



ANNUAL REPORT
Fiscal Year 2016-2017

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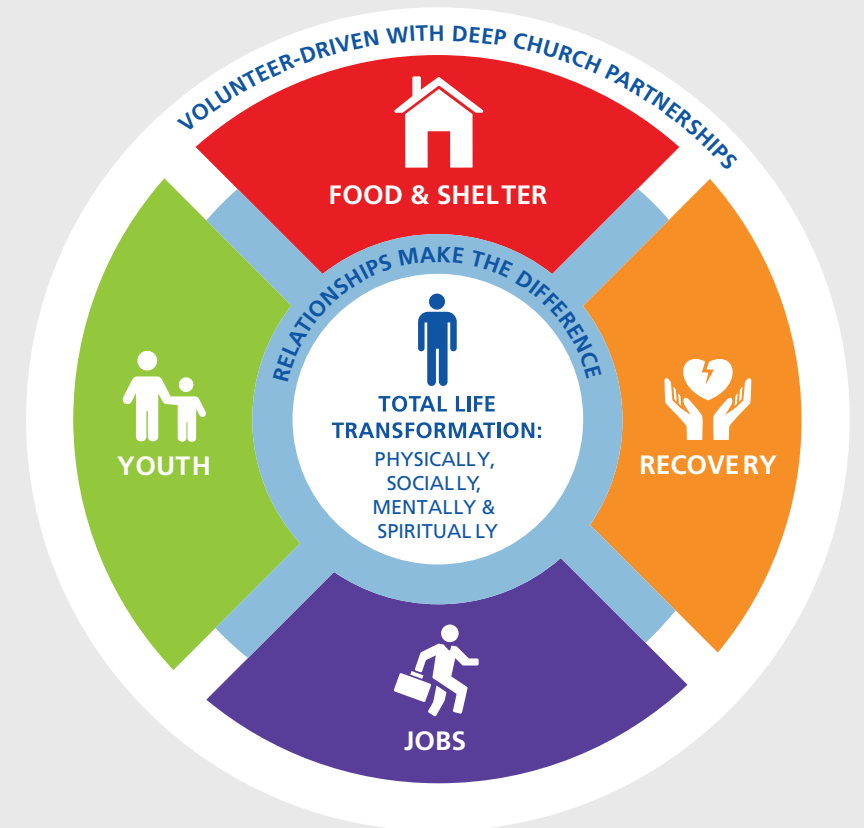
16 FINANCIALS



City Gospel Mission has been synonymous with feeding the hungry and homeless in Cincinnati since 1924. We've also become a leader in life transformation for the homeless and hurting with a distinctive approach.

Our proven programs and services are centered on caring, personal relationships focused in four key service areas:

- 1 FOOD & SHELTER
- 2 RECOVERY
- 3 JOBS
- 4 YOUTH



A Message from President Roger Howell



Hello Friends,

Our Vision statement – “Jesus Christ transforming Greater Cincinnati through churches” – was never more in focus than it was in 2017.

With our 350 church partners and 2,500 faithful volunteers acting as His hands, God changed a record number of lives across our ministry. More shelter guests placed in housing than ever before. The most people served in addiction recovery. The most people placed in jobs. More mentors for at-risk youth.

But much greater than helping more people, God is creating new beings in Him. We know that’s where the real life-change happens, and why we will humbly drop our crowns at Jesus’ feet someday.

2 Corinthians 5:17-18 says, “Therefore, if anyone is in Christ, the new creation has come. The old has gone, the new is here! All this is from God, who reconciled us to himself through Christ and gave us the ministry of reconciliation ...”

Our ministry is charged daily with helping people discard the “old” - their past, their pain, their failures, their addiction, their poverty, their brokenness - by first reconciling with God. Once they tap into that powerful relationship, nurtured by our partners in the faith community, we see miracles happen. We see 1 John 5, “For everyone born of God overcomes the world.” That’s a huge part of how we measure success. And our goals remain the same each year:

1. Are we creating more disciples than the year before? Our detailed metric system lets us know how well we’re connecting the people we serve with churches, the key to ensuring long-term success.
2. Are we remaining vigilant and prayerful? This is what I obsess about. We know the enemy’s attacks will come. A big one came in 2017 when our chef suddenly died. It was devastating, but our staff rallied around the family and we all grew closer.

