



SAMARITAN MINISTRY

of Greater Washington

2011-2012
ANNUAL REPORT



David Downes

Dear Friends,

As I write my final annual report letter as executive director, I can't help but think of how lucky I am. Not many people can earn a living engaged in fulfilling work supported by dedicated staff, committed donors and inspiring program participants. What a pleasure it has been for me to serve Samaritan Ministry for 11 years.

The 2012 fiscal year has had its hurdles. Even though the economy improved slightly, meeting the budget remained a challenge, a challenge that continues to be met through the many dedicated donors who are committed to the work of the *Next Step* Program.

There were multiple staff changes this year including a change in program director, assistant program director, finance director and development director. I am happy to say that the new staff members are as committed to the *Next Step* Program as their predecessors and bring with them new energy and ideas, helping us continue to thrive.

Reflecting on Samaritan Ministry's twenty-sixth year, in 2011–2012 we:

- Said goodbye to Melinda Keane, coordinator of HIV/AIDS services and the burial assistance program, who retired after 11 years with SMGW;
- Conducted an organizational assessment, which included a series of focus groups with various stakeholders, to help guide the future direction of the organization;
- Were honored with a courtesy resolution by the Diocese of Washington marking Samaritan Ministry's 25 years of service to the Washington community;
- Welcomed Tracy Pindell, program director, Megan Janicki, assistant program director and Amy McPherson, accountant;

- Promoted Catherine Rodman to development director and Mildred Millien to director of administration and finance;
- Funded by a generous grant from the Taishoff Family Foundation, we named Hope Christensen as lead caseworker in our Northwest office, a position that had been vacant for two years due to budget cuts;
- Implemented energy audit recommendations in the Northwest office which should save over \$1,200 a year in energy costs;
- Celebrated a 24 percent increase in donations by individuals over the previous year;
- Saw a nine percent increase in the number of our participants finding jobs and a 14 percent increase in new *Next Step* Program participants; and
- Launched the long awaited new website made possible through the Taproot Foundation and the dedication of volunteer project director Lee Correll.

Thank you for your faithful support for Samaritan Ministry and the *Next Step* Program participants during my tenure. I leave you in the very capable hands of the Rev. David B. Wolf. I know you will welcome him warmly into the Samaritan Ministry family and continue your loyal and generous support for the important work of this great organization.

Yours faithfully,

David Downes, Executive Director

Mission Statement

Samaritan Ministry of Greater Washington is a community partnership bringing together people who are homeless 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.

Samaritan Ministry Core Values

The following core values reflect the essential and enduring tenets and philosophy of our work together. They are the basis for our mission and for all our goals and activities. They are the principles that unite us with one another — program participants, volunteers, staff and partners.

GOD'S LOVE We believe that we are called to love our neighbors as God loves us, with kindness and compassion, sharing one another's suffering and joy, and treating each other as we would like to be treated.

DIGNITY We believe that we are called to honor the dignity of all persons, promoting each other's self-respect and self-confidence, celebrating our shared humanity, and rejoicing in the journey that binds us together.

PARTNERSHIP We believe that we are called to work in partnership with others both inside and outside our organization, embracing diversity, holding ourselves accountable to one another and, thus accomplishing more together than we can do alone.

TRANSFORMATION We believe that we are called to be a part of one another's transformation in ways that encourage each other's strengths and abilities, bringing positive, life-enhancing changes, and empowering each other to lead fuller lives.



David Wolf

Dear Friends:

As this 2011–12 annual report reaches your mailbox, I have begun my work as the new Executive Director of Samaritan Ministry of Greater Washington. My first priority is to meet you and listen to you — the wonderful new additions to Samaritan Ministry’s circle of support as well as the long-time friends of Samaritan Ministry that my wife, Martha, and I know from our time in Washington 11 years ago.

You have, or will soon receive, an invitation to one of several gatherings to be held in the fall. The meetings will give us an opportunity to meet one another and to listen and respond to each other. There will be more opportunities for this going forward as I intentionally embark on a listening campaign over the next year or more.

It is no secret that these have been trying times for the kind of transformational not-for-profit ministry we offer. As we begin to articulate our hopes and dreams for the Samaritan Ministry of the future, we need to engage you in conversation about the resources we need to sustain Samaritan Ministry in the present. More than ever before, your time, talent and treasure are needed to support the *Next Step* Program.

