2020
GRATITUDE REPORT

thank you

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.

OUR VALUES
Accountability  Love  Collaboration  Stewardship  Responsiveness  Equity

LAND ACKNOWLEDGMENT
We acknowledge the land on which Mary’s Place operates in King County is the traditional home of the Coast Salish people, specifically the traditional home of the Duwamish, Snohomish, and Suquamish, who are, although not all recognized by the federal government, still here today.

We offer gratitude to elders and all other Coast Salish peoples, past, present, and future, who have made it possible for us to live and work in this community.

We invite each of us to seek authentic relationships with indigenous communities, continue to learn about the past and present colonial impacts, and move beyond acknowledgement to action.
FROM THE EXECUTIVE DIRECTOR

Before the pandemic hit in early 2020, we were so close to achieving our goal of No Child Sleeps Outside. Thanks to generous donors like you who provide funding for our combination of shelter with wraparound services and a growing outreach program that uses flexible funding to help unsheltered families move directly into housing, we were close to meeting the need in the community.

Due to COVID and the need for social distancing, we closed four of our smaller, congregate family shelters in early spring. Fortuitously, our family shelter inside an Amazon building in downtown Seattle opened in early March! It was our saving grace and kept us from having to return any families to homelessness. With private rooms and eight floors to engage families while social distancing, it has forever changed how we will provide safe, dignified shelter going forward.

The Regrade Family Center has room for 200 moms, dads, and kids each night. Still, with the need for safe distancing and the closure of the smaller shelters, we lost 300 beds due to the pandemic. The length of stay in shelter has increased as families, disproportionately BIPOC families, who have lost jobs or had their hours cut see their housing goals slip further away. In the cold months at the end of 2020, we could only help less than 25% of families that called for shelter on any night.

We know that we need to do more. Not just for the families calling each day, but for those we know are coming when the eviction moratorium ends. Thanks to you, we can be there to help them.

We're committed to adding back those lost shelter beds, scaling up our outreach and flexible funds to both help families move into safe, permanent housing, and pilot and implement Prevention programs to help families keep their hard-won homes.

We are so grateful for your support, now more than ever!

"We know that the safest place for a family to be is in their own home."
I am always grateful and inspired by our donors, but never more than this past year! At a time when we were all navigating our own fears and struggles, you were there to make sure that vulnerable families and children had what they needed to stay safe and continue their journey to a permanent home.

Thanks to you, Mary’s Place managed the closure of four smaller sites and a fast-paced pivot to keep guests and staff safe, adjust to a reduction in food program donations, help families manage distance learning, add remote programming and volunteer opportunities, and deal with the trauma of systemic racism. All this was done without returning any family to homelessness, laying off staff, or ending programs. We simply could not have made it through this last year without you.

Our donors and supporters—large and small—raised money to keep our doors open, made face coverings to keep our staff and families safe, donated cleaning supplies, personal protective equipment (PPE), and shared critical resources and expertise.

On behalf of the Mary’s Board of Directors—thank you. We are so grateful for your continued support!

"Thank you for being there during challenges and uncertainty."
OUR IMPACT IN 2020

141,412 Overnight Stays
424,236 Meals Served
573 Families Moved to Stable Housing

586 Families Served
1,225 Children Served
100+ Women Who Visit Our Day Center On An Average Day

MARY'S PLACE LOCATIONS

1 Women's Day Center
downtown Seattle
2 Family Center in Northshore
3 Family Center in White Center
4 Family Center in The Regrade
downtown Seattle
5 Family Center in Burien
6 Family Diversion Center
South Lake Union
7 Popsicle Place House
Auburn
2020 HIGHLIGHTS

**February**
- COVID-19 planning, policy, purchasing supplies and Personal Protective Equipment (PPE)

**March**
- **Regrade Family Shelter** in the Amazon Headquarters opens
- **Kids Club** pivots to support distance learning as school buildings close

**April**
- Closed four smaller congregate shelters

**May**
- **dream BIG virtual luncheon** raises $2.3 million

**June**
- **Allen Family Center** opens, where several organizations, including Mary’s Place, provide services for families

**August**
- Held **Back to School** events at each shelter site to distribute supplies and backpacks
- Awarded a **$2M Gates Foundation** infrastructure grant
- New racial equity training series for staff and Board

**September**
- First Annual Employee Survey

**October**
- 2nd annual **SHINE Gala** goes virtual and features singing competition

**November**
- **No ChildSleeps Outside** year-end fundraising campaign raises over $3.4 million for Rapid Response Fund

**December**
- A different kind of **Holly Jolly** food, fun, and Santa on video calls takes place at each shelter site
- Launched the **Mary’s Place Value Champion Award** to highlight and honor exemplary employees
SIGNATURE EVENTS

To keep everyone safe, our events were virtual this year. While we missed inviting our community in to celebrate, the online format made it possible for more people to attend, providing opportunities to engage our staff, guests, and donors in new and exciting ways!

dream BIG luncheon
May 6, 2020

The TV-show format was live-streamed on Facebook and YouTube. Thanks to our generous and responsive community, our first virtual event of the year raised over $2.3 million, with a one million dollar match from Title Sponsor, Amazon. The event was chaired by Taylor Hoang and Andrea Nakata.

