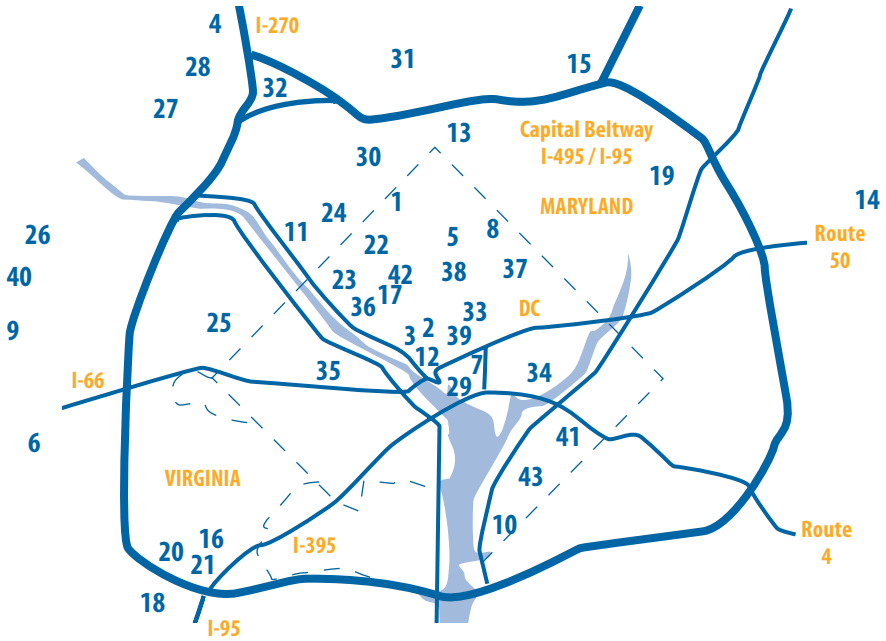
Samaritan Ministry's Partner Parishes are Episcopal and other congregations from throughout metropolitan Washington who contribute to our mission in a multitude of ways.

In addition to making financial contributions totaling \$154,473 in FY2003, Partner Parishes provided volunteers who served as part-time staff members, as members of committees, task forces and the Board of Directors, and as liaisons between their parish and Samaritan Ministry. Partner Parishes organized Help the Homeless Mini-Walks, food and toiletries drives, Christmas parties and a variety of other supportive events. During 2002–2003 many parishes pitched in to help renovate Partner Arms II and to furnish its apartments for new residents.

This year, the roster of Partner Parishes also grew. With the addition of St. Patrick's and St. David's, both in Washington, Samaritan Ministry now boasts 43 partner parishes as well as one contributing partner—Emmanuel Church of Middleburg, VA.

In January 2003 the Executive Council of the National Episcopal Church reconfirmed Samaritan Ministry's recognition as a Jubilee Center of the Episcopal Church (since 1987). A Jubilee Center is "committed to a ministry that reaches out to the poor and oppressed, that attempts to empower people, that is willing to advocate for them, and dares to share the Gospel and the love of God in an unconditional manner." Samaritan Ministry works, and has Partner Parishes, in the Episcopal Dioceses of Washington and Virginia. There are, however, no religious requirements for participation in its program.