I look forward to talking with you about the unique and transformational work of ministry that we all share through Samaritan Ministry of Greater Washington. It will be my privilege and joy to serve with you as together we serve the underserved.

Faithfully,

Rev. David B. Wolf
Executive Director, as of August 2012

The *Next Step* Program

Samaritan Ministry’s *Next Step* Program provides assistance to people who are homeless and others in need while promoting change, dignity and self-reliance. Working with staff members, many of whom are volunteers, program participants define goals for how they want their lives to change, and set and take manageable next steps toward those goals.

Typical goals involve finding a job, a place to live, health care, and recovery programs. Participants meet with caseworkers, use Samaritan Ministry’s computers, phones and mailing address as well as get help with resumes, job applications, obtaining food, clothing, training, and other resources.

The program includes spiritual retreats and support group lunches for those living with HIV/AIDS, as well as burial assistance and bereavement support for families of those who have died with HIV/AIDS.

There are no religious requirements for participation in the *Next Step* Program, and anyone in need who wants to make positive life changes is welcomed.



Merga Deressa

Determination in Action

Merga Deressa* emigrated from Ethiopia to Washington, D.C. in 2008. Despite having attended a technical school in Ethiopia, Merga was having difficulty finding steady employment in the U.S. His English skills were limited, and he was not proficient with computers. He had a part-time job, but wanted to find full-time employment and begin English classes.

Merga first learned about the *Next Step* Program while attending Christ Lutheran Church, a partner parish of Samaritan Ministry. He began meeting almost weekly with Samaritan Ministry caseworkers for assistance with his job search and to pick up his mail. Samaritan Ministry caseworkers also helped Merga apply for health insurance and get dental work. He enrolled in English classes and eventually got a slight pay raise at his part-time job. He also began attending Samaritan Ministry’s computer mentoring sessions.

“Samaritan Ministry always, always helped me try to get a better job,” Merga said. When his work schedule changed, Merga learned he would have to drop out of his English class. He met with Samaritan Ministry resume writers and began following up with employers. He set a goal to find a full-time job with benefits that would allow him to continue his language education. He was determined to find a job with better pay and hours.

In May, Merga’s hard work finally paid off. He accepted a full-time position with benefits in hospitality services at Howard University. Merga says, “I want to try and improve my language and go back to college.” He will be eligible to begin classes, tuition free, at Howard University this fall.

Samaritan Ministry wishes Merga the best of luck with his new job and beyond!

* Name and photo used with permission.

A Visit With David Downes

What are the most significant changes you have seen in services for people who are homeless?

The biggest change I have seen in the *Next Step* Program services we provide has been the enormous increase in access to computers and the Internet, coupled with related training and mentoring. This has had a major impact on the ability of program participants to search for jobs, complete online applications, communicate with employers and others, and conduct other research to take next steps.

What experience at SMGW has had the most impact on your life?

Unquestionably seeing and being a part of the changes in people's lives (including my own). And not just the amazing, life-transforming accomplishments of our program participants, but the staff who have grown so much professionally, the casework interns whose year at Samaritan Ministry leads them to careers in social work, and the volunteers who tell how Samaritan Ministry has reshaped their lives as well. Being a part of these changes has enriched my own life and deepened my commitment to the next step approach to helping people who are homeless and those affected by poverty, injustice, and lack of education, opportunity, and privilege.

What role did your faith play in your work?

I've always believed that serving others is the best way of living out my faith. I have had a poster on my office walls for over 40 years, since working as a Peace Corp recruiter, with this quote from Albert Schweitzer. "I don't know what your destiny will be, but one thing I know: the only ones among you who will be really happy are those who will have sought and found how to serve." In my own experience, I'm happy to say that has certainly been true.

What do you see as your greatest accomplishment at Samaritan Ministry?

I would have to say maintaining effective, uninterrupted program services to people in need despite some very difficult and challenging times, financially and otherwise. But Samaritan Ministry's greatest accomplishments are those made by program participants. It is always amazing to hear program participants say, "I'm blessed," when you know how much they are struggling. Or seeing program participants gain self-confidence as they work with a volunteer on their first resume and then use both to find a job. Or celebrating with the people who come back to show off their new keys and to thank us for helping them get their new apartment and say, "This wouldn't have happened if not for Samaritan Ministry."

What will you miss most?

