



**Mary's
Place**

2023 GRATITUDE REPORT



OUR VISION

A community where all families have safety, stability, and housing.

OUR MISSION

Ensuring that no child sleeps outside by centering equity and opportunity for women and families.

OUR VALUES



Accountability



Collaboration



Equity



Love



Responsiveness



Stewardship

LAND ACKNOWLEDGMENT

Mary's Place stands on the lands and waters of the Coast Salish; the Duwamish, Muckleshoot, Suquamish, Tulalip, and Puyallup. The Coast Salish have resided here since time immemorial and are the original stewards of these lands and waters. Today, many Indigenous people continue to live and thrive in this place.

Mary's Place is committed to ending family homelessness in our community. We cannot rightfully fulfill this commitment without acknowledging that settler colonialism is a root cause of family homelessness for Indigenous people. The goal of settler colonialism is to take Indigenous land through

the eradication and erasure of Indigenous people. Because settler colonialism is not an isolated moment in the past, but an ongoing and persistent structure of oppression, we must act.

This land acknowledgement is one action Mary's Place is taking to affirm that Indigenous people have not been erased. Indigenous people are here — alive and strong. Mary's Place is also taking action to connect and continue to build relationships with Indigenous people in our community, support Indigenous staff, and build opportunities for Indigenous families that are served by our organization.

OUR IMPACT IN 2023



270,173
Overnight Stays



835,937
Meals Served



1,355
Families Secured
Stable Housing



2,054
Families Served



50+
Women Who Visit Our
Day Center On An Average Day



3,923
Children Served

LETTER FROM THE CEO AND BOARD CHAIR



Dominique Alex,
Chief Executive Officer,
Mary's Place

It is truly an honor and privilege to serve as the Chief Executive Officer of this incredible organization.

When our Founding Executive Director, Marty Hartman, stepped down at the end of the year, I transitioned into the role of CEO. I want to thank Marty for her 24 years of leadership, inspiration, and passion to bring families inside. She leaves Mary's Place in a strong position to have incredible impact going forward and bring even more families inside to safety and stability.

The number of families outside continues to increase in unprecedented numbers. Our shelters are full every night, yet so many remain outside in the cold. My heart is with the children who make up more than half of our guests in shelter. I believe that how you start has everything to do with where you end up, and we know that the trauma of homelessness has long lasting impacts. I'm committed to Mary's Place's vision of a community where all families have safety, stability, and housing—where they can thrive and succeed.

I'm grateful to our dedicated staff who inspire me daily with the passion and commitment they bring to developing critical partnerships, piloting and implementing best practices, and leading the way.

Our proven approach to ending family homelessness is three-pronged: rental assistance to **prevent** homelessness, **mobile outreach** services to assist unsheltered families and help them move directly into housing quickly, and emergency family **shelter**.

We could not do this work without you — thank you for coming alongside us on this journey!

Duly grateful,
Dominique Alex

2023 BOARD MEMBERS

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Jim Karambelas
Karr Consulting Group

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Lisa Caputo
Community Volunteer

Secretary

Maggie Astolfi
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CPA

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Former City and County
Councilmember



Jim Karambelas,
Board Chair,
Mary's Place

This last year has been an exciting time of transition for Mary's Place as we welcomed a dynamic new Chief Executive Officer, Dominique Alex.

Dominique's extensive leadership experience in early learning and family support with a focus on families with low incomes or experiencing homelessness, uniquely qualifies her for this important role. We are excited that she is on board and leading the way!

On behalf of the Mary's Place Board of Directors, I want to extend our heartfelt gratitude to Founding Executive Director, Marty Hartman, for her 24 years of leadership. Marty's vision, together with the work of our incredible and dedicated staff, have brought us to this place where we are well positioned to take our work to address and end family homelessness even further.

One way we will do that is by partnering with Mercy Housing Northwest to develop an exciting affordable housing and co-located family shelter project on the site of our current shelter in Burien.

This innovative project will provide much-needed housing and support for families with children in South King County and will demonstrate how an innovative shelter-to-housing model with comprehensive services can be a national model for a growing urban crisis. We'll share more about this project as details are finalized over the next year!

Finally, we are grateful to you, our community of partners and supporters who make this work possible. Together, we will ensure that no child sleeps outside.

