

We
are
essential



and so are
you



ANNUAL
REPORT
2020

“WHAT LIES behind us
AND WHAT LIES ahead of us
ARE TINY MATTERS COMPARED TO WHAT LIES
within us.”

- RALPH WALDO EMERSON

This pandemic has uncovered much of what is good and, we think, unique at Hope House Foundation. As you read our featured stories, I trust you will feel a renewed sense of optimism not only about our organization but about our community at large.

We have heard the word essential used a great deal over the past year, a word formally defined as being of utmost importance, basic, indispensable and necessary. I would extend that definition to include the people and businesses reflected in this Annual Report. I think each of these examples reflects the ultimate lesson of COVID-19 -- that we truly are all in this together. Holding humanity dear, choosing to be better versus bitter, and doing something extraordinary in the midst of loss, fear, illness and uncertainty have characterized this most challenging year.

In 2020, people with disabilities voted in record numbers, produced videos to advocate with their representatives, and used technology, like most of us, more than ever before.

Our staff showed up every day with the same commitment and conscientious ethic as before the pandemic became part of our reality.

Our donors and sponsors stood by our side, and new businesses and groups stepped up and asked, "What can we do to help?" These six simple words lifted our spirits and reaffirmed our belief that community is a necessary and critical factor to our success and achievements.

So, what lies within us? I would say love, kindness and hope. Let that be our roadmap. Let that be our north star now and in the future.



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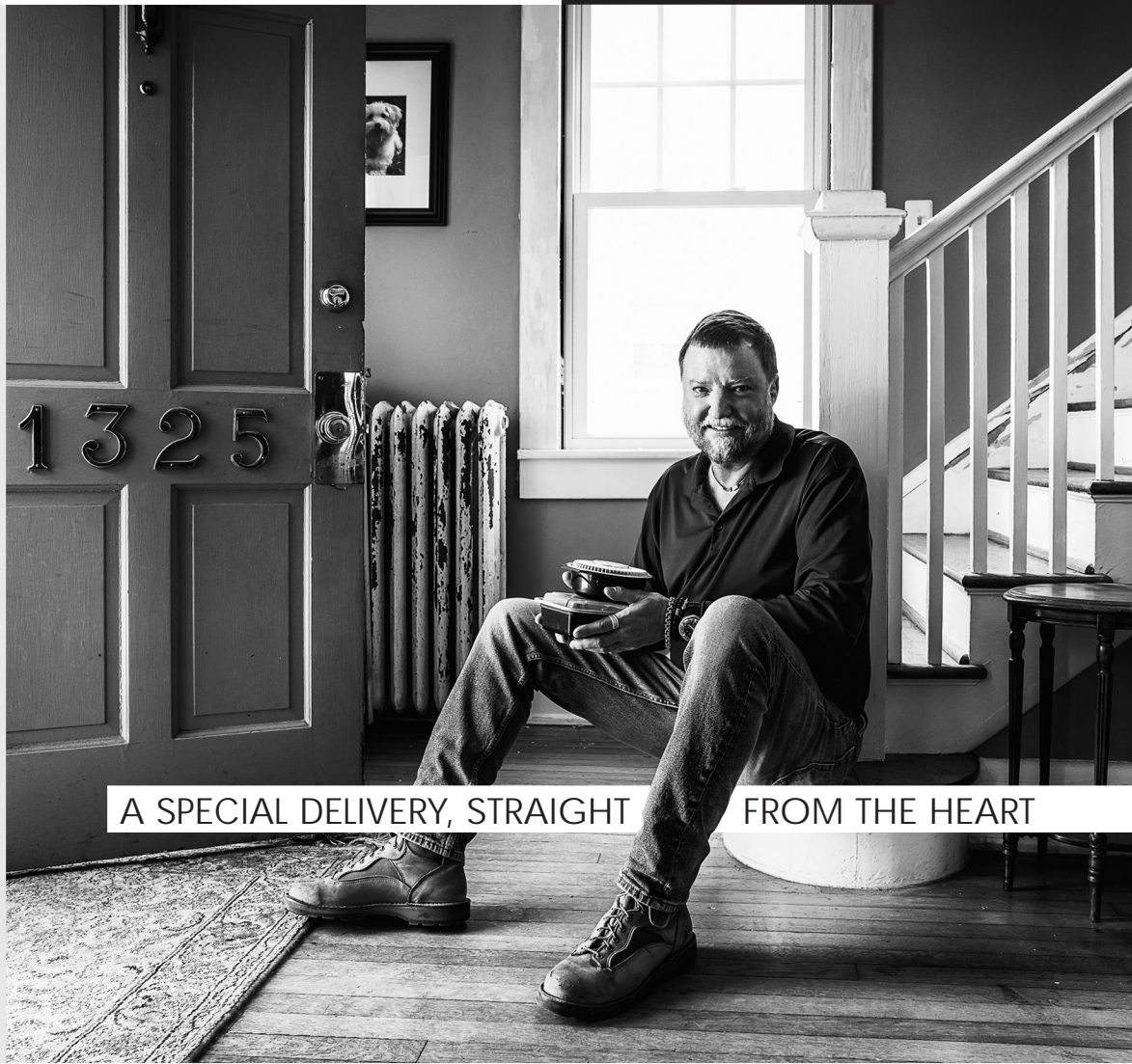
jamal WILLIAMS

