RAISING FUNDS AND
HOPE FOR
SOUTHWEST BALTIMORE
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,
The saying, “take each day as it comes,” held new meaning for many of us heading into the fall of 2020. The COVID-19 pandemic was still in what we now know were early stages as schools decided to remain virtual, businesses found it difficult to remain open, and a return to “normal” kept its distance just as we did from one another. Adaptation and creativity were the watchwords of the early days of the COVID-19 pandemic. Change was a constant. And everyone from our supporters to our guests rose to the challenge with extraordinary grace. Now, what we thought was a short-term sacrifice has become a way of life. We have learned to manage the unexpected.

Paul’s Place has been a fixed presence in Southwest Baltimore for nearly 40 years. When the coronavirus outbreak overwhelmed our nation, Paul’s Place researched and considered how to keep our guests, volunteers, and staff safe. We were pushed to re-imagine what serving our guests would look like in a time of social distancing, with restrictions on indoor activities, and fewer volunteers onsite. By sharing ideas and best practices with our non-profit partners, relying on our thoughtful and creative staff, and remaining ever-focused on our mission, we were able to successfully deliver the critical services to those that needed them most.

Each day, staff set up tables and tents to serve a grab and go lunch, provide emergency food boxes, and shop for clothing for guests. Our kitchen staff prepared a healthy variety of lunch options, we secured an increased supply of emergency food boxes, and we had staff and volunteers working hard in our clothing bank to collect, sort, shop, and provide curbside clothing pick-up. Our case managers also set up outside on Ward Street to work with guests on access to benefits, health resources, and housing, and our nurse and peer recovery advocate widened outreach efforts, ensuring assistance to homeless encampments.

Building our culinary arts training program continued, from construction (deemed essential) to designing the training program itself. Looking beyond the pandemic, the food service and hospitality industries will need employees and we will be there with a well-trained pipeline of individuals ready and excited to join those professions.

When we look back at the year, we are proud of what the Paul’s Place community has accomplished despite the challenges presented by the pandemic. If you’re reading this, you’re an essential part of that community! Each small act, from dropping off donated clothing to sharing our posts on social media, to showing up to volunteer, allows us to continue our mission of support for the community of Southwest Baltimore.

We are grateful to so many — our supporters, volunteers and staff — who have made Paul’s Place a priority during these difficult times. You have made an immeasurable difference for lives in Southwest Baltimore.

With your support, we will continue to serve.

Graham Savage     Bill McLennan
President      Executive Director

Graham Savage
Bill McLennan
SUMMER OF 2020

• We held a lunch barbeque for the Maryland Legal Aid team, which included a harm reduction clinic each week; and
• Hopkins) to assist with health screenings;
• Sparc (a project of Johns Hopkins) started discussions about how to safely and incrementally move our services curbside to ensure we met the needs of our neighbors and guests.
• Not being able to hold onsite food and clothing drives or volunteer in person did not deter our corporate partners. As part of his job, and he is thrilled to work with a team that offers ways for how to access resources.

SPRING 2021

• As vaccines became available, Baltimore City Department of Health, held several clinics for staff and guests.
• Our programs and services remained curbside while we started discussions about how to safely and incrementally move our services back inside for the fall.
• We continued to work with guests and agencies around the city to secure housing and seek opportunities for employment.

CHRIS had been laid off in the summer due to the pandemic, but wasn’t eligible for unemployment insurance. We helped him by networking with local non-profits and sharing job leads. He continued to come to Paul’s Place, always prepared with a list of potential employers. We invited him to work with a case manager for more individualized support. In January, he accepted a position as an Assistant Maintenance Technician that met both his professional goals and salary expectations. To help get him on solid footing, Paul’s Place covered his past due rent so he could focus on his new job.

JOHN originally approached Paul’s Place with a sleeping bag in hand, stating that he had been experiencing homelessness for years. He had income, but didn’t know how to find housing he could afford. He found Paul’s Place and began working with our case managers on a search for affordable housing. We identified an income based housing option for retirees that he was eligible for and assisted him with the application process. John was approved and we got to move him into his new home this spring.

