



TODAY

YESTERDAY



TOMORROW



PAUL'S PLACE

Annual Report

JULY 2019 - JUNE 2020

OUR MISSION

Paul's Place is a catalyst and leader for change, improving the quality of life in the Washington Village/Pigtown neighborhood and the surrounding Southwest Baltimore communities. Paul's Place provides programs, services, and support that strengthen individuals and families, fostering hope, personal dignity and growth.

OUR VISION

The individuals and families living in Southwest Baltimore City will have full access to high quality health care, education, employment, and housing along with the other support necessary for stability and self-sufficiency.



DEAR FRIENDS,

Our year started like many before it. We prepared for our After-3 Program at George Washington Elementary, we worked with several guests to finalize housing and employment, and we brainstormed how we would make it possible for our neighbors to enjoy the holiday season with food on the table for family and friends.



Susan Owens



Bill McLennan

Each week we welcomed guests into our dining room, offered laundry and shower services, and helped our guests shop for school clothes for their children in our marketplace. Our fall 5K event was held on a chilly fall day and throughout November and December, we distributed warm coats and boots to many of our neighbors.

As 2019 turned to 2020, we saw several guests move into new homes, assisted guests with employment applications, continued to welcome guests in for a meal, and began planning for our annual spring event. Then, COVID-19 made its way to the United States, to Maryland, and to Baltimore.

In a matter of weeks we had moved most of our services outside and had begun to reach out to our community partners and guests to determine how we could help.

Imagine what it would have been like to navigate the constantly changing environment of the pandemic with no phone or internet access. Imagine not being able to shelter in place because home is unsafe or nonexistent. For our guests, Paul's Place acted as a vital lifeline as they navigated new barriers to medical care, benefits, and more. At the same time, new efforts sprang up to meet basic needs as more people became aware of the frightening extent of food insecurity in Baltimore City. That's why it's so important that Paul's Place has remained a steady presence that Southwest Baltimore residents know they can rely on day after day. Your support makes stories of transformation like the ones in the following pages possible, before the pandemic, during, and after.

Susan Owens
President

William J. McLennan
Executive Director

BY THE NUMBERS

	July 2019-March 20 (pre-pandemic)	April 2020-June 2020 (during pandemic)	Combined July 2019-June 2020
 Guests served each day	average 169 a day 27,732 total	average 72 a day 3,229 total	average 84 a day 30,961 total
 Volunteers	884 people 5,696 hours	130 people 731 hours	1,014 people 6,427 hours
 Case Management Services	from engagement to tier 3	from engagement to tier 3	1,825 guests engaged
 Visits to Marketplace	2,861 visits 1,189 unique guests	281 visits 224 unique guests	3,142 visits 1,413 unique guests
 Visits to Nurses Clinic	210 visits	8 visits	218 visits



SUCCESSES FROM THE FALL

Michael

YESTERDAY. Michael was born and raised in New Orleans. He moved to Maryland, driving 18-wheelers and making \$50,000 a year. His career took a turn when someone walked out in front of his truck. Even though not at fault, he could not bring himself to drive again. To find a way to live his life again, he sought help and as Michael reminds us, "you learn and adapt."



He found Paul's Place through a mentor while training to become a lab tech. His position at the company was part-time and while that was a start, his mentor knew he needed extra support. That is when Michael was introduced to case manager, Ellen. "That's when doors really started opening for me."

TODAY. Michael shared his goals with Ellen and she helped him create a plan to get there. That plan included a morning shower, helping with lunch preparation, and using the computer lab. Ellen helped Michael with job searches and college applications. Employment came after Michael persevered with mock interviews and multiple job applications submitted. He landed a position with a living wage. Housing was next and while it took patience, Ellen helped him secure an apartment close to work.

TOMORROW. Now Michael says, "I am past where I wanted to be because I was homeless. It was rough. So, from that time period to now, I'm glad. I got a job, I got a place, and I'm still in school. It can only get better."

Michael now says he is thankful for the first time he walked in Paul's place because doing that, setting goals, and having help achieving those goals showed him he just needed a hand. Now he won't quit because he has "other people I'm living for. So if I quit on myself, I quit on them."

