ANNUAL REPORT 2019

20 years of dreaming BIG

MARY'S PLACE
OUR VISION
A community where all families have safety, stability, and housing. We believe that no one’s child should sleep outside.

OUR MISSION
Mary’s Place provides safe, inclusive shelter and services that support women, children and families on their journey out of homelessness.
Love

Love is at the heart of all we do. We are committed to creating a space where all are welcomed, respected, accepted, and loved for who they are.

Collaboration

We collaborate with others to ensure quality services, leverage and expand services across the region, and amplify the voices of women and families experiencing homelessness.

Equity

We are committed to creating an inclusive environment and assuring equitable treatment, access, and opportunity for all regardless of age, ability, race, ethnicity, religion, national origin, indigenous heritage, gender, socioeconomic status, sexual orientation, or life experience.

Stewardship

We carefully steward all that is entrusted to our care: material and financial resources, human resources, and the lives and stories of our guests.

Responsiveness

We recognize and respond to urgent needs in our community by being creative, adaptable, and persistent.

Accountability

Our board, staff, guests, and volunteers are accountable to what we say we will do.
OUR IMPACT IN 2019

Mary’s Place shelters provide a safe space for families to come inside, together, and get connected to the services they need to successfully transition out of homelessness and into housing. While in shelter, families get warm beds, storage for their personal items, hygiene facilities, laundry, nutritious meals, supportive services, and love and care from our specially-trained staff.

171,909 Overnight Stays
429,773 Meals Served
768 Families Moved to Stable Housing
1,602 Children Served
1,460 Employment Services Provided

KING COUNTY LOCATIONS IN 2019

1 Family Center in Northshore
2 Emergency Family Shelter Downtown
3 Women’s Day Center Downtown
4 Family Center in White Center
5 Family Center in Burien
6 Julia’s Place Madrona
7 Family Center in North Seattle
8 Shoreline
9 Family Diversion Center South Lake Union
10 Popsicle Place House Auburn

MARY’S PLACE | ANNUAL REPORT 2019
2019 BOARD MEMBERS

Carie Fowler Antonelli
Chair, HD Fowler Company

Dan McGrady
Immediate Past Chair, PEMCO Insurance

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First Vice Chair, GLY Construction

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Secretary, Community Volunteer

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Chris Clayton
DPR Construction

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Sound Cities Association

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Dick’s Drive-in Restaurants

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PMT Solutions, Tabor 100

Mark Hatcher
US Bankruptcy Court

Jennifer Harnish
Harnish Group, Inc.

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Restaurateur

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JJ McKay
Publisher, The Fresh Toast

Megan Murphy
Vulcan Inc

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Regence

Vicky Oxley
Comcast

Minou Reisinger
Reisinger PR

Michele Smith
Woodland Park Zoo

Katrina Strand
Community Volunteer

Marka Waechter
SH Worldwide
FROM THE EXECUTIVE DIRECTOR

2019 marks the 20-year anniversary of Mary’s Place — 20 years of dreaming BIG. Looking back on our early days — I see our future. Back then, we were a day center program for 10-15 women in the basement of a church with very old comfy couches, one bathroom, a two-burner kitchen, and lots of colorful balloons to brighten the space, and hopefully spirits. We addressed a lot of pain, grief, failure, and suffering. But then, as now, there was always support, acceptance, encouragement, and love. Today, we welcome in over 100 homeless and formerly homeless women each day at the Day Center.

In 2009, moms with babies, toddlers, and school-aged children came looking for diapers, a shower, clean clothes, a bus ticket, and a safe place to sleep at night. There was nothing available for these families. We knew we had to act.

Our first overnight shelter for families was a program that moved between congregations each week, followed shortly thereafter by the first of many empty buildings we converted to shelter space. Then, as now, the families kept coming and today we have nine overnight family shelters across King County where we can provide safe shelter for 600 moms, dads, and kids each night. We purchased our first permanent building in Burien in 2018 and another permanent building will open in an Amazon headquarters building early next year!

Addressing the needs of the community, then, as now, we grow and learn, implementing national best practices to move families back into housing quickly. In 2016, we began a pilot program of a new approach, a national best practice, called Diversion that meets families where they are, puts them first, and combines creative problem-solving with a small amount of flexible financial assistance to move them quickly back into housing. Today, our outreach program, using Diversion techniques, is helping hundreds of families move home directly from cars or tents, making it possible for us to help more families. These innovative tools, together with an increase in shelter capacity, are getting us closer to our goal that no one’s child should sleep outside.

Taking care of our neighbors, moving more families into housing faster, and making sure that all children and families have a safe place to sleep tonight is our future—built on the strong foundations of our past.

Looking back, we see our future: innovative, efficient, effective. Not afraid to try, and not afraid to fail, always looking to fill a gap and bring every child inside. It is possible, it is solvable when we work together.

Thank you for your love and support. We look forward to dreaming BIGGER — with all of you!