More attacks surely will come in 2018. But we will keep the boat steady. Pray and obey as we launch new initiatives and seek more resources (and become better stewards of them). And let God do what he has been doing through our organization for 94 years – break the cycle of poverty and despair ... one life at a time.

Roger Howell, President, City Gospel Mission



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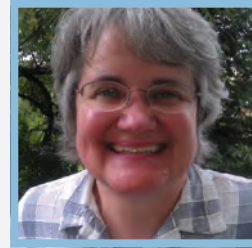
Our Leadership



JOHN ALLBRITTIN
Director, Whiz Kids

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(513) 345-1052

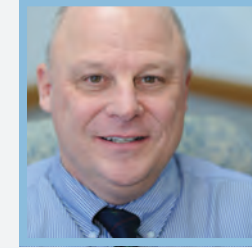
John joined the City Gospel Mission team in 2014 after retiring from his 28-year career at P&G. He leads the Whiz Kids Tutoring and Mentoring program. John and his wife Lisa have two children.



ANGELA ALLEN
VP of Church Partnerships

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(513) 345-1021

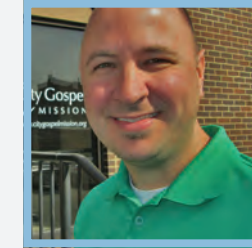
Angela is a graduate of Covenant College and Georgia Institute of Technology where she earned degrees in Natural Science and Civil Engineering. She joined City Gospel Mission in 2000 after nearly a decade of volunteering with the organization.



BRAD MUELLER
VP of JobsPlus

bmuller@citygospelmission.org
(513) 241-1800

In April 2009, Brad left the business world after 34 years as a successful manufacturing entrepreneur to fulfill God's calling. He became Executive Director of JobsPlus, which became the employment network of City Gospel Mission in 2012.



KEVIN ROSEBROOK
VP of Homeless Services

krosebrook@citygospelmission.org
(513) 345-1043

Kevin joined City Gospel Mission in 2008. Before joining our team, Kevin ministered for 10 years on college campuses across the country, as well as throughout Latin America and Europe. Kevin and his wife, Joy, are graduates of Gordon-Conwell Theological Seminary.



BARRY BAKER
Executive VP of Youth Programs

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(513) 345-1056

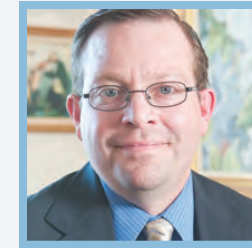
Barry has over 30 years of experience in leadership and management. After receiving a degree in Mechanical Engineering, he spent 16 years in management with Procter & Gamble in its Product Supply Division. Barry left P&G to work in leadership with Athletes in Action. In 2005, he joined City Gospel Mission.



LUCRETIA BOWMAN
VP of Recovery

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(513) 345-1082

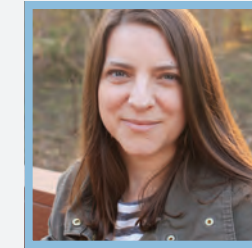
Lucretia is the founder of Having the Courage to Change, City Gospel Mission's recovery program for women. She also leads the Exodus recovery program for men. Lucretia is the author of *Breaking the Cycle of Self-Abuse*, a book sharing her journey. She is a licensed pastor with over 20 years of experience empowering men and women to discover their true identities. Lucretia and her husband Charles have two sons.



PAUL SPENCE
VP of Development

pspence@citygospelmission.org
(513) 345-1048

Paul spent nine years as Executive Director of a homeless mission before following a passion for development to City Gospel Mission. Since 2007, he has led the Development Team to connect God's people with the Mission's needs. Paul and his wife, Monica, have five children.



MELISSA TRIANTAFILLOU
Senior Development Manager

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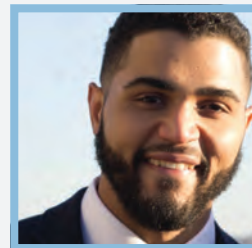
A Cincinnati native, Melissa joined the City Gospel Mission team in 2004 after four years as an event planner. She's held a variety of roles at City Gospel Mission and currently leads the marketing, communications and donor services team within Development. Melissa loves reading and spending time with her husband and son.



