

This shelter  
was planned, built &  
is provided for by...  
GOD  
through  
His people

# CHRISTIAN SHELTER ANNUAL REPORT 2018

AN ANNUAL REPORT FROM THE CHRISTIAN SHELTER IN SALISBURY, MARYLAND

## **Board of Directors**

David V. Downes  
Bryan E. Murfree  
Rita Plaskon  
Jeffery C. Downes  
Carlton W. Bradshaw  
Jane A. Hoy  
Gus P. Lebois  
Darrell Wilson

## **Associate Members**

Mark S Thompson  
Aquilla L.G. Cain  
Steve D Bradford

## **Emeritus**

Ted R. Evans

## **Attorney**

John C. Seipp

## **Accountant**

Robert E. Holloway

## **Christian Shelter, Inc.**

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334 Barclay Street  
Salisbury, MD 21804

Phone: 410-749-5673  
Fax: 410-860-8992

[www.christianshelter.org](http://www.christianshelter.org)

Dear Beloved in Christ,

We are truly blessed! As I reflect on 2018, I am amazed at how much God has helped guide those individuals responsible for all the wonderful happenings at the Christian Shelter. These individuals include our Board of Directors, staff and volunteers that help run and maintain all the activities for the guests that find themselves at the shelter.

As the first ever annual report for the Christian Shelter, I encourage you to take a few minutes to read the report. You may be surprised by how much goes on at the shelter and how many lives have been touched by God's work every day at the shelter for the past 39 years!

So many new and exciting things happened in 2018. Besides this annual report, we have a new Board of Directors in place that continues to work hard to bring positive changes. For a detailed bio for the board members, please visit our web site at <http://christianshelter.org/>. This past year, the board undertook the implementation of a new strategic plan. See the Kick Start Plan in the report. Out of the strategic plan came the need for succession planning for our senior Administrators and staff. As a result, a search for a full time Executive Director was launched and is ongoing. Our hope is to have someone on board in early 2019.

The shelter has begun and also completed many capital projects some of which are highlighted in this report. We have also started to diversify our fundraising efforts and have been successful at increasing our reach through new grants and awards. One success worth mentioning is our first-time selection as a United Way partner starting in January 2019.

The shelter continues to offer many impactful programs for our guests such as financial literacy, parenting classes, help with job training and searches, assistance with social services, medical needs, after school tutoring and much more. Our donor data base is being totally redone and upgraded to a new software platform called Donor Perfect that will enhance our efforts to better manage our donor base and help improve our communication efforts with many of you. This goes live in Feb. 2019.

While all of these activities are exciting and help in achieving our mission, we are still unable to meet the growing need for emergency shelter here in our community. We are having to turn away more individuals than we take in. We are also seeing an uptick in the number of children admitted. In 2018 over 35% of our total guests were children with most under 5 years of age.



As we look forward to 2019, it is our hope that we can continue to count on all our donors and stakeholders to help us service the needs and to help grow our resource base to allow the shelter to serve more guests. Please take time to look over this report and to visit our web site at <http://christianshelter.org/> for opportunities to help.

God Bless you all!

Bryan Murfree

Chairman of the Board

## Mission Statement

*The mission of the Christian Shelter is to minister to the spiritual, emotional and physical needs of people in crisis through the provision of safe shelter, nutritious meals, practical and spiritual direction and the life changing good news of Jesus Christ!*

## Christian Shelter Staff Members

Mary Williams- Administrator

James Barnes- Assist. Administrator

Daniel Bacon- Business Manager

Angie Strand- Maintenance/Vol. Coord.

Paula Williams- Night Staff

Lydia Childs- Night Staff

Dwayne Ballard- Night Staff

Lisa Ihionu- Night Staff

Rudy Drummond- Night Staff

Larry Hugee- Cook

Anthony Johnson- Prep Cook

Ivy Ballard- Shelter Aide

Jay Holloway- Night Staff Volunteer

## By the Numbers 2018

<b>Number Meals Served:</b>	<b>24,958</b>
<b>Total Guests Served:</b>	<b>1,115</b>
<b>Number of Children Served:</b>	<b>388 (35% of Total)</b>
<b>Number of Turn-a-ways:</b>	<b>1,736*</b>
(560 men, 286 women, 890 family members)	
<b>Total Number Guest Nights:</b>	<b>17,548</b>
<b>Ave. Number of Days at Shelter:</b>	<b>15.7 days</b>
<b>Total Number Volunteer Hours:</b>	<b>2,554</b>
<b>Ave. Occupancy Rate:</b>	<b>76% (Low-51% Dec., High- 92%)</b>