Marty Hartman,
Executive Director, Mary’s Place
Every year that I have been involved with Mary’s Place, and it’s been twelve now, I’m consistently struck by three things: the organization’s incredible responsiveness to need, our ability to handle significant programmatic expansion, and our community’s remarkable support and commitment.

I’m grateful for these traits, because in spite of our preparedness – families and children experiencing homelessness—who need our help—keep coming.

At the end of 2019, we have nine family shelters that provided over 170,000 bed nights, served over 300,000 meals, and helped more than 650 families move back into permanent housing. Mary’s Place also answers the 24 hour intake line for King County where 3,555 families called looking for help over the last year.

Next year, we will open our largest family shelter yet inside a new Amazon headquarters building in downtown Seattle. This new space increases Mary’s Place capacity by 50%, providing 275 new beds, including 30 rooms dedicated to families in our Popsicle Place program—families who have lost everything taking care of a sick child. This new space will also allow us to provide 75 family winter response beds—the first time King County has ever had emergency cold weather shelter for families.

We are so grateful to Amazon for this space, a gift that will allow us to get so much closer to bringing all families and children inside. We are incredibly excited by the possibilities.

But with this incredible gift comes a substantial financial obligation. We will need our community to come alongside to address this community crisis. To help us keep milk on the table and loving staff running the programs that we know are effective at helping families move off the street and back into permanent, stable housing. We can’t do this alone—it will take all of us.

Carrie Fowler Antonelli, Board Chair, Mary’s Place
20 YEARS OF MARY’S PLACE

1999
Woman’s Day Center Opened

2001
Bon Mary’s Incentive Program (now Mary’s Marketplace)

2010
Rotating shelter providing overnight shelter for 14 family members

2012
Day Center moves to new space in Gethsemane Lutheran Church

2012
Emergency Family Shelter opened in a former storefront on Bell Street

2017
Family Center in Northshore opened in a former King County Sheriff’s Office

2014
Bianca’s Place opened, first overnight family shelter including single dads in building owned by PEMCO

2016
First family shelter with private rooms opened in Amazon owned former hotel

2015
First 24/7 Family Center opened in North Seattle in City of Seattle-owned former bank building

2017
Opened Shoreline overnight shelter in former restaurant on loan from Kollias family

2018
Purchased our first permanent home in Burien

2019
Opened first extreme weather temporary family shelter in a building loaned by Vulcan Inc

2019
First Family Diversion Center opened on Aurora in building on loan from Tarragon
2019 HIGHLIGHTS

May
Dream BIG Luncheon – celebrated Mary’s Place 20 year anniversary

June
Opened the Family Diversion Center – to provide 30-day shelter stays for families with an identified housing solution

October
Inaugural SHINE Gala – raised over $2 million to support Mary’s Place Popsicle Place program

November
Awarded a Bezos Day 1 Fund $5 million – 5-year (2020-2025) leadership grant in recognition of “needle-moving” work to provide shelter support for families

December
Over 400 families attended the annual Holly Jolly Party with music for a holiday celebration with music, presents, Santa photos, and cookie-decorating

January
Mary’s Place named Nonprofit of the Year by the South Lake Union Chamber of Commerce

March
Our Girl Scout troop sold over 1,600 boxes of cookies and used the money to help pay for fun outings for Mary’s Place kids!
MARY’S PLACE PROGRAMS

HEALTH SERVICES

EMPLOYMENT SERVICES

YOUTH SERVICES

FOOD SERVICES

HOUSING SERVICES

SHELTER SERVICES
Our family shelters provide a safe, inclusive space for families to come inside together and get connected to the resources and services they need to transition successfully out of homelessness and into housing. While in shelter, families have access to a warm bed, storage for their personal items, hygiene facilities, laundry, nutritious meals, and supportive services. Our community, donors, and volunteers bring hope and joy to our guests in shelter each day. To reduce the impact of the trauma families endure while experiencing homelessness, we strive to lower the length of stay in shelter to 90 days or less. In 2019, the average length of stay was 79 days.

When Jackson was injured and lost his job, the family couldn’t make ends meet on Tina’s salary alone. They lost their homes and came to stay at Mary’s Place. Back on his feet, Jackson got a new job and the family was ready to sign a lease on a new apartment. When the car broke down and the cost of repairs threatened their dream of housing, with flexible funding made possible by generous donors, Mary’s Place was able to help them pay for the car repairs and the move out happened as planned!

Shelter Services

SHELTER SERVICES

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Housing Services

HOUSING SERVICES

Within 48 hours of arriving at Mary’s Place, families meet with one of our housing specialists. Together, they develop a housing solution plan that includes a budget and access to community resources, service providers, and supporting agencies.

Using an average of just $1,900 in flexible financial assistance per family, Mary’s Place engages families in creative problem solving to remove barriers and move back into a home quickly. Thanks to you, our housing and outreach specialists were able to help more than 760 families move to permanent housing in 2019!
Mary’s Place helps families with health insurance enrollment, connection to primary care physicians, and provides case management and referrals for families with medical needs. Our Popsicle Place program provides shelter and support for families with children with complex medical conditions. These families have lost their jobs, then their homes, caring for their sick child. They often sleep in cars and tents near hospitals where they access outpatient treatment. Your support made it possible for Mary’s Place to help 25 Popsicle Place families last year.