Partner Parishes

- | | |
|---|--|
| <ol style="list-style-type: none"> 1. All Saints' Episcopal Church, Chevy Chase, MD 2. All Souls' Episcopal Church, DC 3. Christ Episcopal Church, Georgetown, DC 4. Christ Episcopal Church, Rockville, MD 5. Christ Lutheran Church, DC 6. Church of the Apostles, Fairfax, VA 7. Church of the Epiphany, DC 8. Church of the Holy Comforter, DC 9. Church of the Holy Comforter, Vienna, VA 10. Church of the Holy Communion, DC 11. Church of the Redeemer, Bethesda, MD 12. Grace Episcopal Church, Georgetown, DC 13. Grace Episcopal Church, Silver Spring, MD* 14. Holy Trinity Episcopal Church, Bowie, MD 15. Our Saviour Episcopal Church, Silver Spring, MD 16. St. Alban's Episcopal Church, Annandale, VA 17. St. Alban's Episcopal Church, DC 18. St. Andrew's Episcopal Church, Burke, VA 19. St. Andrew's Episcopal Church, College Park, MD* 20. St. Barnabas' Episcopal Church, Annandale, VA 21. St. Christopher's Episcopal Church, Springfield, VA 22. St. Columba's Episcopal Church, DC 23. St. David's Episcopal Church, DC** | <ol style="list-style-type: none"> 24. St. Dunstan's Episcopal Church, Bethesda, MD 25. St. Dunstan's Episcopal Church, McLean, VA 26. St. Francis' Episcopal Church, Great Falls, VA 27. St. Francis' Episcopal Church, Potomac, MD 28. St. James' Episcopal Church, Potomac, MD 29. St. John's Episcopal Church, Lafayette Square, DC 30. St. John's Episcopal Church, Norwood, Chevy Chase, MD 31. St. John's Episcopal Church, Olney, MD 32. St. Luke's Episcopal Church, Bethesda, MD 33. St. Margaret's Episcopal Church, DC 34. St. Mark's Episcopal Church, Capitol Hill, DC 35. St. Mary's Episcopal Church, Arlington, VA 36. St. Patrick's Episcopal Church, DC** 37. St. Paul's Episcopal Church, Rock Creek, DC 38. St. Stephen & the Incarnation Episcopal Church, DC 39. St. Thomas' Episcopal Church, DC 41. St. Timothy's Episcopal Church, DC 42. Washington National Cathedral, DC 43. Young's Memorial Church, DC |
|---|--|

Contributing Partner

Emmanuel Church, Middleburg, VA (not pictured)

*New Partners 2002

**New Partners 2003

Volunteers

Recently, our volunteers were asked why they choose to donate their time at Samaritan Ministry. Their responses revealed just how special they are.

██████████

*Longtime
Front Office
Coordinator*

*Robert Trautman
shared these*

comments:

*“I have been
volunteering
at Samaritan*

*Ministry for the
past six years and
continue to do so*

*because in this way
I can do some good
in a world that
needs so much good
to be done.”*

He added,

*“I see the world as
increasingly in
trouble, with too
few people caring
and doing little,
except looking out*

Samaritan Ministry depends on volunteers each and every day of the year to keep its program running. The volunteer program has always been at the heart of Samaritan Ministry. Just look at the staff roster. Part-time staff volunteers outnumber regular full-time staff two to one! Volunteers hold such positions as Front Office Coordinator, Caseworker, Resume Writer, Employment Workshop Leader, Clothing Closet Organizer, Food Pantry Stocker and more. Without their dedication, many services to program participants would not be possible.

Along with weekly staff volunteers, hundreds of others serve on an as-needed basis to complete one-day projects. Various youth groups can almost always be found volunteering at Samaritan Ministry offices. Whether they’re doing yard work, sorting clothes, stocking the food pantry, deep cleaning the office, or helping with administrative tasks, they are always busy. These groups range in size and age and come from all over the country! This year youth groups came from Illinois, Oregon and California in addition to the numerous youth from Partner Parishes and other congregations in the Washington Metro area. Youth groups also get involved with Samaritan Ministry by participating in our Urban Experience Workshop. This Saturday workshop is an introduction to the diverse neighborhood where Samaritan Ministry’s Northwest office is located and it is an invitation to discover new possibilities for ministry.

Another way in which volunteers provide invaluable service is helping with special events. This year hundreds of volunteers, young and old, participated in three annual events—the Spring Gala, the Help the Homeless Walkathon and the Christmas Party. Obviously their dedication, hard work, and creativity paid off because all three events were wild successes! The most remarkable accomplishments this year were seen in the Walkathon. Many volunteer hours were spent organizing Mini-Walks, recruiting walkers and giving educational presentations. These efforts bore much fruit, raising over \$108,000!

Finally, the commitment of volunteers from Partner Parishes who serve on the Board of Directors and committees provide the backbone for Samaritan Ministry’s existence. Enough thanks cannot be given for their gifts of time, talent and treasure.

