



MUST
MINISTRIES

2022 ANNUAL REPORT



A record year for serving our neighbors in need

A Letter From THE PRESIDENT

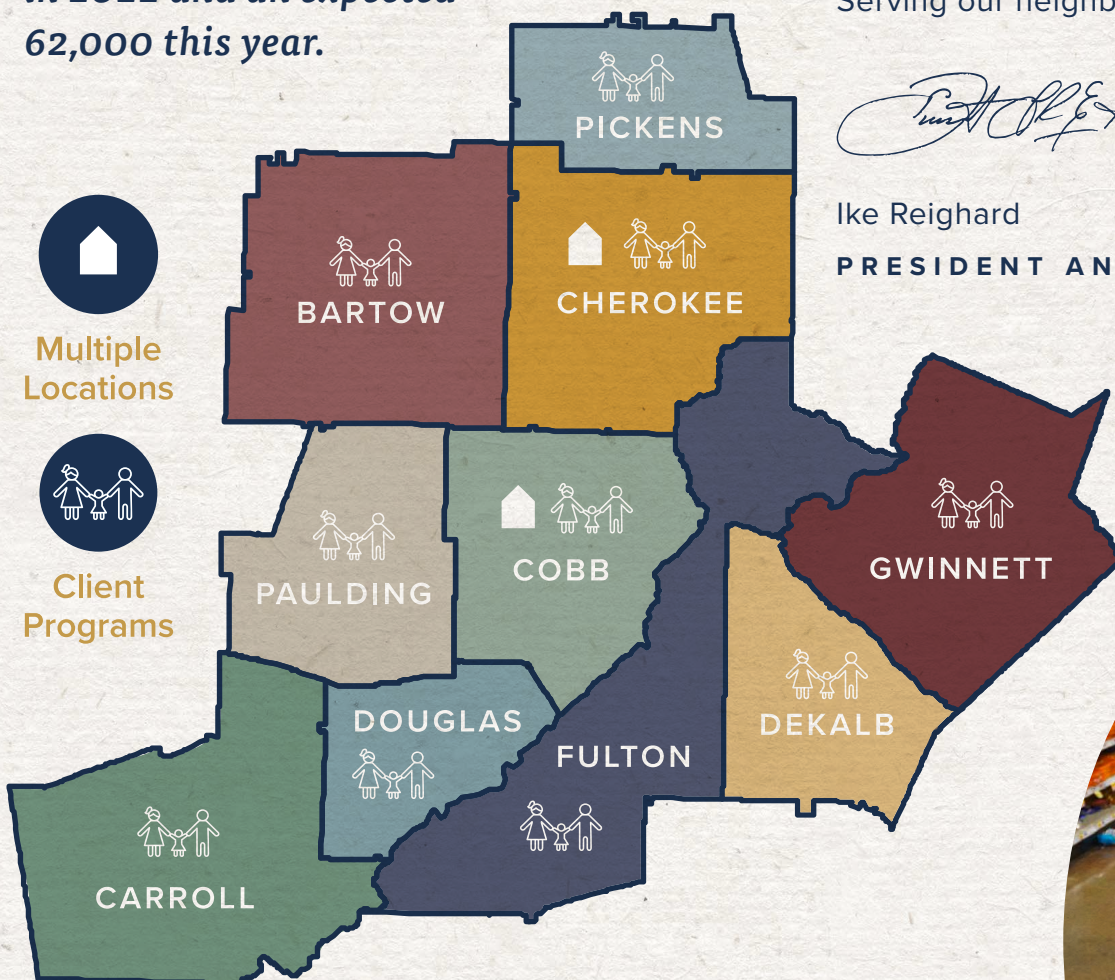


Dear MUST Partner,

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

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



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.

