A record year for
serving our neighbors
in need

MUST MINISTRIES
2022 ANNUAL REPORT
Dear MUST Partner,

Never in MUST Ministries’ 51 years have we received more support, served more neighbors in need or partnered with more organizations. It was certainly a RECORD YEAR for our beloved organization and, because of you, we were able to change thousands of lives.

The MUST Hope House, a 44,000 square-foot shelter that allows us to serve more than twice as many families as our previous shelter, opened debt-free in May. MUST Mobile Pantry provided healthy foods and hygiene kits to thousands of people living in food deserts in our 10-counties-served area. The dynamic Workforce Development program provided jobs assistance for those looking for better jobs and better lives for their families, all while putting nearly $13 million back into our local economies.

And those are just a few of the wonderful things we were able to do with your support.

The need is great, but so is our ability to serve that need. Hearing the inspiring stories from those we have helped is like music to my ears, and I hope to yours as well.

But our work is not over. The records never stop spinning at MUST and we remain steadfast in our mission, while you help us to write the beautiful songs of MUST.

We have grown from serving 33,000 neighbors in need in 2019 to 53,685 in 2022 and an expected 62,000 this year.

Serving our neighbors in need,

Ike Reighard
PRESIDENT AND CEO
### Sources of Income

Excluding Gifts-in-Kind and Capital Campaign

<table>
<thead>
<tr>
<th>Source of Income</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal/Foundation Grants</td>
<td>$15,160,233</td>
<td>$8,944,561</td>
</tr>
<tr>
<td>Contributions/Special Events</td>
<td>$6,936,077</td>
<td>$6,907,046</td>
</tr>
<tr>
<td>Build Hope a Home (Capital Campaign)</td>
<td>$3,655,893</td>
<td>$6,383,654</td>
</tr>
<tr>
<td>Gifts-in-Kind</td>
<td>$6,744,454</td>
<td>$4,072,251</td>
</tr>
<tr>
<td>Other Revenue</td>
<td>$3,298,837</td>
<td>$1,138,009</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$35,795,494</strong></td>
<td><strong>$27,445,521</strong></td>
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</tbody>
</table>

### Total Operating Expense

<table>
<thead>
<tr>
<th>Expenses</th>
<th>FY 2022</th>
<th>FY 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fundraising</td>
<td>$1,193,017</td>
<td>$973,125</td>
</tr>
<tr>
<td>Admin/Support</td>
<td>$1,342,122</td>
<td>$980,437</td>
</tr>
<tr>
<td>Program Services</td>
<td>$27,393,664</td>
<td>$15,316,860</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$29,928,803</strong></td>
<td><strong>$17,270,422</strong></td>
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Charity Navigator’s strict financial audit merited MUST with its highest award among charities in America with almost a perfect score of 98.2
MUST Ministries is a faith-based 501(C)3 organization serving people in poverty in 10 counties. MUST provides food, housing, workforce development, healthcare clinics, clothing and other significant programs to those in need.
Summer Lunch provided 6,370 hungry children with 544,450 meals
94,190 meals provided in the Loaves and Fishes Community Kitchen
MUST Mobile Pantry provided 11,253 people with 468,094 pounds of food
Neighborhood Pantries served 5,153 students and families from more than 100 schools
Senior Food delivered carefully-selected groceries to 197 older clients who need food assistance
Nearly 2.5 million pounds of food served to 42,030 clients

MUST Served a record 53,685 people in need last year

MUST helped 2,839 clients facing evictions from their homes
560,701 nights of safe rest were provided to 5,372 clients
270 people were provided a warm and safe place to sleep during winter weather
Clients saw a $16.23 average hourly wage, more than twice the national minimum

At the Elizabeth Inn and the new MUST Hopè House, MUST served 1,667 guests

5,789 children served through Christmas Toy Shops, ages newborn to 18
1,457 baby diapers provided to families
13,706 clients received 178,100 items of clothing
52,217 hygiene kits distributed

400 clients obtained employment
A record 788 clients were helped with job coaching and assistance
MUST not only provides job assistance for MUST shelter clients, but anyone who needs help
$12.98 million returned to local economy through client employment

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

The year was focused on creating a new clinic for the building now being remodeled next door to the MUST Hope House. The 1260 Cobb Parkway North facility will house Marietta Client Services, the MUST administrative headquarters as well as a 5,000-sq. ft. clinic featuring medical, dental and mental health. This large undertaking requires financial support for staff, supplies, utilities, equipment and a pharmacy. Much work has been done to begin establishing viable partnerships to provide the healthcare.

In addition, MUST provides a small triage clinic in the MUST Hope House and partners with Bethesda Community Clinic in Cherokee to provide low-cost and free healthcare at a mobile clinic serving regularly at MUST’s Canton location. Bethesda is a Christ-centered organization focused on primary care coupled with health promotion and wellness programs to prevent, control and reverse chronic illnesses.

A new program of mobile health fair events was introduced this year and included pediatric and adult care at various sites in conjunction with numerous partners.