ROGER HOWELL
President

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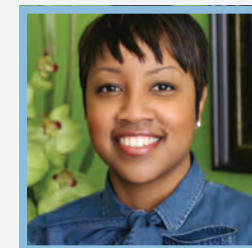
Roger's work with children living in poverty has spanned four decades. He has been president of City Gospel Mission since 2001. Roger and his wife, Kathy, have four children and live in an urban neighborhood in the city of Cincinnati.



JOSH MCBRIDE
Night Program Manager, Homeless Services

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(513) 345-1063

Josh spent the first half of his life growing up in Over-the-Rhine. He had a strong desire to return and serve the marginalized in the community. He studied Theology at Taylor University in Indiana. He joined the City Gospel Mission staff in 2015 and feels blessed to work at the Mission alongside his wife, Dani.



COURTNEY WHITE
Clinical Director, Recovery

cwhite@citygospelmission.org
(513) 345-1094

Courtney is a graduate of Winthrop University and the University of Cincinnati where she earned her bachelor's degree in Business Administration and master's degree in Mental Health Counseling. She came on-board as a staff member of City Gospel Mission in 2008 and has a passion for helping men and women find healing from destructive life patterns and behaviors. As a licensed professional counselor, she oversees the clinical programming for our Recovery Programs.



ABE WOOLFOLK
Associate Director, JobsPlus

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(513) 275-0160

After a celebrated tour of duty in the United States Navy, Abe returned to Cincinnati and grew in his faith under the leadership team of Faith Christian Center. He later served as both a Deacon and Elder. Abe joined JobsPlus Employment Network in 1999 and started to work part-time at City Gospel Mission in 2002 before the merger. Abe currently resides in Golf Manor and is very active in youth A.A.U. basketball.



Up to 74 guests are welcomed each night in our shelter. The men receive three meals per day, a locker, a bed, case management, day classes and counseling services. Each evening, we also serve dinner to people from the community who are not staying at our shelter.

SUCCESS STORIES *Thank you for helping them all find a home and hope again*

THE NEED



1,148 – The number of people in Cincinnati 2016 who resided on the streets and other places not meant for human habitation.

Source: Strategies to End Homelessness 2016 Progress Report


POSITIVE OUTCOMES



133 – The number of our shelter guests placed into positive housing in 2017, our most ever.

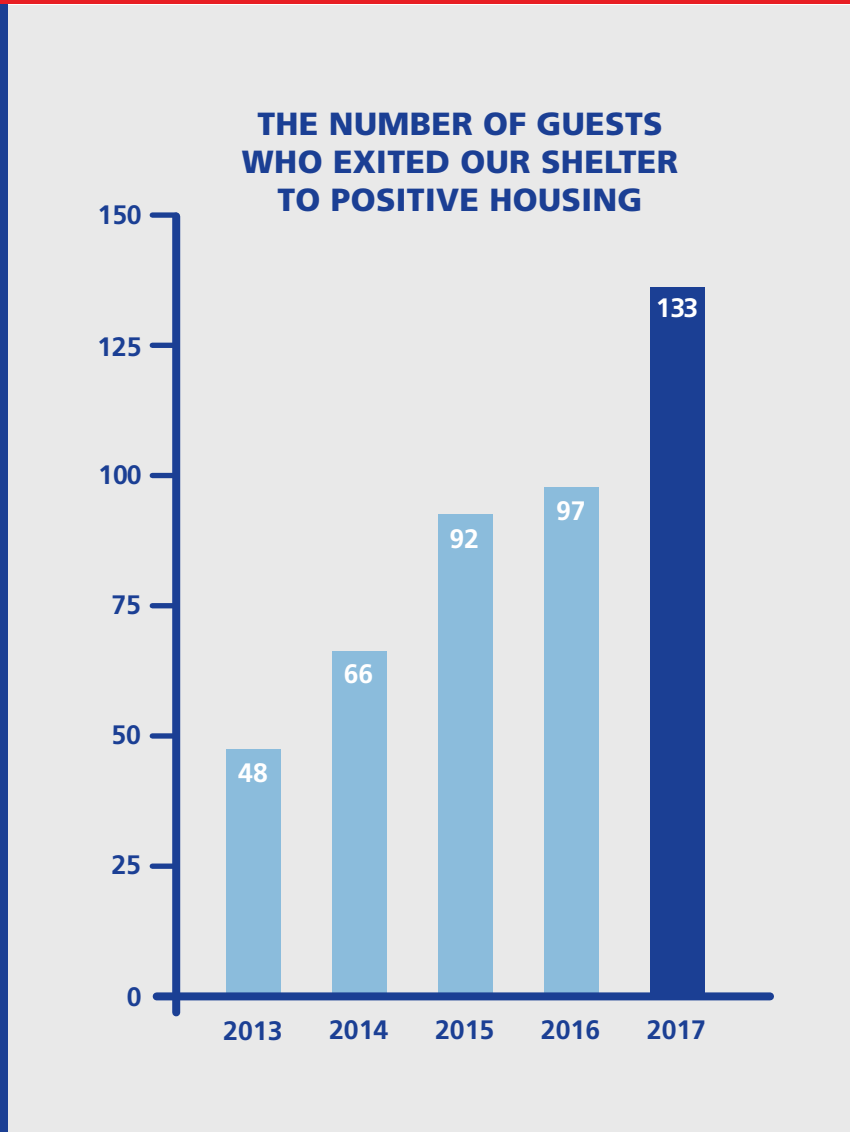
71% – The number of our shelter guests placed into positive housing in 2015 who were successful two years later.