We heard from Mary’s Place staff about the impact of their work, and our guests shared their inspirational stories. Funds raised helped to address the unexpected costs of COVID-19, including PPE and disinfecting procedures to keep everyone safe, additional frontline staffing, and technology for virtual learning, programs, and services.

Thank you to our sponsors:
Amazon, Starbucks, Regence, HD Fowler, HNN Communities, APCO Worldwide, JLL, Biella Foundation, Darigold, Seneca Group, Menasha Packaging, Uber, Community Health Plan of Washington, and Graphite Design Group.

SHINE Gala
October 23, 2020

The Gala was produced by the team at Microsoft Studios, led by Microsoft Vice President Bob Bejan, and emceed by Q13 Anchor and auctioneer Matt Lorch and Tieman Madorno, New Hire Culture & Engagement, Microsoft. The virtual event included silent and live auctions and featured a singing contest where guests voted with their donations to crown the 2020 SHINE Champion, Alexander Oki.

Donors contributed over $1.3 million at the Gala to support our Popsicle Place program, providing shelter and housing services for families with medically fragile children.

Thank you to our sponsors:

No Child Sleeps Outside
November/December 2020

We are so grateful to our community — more than 6,000 individuals and 200 businesses — who came together to raise nearly $3.4 million in this annual year-end crowdfunding campaign. Thank you to our committee chairs, Minou and Brad Reisinger.

The money raised during the campaign created a Rapid Response Fund to help keep families safely housed, move back into housing quickly, or provide shelter for families experiencing homelessness.

Thank you to our sponsors:
Starbucks Foundation, Amazon, Kaiser Permanente, Microsoft, Dick’s Drive In Restaurants, Windermere Foundation, HNN Communities, Zillow, Google, SAP Concur, PwC, Russell Investments, Comcast NBCUniversal, HD Fowler, Weyerhaeuser, LMC, KeyBank, Forsberg & Umlauf, MurraySmith, Brides for a Cause, and Dunn Lumber Urban Renaissance Group.
Racism and homelessness are inextricably linked. Black and Indigenous Americans are significantly more likely to experience homelessness. In King County, only 6% of people identify as Black and .9% as Native American, yet 40% of our families experiencing homelessness at Mary’s Place are Black and 2% Native American. The disproportionality is staggering. We cannot address homelessness without first addressing the underlying structural racism.

High rates of homelessness among people of color are driven by systemic racism, as seen in the inequities of health care, and systemic oppression that limits economic opportunity and sustains the wealth gap – exacerbating the impact of our region’s affordable housing crisis.

Include gentrification, continued impacts of redlining, rent increases, the high cost of living, and the lack of affordable housing, and it’s not surprising that nearly 80% of our guests at Mary’s Place are from communities of color, while people of color make up just 35% of the population of King County.

Addressing this disproportionality and ensuring that our work and operations create a workplace and service structure that advances equity, diversity, and inclusion is a priority. We continually review our data collection techniques and program outcomes for inequities, engage our guests in program reviews and exit interviews, and work to partner with BIPOC-led organizations to provide culturally relevant services.
George Floyd’s tragic death at the hands of police in Minneapolis on May 25, 2020, and so many others before him unleashed an outpouring of grief and months of demonstrations across the nation in response.

When women and families engage in services at Mary’s Place, we see the trauma of not having a home—not having a safe place to take a shower, do homework, or gather as a family. The additional traumas of the COVID-19 pandemic and the violence of structural racism have had profound and lasting impacts on the communities we serve.

We are committed to standing in solidarity with our Black staff, guests, and community and doing the hard work to recognize and break down the structures of power that continue to oppress people of color both inside and outside of our organization—structures that create unequal access to rights and opportunities.

In 2020, we made additional strides to add diversity of thought to our leadership team and launched a new series of racial equity trainings for our Board, leadership, and staff. Our Racial Equity Committee was restarted and meets monthly to discuss, debrief, and inform our racial equity trainings, as well as consider current events and how they are impacting staff and guests.

Our first annual employee survey provided strategic direction in several areas of Mary’s Place operations and shed a light on discrepancies between how white employees and employees of color feel heard and valued. Addressing those disparities is a priority for Mary’s Place. We know that words are not enough and that action is required to achieve true change.