The Baby’s Best Start program provides moms and newborns with time to bond, and access to health care and parenting information. Both programs are designed to improve health outcomes and support families as they navigate their journey into housing. Just over 80 babies were born and took their first steps at Mary’s Place in 2019!

Health Services
Ashley’s daughter, Abby, was born with health conditions that required medication and specialized equipment. When Ashley could no longer afford her rent, she had nowhere to go and knew she needed to be somewhere with electricity and refrigeration to meet Abby’s medical needs. She called Mary’s Place and came into Popsicle Place immediately, where our medical staff helped her with Abby’s care and getting to doctor’s appointments. Ashley found affordable housing, and she and Abby are back in a place of their own!

Youth Services
Jonathon and his mom, Ruth, came to Mary’s Place after fleeing a domestic violence situation. Now safely in shelter together, Jonathon began to act out and wet the bed. Mary’s Place Youth Services and Health teams worked with the family to get Jonathon behavioral health services. Soon he began to make friends and engage in activities in Kids Club, and the bedwetting stopped. Ruth can now focus fully on finding them a new home!

Children under 18 make up more than half of our guests at Mary’s Place. Our Youth Services team works to meet social and developmental needs and reduce the impacts of trauma by providing age-specific activities for toddlers, school-aged children, and teens. This year, kids participated in drama workshops, Scouting, guitar club, coding class, field trips (159 to be exact!), STEM activities, and much more. In 2019, you made it possible for 120 children to access childcare, 29 to go to preschool or Head start programs, and 27 students to enroll in before or after school programs.
EMPLOYMENT SERVICES

Mary’s Place employment services engages community volunteers to help women and families experiencing homelessness to connect with jobs and job training resources, access referrals to vocational and education programs, and prepare to enter long-term employment. Staff work with those who have an income to achieve financial stability through financial literacy, education, and assistance. In 2019, our employment services team supported 477 guests in their employment and education-related goals, including help with resumes and cover letters, mock job interviews, and budgeting.

MALIK, A SINGLE-DED, WAS WORKING, BUT WHEN HIS RENT INCREASED, HE COULD NO LONGER AFFORD HIS APARTMENT. TOGETHER WITH HIS DAUGHTER, SASHA, THEY MOVED IN WITH A FAMILY FRIEND UNTIL THERE WAS A CHANGE OF CIRCUMSTANCE AND THEY HAD TO MOVE TO A HOTEL, AND EVENTUALLY INTO THEIR CAR. MARY’S PLACE MOBILE OUTREACH TEAM LEARNED ABOUT THE FAMILY AND WENT TO MEET WITH MALIK. TOGETHER, THEY HELPED MALIK FIND A NEW JOB THAT PAID MORE, AND IDENTIFIED NEARBY AFFORDABLE HOUSING. MALIK AND SASHA MOVED BACK INTO HOUSING DAYS LATER.

FOOD SERVICES

Mary’s Place models fresh, healthy eating through our meals program while maintaining pleasure, enjoyment, and family bonding around food. We work with local food partners to implement food recovery programs that provide over 300,000 meals a year across all Mary’s Place locations. Nightly pickups at our food partner locations enable us to offer our families a variety of fresh, ready-made, and culturally diverse foods. Thanks to our community partners, Mary’s Place accepted, verified, sorted, and delivered between 600,000 and 900,000 lbs of donated food in 2019.

ONE OF THE HARDEST THINGS ABOUT LIVING IN THEIR CAR FOR MOM, AMBER, WAS NOT BEING ABLE TO PROVIDE NUTRITIOUS MEALS FOR HER CHILDREN. FAST FOOD WAS EASY AND CHEAP. AT MARY’S PLACE, BREAKFAST AND LUNCH ARE FRESH YOGURTS, FRUIT, SALADS, AND SANDWICHES, AND DINNER IS A FRESH, HOME-COOKED MEAL THAT SHE CAN FEEL GOOD ABOUT AND THAT HER KIDS LOVE! ONE LESS THING FOR HER TO WORRY ABOUT SO SHE CAN FOCUS ON HER HOUSING GOALS.
Mary’s Place
June 30 2018 – July 1, 2019

Contributions and Grants:

- Individual: $3,899,838
- Congregations: $141,985
- Foundations: $3,524,178
- Government Grants: $4,211,913
- Corporations: $2,846,524
- Other Organizations: $189,763
- In-Kind: $9,266,200
- Special Events and Projects: $816,829
- Investment income: $62,805

Total Support and Revenue: $24,960,035

Expenses:

- Program Services: $17,348,826
- Management and General: $1,196,396
- Fundraising: $985,590

Total Expenses: $19,530,812

2019:

- Mary’s Place has transitioned to a June-July fiscal year. Our 2019 annual report includes our fiscal year financials.
- Government Grants includes $2M from the State of Washington that allowed us to pay off the loan on our permanent Burien location.