DOLLARS & SENSE



\$5,800 – Our cost to place one shelter guest into housing in 2016.

\$40,000 – The annual cost to U.S. taxpayers for a homeless person to be on the streets because of the expenses of ER visits, jail time and hospital stays, according to former HUD Secretary Shaun Donovan.



Jerry, on the day before he moved from the shelter into his apartment:
 "Coming here, and them allowing me to have a bed, is nothing but a Godsend."



Don connected with his daughter for the first time in over 20 years & met his grandkids for the first time.

Sam moved out of the shelter into a community living environment where he can receive help for his mental illness.



Our long-term residential recovery programs house up to 36 women and 36 men struggling with drug or alcohol addictions, prostitution, incarceration or abusive relationships. A typical stay is 12-24 months, but the program is goal-oriented not time-oriented.

THE NEED



529 – The number of overdose deaths in Hamilton County in 2017 - over 30% more than 2016.

#2 – Ohio's rank among states in overdose deaths in 2017.

Sources: Hamilton County Coroner; WCPO.com; Hamilton County Heroin Coalition 2017 Report; National Center for Health Statistics

POSITIVE OUTCOMES



72% – The percent of our 2016 recovery graduates who remained sober and in stable housing one year after graduating. *Nationally, the success rate after one year of sobriety is 30%, according to Joseph A. Califano Jr., founder of the National Center on Addiction and Substance Abuse.*

35 – Our total number of recovery grads in 2016 and 2017.

DOLLARS & SENSE



\$26,360 – The cost to Ohio taxpayers for one drug offender in jail in 2016.

\$2 billion – The cost to Ohio taxpayers spent on jails in 2016.

Sources: Ohio Department of Rehabilitation and Correction; Justice Action Network

Our second-largest recovery class ever: **12 men & 5 women**

12 men and 5 women took the next step in their long journey of healing by taking part in our recovery program commencement. For most, it took over a year, and some took two years.

May God continue to bless you, Gene, Matthew, Ronald, Darian, Duane, Travis, Daniel M., Eric, David, Daniel S., Peter, Anthony, Nicole, Nickola, DiErra, Billie and Marget!



SUCCESS STORIES

Thank you for being God's hands by giving so generously

Mayra

Mayra has experienced one milestone after another since she came to our recovery program in 2012, broken from two decades of drug use.

- She worked hard for two years before graduating from the program in 2014.
- Two weeks later, she reunited with a daughter she hadn't seen since she was a newborn.
- Late in 2017, she passed the six-year sober mark.
- And early in 2018, she earned her GED after years of hard work! Recovery staff members and other program graduates were right there to cheer her on.



MAYRA ONCE HAD NO HOPE. She hit bottom when she slept in an abandoned building on Christmas Day before being arrested the next day. She didn't know then that she would soon start her journey to healing at City Gospel Mission. **NOW SHE GETS A SHOT AT A DREAM – GOING TO COLLEGE.**

“It was nothing but God,” Mayra says of her accomplishments



Our career development and job placement program is free to the community. It offers a traditional course for people needing help with basic life and job skills, and a Fast Track course for advanced job-seekers. It also serves as a no-cost human resources department for local businesses, placing over 200 people at over 40 companies each year.