Tahir

YESTERDAY. Tahir's journey to Paul's Place begins in South Carolina, where his grandparents raised him. At a young age, Tahir's grandparents passed away and he entered the foster care system. By the end of elementary school, he had attended 14 different schools. Diagnosed with a blood disease and needing special treatment, Tahir uprooted his life and moved to Baltimore for care at Johns Hopkins Hospital. Experiencing homelessness and unsure about how to secure disability benefits, a friend recommended Paul's Place.



TODAY. Through Paul's Place he found a hot lunch, gently used clothing, and a place to get help. "Paul's Place cared. I could really tell they liked helping people. In April 2019, Tahir began working with our case managers to secure disability benefits and to find a permanent home. Tahir has become a frequent visitor to Paul's Place, always ready with a smile and a kind word.

TOMORROW. Just before the holidays, Tahir received news that he could move into an apartment. Through the support he received from the case managers at Paul's Place along with his own determination and perseverance, he is looking forward to continuing his journey back to full health under a roof he can call his own.

"Paul's Place cared. I could really tell they liked helping people."

SUCCESSES FROM THE **SPRING**

Linda

YESTERDAY. Linda is a regular visitor to Paul's Place. She was often seen in our computer lab reviewing listings and receiving help with online applications. Before the pandemic, Linda was gearing up to go back to work after a hiatus due to her health.



TODAY. Then the virus necessitated shutdowns. She had been planning to start physical therapy to improve her overall health and mobility. Even with the stay-at-home order, Linda was determined to continue toward her goal of going to work.

To stay on course, Linda reached out to the place she knows and trusts — Paul's Place. She started working with Paul's Place to get access to her healthcare.

Rather than Linda trying to get to in-person physical therapy, she agreed that the best and most sensible option would be virtual appointments.

TOMORROW. Linda connected to a provider that meets her needs and she is staying in touch to ensure she reaches her goal of improved health and future work.

Stan

YESTERDAY. Stan found Paul's Place at a critical time. Not only had the pandemic forced his health clinic to close, but his cell phone, which housed all of his information, was stolen. Stan had run out of his medications and feared that he would decline rapidly without access to his health care provider.



TODAY. Over the years, Paul's Place has built partnerships across the city and one such partnership was with Stan's provider. Connecting Stan with his provider using one of Paul's Place's phones resulted in his prescription orders getting sent to a local pharmacy.

TOMORROW. The next step was to secure a cell phone for Stan. A new lifeline for so many, cell phones are making it possible for those experiencing homelessness or unemployment to manage their affairs. With wifi becoming more available to more neighborhoods during the pandemic, our guests, including Stan, can find ways to stay connected.

Stan was grateful for the time and effort taken to help him and wanted us to know that he never feels judged and always feels safe here.

"People at Paul's Place are always helpful. I have had multiple experiences where I felt providers were 'looking down on me' and not practicing empathy. At Paul's Place, I am never judged and I feel safe when asking for help and sharing personal information so I can really get the help I need."

YESTERDAY, TODAY, AND TOMORROW

Virtual Fundraising Days Spring 2020

The Show Must Go On . . . five words that became our mantra as the pandemic rapidly and unexpectedly changed the plans we had for an in-person affair in early May. With the help of volunteers, the steady guidance of Monica and Dick Tucker (STX), and the teamwork of dedicated staff, we moved our event online and gained an opportunity to share the story of Paul's Place for a week in June.

While we long for in-person gatherings, we are so grateful for the support of our corporate sponsors, individuals, and volunteers who shared our story with friends and family and who made our efforts possible and successful.



GROUNDWORK KITCHEN:

Meals with Meaning

The excitement began with the groundbreaking on a sunny day in November of 2019 and even with the COVID-19 pandemic reaching Baltimore in March, construction continued on the building and the program that will be **Groundwork Kitchen**. Continuing the tradition of responding to the needs of our neighbors and our city, Paul's Place, in the form of Groundwork Kitchen, is taking the next step toward providing new opportunities and hope in the midst of increased uncertainty.