We don’t know where this will lead us, but we know we can’t go back to the way things were. We are committed to reviewing policies and procedures that negatively impact Black lives. We invite you to join us in this work and bring those issues to our attention. We believe that Black lives matter and are committed to doing better and doing more.
Our priority is to help families who are experiencing homelessness move back into permanent housing. Thanks to our generous donors, 573 families worked with Mary’s Place housing and outreach specialists to move back home in 2020.

Our housing locators have built relationships with hundreds of landlords and property managers to provide housing choices for women and families. In 2020, 101 families moved into housing that was identified through a housing locator partnership or relationship. Housing stabilizers work with families in housing to provide resources and help ensure success.

Tanya had been living on the streets when she became pregnant and entered a recovery program at a local hospital. When the program had to close due to COVID-19, Tanya and her baby, Bella, came to Mary’s Place. After a few months to get settled in as a new mom, Tanya and her Mary’s Place housing specialist identified housing for Tanya and the new family moved into their new home.

Due to COVID-19 and the closure of four smaller shelter locations, many nights, families who called looking for help were unable to find a warm bed.

The Mary’s Place mobile outreach team works with those unsheltered families in cars and tents to use flexible funding to address barriers to housing quickly.

The mobile team also works with families in local hospitals who may be facing housing instability due to managing the care of a sick child.

Korey was 13 and had just undergone kidney transplant surgery. His mother suffered from a behavioral disorder and was arrested while Korey was in the hospital. His father, Dan, living in California at the time, came to Seattle to care for Korey, but without a job and little savings, he couldn’t find an apartment. Our mobile outreach team worked with this family in the hospital to help Dan find a job and an affordable apartment so that he could gain custody of Korey and bring him home to recover in their new apartment.
Mary’s Place employment services looked a little different in 2020. Due to COVID–19, volunteers who work with guests to help them search for jobs online, create resumes, and hone interview skills moved to providing these invaluable gifts of time and expertise online. Workshops on computer skills, conversational English, budgeting, and financial literacy were also conducted virtually. Despite a tough year, and thanks to a very flexible and accommodating team of volunteers and staff, more than 75 guests found jobs to support their housing goals! In addition to a focus on job search and financial literacy, the employment team helped guests navigate unemployment claims and other COVID–19 related benefits.

Our Empower U internship program teaches job skills and provides resume-building experience and income for our guests, like GeMayne. GeMayne applied for our new culinary internship and went through the program in our commercial kitchen learning alongside Chef Samm Hess. When she graduated, Mary’s Place offered her a job, and GeMayne is now a valued member of our food services program.

Kids make up the largest population at Mary’s Place, and in 2020 we welcomed in more than 1,200 children. Our youth services team provides age-appropriate activities for toddlers to teens. Kids go on outings, make friends, and get to just be kids in Kids Club - and despite the pandemic, that didn’t stop. Thanks to volunteers and partners like Seattle’s Fred Hutch, many enrichment programs went online, like the Kinase Kids Science Club!

When schools closed in 2020, we began supporting families with distance learning, including access to technology, and school connections across 20+ school districts.

Caleb goes to Kids Club Monday through Friday every week, where he can work on math worksheets, read books, do art projects, and take part in physical activities. He participates in online remote learning with Chromebooks provided by generous donors, and he has been able to connect with his teachers and keep up with his studies.
PROGRAM PIVOTS

POPSICLE PLACE

Mariana worked in the hotel industry while her husband stayed home to care for their daughter, Selena, who has cerebral palsy. When COVID–19 hit, Mariana was laid off from her job at the hotel due to decreased business travel. With schools closed and Selena home full-time, it took both partners to be at home to support her medical and education needs. The family could no longer afford rent and had to leave their home. Today, they are enrolled in our Popsicle Place program for families with medically fragile children. In Popsicle Place, our health services team works with the family to ensure that Selena gets the care she needs while mom looks for a new job in a new industry.

What started as five rooms when the Popsicle Place program began five years ago, has grown to 30 rooms to support these families and children today. In 2020, over 100 families found support, safety, and stability at Popsicle Place – and 93 found permanent housing.

BABY’S BEST START

In 2020, 34 babies were born at Mary’s Place! Our Baby’s Best Start program provides care from public nurses, parenting education and resources, and a nurturing environment for mom and new baby to bond and get off to a strong start.