SUCCESS STORIES *Your support is helping to impact the next generation of workers*

THE NEED



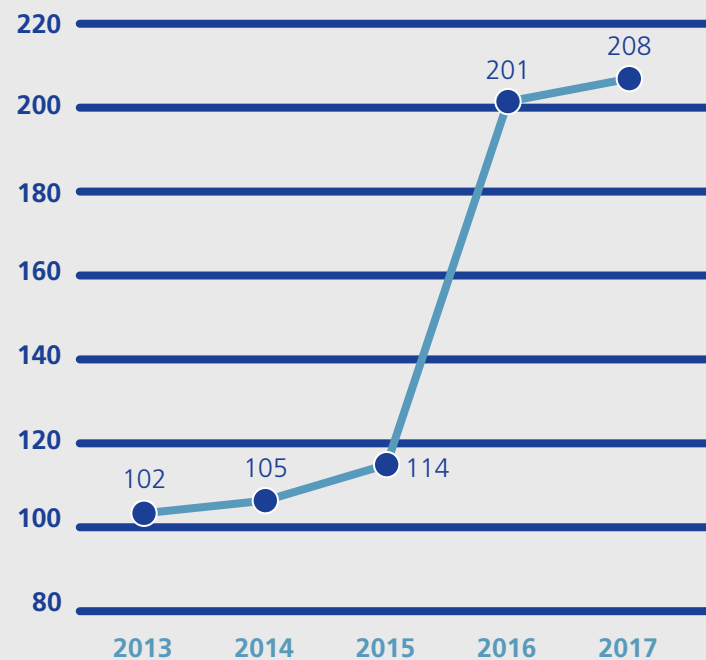
44% – The 2016 Ohio poverty rate for families with no householder employed full-time (without Social Security/pensions).

3% - The 2016 Ohio poverty rate for families with a householder employed full-time (without Social Security/pensions).

Source: Ohio Development Services Agency 2018 Ohio Poverty Report

In 2017, we opened two more northern suburb offices: Genesis Center in Hamilton and the ORCA Center in Mason. We opened an office in Middletown in 2016.

THE NUMBER OF JOBSPLUS ASSOCIATES PLACED IN JOBS:



CAREERS PLUS: A NEW INITIATIVE TO REACH HIGH SCHOOL SENIORS

Careers Plus helps high school students by giving them the tools to succeed in the workplace and in life. Our first venture was at Western Hills High. More than 30 seniors completed a 10-week career development training. We partnered with Taft High in 2017, and other high schools could join the program soon.

The program provides high school seniors with much-needed skills in networking, résumé writing, and interviewing. The program also teaches life skills, like time management, budgeting, and communication.

More than 10 of our Careers Plus participants lined up career-starting jobs in 2017.

POSITIVE OUTCOMES



208 – The number of our associates placed in jobs in 2017, our most ever.

DOLLARS & SENSE



\$2,150 – Our cost to place one person in a job in 2017 (free life skills classes, job training classes, seminars, career coaching, transportation, scholarship program, clothing).

\$60,000 – The annual cost to U.S. taxpayers to support welfare programs for each family in poverty.

Source: 2011 Senate Budget Committee

Leon

Four years ago, Leon was diagnosed with chronic heart failure, and he had spent time in the City Gospel Mission homeless shelter. **“It was challenging being homeless and being sick at the same time and trying to keep a job,”** says the 48-year-old. Then he went to JobsPlus, the employment network of City Gospel Mission, and his life took a turn that he is grateful for every day.

JobsPlus connected Leon with Crothall Healthcare, a partner of Children’s Hospital located within the hospital, where he spent four years. He was part of the team that took beds and supplies to patients’ rooms. His managers at Crothall took notice. And when the opportunity in late 2017 came for him to become an official Children’s employee, Crothall HR manager Karen Brunsmann was happy to see him get promoted with Supply Chain Management but sorry to lose one of her best employees.

Now Leon feels the need to give back. He has referred eight people from JobsPlus to Crothall. He tells them all the same thing: **“JobsPlus will hold you accountable. If you put in the work, it will come back to you.”**



I know it’s through God all this is possible.



Our flagship youth program is Whiz Kids, a literacy-based, 1-to-1 tutoring and mentoring program that reaches more than 1,100 academically at-risk students at nearly 60 tutoring sites throughout Greater Cincinnati. Other youth programs include Character Basketball, college mentoring, Princesses Ballet, summer camps, Teen Impact, Character Soccer, Hispanic youth outreach, and Christmas gift assistance for needy families.