RUBY was referred for medical evaluation and care for an infection and mental health support due to the recent loss of a close friend and COVID stress/isolation. To provide support and to connect her with other services she may need, we asked her to return once evaluated. Upon her return she reported an improvement in her physical health and let us know that she has a telehealth with a mental health professional scheduled. She reports being in better mental and physical health.

Our guests often have difficulty navigating the health care system and struggle with where and how to access resources. Ruby was also hesitant about seeking medical care because of previous experiences, however, because our nurse listened and explained how important her mental and physical health are and how valuable telehealth appointments are, particularly during the pandemic, Ruby followed through. Allowing space and time for listening is critical to helping move our guests forward.

Tyrone’s advice to fellow job seekers is: “You can do and be whatever you want to be. Never give up on yourself. And remember what you believe is what you become. Never give up.”
As fiscal year 2021 began and the likely longevity of the Covid 19 pandemic became more clear, Paul’s Place continued to build and launch a culinary arts training program. Determined to permanently change the trajectory of so many lives in Baltimore City and with construction deemed essential, the once vacant lot on Washington Boulevard continued to transform into a 14,000 square-foot facility.

With generous support from foundations and individuals, a state bond bill, and New Market Tax Credits, funding needed for construction and furnishing of the training facility was secured and the new social enterprise began to take shape. The project is based on the Catalyst Kitchen national model and has a proven track record for addressing issues of poverty, joblessness, and economic development throughout the country and in the Baltimore region. Paul’s Place is adapting the model for Southwest Baltimore.

Students will work one-on-one with a case manager throughout the training period to address barriers to employment and will meet regularly with an employment specialist who will help plan a career path and find a job upon graduation. Additionally, students will receive employment-related case management support for their first six months on the job.

In Baltimore today… training, retraining and jobs are needed more than ever. Covid has driven unemployment rates even higher for our neighbors and we are seeing the effects each day on Ward Street.

The mission of Paul’s Place is to be a catalyst and leader for change, improving the quality of life in the Southwest Baltimore communities. For each of our 38 years we have taken a hard look at how our work can transform lives and communities. Knowing that the key to a thriving community is economic stability, we seek to remove the barriers that have created ongoing instability. Groundwork Kitchen provides new opportunities and hope.
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; towels and toiletries supplied

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

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

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 and Employment Assistance* Targeted support in job searching and career development for unemployed adults. Access to computer lab, resume review, practice interviews, and coaching

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

*curbside or suspended due to COVID-19

STATEMENT OF FINANCIAL POSITION as of June 30, 2021

ASSETS

Current Assets
Cash and cash equivalents.................................................................$ 1,099,551
Restricted cash................................................................. $ 971,944
Investments........................................................................ $ 1,917,370
Pledges receivable, current................................................................. $ 277,267
Interest receivable ........................................................................ $ 25,502
Total Current Assets ........................................................................ $ 4,291,654

Property, net of accumulated depreciation................................................. $12,405,369

Other Assets
Pledges receivable, non-current................................................................. $ 0
Loan receivable........................................................................ $ 7,245,550
Investments held for long term purposes ................................................. $ 862,653
Beneficial interest in assets held by Irrevocable Trust .................................. $ 253,792
Beneficial interest in assets held by Baltimore Community Foundation (BCF) ................................................................. $ 27,628
Intangible assets, net........................................................................ $ 26,401
Total Other Assets........................................................................ $ 8,435,024

Total Assets ........................................................................ $25,132,047

LIABILITIES AND NET ASSETS

Current Liabilities
Accounts payable and accrued expenses................................................. $ 225,141
Line of credit........................................................................ $ 0
Current maturities of long-term debt ......................................................... $ 208,406
Total Current Liabilities ........................................................................ $ 433,547