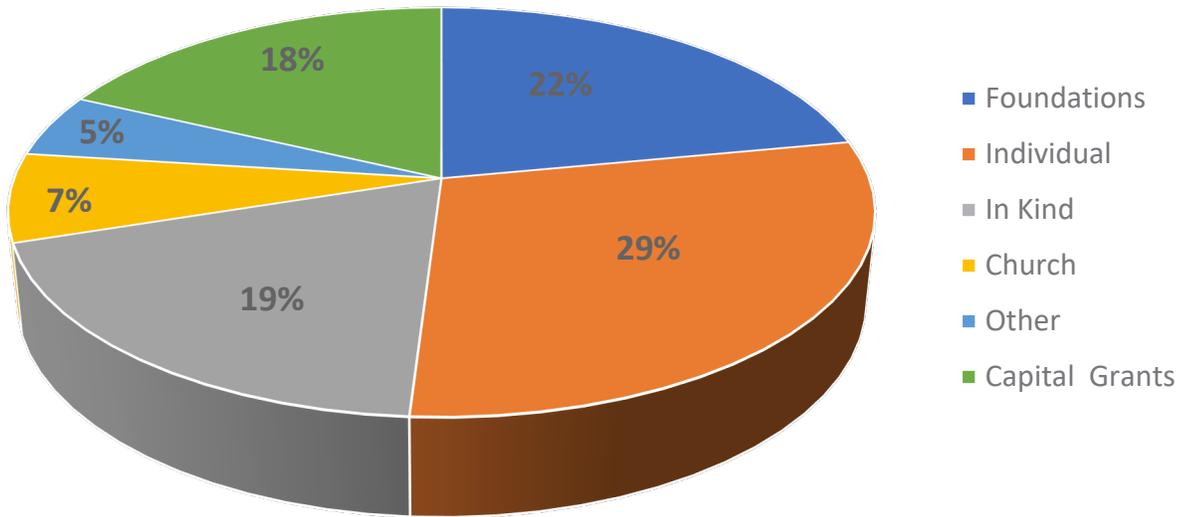
## Services Provided to Guests in 2018

- Christian Counseling
- Daily Devotions
- Transportation
- Housing Referrals
- Job Referrals
- Parenting Classe
- After School programs
- Volunteer Opportunities
- Veterans Contacts
- Financial Counseling
- Medical Referrals
- Nutritious Meals
- Prescription Referrals
- Mentoring Program
- Emergency Crisis Mobility
- Mental Health Referrals