THE NEED



39% – Cincinnati’s childhood poverty rate in 2016, which ranks among the worst in the nation.

Sources: U.S. Census; Ohio Dept. of Education

POSITIVE OUTCOMES



95% – The percent of at-risk students from our youth programs who graduated high school, avoiding the juvenile justice system and teen parenting, from 2013-17. 95% of those grads enrolled in post-secondary education, enlisted in the military or were employed.

357 – The number of high school graduates from our youth programs from 2013-17.

DOLLARS & SENSE



\$380 – Our cost to help one at-risk child in 2017.

\$3.4 million – The multigenerational impact to society for every child helped to graduate from high school, avoid the juvenile justice system and avoid teen parenting.

Source: Harvard Business Association of Oregon (validated by University of Cincinnati professor Jeff Timberlake)

CHRISTMAS STORE



723 children (in 203 families) were blessed at the Christmas Store more than **100 past our goal.**

THANKSGIVING EXCHANGE



410 families were blessed with food for Thanksgiving through our Thanksgiving Exchange.



SUCCESS STORIES

Your support provides life-changing tutoring and mentoring for students like Maddie

Gayle and Madison

Over the past 5 years, Maddie’s mentor Gayle has seen her at her lowest. Dyslexia. Depression. Doubt. Fear. So sitting on a bench at the University of Cincinnati during the senior’s first college visit, reflecting on how far Maddie has come, Gayle was overcome with emotion.

There have been a lot of ups and downs, a lot of laughter, a lot of tears, a lot of praying. When Maddie finishes her senior year that’s just going to be awesome,” Gayle says.

There is a relationship that started with tutoring in Whiz Kids, grew into a mentoring relationship then became a genuine friendship. “After mentoring for a while it’s more than just being your student. She’s your friend. She feels more like a niece or daughter. So when Maddie’s going through tough times it gets my heart, too,” Gayle says. Maddie says, “She’s like my best friend. I could go to her for anything.” And she has. “Having dyslexia was a real challenge keeping up with other students. Gayle helped me by pushing me to not give up on reading or to give up in general,” says Maddie, who was diagnosed with clinical depression at 11.

Maddie has done so well, she was released from her special education classes and is now a mainstream student functioning at the level of her classmates, and that includes some college prep classes. “When I was taken off my special education classes, I was scared that I wouldn’t be able to make it without extra help. But now I’m doing great and I’m passing all my classes. This visit to UC was amazing because I get to share it with her. She saw me when I was a little eighth-grader and bad at reading and now I’m getting ready to go to college.”



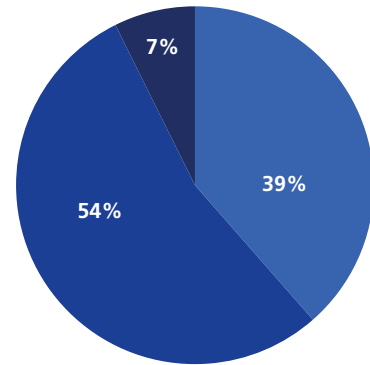
Financials

This overview is the financial position for City Gospel Mission for the 12-month fiscal period ending September 30, 2017. These figures include gifts in-kind.

BALANCE SHEET

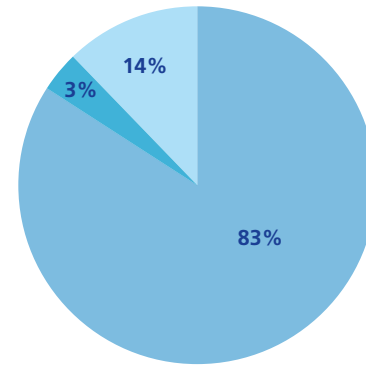
FOR THE YEAR ENDED SEPT. 30, 2017 NET ASSETS AT END OF YEAR: \$15,073,617