Volunteer Stats/Hours

Direct

Casework	4,623
Clothes Closet	260
FOC	1,797
Program Support	64
Resumes	535
Employment Workshops	386
HIV/AIDS Retreat/Round-up	4,687
TOTAL:	12,352

Indirect

Volunteer Groups	606
Board Committees	1,174
Board Meetings	525
Partner Parish Work	2,010
Professional Services	466
Staff Development	80
TOTAL:	4,861

Other

Food Collectors	290
Special Events	3,509
Partner Arms Volunteers	1,172
TOTAL:	4,971

Total Volunteer Hours: 22,184

Total # of Volunteers: 3,111



*for themselves.
Sometimes it
seems that I feel
hopeless...but when
one homeless or
jobless person gets a
new start, a job,
I feel that I,
at least, am
making a small
change...
The gain
I feel is that I am
just not walking by
a homeless person
at 14th and H
and pressing a
few quarters into
his outstretched
palm, but doing
something so he
won't be there
tomorrow, and
might be getting
a non-driver's
license or
treatment for
his cough, a step
toward finding
a job and
a room."*

Staff Profile

Roberta Wood-Benjamin

Roberta Wood-Benjamin has made a life out of giving, so it only makes sense that she would have landed at Samaritan Ministry of Greater Washington 12 years ago to become Program Director.

Growing up in Boston, Wood-Benjamin was nurtured by a family that lived the spirit of helping out others.

“We weren’t rich, but my father had a steady job and he took care of us, and if there was someone in the neighborhood who didn’t have, I saw my mother sharing,” Wood-Benjamin said. “If someone needed a jacket, we would give them one of our jackets. It was how I was raised. You care for other people.”

After a decade working at Harvard University in government and community affairs, Wood-Benjamin came to Washington to become a resource broker for Migrant Head Start, making sure—for instance—that the children of migrants had access to health care.

When Wood-Benjamin first came to Samaritan Ministry, she felt she was drawn to it, she said.

Staff

Samaritan Ministry is all about people making changes in their lives and taking *Next Steps*. It therefore seems fitting that there is a fair amount of staff turnover each year, especially among younger staff. During the past year four full-time staff members and one volunteer intern were farewelled, while five new staff members and two interns were welcomed.

Volunteer Director Cheryl Koskinen left to attend graduate school and Gina Gatto arrived as the new Director of Volunteers and Communications. Courtney Pace, the Lead Caseworker in Northern Virginia, also left to attend graduate school and Chris Norman took her place. Administrative Assistant Elizabeth Wolfe left to seek her *Next Steps* as she moved with her family to New Jersey, and Jeff Landis is now the Administrative Manager. Development Director Sara Pluta took a job with another non-profit and Larry Cardwell became the new Development Director. In August 2002 intern Jodi Smith ended her year of service with Samaritan Ministry and Hilary Mills and Sarah LePage joined the staff as new Intern Caseworkers.

In March 2003, in anticipation of the opening of Partner Arms II, Juana Martin, a licensed clinical social worker, was hired as the Supervisory Caseworker for the transitional housing program.

Kudos were also extended to one of our longtime staff members. Annette Carver joined the Samaritan Ministry staff as a Caseworker in 1989 and has worked in both the NW and SE offices. She is now the Lead Caseworker in NW and has been attending Howard University part-time for a number of years. In the spring of 2002 Annette received her Bachelor’s degree in Social Work and immediately started work on her Master’s of Social Work, which she hopes to complete in 2004. Congratulations, Annette!



Staff

LEAD CASEWORKERS

- NW Office** Annette Carver
- SE Office** Vanessa Brooks-Clayton
- NoVa Office** Courtney Pace (2000-2002)
Chris Norman (as of 6/02)
- Partner Arms I** Jan Woodward
- Partner Arms II** Mary Smith

- HIV/AIDS Retreat Coordinator** Michael Boteler
- HIV/AIDS Burial Assistance Coordinator** Melinda Keane

- Caseworkers** Sheila Burnwell, Nora Cochran, Gina Gatto, Charlene Hardy, Sarah LePage, Walter (Mac) McClelland, Hilary Mills, David Peery, Carolyn Peirce, Barbara Reich, Jodi Smith

- Front Office Coordinators** Paula Bennett, Jennifer Blumenthal, Joanne Bowman, Margaret Carroll, Meigan Chan, Margaret Coan, John Dicks, Beau Dietrich, John Elsbree, Ellen Frost, Desiree Godette, Catherine Harriman, Doug Jerger, Carol MacLean, Barrington Massey, Kelly McDonald, Terri MacDonald, Bob Satre, Robert Trautman

- Resume Writers** Margaret Carroll, Ellen Frost, Philip H. Graham, Marj Hyer, Doug Jerger, Madge Pendleton

- Employment Workshop Facilitators** Bob Hurley, Adrian Loftin, Janet Malcolm, Ruth Rickard