We have countless examples of Hope House staff who stepped up to meet the moment, giving more than we thought possible during this time. Jamal Williams is one star who exemplifies such dedication. He hasn't missed a day of work during the entire pandemic. Come hell or high water, Jamal is here. He was here for Donald during his surgery, here for Luke, here for Linwood, here for Calvin, here for Jesse. He even stayed with Jesse in a hotel while his apartment was under construction. He came in early and left late to attend the Arc of Virginia meetings in Richmond. He has gained the respect not only of the people he supports, but everyone on his team. He has helped so many find outlets to learn, create, participate and find a spark, and that dedication has enriched countless lives in so many ways.

A SHINING STAR IN A BRILLIANT SKY

Lewis SWARTLEY

Lewis Swartley, a longtime Hope House supporter, coordinated an effort to deliver meals to people who were confined to their homes due to COVID-19. That was essential for people Hope House serves. He recruited local chefs and restaurant owners to prepare meals, and procured a refrigerated truck to pick up and deliver meals. For months, fresh food reached Hope House, frontline healthcare workers, people out of work and families/kids/seniors in need. Hundreds and hundreds of meals were donated and delivered because of his effort.



A SPECIAL DELIVERY, STRAIGHT FROM THE HEART



peggy MEDER

Peggy Meder, a registered nurse and owner of Skin, a local medical spa, stepped up to make hospital-grade masks for every staff member and individual receiving support at Hope House. Armed with a Facebook page, a template and plenty of volunteers, her group produced 13,000 masks, many of which were also distributed to Sentara Hospital for first responders and hospital staff. The special design incorporated vacuum cleaner bags as filters, and each mask could be made in about 10 minutes. "We had more than 300 people who wanted to help us with production and materials," said Peggy. It reaffirmed her daily mantra, Love Always Wins.

A BREATH OF FRESH AND FILTERED AIR

stockleyPARK



UNWAVERING SUPPORT OF STOCKLEY

Our corporate sponsors for Stockley Gardens Arts Festival not only continued to stand up during COVID-19, they refused to back down when we were forced to cancel our largest, twice-yearly fundraiser. A heartfelt thank you goes to TowneBank, Capital Group, Mancon and Millers Energy, our major sponsors, in addition to the continuing support from the Ghent Business Association, local businesses and individuals. Stockley Gardens Arts Festival, one of the region's best, brings our community together to support Hope House and the arts. It also provides a showcase for the amazing things we can accomplish when we are all working together. We look forward to being together again soon.

by the numbers


people
we
support

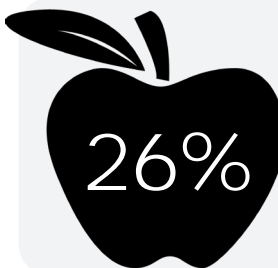
124
INDIVIDUALS


100
REGISTERED TO
VOTE



21%
WORKED
OUT
AT HOME
DURING PANDEMIC


48%
GAINED A NEW
HOBBY
DURING PANDEMIC


26%
FOCUSED ON
HEALTHY
EATING
DURING PANDEMIC



43%
USE TECHNOLOGY TO STAY
CONNECTED
AND ENHANCE INDEPENDENCE

our dedicated staff

308 increase in services hours in 109 days

86% did not use any COVID leave

\$60K spent on PPE in 109 days

economic impact

\$125,000 loss in fundraising dollars due to closures

ASSETS

| | |
|---------------------------|--------------------|
| Cash and Cash Equivalents | \$3,023,243 |
| Other Current Assets | \$84,161 |
| Accounts Receivable | \$926,397 |
| Property & Equipment, net | \$167,628 |
| Investments | \$3,551,282 |
| Other Assets | \$6,532 |
| Total Assets | \$7,759,243 |

LIABILITIES

| | |
|--|--------------------|
| Current Liabilities | \$3,034,963 |
| Long-Term Liabilities (net of current portion) | \$0 |
| Total Liabilities | \$3,034,963 |

NET ASSETS

| | |
|---|--------------------|
| Net assets without donor restrictions | \$4,591,477 |
| Donor Restricted | \$132,803 |
| Total Net Assets | \$4,724,280 |
| Total Liabilities & Net Assets | \$7,759,243 |

USE OF FUNDS

| | |
|------------------|------------|
| Support Services | 11% |
| Fundraising | 3% |
| Program Services | 86% |

OPERATING SUPPORT & REVENUE - YEAR ENDED JUNE 30, 2020

SUPPORT AND REVENUE

| | |
|-------------------------------------|---------------------|
| Contract Revenue | \$10,594,377 |
| Contributions & Grants | \$360,373 |
| Thrift Store, net of expenses | \$22,962 |
| United Way | \$36,668 |
| Fundraising Events, net of expenses | \$129,823 |
| Other Income | \$293,736 |
| Total Support & Revenue | \$11,437,939 |

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