The people. Absolutely! I have certainly enjoyed and felt satisfied by the work, but I'll miss the personal relationships most. At least I'm not moving out of town, and I can hopefully continue many of these friendships. This makes it more possible to say goodbye without breaking down in tears.

What does Samaritan Ministry need to continue to thrive and serve participants through the Next Step Program?

One is to continue to share the good news about the amazing impact of the *Next Step* Program on peoples' lives — including participants, volunteers and staff — and to do so in ways that invite people to be involved and to share their time, talent and treasure to grow the program.

The second is to cultivate our partnership of parishes to work together for social justice, to break down barriers imposed by poverty, and to give their members the opportunity to learn first-hand about how to live out their faith by involvement with Samaritan Ministry and the *Next Step* Program.

Speaking of next steps, what are yours?

After visiting family and friends in Seattle, Willa and I plan to spend some time in New England with our 17-month-old grandson, David, and other family.

Then I plan to take some Sabbath time to explore what I want to do when I grow up or even if I want to grow up at all! I have also promised my wife that I will "receive and review" the project list she has promised to give me every morning before she leaves for work. Some projects may even get done!

David Downes served as executive director of Samaritan Ministry of Greater Washington from June 2001–July 2012. We thank him for his commitment to this organization and his dedication to assuring the continuation of this Ministry. We wish David and his family well on this new phase of his life.

Samaritan Ministry Launches New Website

Visitors to Samaritan Ministry's website,

www.samaritanministry.org, will have noticed that a completely redesigned website was unveiled in December. Samaritan Ministry was the recipient of a service grant from the Taproot Foundation, an organization that enlists teams of pro bono professionals who utilize their time and skills to help a nonprofit in their community.

Samaritan Ministry's Development Director, Catherine Rodman, oversaw the project's progress and said, "Without Taproot's support Samaritan Ministry would not have a new website, plain and simple. I am so grateful for the gift they gave us — a modern and beautiful website that we are proud to share with others!"

The new website contains all the latest Samaritan Ministry news and updates. Many thanks to Lee Correll, the project's volunteer manager, and the other Taproot volunteers for their dedication to constructing a quality new website for the Ministry.

Please visit Samaritan Ministry's new, interactive website today!



New Partnerships Serve *Next Step* Program Participants

M&T Bank

In an effort to educate *Next Step* Program participants about the importance of savings and checking accounts, budgeting, and money management, a partnership was formed with M&T Bank. Bank staff presents quarterly workshops at each Samaritan Ministry office. M&T Bank also provides materials for caseworkers to help educate participants between sessions.

Hospitality Staffing Solutions

Samaritan Ministry continues to look for ways to help *Next Step* Program participants find employment. Through a partnership with Hospitality Staffing Solutions, six program participants at the Northern Virginia office were interviewed for service positions.

Seeds of Tomorrow

A partnership was formed with Seeds of Tomorrow in March 2012. Through the program, educators, parents, and service providers help students develop skills to become self-sufficient adults. In addition to academic assistance, the program helps students develop vocational skills in several areas including maintenance and home repair. Students completing this course are prepared for an entry-level position. Samaritan Ministry hired a volunteer maintenance assistant through Seeds of Tomorrow.

Employment Workshops

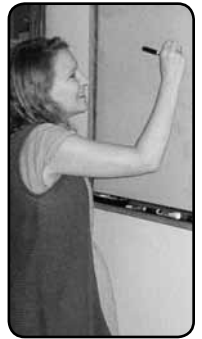
Samaritan Ministry, through ongoing partnerships with several service providers in the D.C. area, provides employment workshops. These workshops, held at various locations and in Samaritan Ministry offices, prepare attendees for the job interview process.

Caseworker Training

A series of Brown Bag Lunch Benefits Training offered by the Legal Clinic for the Homeless was one of several programs attended by caseworkers to keep them abreast of area resources. Samaritan Ministry maintains an online resource database, which is updated regularly to provide accurate referral information for *Next Step* Program participants.

Participant Surveys

Program committee members conduct random surveys asking *Next Step* Program participants to rate the usefulness and effectiveness of Samaritan Ministry. Results have been overwhelmingly positive. On-going program evaluations help ensure that program participants continue to receive needed services.



