BUILDING HOPE: BY THE NUMBERS

SUMMARY REPORT FOR 2019

“...The Kingdom of Heaven is like a mustard seed...it is the smallest of all seeds, but it becomes the largest of garden plants; it grows into a tree, and birds come and make nests in its branches.”

- Matthew 13:31-31

EQUIPPING CITY MINISTRY LEADERS

BHITC cultivates new and expanded approaches to urban ministry by developing emerging and indigenous faith leaders. 2019 achievements included:

- 15 leaders from 3 new and emerging city churches attended our first ever T216 Urban Church Planting Bootcamp.
- Mission Smith training sessions gathered with almost 400 attendees to learn from both Daniel Hill about confronting racial and systemic injustices, and Don Davis on multiplying urban leaders for city ministry.
- 92 new volunteers incorporated into city ministries.
- 286 regular volunteers participated in efforts to witness to the city.
- $434,090 in labor value invested by our volunteers.
- 600 local Cleveland citizens received training in urban and cross-cultural ministry.

STRENGTHENING NEIGHBORS AND NEIGHBORHOODS

BHITC strives to restore blighted residential properties that support local families, grow local residents into community leaders and redevelop city neighborhoods. 2019 efforts included:

- Acquired 2 foreclosed homes, completed whole-house renovations on 3 such properties, restoring them to productive use as affordable rental housing or for resale.
- Visited 500+ households to conduct resident interviews.
- Launched Rally CLE to showcase and build capacity in Clark-Fulton/Stockyards residents. BHITC provided project funds and volunteer teams to 7 local leaders for neighborhood improvement projects.
- Launched a new after-school education enrichment program, including a sports and fitness program, for 20+ students at Halle School of Inquiry, a Cleveland Metropolitan School District school.
- Blessed 225 children and 75 families through the Christmas Store of Hope, where 2,000 new gift items (a total retail value of more than $25,000) were sold at drastically reduced prices, bringing dignity to low-income families.
ENGAGING THE MARKETPLACE
Common Threads Thrift, BHITC’s first social enterprise, seeks to generate an excellent witness and common good for employees, shoppers and the environment, while also creating a new income stream for BHITC’s core mission. Key areas of growth in 2019 included:

- A 15%+ year-over-year increase for every month of the year.
- Employed 19 great employees and helped 5 employees move on to management roles elsewhere.
- Opened a new furniture floor, adding 1,625 square feet of usable floor space.
- Sold over 188,000 items across 40,000 individual transactions.
- 100,000+ pounds of textiles responsibly recycled and kept from landfills.
- Completed 100+ pick-ups of donations thanks to newly purchased box truck!
- On Black Friday, sold 2,455 items, breaking the record for number of items sold in a single day.
- Since store opening, an incredible $1,464,000 in net sales, with over $527,000 in 2019 alone.

PARTNERING WITH REFUGEES AND IMMIGRANTS
The only ongoing community resource center for Cleveland’s refugee and immigrant community, the Hope Center for Refugees and Immigrants addresses early and long-term resettlement needs. Some of the Center’s 2019 accomplishments included:

- An average of 250 refugees and immigrants served every week.
- Provided employment-related assistance to 70 adults.
- 101 new adults registered in English as a Second Language classes.
- Aided 237 migrants to become new American citizens, bringing the total to 518 over the last 5 years!
- 375 people served through legal immigration services. BHITC serves as one of the few sources for low-cost, competent immigration services in Cleveland.
- 55 students attended after-school and summer education enrichment sessions, with 76% of them improving their reading one grade level or more as a result.
- Hosted multiple refugee-led organizations and events, including 2 refugee Christian churches and various cultural groups.
2019 Financial Overview

2019 Total EXPENSES: $1,762,166.00

Expense Categories:
- Social Enterprise: 40%
- Urban Mission (Outreach, Church Planting, and Housing): 18%
- Refugee & Immigrant Ministry: 21%
- Residential Property Renovations: 11%
- Management & Fundraising: 10%
- Other Income: 7%

2019 Total INCOME: $1,935,806.00

Income Sources:
- Contributions: 39%
- Thrift Store Net Sales: 7%
- Grants & Designated Income: 6%
- Donated Goods & Services (Thrift Store & Housing): 3%
- Residential Property Sales: 27%
- Fundraising Events (Net): 11%
- Other Income: 11%