

God's Faithfulness 2010 ANNUAL REPORT



AND MY GOD WILL MEET ALL YOUR NEEDS ACCORDING TO HIS
GLORIOUS RICHES IN CHRIST JESUS. **PHILIPPIANS 4:19**

WATER STREET MINISTRIES | 2010 ANNUAL REPORT

Thank you for another year of faithful support. One of our core values is Dependence Upon God. That means that despite the hard financial times we've been experiencing at Water Street Ministries, we trust God to fulfill His promise to meet our needs. We're not sure what His provision will look like, but we are trusting Him.

We are a member in good standing with the Evangelical Council for Financial Accountability (www.ecfa.org).

Please feel free to contact us with any questions or requests for additional information at (717) 393-7709 or Contact@WaterStreetMinistries.org. A copy of our completed 2010 audit is available on our website at WaterStreetMinistries.org.



TOTAL REVENUE **\$8,701,600**

- **46% CONTRIBUTIONS: CASH \$4,040,723**
- **31% CONTRIBUTIONS: NON-CASH \$2,713,879**
- **11% BEQUESTS & TRUSTS \$971,510**
- **2% GRANTS \$159,763**
- **9% OTHER \$815,725**



TOTAL EXPENSES **\$9,223,478**

- **78% PROGRAM \$7,203,786**
- **12% FUNDRAISING \$1,145,924**
- **9% ADMINISTRATIVE \$873,768**



HOW WE SERVE THE COMMUNITY

- **55% SERVING THE HOMELESS | WATER STREET MISSION**
- **18% ACCESS TO HEALTH CARE | WATER STREET HEALTH SERVICES**
- **14% EQUIPPING URBAN YOUTH | TEEN HAVEN**
- **8% HEALING WOMEN | LYDIA CENTER**
- **5% EDUCATING YOUNG CHILDREN IN POVERTY | WONDER CLUB EARLY LEARNING CENTERS**



WHO SUPPORTS WATER STREET MINISTRIES

- **48% INDIVIDUALS**
- **45% BUSINESSES**
- **4% CHURCHES**
- **3% OTHER (SCHOOLS, RETIREMENT COMMUNITIES, UNITED WAY BALLOT WRITE-INS, FOUNDATIONS, ETC.)**

HEALING WOMEN THROUGH THE LYDIA CENTER (PENNSYLVANIA & BEYOND)

40 WOMEN ENROLLED IN THE PROGRAM

3 WOMEN COMMITTED THEIR LIVES TO CHRIST

5 REDEDICATED THEIR LIVES TO CHRIST

91% OF CLIENTS EXPERIENCED FAMILY RECONCILIATION, A STRONG INDICATOR OF GROWTH AND HEALING



MAIN REASON FOR ADMISSION

- 54% SUBSTANCE ABUSE
- 12% UNHEALTHY RELATIONSHIPS
- 9% SELF-INJURIOUS BEHAVIOR
- 9% HOMELESSNESS
- 6% PREGNANCY
- 4% GAMBLING ADDICTION
- 3% EATING DISORDER
- 2% GENDER IDENTITY



AGE OF CLIENTS

- 3% LESS THAN 20
- 33% 20 TO 29
- 18% 30 TO 39
- 25% 40 TO 49
- 23% 50 TO 59



REFERRAL SOURCE

- 18% HOSPITALS
- 18% CHURCH REFERRALS
- 15% PRISONS
- 10% WATER STREET MISSION
- 8% REHABILITATION CENTERS
- 30% OTHER



EQUIPPING URBAN YOUTH THROUGH TEEN HAVEN (LANCASTER, YORK & PHILADELPHIA)

175 URBAN TEENS COMMITTED THEIR LIVES TO CHRIST

140 REDEDICATED THEIR LIVES TO CHRIST

1274 URBAN TEENS WERE REACHED AT TEEN HAVEN CAMP

290 URBAN TEENS WERE REACHED AT TEEN HAVEN CITY CENTERS (CITIES OF LANCASTER, YORK AND PHILADELPHIA)

42 URBAN TEENS TRAINED TO IMPACT THEIR COMMUNITY THROUGH A LEADERSHIP DEVELOPMENT PROGRAM

Reaching More Urban Teens through Church Partnerships

At Teen Haven, we recognize the value of partnering with urban churches to increase the impact of our ministry among urban youth. For the last several years, we have been partnering with many churches in both our city centers and at our camp.

One of our goals is to increase the percentage of teens attending our camp through these partnerships.

Although that number decreased slightly this year, the percentage of overall partner events increased.

We're excited about the opportunity to continue growing this aspect of our ministry.