Megan Janicki

Partner Parishes

Maryland

All Saints' Episcopal Church, Chevy Chase
 Christ Episcopal Church, Rockville
 Church of Our Saviour, Silver Spring
 Church of the Holy Trinity, Bowie
 Church of the Redeemer, Bethesda
 Grace Episcopal Church, Silver Spring
 St. Andrew's Episcopal Church, College Park
 St. Dunstan's Episcopal Church, Bethesda
 St. Francis' Episcopal Church, Potomac
 St. James' Episcopal Church, Potomac
 St. John's Episcopal Church, Norwood Parish,
 Chevy Chase
 St. John's Episcopal Church, Olney
 St. Luke's Episcopal Church, Bethesda

Virginia

Church of the Apostles, Fairfax
 Church of the Holy Comforter, Vienna
 Emmanuel Episcopal Church, Middleburg
 St. Alban's Episcopal Church, Annandale
 St. Andrew's Episcopal Church, Burke
 St. Barnabas Episcopal Church, Annandale
 St. Christopher's Episcopal Church, Springfield
 St. Dunstan's Episcopal Church, McLean
 St. Francis' Episcopal Church, Great Falls
 St. George's Episcopal Church, Arlington
 St. Mary's Episcopal Church, Arlington
 St. Peter's Episcopal Church, Arlington

St. Thomas Episcopal Church, McLean
 Trinity Episcopal Church Arlington

Washington, D.C.

All Souls Memorial Episcopal Church,
 Woodley Park
 Christ Episcopal Church, Georgetown
 Christ Lutheran Church
 Church of the Epiphany
 Church of the Holy Comforter
 Church of the Holy Communion
 Grace Episcopal Church, Georgetown
 St. Alban's Episcopal Church
 St. Augustine's Episcopal Church
 St. Columba's Episcopal Church
 St. David's Episcopal Church
 St. John's Episcopal Church, Lafayette Square
 St. Luke's Episcopal Church
 St. Margaret's Episcopal Church
 St. Mark's Episcopal Church, Capitol Hill
 St. Patrick's Episcopal Church
 St. Paul's Episcopal Church, Rock Creek Parish
 St. Philip the Evangelist Episcopal Church,
 Anacostia
 St. Steven and the Incarnation Episcopal Church
 St. Thomas' Episcopal Church, Dupont Circle
 St. Timothy's Episcopal Church
 Washington National Cathedral
 Young's Memorial Church

Partner Parish Representatives

Peggy Alexander	Marty Jewett
Peggy Beers	June Lendore
Miren Beitia	Carol MacLean
Paul Belanga	Kelly McDonald
Paula Bennett	Susan McGuire
Gwen Bole	Jerry Morrison
Charles Brodhead	Lois Nembhard
Marifran Bustion	Jack Orrick
Mary Helen Carlson	Carolyn Peirce
Lauren Cato	Susan Power
Knight Champion	Susan Rao
Geoff Dirksen	Eugene Sawney
Diana Dykstra	Richard Sellers
Elizabeth Finley	Michael Soderstrand
Philip Graham	Bert Spencer
Bentley Gregg	Julian Tait
Marta Gmurczyk	Ron Tipton
Margaret Hilton	Beth Velkoff
Betty Van Iersel	Susan Weinbeck
Charles Jackson	Jane Wilson
Kurt Jacobs	Cynthia W. Winder

Next Step Program Partners with M&T Bank



M&T Bank staff

In early 2011, Samaritan Ministry partnered with M&T Bank to offer *Next Step* Program participants the chance to “Meet the Banker” through financial budgeting workshops. The interactive financial workshops were initially offered at Samaritan Ministry’s Northwest location, but quickly spread to each of Samaritan Ministry’s offices thanks to the enthusiasm of M&T Bank staff. The workshops are now held quarterly and provide *Next Step* Program participants with key financial tips.

M&T banker Cara Callahan said, “We love helping people rise up to their potential and beyond. We enjoy working with community partners, like Samaritan Ministry, that have the same goals.” The workshops encourage participants to begin planning for their future through savings. Participants at the workshops are hopeful about the possibility of increased savings. Hope Christensen, lead caseworker at Samaritan Ministry’s Northwest office said, “Becoming aware of finances by doing a daily budget or by getting a credit report empowers program participants to be in control of their own financial situation and take their own next step toward financial independence.”

The workshops provide a comfortable environment for *Next Step* Program participants to learn more about banking and increase their financial confidence. Megan Janicki, Samaritan Ministry’s assistant program director said, “The *Next Step* Program works holistically. Banking is a large part of getting back on your feet. Once an employment goal is met, it is important to learn how to budget your finances.”



