

# Funds Distribution Report

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**Recipient Organization:**

**Mary's Place**

**Address:**

113 Dexter Ave N  
Seattle, WA 98109

**Mailing Address:**

PO Box 1711  
Seattle, WA 98111

**Contact:**

(206) 621-8474  
<https://www.marysplaceseattle.org>

**Organization's General Goals:**

We provide safe, inclusive shelter and services that support women, children and families on their journey out of homelessness.

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**Date of Award:**

2019 Q2

**Level:**

\$500 to \$2,500

For more information, please read the attached report from Mary's Place.

8802 27th Ave NE  
Tulalip, WA 98271

**TulalipCares.org**

Disclaimer: This report may be a summary of content provided by the recipient, not always complete quoted material.

September 10, 2020

Dear Friends,

We cannot thank Tulalip Tribes Charitable Contributions enough for the generous and lifesaving grant! Your investment in our work of addressing homelessness in Seattle and King County allows us to raise more money, to support more families, and to ensure that NO Child Sleeps Outside! There is no greater gift!

Your gift of [REDACTED] (code [Q2 2019 14.2](#)) was used to support our work towards addressing homelessness for families in King County.

In 2019 we accomplished great things together. Our Family Emergency Shelter Intake Line fielded 3,555 calls from 1,520 unique families seeking shelter. For these families, our shelters were able to provide 171,909 bednights and served 2,476 individuals; 1,403 children and 1,073 adults. 9,709 visits were recorded to Mary's Place Kids Club locations and our kids participated in 159 outings. Our community came together with over 33,000 hours contributed by Mary's Place volunteers. Most importantly, our diversion and shelter programs supported 769 families in transitioning from homelessness to housing.

We are so thankful for the support of Tulalip Tribes Charitable Contributions. Please see our attached 2019 Annual Report and [website](#) with more information about how your support has helped our families.

Thank you for standing by our families as we navigate this health crisis. Families like Angela's, who came to us with her son after testing positive for COVID-19 while working at a nursing home. Angela was unable to return to the place she lived with her elderly aunt and uncle as she would put them at risk. She was alone and frightened, unsure how she would keep her son safe, with nowhere to go. Thanks to gifts like yours, Mary's Place was able to provide Angela and her son a safe place to stay through this pandemic.

Thank you for helping to give hundreds of family members like Angela's the ability to live in a safe, healthy space while they work to move quickly back into stable housing.

Thank you for the love and generosity you have shown us. It has been a year of hope for hundreds of families like Angela's because of you! Hugs and high fives from your Mary's Place Family!



Marty Hartman

ANNUAL REPORT 2019

20

years

of dreaming

**BIG**

 MARY'S PLACE

## OUR VISION

A community where all families have safety, stability, and housing. We believe that no one's child should sleep outside.

## OUR MISSION

Mary's Place provides safe, inclusive shelter and services that support women, children and families on their journey out of homelessness.



# OUR VALUES

## ACCOUNTABILITY

Our board, staff, guests, and volunteers are accountable to what we say we will do.



## STEWARDSHIP

We carefully steward all that is entrusted to our care: material and financial resources, human resources, and the lives and stories of our guests.



## LOVE

Love is at the heart of all we do. We are committed to creating a space where all are welcomed, respected, accepted, and loved for who they are.



## RESPONSIVENESS

We recognize and respond to urgent needs in our community by being creative, adaptable, and persistent.



## COLLABORATION

We collaborate with others to ensure quality services, leverage and expand services across the region, and amplify the voices of women and families experiencing homelessness.



## EQUITY

We are committed to creating an inclusive environment and assuring equitable treatment, access, and opportunity for all regardless of age, ability, race, ethnicity, religion, national origin, indigenous heritage, gender, socioeconomic status, sexual orientation, or life experience.



# OUR IMPACT IN 2019

Mary's Place shelters provide a safe space for families to come inside, together, and get connected to the services they need to successfully transition out of homelessness and into housing. While in shelter, families get warm beds, storage for their personal items, hygiene facilities, laundry, nutritious meals, supportive services, and love and care from our specially-trained staff.