Maggie was just 24 when she fled East Africa in hopes of a better life. She spent years in a refugee camp in Ethiopia before traveling through Sudan, Northern Africa, and finally to the U.S. where she sought asylum. When she arrived at Mary’s Place, her English was limited. She was alone, frightened, and pregnant. The Mary’s Place health services team helped her connect with a doctor and introduced her to the public health team made up of an RN, social worker, and community coordinator who visited her weekly at the shelter, establishing trust and a bond. When her healthy baby girl was born, Maggie began smiling and the new family thrived. She enrolled in English classes, found daycare for new baby Ria, and began to look for work and housing. Maggie has a bright future!
FOOD SERVICES

Thanks to our community food partners, we recovered 687,000 pounds of healthy, nutritious food in 2020 and prepared and served 424,236 meals to our guests.

During the pandemic, many of our regular food sources became unavailable. Despite concerns about their own financial insecurity, restaurants, local businesses, and corporations donated or sponsored thousands of delicious meals for our guests.

Uttam Mukherjee and Aakanksha Sinha, the owners of Spice Waala in Seattle, have a value of partnering with their community to achieve food justice. When COVID-19 hit, they established #Bhojan – which means meal or feast in Hindi. They provide 200 meals per week to organizations like Mary's Place. Our families love their delicious Indian street food and we are so grateful for their support.

WOMEN’S DAY CENTER

Mary's Place original program, our Women's Day Center in downtown Seattle, is a drop-in location open each weekday to provide breakfast and lunch; showers, hygiene and necessities; laundry; resources for wellness, housing, and employment; and community.

While the number of women who visit daily has declined during the pandemic, on a typical day, we welcome in approximately 100 women like Amanda.

Amanda had a part-time job at a parking lot but was struggling and about to lose her apartment. The Day Center staff and volunteers helped Amanda update her resume and get a full-time job at a hair salon (her dream job), making enough money to afford a new apartment. We love to see her so happy when she drops in from time to time to say hello!
Mary’s Place
July 1, 2019 – June 30, 2020

Contributions and Grants:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Individuals</td>
<td>$6,288,464</td>
</tr>
<tr>
<td>Congregations</td>
<td>$69,449</td>
</tr>
<tr>
<td>Foundations*</td>
<td>$11,031,652</td>
</tr>
<tr>
<td>Government Grants</td>
<td>$2,388,140</td>
</tr>
<tr>
<td>Corporations</td>
<td>$3,731,347</td>
</tr>
<tr>
<td>Other Organizations</td>
<td>$523,000</td>
</tr>
<tr>
<td>In-Kind*</td>
<td>$35,029,090</td>
</tr>
<tr>
<td>Special Events and Projects</td>
<td>$2,117,782</td>
</tr>
<tr>
<td>Investment Income</td>
<td>$58,243</td>
</tr>
<tr>
<td><strong>Total Support and Revenue</strong></td>
<td><strong>$61,237,167</strong></td>
</tr>
</tbody>
</table>

Expenses:

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$22,195,462</td>
</tr>
<tr>
<td>Management and General</td>
<td>$1,132,845</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$1,546,774</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$24,875,081</strong></td>
</tr>
</tbody>
</table>

* In-kind donations include $22M that recognizes Amazon’s gift of ten years of rent for the Regrade shelter located in an Amazon building in downtown Seattle

*Foundations includes a five-year $5M pledge that was funded in FY20
2020 BOARD MEMBERS

Carie Fowler Antonelli
Chair,
HD Fowler Company

JJ McKay
Immediate Past Chair,
Publisher, The Fresh Toast

Jim Karambelas
First Vice Chair,
GLY Construction

Suzanne Juneau
Fundraising Vice Chair,
Inform-Logistics

Lisa Caputo
Secretary,
Community Volunteer

Lynne Cobb
Treasurer,
Rasmussen

Shannon Boldizsar
Starbucks

Dr. Wendy Carlyle
U.S. Anesthesia Partners

Dr. Brian Cartin
Seattle Children’s Hospital

Jessica Clawson
McCullough Hill Leary

Chris Clayton
DPR Construction

Kris Richey Curtis
JLL

Jasmine Donovan
Dick’s Drive-in Restaurants

Jan Drago
Former City and County Councilmember

Jeni Elam
BoardReady

Ollie Garrett
PMT Solutions, Tabor 100

Jennifer Harnish
Harnish Group, Inc.

Mark Hatcher
US Bankruptcy Court

Taylor Hoang
Restaurateur

Cindy S. Keyser
U.S. Trust

Dan McGrady
PEMCO Insurance

Megan Murphy
Vulcan Inc

Andrew Over
Regence

Vicky Oxley
Comcast

Minou Reisinger
Reisinger PR

Michele Smith
Woodland Park Zoo

Marka Waechter
SH Worldwide
Mary’s Place
P.O. Box 1711
Seattle, WA 98111

(206) 621-8474

Mary’s Place
marysplaceseattle.org

Mary’s Place is a 501(c)3 organization registered in the State of Washington. Tax ID# is 27-2087950. All gifts are tax-deductible to the full extent of the law.