- Clothes Closet Coordinators** Ann Southard, Pat Phillips

- Food Pantry Organizer** Nannie Adair

- Administrative Helper** Jane Seifert

- HIV/AIDS Retreat Team** Bruce Banks, Robert Brown-Bey, Donald Burch, Sr. Lawrence Marie Callahan, Wallace Corbett, Betsy Finley, Josette Foster, Corrie Franks, Robert Gooden, Sarah Johnson, Margaret Jones, Gregg Mims, Jackie Pace, Charlotte Pearson, Tom Rostek, Maurice Scott, Bill Seal, Deborah Sommerville, Michael Touch, Judith Travers, Reggie Watson, Cathy Williams



- Executive Director** David Downes
- Director of Programs** Roberta Wood-Benjamin
- Director of Development** Sara Pluta (2000-2002)
Larry Cardwell (as of 3/03)
- Director of Volunteers and Communications** Cheryl Koskinen (1998-2002)
Gina Gatto (as of 5/02)
- Administrative Assistant** Elizabeth Wolfe (2000-2002)
- Administrative Manager** Jeff Landis (as of 8/02)
- Director of Finance** Warren O'Hearn
- Casework Supervisor for Partner Arms** Juana Martin

“It was the philosophy,” she said. “It wasn’t a welfare program, and it was trying to help people get back on their feet.”

Her days are rewarding and full working with volunteers, caseworkers, and participants at all the Samaritan Ministry offices. She especially enjoys watching a participant reach that turning point where he or she begins to feel hope.

“What I look for is how they feel about themselves, as their voices change when they become more hopeful, more positive,” she said. “Things do not happen for people in our time, they happen in their time, and people do things when they’re ready to do them. I’ve had patient people in my life who’ve taught me that you’ll do it when you’re ready. The light goes on and people realize, ‘Oh, that’s what that means.’”

Wood-Benjamin said she gets as many blessings from being part of Samaritan Ministry as the participants.

“I love this program,” Wood Benjamin said. “It just makes your heart swell so many times.” ♦

Samaritan Ministry of Greater Washington Comparative Statement of Income and Expenses for the Fiscal Year Ending March 31, 2003

	FY 2002	FY2003
Income		
Partner Parishes	\$150,233	\$154,473
Individual Contributions	\$98,150	\$103,966 a
In Kind: Specialized Services	\$80,047	\$87,281 b
In Kind: Other Donations	\$32,511	\$43,067
Other Organizations	\$44,518	\$38,222
Contracts	\$302,594	\$190,257 c
Grants	\$189,403	\$187,055 d
Special Events	\$23,285	\$26,966
Interest Income/Other	\$1,737	(\$23,255) e
Restricted Endowment Contribution	\$198,533	0
Other Restricted Contributions	\$47,876	\$46,279
Total Income	\$1,168,887	\$854,311 f

Expenses		
Staff	\$536,387	\$406,853
Contributed Services	\$80,047	\$87,281
Consultants	\$17,930	\$38,277 g
Insurance	\$6,217	\$11,314
Indirect Program	\$112,218	\$105,408
Direct Program	\$116,803	\$202,658
Communications	\$23,581	\$27,435
Events/Fundraising	\$43,814	\$17,405
Depreciation	\$10,778	\$3,548
Restricted Expenditures	\$56,214	\$44,708
Contribution to Endowment	\$198,533	0
Other Contribution to/from Reserve	(33,635)	(90,576) h
Total Expenses	\$1,168,887	\$854,311 f