PUBLIC SUPPORT & REVENUE: \$13,306,944



■ PUBLIC SUPPORT
■ NON-CASH DONATIONS
■ OTHER

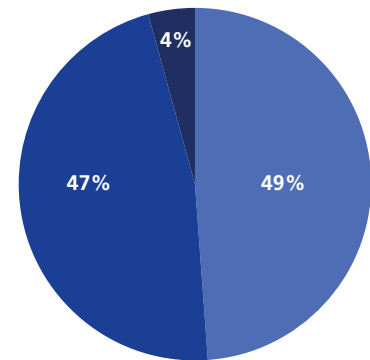
EXPENSES: \$13,824,470



■ PROGRAMS
■ FUNDRAISING
■ ADMINISTRATIVE

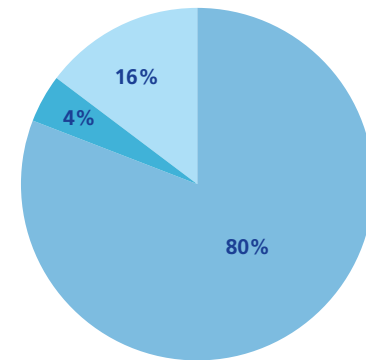
FOR THE YEAR ENDED SEPT. 30, 2016 NET ASSETS AT END OF YEAR: \$15,591,148

PUBLIC SUPPORT & REVENUE: \$13,268,549



■ PUBLIC SUPPORT
■ NON-CASH DONATIONS
■ OTHER

EXPENSES: \$12,693,034



■ PROGRAMS
■ FUNDRAISING
■ ADMINISTRATIVE

FOR THE YEAR ENDING SEPTEMBER 30, 2017

	2017	2016
ASSETS		
OPERATING FUNDS		
Banking - Checking	241,245	564,496
Banking - Petty Cash	818	870
Other Investments	0	0
Receivables/Prepays	109,395	135,757
Total Operating Funds	351,458	701,123
FIXED ASSETS		
Fixed Assets (Net)	14,363,569	14,998,407
Total Fixed Assets	14,363,569	14,998,407
INVESTMENTS - TEMPORARILY RESTRICTED		
Johnson Portfolio - 6 Month Reserve	3,074,300	3,178,855
Over (Under) 6 Month Reserve	405,286	(446,077)
Johnson Portfolio - Donor Restricted	286,498	286,498
Vanguard - Gift Annuity Reserve	65,803	55,497
Encumbered Portfolio	0	797,044
Total Investments - Temporarily Restricted	3,831,886	3,871,817
Total Assets	18,546,913	19,571,348
LIABILITIES		
CURRENT LIABILITIES		
Payables	436,076	693,814
Notes Payable - Huntington, Fifth Third	0	247,101
OHFA Note Payable	3,000,000	3,000,000
Gift Annuities	37,219	39,285
Total Current Liabilities	3,473,295	3,980,199
Total Liabilities	3,473,295	3,980,199
EQUITY		
NET ASSETS WITH CURRENT YEAR PROFIT/(LOSS)		
Net Assets, Beginning of the Year	15,591,148	15,015,631
Excess of Revenues over Expenses	(517,531)	575,517
Total Net Assets with Current Year Profit/(Loss)	15,073,617	15,591,148
Total Equity	15,073,617	15,591,148
Total Liabilities & Equity	18,546,913	19,571,348

AUDIT IS AVAILABLE UPON REQUEST. CONTACT CARL HENNIGEN AT CHENNIGEN@CITYGOSPELMISSION.ORG

WHAT WILL YOUR LEGACY BE?

Everyone wants to leave a legacy that takes care of their loved ones and ministries they support. But many people are unprepared because they haven't had the right help or haven't had the time.

If you are considering creating or updating a will, we recommend the website www.christianwill.org/cgm. There, you will find the answers and help you need. And if you want a personal touch, our **Vice President of Development, Paul Spence**, will gladly steer you in the right direction. He can be reached at 513-345-1048 or pspence@citygospelmission.org.