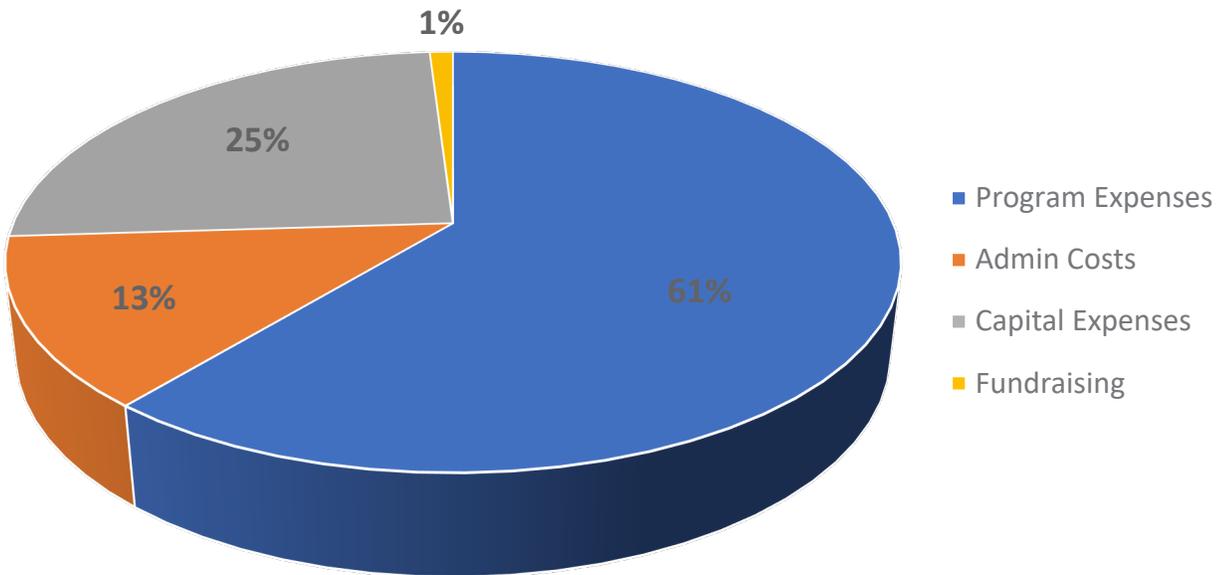


**Life Mark Kids Program**

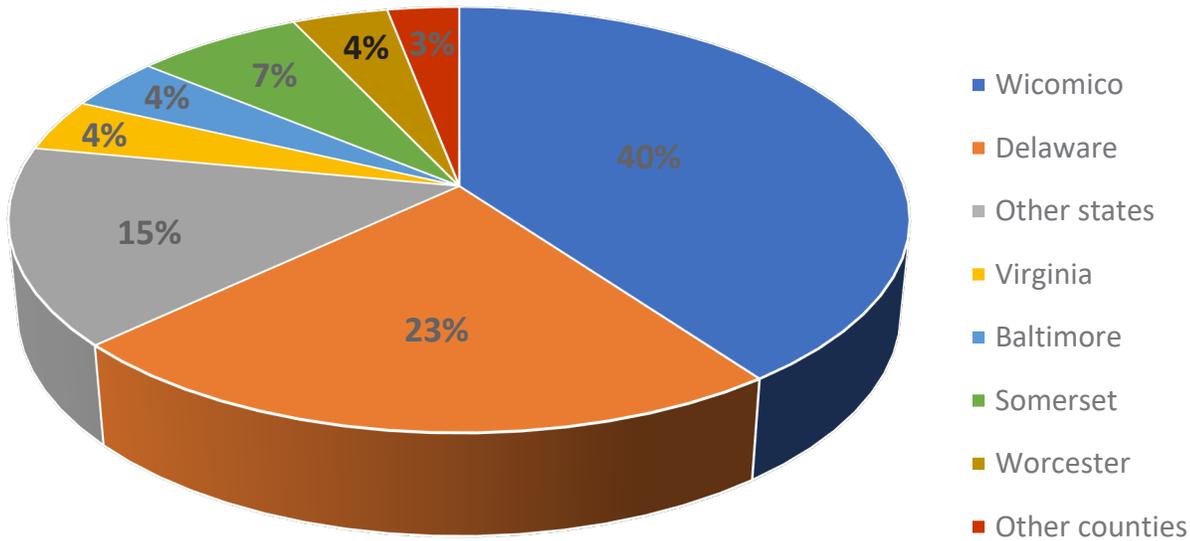
**2018 TOTAL INCOME**  
**\$813,831**



**2018 TOTAL EXPENSES**



## 2018 Where Do They All Come From



*"Therefore, go and make disciples of all nations." (Matthew 28:)*

### Strategic Plan Kick Start Program 2018

#### Executive Transition

- Met with Staff
- Estimated Timeline
- Position Description
- Advertise/Recruit ED
- Screening Process

#### To do in 2019

- Select new ED
- Orientation for ED
- Introduction of ED to the community.

#### Motivation

- Met with staff to address concerns.
- Travel to Sunday Breakfast Mission for consultation.
- Met with other shelters and Community partners for help.

#### Fund Raising

- Set short-term goal for Funding the ED position.
- Crafted a "Case Statement" For campaign funding ED position.
- Identified key donors and solicited help.
- Looking to arrange a "challenge" grant to help assist with funding.

## *Capital Projects List for 2018*

- Insulate refrigerant lines from walk in cooler & freezer to the roof
- Repair rotted floor behind walk in freezer
- Rework Prophets Chamber Room, restroom & create new janitor closet
- Repair replace roof at east side main entrance canopy
- Replace sweep & closer gaskets on walk in freezer
- Repair sewer pipe leak north side exterior facing Baker Street
- Replace floor in men's shower
- Replace window infills and install new windows north exterior wall
- Renovate NE corner room for mother-child use – work in process



**Carol Steffy & Ron Bagano donated a car!**



**Shelter Celebrates 39 Years of Service in 2018**



**Mayor Jake Day visits with Sister Mary**



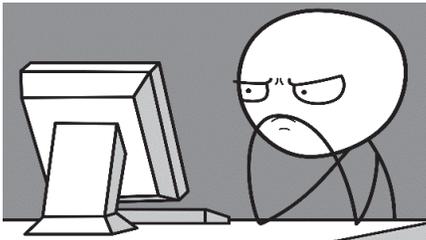
**Financial Literacy Class in 2018**

RETURN SERVICE  
REQUESTED-SEND TO:  
CHRISTIAN SHELTER, INC.  
334 BARCLAY STREET  
SALISBURY MD 21804

NON PROFIT ORG  
US POSTAGE PAID  
Salisbury MD 21804  
**PERMIT #164**



## SHELTER ANNUAL REPORT GOING ELECTRONIC



Sending out this annual report by email rather than through the postal service, is one way we can be better stewards of God's provision and can save the Christian Shelter a lot of extra expense. Of course, we don't want to lose any readers in the process. So, we are asking all readers to please send their current email address to [GLEbois0271@gmail.com](mailto:GLEbois0271@gmail.com) with the request to receive this annual report via email from now on. This information will be loaded into the data base and you will start receiving the annual report as well as the bi-monthly newsletters electronically. Please know that God loves you and so do we at the Christian Shelter. We wish you Joy in Jesus!

### MOST URGENT NEEDS

#### Supplies

Laundry detergent  
Bleach  
Toilet paper  
Paper towels  
Bar towels for kitchen cleaning  
Spray cleaners (bleach or pine)  
Cold & flu meds  
Wet/Dry Vac  
Floor polisher/buffer  
Power washer  
Push mower (20-24") in good condition  
Leaf rakes

#### Foods

Sugar  
Butter  
Lunch & breakfast meats  
Cheese (sliced & grated)  
Ground beef  
Salt, spices  
Italian seasoning

**NOTE: Financial gifts needed all year round as bills must be paid every month for utilities, maintenance, supplies, staff, repairs, insurance. Please consider a financial gift!**