Regards,

Jim Karambelas

Jeni Elam
Columbia Hospitality

Alejandro Estrada
*Founder and Managing
Partner, Catorce Ventures*

Jenelle Findley
Seabourne Cruise Line

Ollie Garrett
PMT Solutions, Tabor 100

Azmeena Hasham
Verizon

Dr. Gregory Johnson
Sound Physicians

Marguerite Kondracke
*Co-founder and CEO of
Bright Horizons (retired)*

Tisha Held
BECU

Yousri Omar
Amazon

Vince Reiman
Microsoft

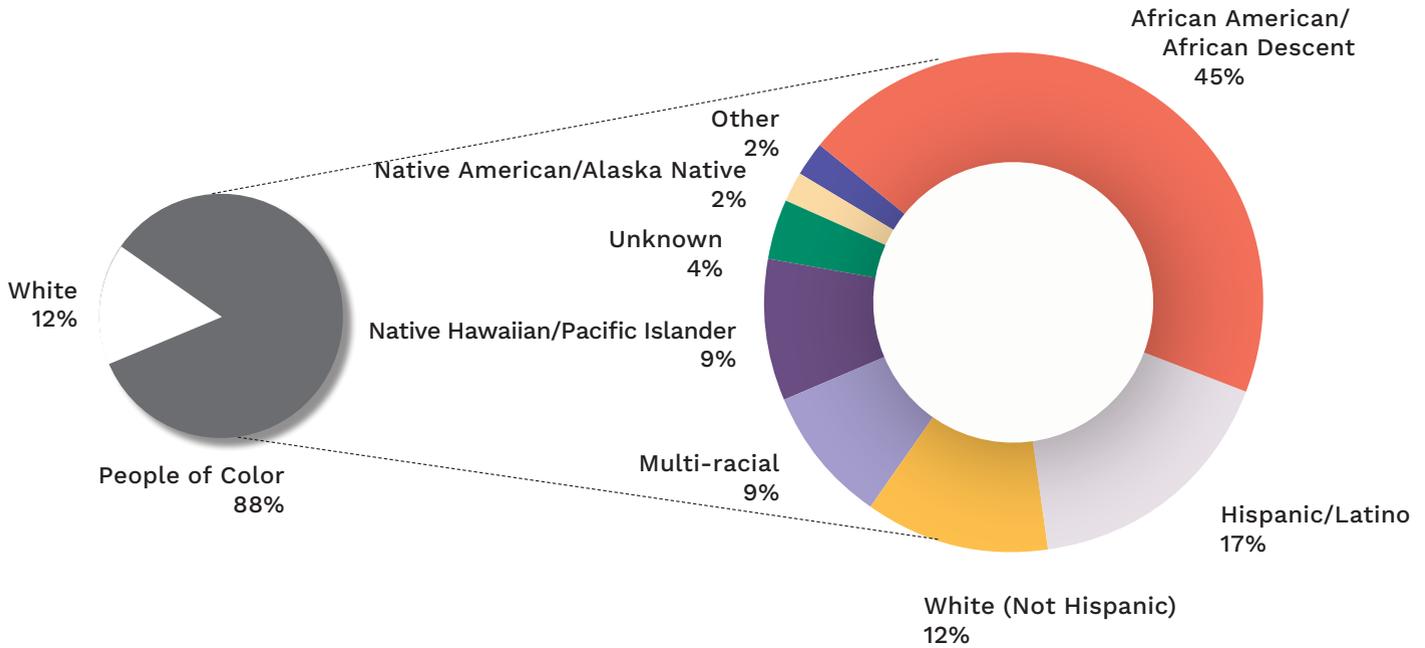
Minou Reisinger
Reisinger PR

Michele Smith
Woodland Park Zoo

Marka Waechter
SH Worldwide

Kim Zaidberg
*Seattle Country
Day School*

WHO WE SERVE



At Mary's Place, our focus on mitigating the devastating impact of structural racism on the lives of the people we serve is grounded in data.

Our data tells us that 88% of the families we serve are families of color. High percentages of our families are of African descent, and specifically single Black mothers with children. Our data reflects King County public health data, which shows that communities of color, particularly Black adults, are evicted 5.5 more times than white adults. Indeed, Black adults in King County represent 28% of homeless

households receiving services in the homeless system—more than quadruple their percentage of the King County population.

Our equity efforts at Mary's Place are an attempt to disrupt and dismantle structural racism as it shows up in the lives of our families. We know that having staff who reflects the communities we serve is foundational to a high level of care. Sixty-five percent of Mary's Place staff identifies as Black, Indigenous, and People of Color, and many staff have life experiences and expertise that enrich services and inform our advocacy.

Our equity work moved forward this year with the addition of our Chief Equity and Policy Officer, Dr. Damarys Espinoza. Dr. Damarys, together with equity consultants Sankofa, and our Mary's Place Equity Workgroup are working to move forward the development of an equity framework and theory of change for the organization. We're excited to introduce and begin implementing that plan early next year.