Event trending from 2006 - 2010

2006 21% OF RETREATS WERE PARTNER EVENTS (20% OF CAMPERS)

2007 30% OF RETREATS WERE PARTNER EVENTS (27% OF CAMPERS)

2008 34% OF RETREATS WERE PARTNER EVENTS (32% OF CAMPERS)

2009 29% OF RETREATS WERE PARTNER EVENTS (33% OF CAMPERS)

2010 30% OF RETREATS WERE PARTNER EVENTS (26% OF CAMPERS)

SERVING THE HOMELESS THROUGH THE WATER STREET MISSION

The Only Year-Round Emergency Shelter in Lancaster County

Provided shelter for over **1,874*** individuals!

* Unduplicated adults only; data for children is unavailable.

Top 10 Factors Contributing to Homelessness

Based on self-reported data

- 01 JOB LOSS
- 02 FAMILY DISRUPTION
- 03 NON-PAYMENT OF RENT/MORTGAGE
- 04 EVICTION
- 05 PRISON RELEASE
- 06 INADEQUATE INCOME
- 07 SUBSTANCE ABUSE
- 08 RECENT RELOCATION
- 09 HOSPITAL/REHAB DISCHARGE
- 10 PHYSICAL ILLNESS

Success for Clients with Mental and Physical Disabilities

Since its strategic inception in 2008, the Mission's Supportive Services Program (SSP) – assisting those for whom finding permanent housing is extremely difficult – has flourished! The number of men being helped by the program is quickly increasing while the time it takes for them to find permanent housing is decreasing. This population makes up the new face of homelessness; we are projecting to see a marked increase here in coming months.



Together as a Community, We Can Make a Significant Difference.

With God's help, the Water Street Mission has been working toward solutions in permanent housing, transitional housing, employment and homelessness prevention for over 100 years.

We believe that there will always be individuals moving in and out of homelessness who will need assistance. At the Mission, our goal is to care for individuals in homelessness in a way that best meets their needs while preparing them for a sustainable lifestyle. We believe that a Housing First approach is a solution for some individuals, but not all. Permanent housing is very important, but it isn't the complete solution. The Water Street Mission's 105 years of experience has shown us that to successfully stay out of homelessness for the long term, individuals need life change through a restored relationship with their Creator in order to learn to live a sustainable lifestyle.

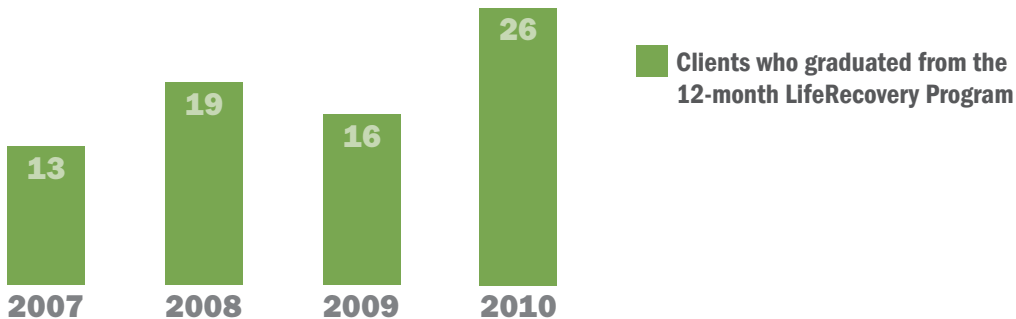
Through the Lord's strength and together as a community under Him, we can make a significant difference. That's why we help provide leadership with the Lancaster County Coalition to End Homelessness (LCCEH). We believe the Coalition adds value to the effort to care for individuals in homelessness. By working together, the Lord is allowing Water Street Mission and the LCCEH to make a significant difference in community-wide systemic barriers in an individual's move out of homelessness.

Educational Success among Individuals in Homelessness

- 66** CLIENTS WERE EQUIPPED THROUGH CLASSES FOR GENERAL EQUIVALENCY DIPLOMAS, COMPUTER LITERACY OR MONEY MANAGEMENT
- 55** CLIENTS WERE EQUIPPED THROUGH EMPLOYMENT READINESS CLASSES
- 17** INDIVIDUAL SUBJECT TESTS WERE PASSED TOWARDS CLIENTS EARNING THEIR GENERAL EQUIVALENCY DIPLOMA (GED)
- 4** CLIENTS EARNED THEIR GED

Number of Graduates Doubles

At the Water Street Mission, we offer renewal for individuals whose homelessness resulted in part from addiction or other serious issues. Our 12-month LifeRecovery Program is an intensive mixture of Christian counseling, life skills and education to help individuals start a new life. Since refocusing this residential program and celebrating the first commencement ceremony in 2007, the number of graduates per year has doubled!



IMPACT INCREASES FROM DONATED ITEMS



* Decrease resulted from fewer furniture donations available to give away.