Serving our neighbors in need,

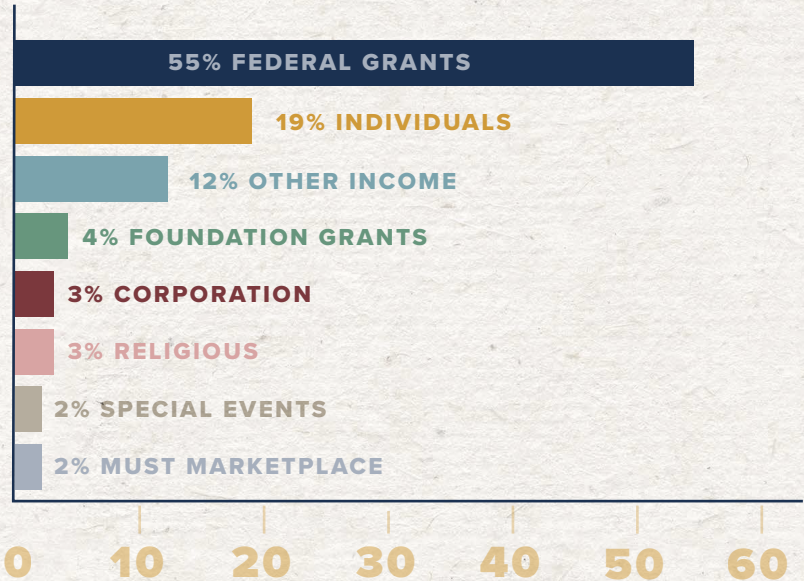
Ike Reighard
PRESIDENT AND CEO





Sources of Income

Excluding Gifts-in-Kind
and Capital Campaign



REVENUE

	FY 2022	FY 2021
FEDERAL/FOUNDATION GRANTS	\$15,160,233	\$8,944,561
CONTRIBUTIONS/SPECIAL EVENTS	\$6,936,077	\$6,907,046
BUILD HOPE A HOME (CAPITAL CAMPAIGN)	\$3,655,893	\$6,383,654
GIFTS-IN-KIND	\$6,744,454	\$4,072,251
OTHER REVENUE	\$3,298,837	\$1,138,009
TOTAL REVENUE	\$35,795,494	\$27,445,521



Total Operating Expense



EXPENSES

	FY 2022	FY 2021
FUNDRAISING	\$1,193,017	\$973,125
ADMIN/SUPPORT	\$1,342,122	\$980,437
PROGRAM SERVICES	\$27,393,664	\$15,316,860
TOTAL EXPENSES	\$29,928,803	\$17,270,422

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

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.

SMYRNA Client Services

460 Pat Mell Road | Smyrna, GA 30080
770.436.9514

CHEROKEE Client Services

111 Brown Industrial Parkway | Canton, GA 30114
770.479.5397

MUST Hope House

1297 Bells Ferry Road | Marietta, GA 30066
770.497.9862

DONATION CENTER

Sponsored by Northside Hospital

1280 Field Parkway | Marietta, GA 30066
678-581-8090

MARIETTA

Client Services & Administration

1407 Cobb Parkway N. | Marietta, GA 30062
770.497.9862 (Main Number)

Board of Directors

MARK ABRAMS *Smith & Howard, PC*
JOSE ANDUJAR *Wellstar Kennestone Staff Surgeon*
ERIC BAKER *Eric Baker & Associates, Keller Williams First Atlanta*
NANCY BLYTHE *Walton Communities*
ANGELO BROWN *Shepherding Leaders/Chattahoochee Tech*
BRIAN CARTWRIGHT *PLZ Aeroscience*
HON. JOHN CARSON *Georgia House of Representatives*
JESSICA CARVALHO *Veeam*
CHRIS COAN *Gas Authority*
JERRY COOPER *Retired Cherokee County Manager*
JAY CUNNINGHAM *Superior Plumbing Services, Inc.*
TOM DIGREGORIO *AquaGuard Foundations*
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DON HAUSFELD *The Landon Group, Inc.*
ELLEN HILL *Atlanta Fine Homes Sotheby's International Realty*
JOYETTE HOLMES *GDCR Attorneys at Law*
REGAN HOLROYD *The Lumistella Company*
ALAN LEE *CCI Manufacturing IL*
NELSON MUMMA *Cox Automotive Media Group*
MILTON OVERTON *Kennesaw State University*
SARAH POWELL *Focus Brands*
ESTHER PRIETO *Cobb EMC*
ROBERTA PRIVITERA *Coca-Cola United*
ELLEN PUGH *Community Leader*
BOB RECCORD *Total Life Impact Ministries*
IKE REIGHARD *MUST Ministries*
RAY RODRIGUEZ *C.W. Matthews Contracting Co. Inc.*
BRIAN SCULLY *Silver Oak Advisors, LLC*
DREW SHAMBARGER *Truist Bank*
DAN STYF *DS Healthcare Strategies*
CHUCK VICE *Retired, Intercontinental Exchange, Inc.*

A record year for serving our neighbors 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 nights

Clients saw a \$16.23 average hourly wage, more than twice the national minimum



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

182 veterans served through MUST housing

400 clients obtained employment

A record 788 clients were helped with job coaching and assistance

MUST not only provides jobs 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



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



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.