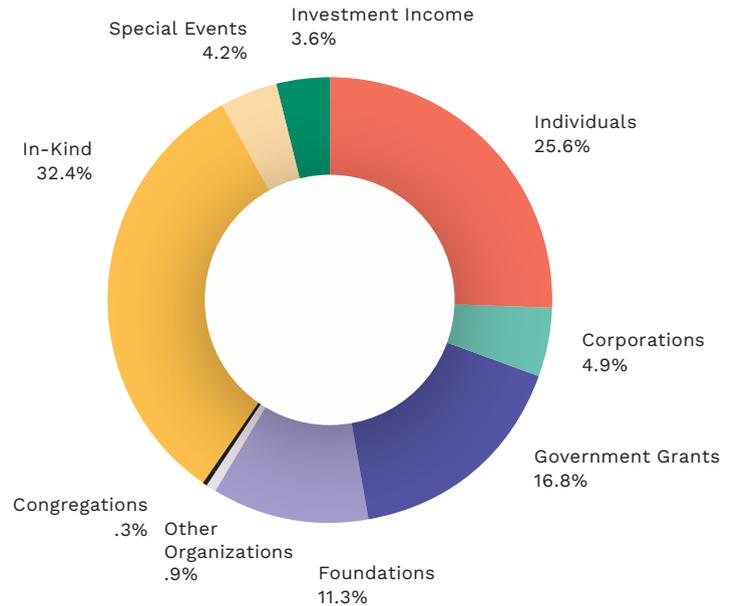
FISCAL YEAR 2023 FINANCIALS

Mary's Place

July 1, 2022 – June 30, 2023

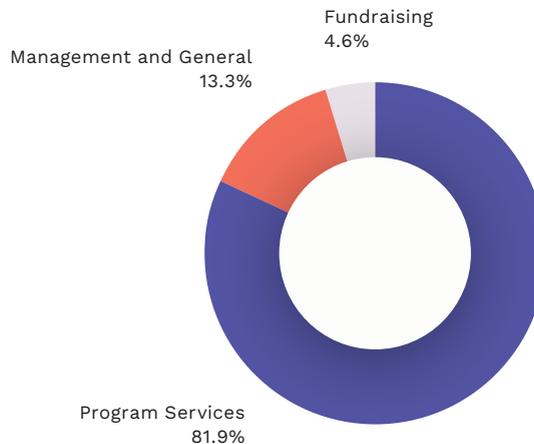
Contributions and Grants:

Individuals	\$7,689,530
Corporations	\$1,466,941
Government Grants	\$5,053,865
Foundations	\$3,392,254
Other Organizations	\$278,255
Congregations	\$94,039
In-Kind	\$9,747,861
Special Events & Projects	\$1,273,532
Investment Income	<u>\$1,094,713</u>
Total Support and Revenue	\$30,070,990



Expenses:

Program Services	\$33,517,974
Management and General	\$5,470,251
Fundraising	<u>\$1,922,460</u>
Total Expenses*	\$40,910,685



* a net deficit budget in FY23 was the result of an intentional spend down of cash reserves to increase program capacity and make investments in staff wages and organizational infrastructure. Mary's Place policy is to maintain a six month cash reserve.

2023 HIGHLIGHTS

January ●

Rolled out the refreshed Mary's Place brand and logo

April ●

Guests at our Women's Day Center participated in a writing workshop where they wrote and shared stories of their hopes and fears

July ●

Mary's Place Lunch & Learn program features guest speaker Gregg Colburn, co-author of the book, Homelessness is a Housing Problem

November ●

No Child Sleeps Outside year-end fundraising campaign kicks off with an opening night party

● March

Girl Scout cookie sale, our troop sold over 5,000 boxes of cookies and raised funds for an epic camping trip

● May

dream BIG luncheon welcomed the community to learn and engage with our work

● August

Back to school events

● December

Founding Executive Director Marty Hartman steps down after 24 years leading Mary's Place and Chief Program Officer Dominique Alex becomes CEO

Winterfest activities for families at all shelters

Made emergency accommodations to ensure that no families sleep outside when temperatures drop below freezing



THREE-PRONGED APPROACH

Mary's Place is working to end family homelessness with three interdependent approaches—by providing emergency shelter and resources for families who are outside with nowhere to go, and helping families at risk of losing their homes BEFORE that happens.

Rents continue to rise, and affordable housing is hard to find. As a result, families are staying longer in shelter and the number of families who are outside with nowhere to go continues to rise.

The King County Emergency Family Shelter Intake Line, operated by Mary's Place, receives on average 50-60 calls a day. Due to a lack of shelter capacity, we are only able to offer a shelter bed to just two or three, prioritizing the most vulnerable.