Resume writer, Phil Graham, works with a *Next Step* Program participant

The *Next Step* Program

(April 1, 2011-March 31, 2012)

Total participants	933
New participants	517
Next Steps completed	6,714

Number of participants receiving assistance

245	participated in computer mentoring
305	had resumes completed/updated
167	found jobs
53	found a place to live
142	were screened (and 57 approved) for food stamps
105	attended an off site employment workshop
1,038	used the SMGW mailing address and telephone number
364	completed a health screening

Times participants used:

Computers	2,490
Telephones	678

Direct assistance

(number of times participants were provided)

Food Bags	208
Clothing	93
Toiletries	202
Metro passes/tokens	1,424
SmartTrip Cards	68

Demographics

Gender	
Female	35%
Male	65%

Age	
18-25	6%
26-40	20%
41-65	72%
65+	2%

Race	
African American	86 %
Hispanic	1.8 %
White	5 %
Asian	<1 %
Middle Eastern	<1 %
Other	6 %

Ex offender 46%

Homeless 73%

HIV/AIDS

Number of families receiving burial assistance	59
Number of retreat participants	55

Through the Eyes of a Caseworker: A Year at Samaritan Ministry

BY SCARLETT JOHNSON



Johnson

Samaritan Ministry was not the organization I was originally going to serve while in the Westmoreland Volunteer Corps (WVC). After my initial position fell through, I interviewed with Samaritan Ministry. I liked that the *Next Step* Program gave individuals a sense of accountability and got them involved in their own success.

I came hoping to learn more about social services and the barriers that prevent the underserved from addressing their health or accessing quality health care. Thinking I'd quickly work out the kinks in the social system and save everyone who came to us, I discovered a level of naïveté I didn't know I possessed. I learned that life is complicated, and there is no easy solution.

Part of a caseworker's challenge is dissecting each person's numerous problems and making a plan of attack. It's not uncommon to have a participant at Samaritan Ministry with this profile: male, 58, with no family, looking for employment and housing. He is in a rehabilitation program for alcohol and crack cocaine abuse with 80 days left, after which he will be forced to live on the streets or move to a shelter. Due to extensive time in prison, most of his work experience occurred as a teen or while incarcerated, which makes creating a resume and obtaining references extremely difficult. He has a 7th grade education, no GED and no knowledge about computers. Luckily he has some income, through SSI, the government assistance program for the disabled, blind and elderly. He must fit his work toward his goals around required meetings of his rehab program and his attempts to seek psychiatric help for his depression and anxiety. Disheartened by the complexity of our partici-

pants' struggles, I felt that the only way to save them — to give them everything they deserved as a fellow human being — was to build a time machine.

Despite their struggles and the seeming implausibility of achieving their goals, many participants have unbelievable optimism, and a work ethic that shines. I literally feel myself brighten when I'm told they're here to see me. Recently, the first participant I worked with obtained employment, despite his ex-offender status, lack of GED and recent detox from heroin. Yet, this moment was bitter-sweet because this job was all the way in Greenbelt, paid only \$8.25 an hour and would cost him \$12 in transportation a day. But with pure joy, I accepted his thanks for everything that *I'd done* with the statement that *he'd done* it all on his own. *Because he had.* The participants at Samaritan Ministry are just as committed as I am to making a beneficial life change and in seeing the results that can come through perseverance.

I now view success as the ability to impact the lives of others and by individual happiness. Happiness is like faith; everyone wants the sense of peace, contentment and hope it provides. Individuals spend their whole lives looking for happiness, and a lot of people pretend to have it, but no one can tell you the secret to obtaining it.

Experiencing the overwhelming generosity and support of WVC and Samaritan Ministry's staff, as well as interacting with participants, has shown me the power of having faith — from wherever it may originate — and of believing, not only in yourself, but also in others, and its ultimate ability to change the world around you. I will take this with me long after this year of service.

Volunteers Extend the Reach of Samaritan Ministry

Samaritan Ministry can serve more participants through the *Next Step* Program by "hiring" people who work for other than monetary rewards. The many dedicated volunteers who give their time to the Ministry have a major financial impact on the organization. This year, the value of volunteer time totaled over \$800,000 with specialized volunteer time accounting for half of that amount.