Non-Current Liabilities
Long-term debt, net of current maturities ......................................................... $12,562,461
Total Liabilities ........................................................................ $12,996,008

Net Assets
Without Donor Restrictions ........................................................................ $ 9,476,579
With Donor Restrictions ........................................................................ $ 2,644,550
Total Net Assets – Paul’s Place ................................................................. $12,136,039

Total Net Assets ........................................................................ $12,136,039

Total Liabilities and Net Assets ........................................................................ $25,132,047

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, 2021

**REVENUE FY21**  July 1, 2020 - June 30, 2021

Total Revenue: $3,625,377

- **A** Public Support*  $ 757,537  21%
- **B** Rental Income  $ 169,857  5%
- **C** Donated Food, Goods & Services  $ 497,852  14%
- **D** Investment Income  $ 763,752  21%
- **E** Annual Fundraising Event  $ 84,578  2%
- **F** Foundation Support  $ 1,150,055  32%
- **G** Government Grants (PPP Loan)  $ 205,982  5%

*Includes contributions to restricted endowment funds and capital campaign.

**EXPENSES FY21**  July 1, 2020 - June 30, 2021

Total Expenses: $2,494,224

- **Administrative Expenses** - $284,321  11%
- **Fundraising** - $386,007  15%
- **Program Services** - $1,823,896  74%

**Program Services Expenses: $1,823,896**

- **A** Hot Lunch  $ 355,371  19%
- **B** Market Place  $ 363,997  20%
- **C** Emergency Assistance  $ 47,779  2%
- **D** Case Management  $ 235,506  13%
- **E** Ambassador Program  $ 56,522  3%
- **F** Children’s Programming  $ 79,350  5%
- **G** Nursing Services  $ 76,710  4%
- **H** Other Programs and Services**  $ 608,661  34%

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

**STATEMENT OF OPERATIONS**

Revenue FY21: $3,625,377

Expenses FY21: $2,494,224

Net Revenue FY21: $1,131,153

**STATEMENT OF FINANCIAL POSITION**

as of June 30, 2021

**BOARD OF DIRECTORS**

**Officers**

- **PRESIDENT** Graham Savage  Cushman & Wakefield
- **PRESIDENT-ELECT** Larry Laws  BOE – An Exelon Company
- **TREASURER** Charles Bryan  Bengur Bryan & Co.
- **SECRETARY** Michael Wilt  Bechtel Dickinson

**Directors**

- Charles Callahan  University of Maryland Medical Center
- Gabrielle Goricce  Carroll County Public Schools
- Jason Goger  STX
- Dante Jones  Jones Enterprise Construction Services
- Larry Lichter  McCormick & Company
- Susan Owens  Wells Fargo, retired
- Shurid Sen  T. Rowe Price
- Keith Stone  Brown Advisory
- Katrina Singh  Shepard Exposition Services
- Terry Thompson  FranklinTempleton (formerly Legg Mason)

**PAUL’S PLACE TEAM**

**Executive Director** William J. McLennan

**Finance Director** Nicole Bailey

**Development Director** Shawanya Bracken

**Culinary Arts Training Program Director** Meghan Culbertson, MA, MPH

**Director of Development and Communication** Nicole Davis

**Volunteer and Outreach Director** Megan Doede, PhD, RN

**Director of Health and Wellness** Tamia Flax

**Day Program Coordinator and Office Manager** Ellen Levy, LMSW

**Culinary Arts Training Program Coordinator** Danielle Lew, LMWW

**Case Manager** Mark Mittalman, LCSW-C

**Deputy Director** Patricia Newsakaba, MHS

**Case Manager** Damain Teat, CPRS

**Peers Recovery Advocate** Kimberly Triplatt

**Executive Chef, Groundwork Kitchen** Amber Weimer

**Assistant Director of Development and Communication** Ann Willius

**Paul's Place Kitchen Manager** Amber Weimer
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www.paulsplaceoutreach.org

VISIT US ONLINE:
facebook - Paul’s Place Inc.
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