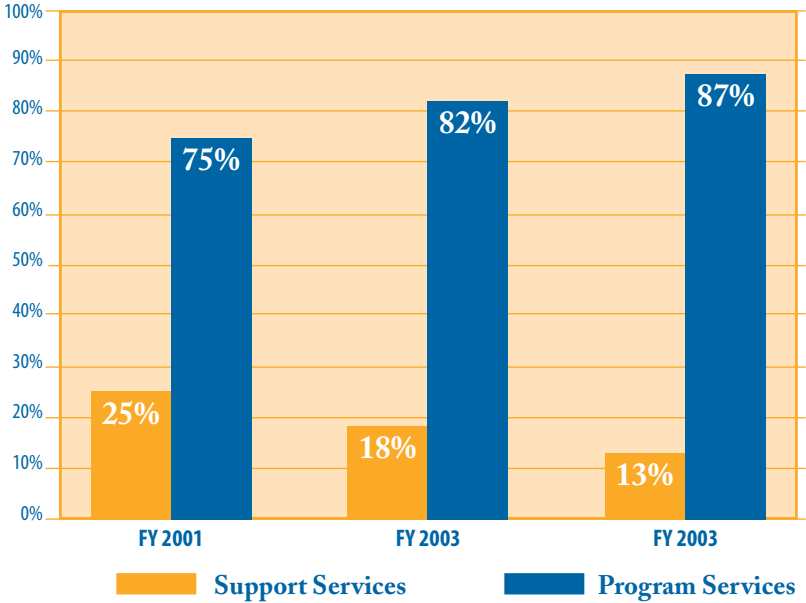
Based on Financial Statements audited by Kronzek & Co., Certified Public Accountants

Notes on Financial Statements

- a - includes United Way/CFC
b - professional services provided by volunteers
c - includes HIV/AIDS & THC
d - includes HTH Walkathon
e - includes unrealized loss on endowment (see note on next page)
f - difference from FY02 due primarily to endowment & contract accounting (see notes on next page)
g - includes fundraising in FY03
h - due primarily to endowment & contract accounting (see notes on next page)

Continued reductions in administrative and fundraising costs:

Samaritan Ministry continued to reduce support services expenses (i.e. administrative and fundraising costs) during FY2003 as a percentage of the overall budget:



Endowment Note: FY02 income includes a \$198,533 bequest of endowment income. FY03 interest/other income includes an unrealized loss of \$24,563 in endowment investments. As of 7/31/03, this loss had been cut to \$4,765. No endowment income or principal were spent during FY2003.

Contract Accrual Note: Due to the timing of DC government grants for HIV/AIDS services, accrued revenue in FY03 from these grants was \$93,370 less than in FY02.

General Note: Discounting the unrealized loss on endowment investments and the anomalies of contract accruals described above, net income actually exceeded net expenses in FY2003 by \$27,357.



Fundraising

Like other non-profits, Samaritan Ministry faced multiple fundraising challenges during 2002–2003.

Private foundations saw their investment income decline as the value of their portfolios plummeted. Sharp declines in stock market returns and other investments were partly to blame. Corporate earnings also declined. As a result, a majority of foundations and corporations were forced to cut back drastically on their philanthropic giving. The ailing economy caused the government to cut back on grants and contracts to non-profits.

Scandal hurt the nonprofit world too. Last year's allegations of mismanagement at the United Way chapter of the National Capital Area, leading to a leadership overhaul, made donors wary. Individuals gave much less than usual to this long-time reliable source of funds for nonprofits across metropolitan Washington.



In the face of these challenges, Samaritan Ministry worked energetically and effectively to maintain existing contributions and to identify new sources of revenue. Samaritan Ministry broadened its fundraising by

- reaching out to new groups for participation in the Fannie Mae Help the Homeless Walkathon (the Right Rev. John B. Chane, the new Bishop of Washington, and his wife Karen walked with us this year);
- identifying and successfully seeking new grants from private foundations it had not tapped in the past, while maintaining support from previous funders;
- encouraging individual donors to donate directly to Samaritan Ministry if they felt uncomfortable donating through the United Way. This led to a large boost in individual giving;
- encouraging existing Partner Parishes to increase giving where possible, while inviting new parishes to join the partnership;
- trying a new type of spring fundraising gala, suspending the traditional auction and initiating a Swing Dance and Raffle, both of which were great successes.

While overall revenue declined and cuts had to be made, Samaritan Ministry continued to provide its services to the homeless, jobless, people living with HIV/AIDS and others in need.

Thank You Donors!

Fiscal Year 2003

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Hundreds of individuals, families and groups contributed to *Next Step* participants in other ways this year. They donated professional clothing attire used by program participants searching for jobs and canned foods and toiletries items that were distributed to participants to meet temporary, urgent needs. The majority of these materials came from donors from our Partner Parishes. On behalf of the *Next Step* participants we thank each person who contributed these in-kind gifts.



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Elsie Smith

*Board member
Georgiana
Aboko-Cole of
Our Saviour
in Maryland
continued to
dazzle us with
her culinary skills,
running the
entire food
operation for
our Spring Gala.
Unfortunately,
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