Volunteers include casework interns who serve for a year through a volunteer corps and receive a small stipend for living expenses. Front offices in each Samaritan Ministry location are staffed by volunteers who greet participants and assure that they receive the services they need. Casework associates volunteer to write resumes, provide computer mentoring, and assist participants with completing applications. Group volunteers keep the grass mowed and the shrubbery trimmed. Thank you to all of our volunteers for your commitment to Samaritan Ministry and the *Next Step* Program participants.

During the 2012 fiscal year:

- 5,589 volunteers contributed **25,430** hours
- Caseworkers, workshop leaders, photographers, graphic designers, web designers, writers and more donated **12,465** hours of specialized services
- Front office coordinators, computer mentors, and food and clothing room volunteers donated **2,828** hours
- Group volunteers, through food and toiletry collection drives, holiday parties, the Help the Homeless Walkathon, and office maintenance projects donated **2,830** hours

Office hours:

- Northwest office: specialized volunteers in the Northwest office contributed **2,223** hours; other volunteers contributed **1,193** additional hours
- Southeast office: specialized volunteers contributed **1,753** hours with additional volunteers logging **856** hours
- Northern Virginia office: specialized volunteers contributed **1,424** hours with **779** hours contributed by other volunteers.

Final National Mall Walkathon Draws Hundreds of Samaritan Ministry Supporters

The 2011 Help the Homeless Walkathon season started in October as partner organizations began hosting mini-walks to benefit Samaritan Ministry and the work of its *Next Step* Program. Throughout the fall 23 churches, schools, and service groups participated.

Each mini-walk included an educational activity, giving walkers the opportunity to learn about the challenges facing D.C.'s low income and homeless communities. Staff members and volunteers led presentations and interactive workshops at schools, adult education forums, and chapel services about homelessness, poverty, and the work of Samaritan Ministry. Three area Episcopal schools were lucky enough to receive a visit by a *Next Step* Program participant who shared some of his personal story and the impact Samaritan Ministry has had on his life.

Seven new groups hosted mini-walks for the first time, including three Partner Parishes and the Bishop Walker School for Boys. One of the most innovative walks was sponsored by the Rotary Club of Capitol Hill, who partnered with Gallaudet University to host a walking tour of the campus paired with information about the work of Samaritan Ministry. In total, more than 1,500 walkers participated in a mini-walk, taking their own steps towards preventing and ending homelessness.

The final Fannie Mae Help the Homeless Main Walkathon on the National Mall took place on November 19, 2011. Dedicated staff, board members, friends and supporters came out to stroll around the National Mall and show their support for the cause on a beautiful autumn day. Many "virtual walkers" also joined the Samaritan Ministry Walkathon Team from their various locales around the country.

As in recent years, the Friends of Samaritan Ministry group reached its fundraising goal of \$100,000, achieving the highest level of sponsorship. Based on these funds, Samaritan Ministry received a \$20,000 bonus from Fannie Mae.

The Help the Homeless program is vital to the success of the *Next Step* Program, accounting for approximately 20 percent of Samaritan Ministry's annual budget. Thank you to everyone who participated in a mini-walk, the Walkathon, as a virtual walker, and contributed to the Friends of Samaritan Ministry group.



Committed Donors Fund Samaritan Ministry's *Next Step* Program

Samaritan Ministry receives donations throughout the year from many who are committed to the mission of helping others improve their lives. From individual donors, partner parishes, foundations, and others, countless gifts provide the funds for three offices where *Next Step* Program participants set goals in employment, housing, education, and more. Here are some highlights from the 2012 fiscal year:

The fifth annual **Next Step Breakfast** on May 12, 2011 raised almost \$200,000 in gifts and pledges of financial support, more than half for fiscal year 2012, with the remainder being pledged over the next four years. The Rt. Rev. David C. Jones, Bishop Suffragan, Diocese of Virginia, gave the opening remarks; others participating in the breakfast included volunteer Meigan Chan, Board member Peggy Beers, *Next Step* Program participant Anthony Parson and the kindergarten and first grade choir from the Bishop Walker School. A Samaritan Ministry Silver Anniversary challenge grant of \$54,000, from current board members, past presidents, and others, promised to match new and increased gifts and pledges over last year. One-time gifts, including gifts to the matching fund, increased by nearly 30 percent over last year.

The Spring Gala on March 10, 2012 honored long-serving Executive Director David Downes who retired in July 2012 after 11 years. Samaritan Ministry staff honored Downes with an original song, and the Board presented him with an engraved crystal bowl. The gala raised over \$52,000 to benefit participants of the *Next Step* Program.