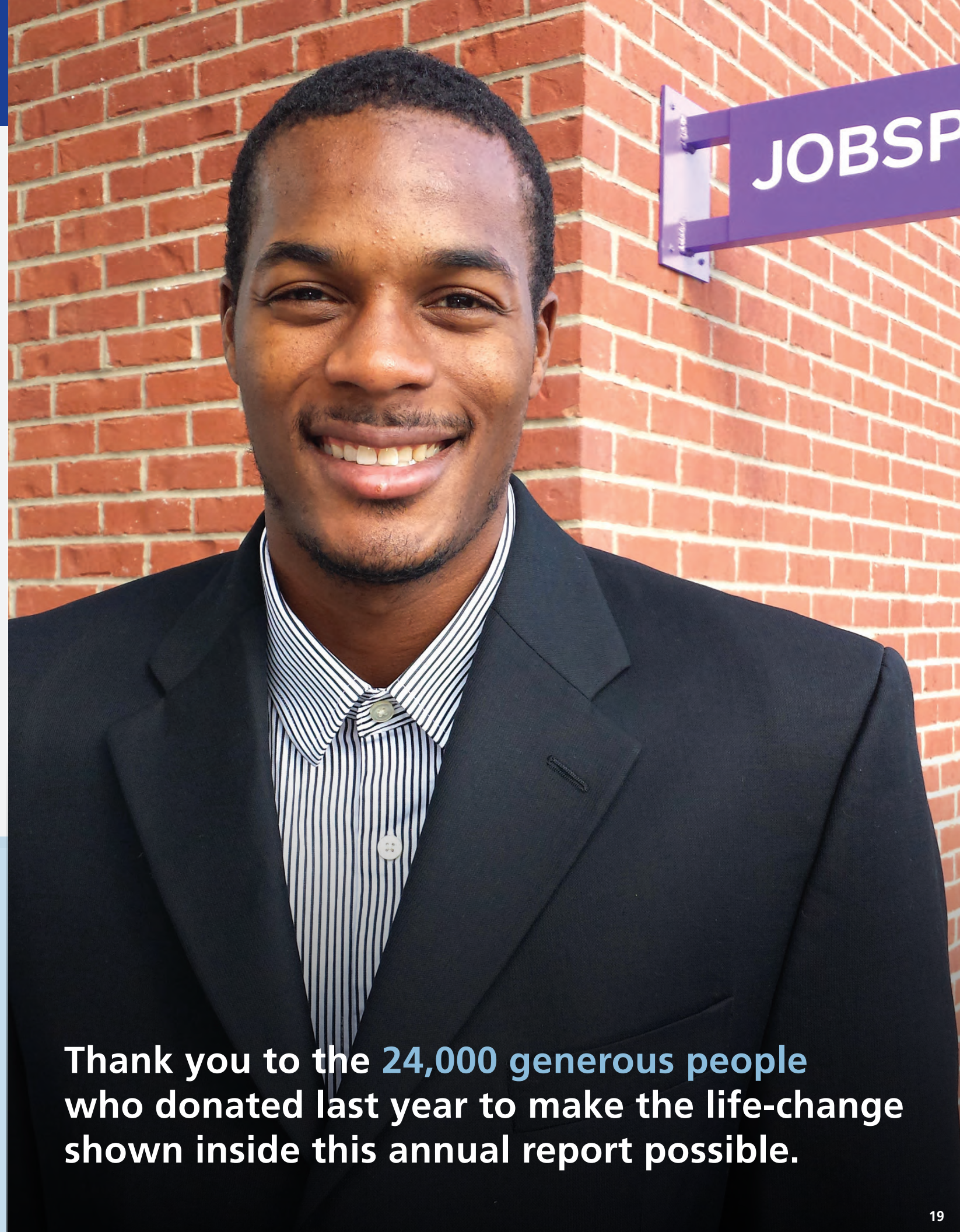
Leaving your legacy shouldn't be complicated. At www.christianwill.org/cgm, it's easy. You will be able to accomplish the two most important things anyone considers regarding leaving a legacy. You will:

- 1 Ensure that your family and loved ones are taken care of and have no stress. An up-to-date will helps them avoid unnecessary emotional or relationship strain.
- 2 Continue the impact of your faith and values. By supporting ministries you are passionate about, you will communicate personal messages of faith and belonging that provide a true heritage of faith for those you love most.

To explore your next step, please visit our Christian Will web tool at christianwill.org/cgm and check out our collection of free "faith and family" resources created with you in mind.

Why I Give

There are certain ministries you fall in love with, and City Gospel Mission is one of them for me. The bottom line is City Gospel Mission offers a chance for a person to get their life together. Giving 10% of my will is going to help keep them going. Every little bit helps. Ministry takes a lot of money a year to run it. Whether it's \$20,000, \$10,000 or \$1,000, everything you give goes for the good. The ultimate thing in life is to finally have peace, to finally realize what good you're doing."



Thank you to the **24,000** generous people who donated last year to make the life-change shown inside this annual report possible.

**Breaking the cycle of
poverty and despair...**
One Life at a time.



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