With a small café, a catering kitchen, and restaurant for on-site job training and experience, Groundwork Kitchen will be housed in a 14,000 square-foot facility at the western gateway to Pigtown. The thirteen-week program will provide ServSafe® certification and life skills classes in preparation for careers in food service. With Paul's Place one block away, students will have access to the full range of our support services throughout their training. A full-time employment specialist will cultivate relationships with employers and match new graduates with jobs, and the case management team will support graduates' transition from job training to the workplace.

Our program is based on the Catalyst Kitchen model, which has placed over 15,000 individuals facing barriers to employment, in jobs since 2011. We

anticipate that 70% of the graduates will find jobs in catering, production kitchens for food service, or institutions with cafeterias; 30% of graduates will work in restaurants.

With generous support from foundations and individuals, a State bond bill, and New Market Tax Credits, Paul's Place has successfully secured \$9.5 of the \$10 million needed for construction and furnishing of the training facility. We are still working to raise \$500,000 to complete construction and furnishings for the new space. An additional \$100,000 will secure the first year of program operations. Once the program is up and running, support from Paul's Place, public funding, and earned income from the catering and restaurant business will sustain this program.

STATEMENT OF FINANCIAL POSITION

as of June 30, 2020

Assets

Current Assets

Cash and cash equivalents	\$ 1,911,837
Restricted cash	\$ 5,670,564
Investments	\$ 1,408,651
Grants receivable	\$ 0
Pledges receivable, current.....	\$ 1,024,650
Total Current Assets	\$ 10,015,702

Property, net of accumulated depreciation

\$ 6,946,358

Other Assets

Pledges receivable, non-current.....	\$ 240,311
Loan receivable	\$ 7,265,550
Investments held for long term purposes	\$ 842,653
Beneficial interest in assets held by Irrevocable Trust	\$ 193,447
Beneficial interest in assets held by Baltimore Community Foundation (BCF)	\$ 21,629
Intangible assets, net	\$ 26,097
Total Other Assets.....	\$ 8,589,687

Total Assets

\$ 25,551,747

Liabilities and Net Assets

Current Liabilities

Accounts payable and accrued expenses	\$ 152,916
Line of credit	\$ 218,141
Short-term note payable	\$ 0
Current maturities of long-term debt.....	\$ 1,015,703
Total Current Liabilities	\$ 1,386,760

Non-Current Liabilities

Long-term debt, net of current maturities

\$ 13,160,101

Total Liabilities.....

\$ 14,546,861

Net Assets

Without Donor Restrictions	\$ 7,856,424
With Donor Restrictions	\$ 3,131,365
Total Net Assets - Paul's Place.....	\$ 10,987,789
Non-controlling interest	\$ 17,097
Total Net Assets	\$ 11,004,886

Total Liabilities and Net Assets.....

\$ 25,551,747

A copy of Paul's Place's financial statement is available by written request or by calling 410-625-0775. Documents filed under the Maryland Charitable Solicitations Act can be obtained from the Office of Secretary of State, State House, Annapolis, MD 21401, 410-974-5521, for the cost of copying and postage.

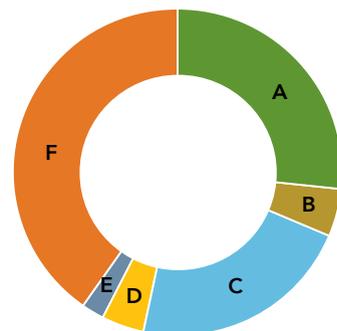
STATEMENT OF FINANCIAL POSITION

as of June 30, 2020

Revenue FY20 July 1, 2019 - June 30, 2020

Total Revenue: \$3,613,188

A Public Support*	\$ 972,839	26.9%
B Rental Income	\$ 164,909	4.6%
C Donated Food, Goods & Services	\$ 794,354	22.0%
D Investment Income	\$ 148,436	4.1%
E Annual Fundraising Event	\$ 79,486	2.2%
F Foundation Support	\$1,453,164	40.2%



*Includes contributions to restricted endowment funds and capital campaign.