Fannie Mae Help the Homeless Walkathon Program – The Friends of Samaritan Ministry brought in over \$100,000, which made Samaritan Ministry eligible for a 20 percent bonus on that amount from Fannie Mae. With 1,522 walkers generating \$34,750 in registration fees and donations, Samaritan Ministry earned a \$25,000 walker incentive bonus from Fannie Mae. The 2011 Help the Homeless program generated almost \$200,000 for Samaritan Ministry.

Individual Giving – With the commitment of many, Samaritan Ministry exceeded the budget goal in individual gifts, with \$340,000 in donations from individuals for fiscal year 2012.

Foundation of Note – Thanks to the Taishoff Family Foundation, the Northwest office filled the lead caseworker position, which had been vacant for more than two years. The foundation donated \$28,000 to fund the position for the second half of FY2012.

Next Step Giving Society – Established in 2007, donors in this multiple-year giving society continue to provide critical funding for Samaritan Ministry. We thank them for their continued support. Members pledge to give \$1,000, \$2,500, \$5,000 or \$10,000 a year for five years. New members are invited to join the Society and can learn more by contacting the Executive Director, The Rev. David Wolf, at 202-722-2280.



Samaritan Ministry Works Hard to Weather the Economic Turbulence

In the past few years the economy has endured one of the most severe economic downturns since the 1930's. It has had its impact on families, churches, non-profits, and the most vulnerable, people who are poor and homeless. Samaritan Ministry has not been immune from the effects of the economy. Revenues are lower when the need for the *Next Step* Program is at the highest. We have worked hard to weather the economic turbulence. We are confident we will succeed.

Samaritan Ministry ended FY 2012 with expenses exceeding income by \$123,996. However most of the deficit was due to non-cash items such as depreciation and fluctuations in long-term pledge receivables and deferred revenue. The actual cash deficit was \$46,617. This represents a decrease of over 50 percent from the FY 2011 cash deficit.

Total income declined by \$499,501 in FY 2012. This apparent decline is primarily due to a large one-time property gift that Samaritan Ministry received in FY 2011 valued at over \$400,000. In FY 2012 Samaritan Ministry placed a renewed emphasis on individual and partner parish giving. As a result, cash contributions from individuals and partner parishes were 18 percent higher in FY 2012 with over \$340,000 from individual donors, and close to \$110,000 from partner parishes.

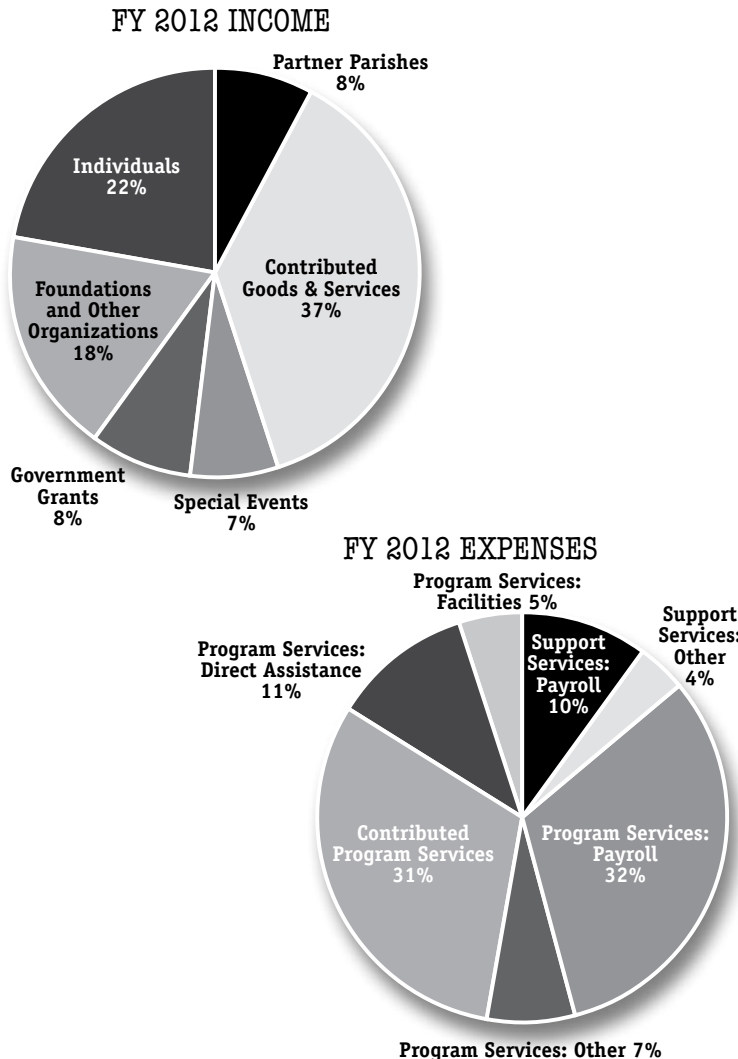
Samaritan Ministry maintained a tight hold on expenses. Expenses were approximately \$195,000 lower in FY 2012 than in FY 2011.