Strategic Shift Avoids Duplication of Services

Over the years, many churches and organizations have felt a call to help the hungry and have started serving meals or providing holiday grocery assistance. To avoid duplication of services and encourage these organizations' hard work, the Water Street Mission made several strategic shifts in our dining hall and our Christmas Food Box giveaway. Decreases below reflect these strategic decisions.

MEALS SERVED AT THE MISSION

2007 165,916 MEALS
2008 172,054 MEALS
2009 175,115 MEALS
2010 141,069 MEALS

FAMILIES RECEIVING HOLIDAY FOOD BOXES

(INCLUDES EASTER, THANKSGIVING AND CHRISTMAS)

2007 2,300 FAMILIES
2008 2,918 FAMILIES
2009 2,829 FAMILIES
2010 2,597 FAMILIES

NUMBER OF FULFILLED REQUESTS FOR GROCERY ASSISTANCE

2009 26,118 REQUESTS*
2010 27,362 REQUESTS

* data is unavailable previous to 2009

Partnering with Other Ministries

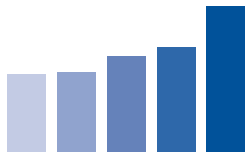
In 2010 the Water Street Mission partnered with **13** other ministries by providing them with **22,825** pounds of food. The Mission also received **705,576** pounds of donated food to prepare meals in our dining hall.



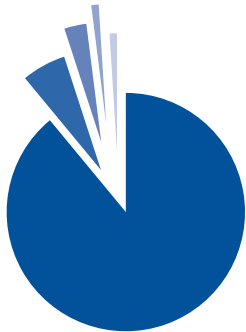
PROVIDING CHRISTIAN HEALTH CARE THROUGH WATER STREET HEALTH SERVICES (LANCASTER & LEBANON COUNTIES)

PATIENT VISITS ARE INCREASING

(NUMBERS INCLUDE THE LANCASTER OFFICE & THE LEBANON FREE CLINIC WE MANAGE)



2006 5,817 PATIENT VISITS
2007 5,887 PATIENT VISITS
2008 7,125 PATIENT VISITS
2009 7,821 PATIENT VISITS
2010 10,804 PATIENT VISITS



MOST PATIENTS EARN LESS THAN \$10,000/YEAR

- **89%** \$0 - \$9,999
- **6%** \$10,000 - \$14,999
- **3%** \$15,000 - \$19,999
- **1%** \$20,000 - \$29,999
- **1%** \$30,000 & ABOVE

EDUCATING YOUNG CHILDREN THROUGH WONDER CLUB EARLY LEARNING CENTERS (LANCASTER CITY & THE BOROUGH OF COLUMBIA)

Providing Foundations for a Life-long Love of God

Of the **68** enrolled students, **26** committed their lives to Jesus Christ. **92%** of students demonstrated the ability to pray.

Providing Foundations for a Life-long Love of Learning

69% of pre-Kindergarteners and **90%** of Kindergarteners were at or above the age appropriate levels for language and literacy.

67% of pre-kindergarteners and **100%** of Kindergarteners were at or above the age appropriate levels for mathematical concepts.

Scholarships Made These Foundations Possible

96% of students received **85-95%** of their tuition in scholarships from the Water Street Ministries Scholarship Fund.

\$15,000 in scholarships were awarded to **14** alumni of Wonder Club to continue their education at Christian schools.

Payments to Municipalities and Public School Districts

As a non-profit organization, Water Street Ministries is exempt from paying property taxes on the properties we occupy that are involved in ministry. However we are certainly grateful for the services provided by our municipalities and school districts.

Last year we again were able to make generous contributions to them. These numbers reflect contributions and taxes.

PAYMENTS TO MUNICIPALITIES

\$11,864 LANCASTER CITY
\$529 LANCASTER COUNTY
\$3,434 YORK COUNTY
\$109 CHANCEFORD TOWNSHIP
\$605 YORK CITY
\$425 LOWER WINDSOR TOWNSHIP
\$16,966 TOTAL

PAYMENTS TO SCHOOL DISTRICTS

\$15,749 SCHOOL DISTRICT OF LANCASTER
\$8,020 RED LION SCHOOL DISTRICT
\$1,143 CITY OF YORK SCHOOL DISTRICT
\$8,011 EASTERN YORK SCHOOL DISTRICT
\$32,923 TOTAL

VOLUNTEER LEADERSHIP OF WATER STREET MINISTRIES

The following individuals voluntarily devoted their time in 2010 to provide insight and leadership to Water Street Ministries.

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Frank C. Chesters, Esq., Treasurer
Guy Eshelman, Secretary
Tom Despard
Reyna Britton
Pastor Phil Hernandez
Charles R. Mershon, M.D.
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Bill Horst

*Board member for Water Street Ministries