Mary's Place is working to end family homelessness with three interdependent approaches:



Providing emergency family shelter and resources in five 24/7 shelters with 720 beds across King County



Mobile outreach services that bring supplies and housing resources to unsheltered families in our community



Preventing homelessness with rental assistance and stability supports



EMERGENCY FAMILY SHELTER

In shelter, families find safety and stability, community, and resources to reduce the trauma of homelessness. We help them get back into permanent housing as quickly as possible.

Housing Services

Our Housing Specialists work with families to address financial and logistical barriers to housing so they can get back to enjoying family time and traditions in their own home as quickly as possible! With your support, 235 families moved from shelter into permanent housing last year!

Health Services

Mary's Place Health Services team, assisted by a network of volunteer health professionals and partnerships with health providers in the community, provides physical and behavioral health consultations, and helps families with insurance enrollment and primary care connections.

Youth Services

In Kids Club, families find age-appropriate enrichment programming for tots, children, and teens. We provide homework help and clubs, along with community outings and play time so that kids can be kids while their parents work on their housing goals.



Gemma and her mom arrived at shelter after fleeing a domestic violence situation. It was a stressful time for the family and Gemma, after missing several days of school, was reluctant to return and face her friends. The once active, engaged little girl became shy and timid.

Our youth services team invited Gemma to join the Girl Scout troop and it didn't take long for her to make new friends and come out of her shell. Gemma returned to school and stayed active in Kids Club while her mom worked with Mary's Place housing specialists to get copies of documents to complete housing applications.



MOBILE OUTREACH



A critical part of our three-pronged approach is the work our mobile outreach team does in the community. Outreach specialists meet families where they are, living in cars and tents, or leaving hospitals, and provides supplies like food, clothing, and diapers, along with housing resources.

The Mary's Place Outreach Team works out of the Allen Family Center in South Seattle, where we partner with Navos, Mercy Housing, and BrightSpark to provide families with drop-in services for housing, childcare navigation, computer lab resources, and other supplies.



Sanara, Miguel, and their two boys lived in a mobile home park in South Seattle surrounded by friends and neighbors. The community was tight knit—parents watched over all the kids who played and went to school together. When the park was sold, the families were told they needed to vacate within 60 days—not enough time to find something they could afford and tearing apart the community. Like many of their neighbors, Sanara and Miguel moved their family into their car and lived nearby.

Word spread in the community about the Allen Family Center where the families could come inside to take showers, spend play time with the kids, and find housing resources. The Mary's Place Mobile Outreach Team visited them regularly in their car with supplies, food, and even a tent so they could spread out a bit.

Miguel and Sanara both had jobs and the outreach team was able to help them, and many others from their former neighborhood, move back into housing quickly, bypassing a stay in shelter.



PREVENTION

Both shelter and outreach services are critical for addressing the acute needs of families with children who have lost their homes and are unsheltered. But unless we stop the flow of families into homelessness, the need will overwhelm our existing systems.

The third and most important prong of our approach is to prevent homelessness by keeping families in their hard-won homes with rental assistance and other stability supports. Prevention is effective; it ends the generational impacts of homelessness and the disproportionate impacts of homelessness on Black, Indigenous, and People of Color, and it is more cost effective than a stay in shelter.

Mary's Place has been piloting prevention since before the pandemic and we are just completing year one of a three-year study with the Lab for Economic Opportunity at the University of Notre Dame to determine and quantify the best way to implement rental assistance for long-term family stability.

But even now, we know that an effective strategy to end family homelessness must include a commitment to prevention strategies, and we will continue to advocate for a prevention-focused approach to family homelessness.



When Freddy and Laura found out they were expecting their first child they were excited to grow their family. Laura began having complications with her pregnancy that made it difficult for her to work. But Freddy was working, they were making ends meet. When businesses began to close in 2020, Freddy's hours were cut and the family couldn't afford to pay rent. It was a scary time, and they were relieved to find a place to weather the storm at Mary's Place. Within the year, they were back on their feet and in housing with new baby Jack.

A year later, with rent, gas, and food prices increasing due to escalating inflation—the family found themselves behind on rent and at risk of being evicted. The Mary's Place prevention program helped them pay their housing debt, get current with rent, and find free childcare for Jack so that Laura could go back to work—providing enough cushion for them to stabilize and stay in their hard-won home.

HOW TO GET INVOLVED



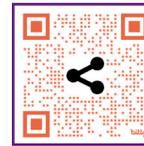
Volunteer



Donate



In-kind donations



Social Media



marysplaceseattle.org

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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.