Our three major fundraising events continued to be very successful. The Next Step Breakfast in May 2011 raised over \$200,000 in gifts and pledges. Our Spring Gala and auction in March 2012 netted an impressive \$52,000. The Help the Homeless Walkathon raised nearly \$200,000 in donations to the *Friends of Samaritan Ministry* group, walker registration fees, and incentive grant bonuses from Fannie Mae.

Overall, we made progress in reducing the cash deficit in FY 2012. We are committed to working even harder to increase fundraising and contain expenses for the future. Our goal is to continue to provide the services that our *Next Step* Program participants need during these challenging times.

We are very grateful that volunteer services again contributed a significant portion of the resources needed to carry out our *Next Step* Program. The value of specialized volunteer services in FY 2012 totaled more than \$420,000, with an additional \$435,000 in non-specialized services. Without these dedicated volunteers, we would not be able to provide assistance to anywhere near the number of people who are homeless and poor in the Washington area.

Samaritan Ministry, with your help, will work even harder to raise the funds and offer the critical services that our *Next Step* Program participants need to help themselves achieve a better life.



Comparative Statement of Income and Expenses for Fiscal Years ending March 31, 2011 and 2012

(based on financial statements audited independently by Farmer & First, P.C., Certified Public Accountants)

INCOME	FY 2011	FY 2012 (a)
Partner Parishes	\$92,835	\$103,349
Individual Contributions	\$657,447	\$276,664 (b)
In Kind: Specialized Services	\$551,606	\$421,105 (c)
In Kind: Other donations	\$36,564	\$44,422 (d)
Other Organizations	\$50,345	\$42,176 (e)
Contracts	\$81,767	\$100,170
Grants	\$169,651	\$197,995 (f)
Special Events	\$110,665	\$88,695 (g)
Interest Income/Other	\$15,126	\$(10,651)(h)
Other Restricted Contributions	<u>\$7,042</u>	<u>\$9,616 (i)</u>
TOTAL INCOME	\$1,773,049	\$1,273,542
EXPENSES		
Staff	\$544,771	\$582,842
Contributed Services	\$529,172	\$421,105 (c)
Consultants	\$123,932	\$55,252 (j)
Insurance	\$7,575	\$17,540
Indirect Program	\$135,421	\$133,563
Direct Program	\$164,194	\$104,734 (k)
Communications	\$29,469	\$28,453
Events/Fundraising	\$31,976	\$25,083 (g)
Depreciation	\$18,230	\$19,350
Restricted Expenditures	<u>\$7,767</u>	<u>\$9,616</u>
TOTAL Actual Expense	\$1,592,507	\$1,397,538
Other contributions to/from Reserve	\$180,542	\$(123,996)
Total Net Expenses	\$1,773,049	\$1,273,542

NOTES

- a - 2011 results as restated
- b - includes major gift in FY 2011
- c - specialized services do not include donated non-specialized services valued at \$435,735 in FY 2012 and \$435,580 in FY 2011
- d - primarily toiletries, food and interview clothing
- e - organizations other than partner parishes, foundations and government agencies
- f - foundation grants
- g - Spring Gala and Auction and Help the Homeless walk
- h - primarily unrealized loss on investments/reserves
- i - donations toward building fund
- j - contracted accounting, computer support and program services
- k - client assistance payments for transportation, IDs, and HIV/AIDS burial assistance

Thank You for Your Support

This list reflects financial support received from April 1, 2011 through March 31, 2012. We regret and ask to be notified of any inadvertent errors or omissions.

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A special thank you to all of our partner parishes that made contributions to this year. See page 5 for a list of our partner parishes.

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