Expenses FY20 July 1, 2019 - June 30, 2020

Total Expenses: \$2,527,702

Administrative Expenses - \$108,134

4.2%

Fundraising - \$461,833

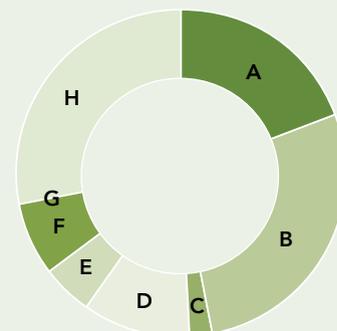
18.3%

Program Services - \$1,957,735

77.5%

Program Services Expenses: \$1,957,735

A Hot Lunch	\$ 380,530	19.4%
B Market Place	\$ 542,191	27.7%
C Emergency Assistance	\$ 42,605	2.18%
D Case Management	\$ 205,108	10.48%
E Ambassador Program	\$ 100,412	5.14%
F Children's Programming	\$ 138,352	7.07%
G Culinary Arts Training Program*	\$ 0	0%
H Other Programs and Services**	\$ 548,537	28.03%



*Expenditures are construction-in-progress related.

**Includes emergency food pantry, showers, laundry service, health and wellness programs, computer skills training, and computer lab expenses.

PAUL'S PLACE PROGRAMS

HEALTH & WELLNESS

Hot Lunch*

Hearty, nutritious meals served five days a week for anyone in need

Laundry Service*

Two loads of laundry washed, dried, and folded a week at no cost; Paul's Place provides the detergent and dryer sheets

Emergency Food Pantry*

Non-perishable food available to families experiencing food insecurity in partnership with the Maryland Food Bank and the Department of Social Services

Market Place*

Gently-used and new clothing, shoes, and household items available three days a week at no cost

Showers

Fully-accessible shower open five days a week; Paul's Place supplies towels and toiletries

Nurses' Clinic*

Basic health check-ups and medical case management offered weekly by nurses and students from the University of Maryland, School of Nursing

Women's Group

Meet weekly for social and emotional support. This year our Women's Group celebrated 25 years of gathering.

CASE MANAGEMENT SERVICES

Guest Engagement*

Daily assistance connecting to services available at Paul's Place and referrals to services offered by partner organizations

Emergency Assistance*

Eviction and utility shut-off prevention, assistance with cost of prescriptions, vital documents, and other one-time emergencies

Holiday Programs

Turkeys (or chickens) and all the ingredients for home-cooked holiday meals and gifts to help families celebrate the holiday season

Case Management*

Structured, ongoing coaching focused on achievement of self-selected goals related to housing, employment, mental and physical health, education, and other barriers to self-sufficiency

Computer Lab

18-station computer lab open four hours per day; basic and intermediate computer skills taught by volunteers

Ambassador Volunteer Program

A volunteer experience for adults seeking skill building opportunities for workforce re-entry or career change

Employment Assistance

Targeted support in job searching and career development for unemployed adults. Access to our 18-station computer lab, resume review, practice interviews, and coaching for new employees and employers

CHILDREN AND YOUTH PROGRAMMING

After-3

After-school program for students in Pre-K to fifth grades focused on academics, mentoring, enrichment, and social skills

*These services have been offered curbside since Spring due to the COVID-19 Pandemic.



PAUL'S PLACE, INC.

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www.paulsplaceoutreach.org



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PAUL'S PLACE TEAM

William J. McLennan
Executive Director

Terry Manning, LCSW-C
Deputy Director

Health & Wellness Programs Team

Nicole Davis
After-3 Coordinator

Kelly Doran*
Director of Health and Wellness

Tamie Flax
Day Program Coordinator

*Employed by University of Maryland ,
School of Nursing to work on-site at
Paul's Place one day per week

Kitchen

Dominaque Charles
Kitchen Manager

Mike Wilhelm
Kitchen Assistant

Jared Brown
Kitchen Assitant

Case Management Services Team

Nicole Davis
Volunteer Coordinator

Ellen Levy
Case Manager

Development & Communications Team

Meghan Culbertson
Director of Development & Communication

Amber L. Weiner
Assistant Director of Development & Communication

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