**171,909**

Overnight Stays



**429,773**

Meals Served



**768**

Families Moved to  
Stable Housing



**1,602**

Children Served



**1,460**

Employment Services  
Provided

## KING COUNTY LOCATIONS IN 2019



- 1 Family Center in Northshore**
- 2 Emergency Family Shelter Downtown**
- 3 Women's Day Center Downtown**
- 4 Family Center in White Center**
- 5 Family Center in Burien**
- 6 Julia's Place Madrona**
- 7 Family Center in North Seattle**
- 8 Shoreline**
- 9 Family Diversion Center South Lake Union**
- 10 Popsicle Place House Auburn**

# 2019 BOARD MEMBERS

**Carie Fowler Antonelli**  
*Chair,*  
*HD Fowler Company*

**Dan McGrady**  
*Immediate Past Chair,*  
*PEMCO Insurance*

**Jim Karambelas**  
*First Vice Chair,*  
*GLY Construction*

**Suzanne Juneau**  
*Fundraising Vice Chair,*  
*Inform-Logistics*

**Lisa Caputo**  
*Secretary,*  
*Community Volunteer*

**Lynne Cobb**  
*Treasurer,*  
*Rasmussen*

**Shannon Boldizar**  
*Starbucks*

**Dr. Wendy Carlyle**  
*U.S. Anesthesia Partners*

**Dr. Brian Cartin**  
*Seattle Children's Hospital*

**Jessica Clawson**  
*McCullough Hill Leary*

**Chris Clayton**  
*DPR Construction*

**Kris Richey Curtis**  
*JLL*

**Deanna Dawson**  
*Sound Cities Association*

**Jasmine Donovan**  
*Dick's Drive-in Restaurants*

**Jan Drago**  
*Former City and County*  
*Councilmember*

**Jeni Elam**  
*BoardReady*

**Ollie Garrett**  
*PMT Solutions, Tabor 100*

**Mark Hatcher**  
*US Bankruptcy Court*

**Jennifer Harnish**  
*Harnish Group, Inc.*

**Taylor Hoang**  
*Restaurateur*

**Cindy S. Keyser**  
*U.S. Trust*

**JJ McKay**  
*Publisher, The Fresh Toast*

**Megan Murphy**  
*Vulcan Inc*

**Andrew Over**  
*Regence*

**Vicky Oxley**  
*Comcast*

**Minou Reisinger**  
*Reisinger PR*

**Michele Smith**  
*Woodland Park Zoo*

**Katrina Strand**  
*Community Volunteer*

**Marka Waechter**  
*SH Worldwide*



# FROM THE EXECUTIVE DIRECTOR

2019 marks the 20-year anniversary of Mary's Place – 20 years of dreaming BIG. Looking back on our early days – I see our future. Back then, we were a day center program for 10-15 women in the basement of a church with very old comfy couches, one bathroom, a two-burner kitchen, and lots of colorful balloons to brighten the space, and hopefully spirits. We addressed a lot of pain, grief, failure, and suffering. But then, as now, there was always support, acceptance, encouragement, and love. Today, we welcome in over 100 homeless and formerly homeless women each day at the Day Center.

In 2009, moms with babies, toddlers, and school-aged children came looking for diapers, a shower, clean clothes, a bus ticket, and a safe place to sleep at night. There was nothing available for these families. We knew we had to act.

Our first overnight shelter for families was a program that moved between congregations each week, followed shortly thereafter by the first of many empty buildings we converted to shelter space. Then, as now, the families kept coming and today we have nine overnight family shelters across King County where we can provide safe shelter for 600 moms, dads, and kids each night. We purchased our first permanent building in Burien in 2018 and another permanent building will open in an Amazon headquarters building early next year!

Addressing the needs of the community, then, as now, we grow and learn, implementing national best practices to move families back into housing quickly. In 2016, we began a pilot program of a new approach, a national best practice, called Diversion that meets families where they are, puts them first, and combines creative problem-solving with a small amount of flexible financial assistance to move them quickly back into housing. Today, our outreach program, using Diversion techniques, is helping hundreds of families move home directly from cars or tents, making it possible for us to help more families. These innovative tools, together with an increase in shelter capacity, are getting us closer to our goal that no one's child should sleep outside.

Taking care of our neighbors, moving more families into housing faster, and making sure that all children and families have a safe place to sleep tonight is our future—built on the strong foundations of our past.

Looking back, we see our future: innovative, efficient, effective. Not afraid to try, and not afraid to fail, always looking to fill a gap and bring every child inside. It is possible, it is solvable when we work together.

Thank you for your love and support. We look forward to dreaming BIGGER – with all of you!



A handwritten signature in black ink that reads "Marty". The signature is written in a cursive, flowing style.

Marty Hartman,  
Executive Director, Mary's Place

## FROM THE BOARD CHAIR



Every year that I have been involved with Mary's Place, and it's been twelve now, I'm consistently struck by three things: the organization's incredible responsiveness to need, our ability to handle significant programmatic expansion, and our community's remarkable support and commitment.

I'm grateful for these traits, because in spite of our preparedness – families and children experiencing homelessness – who need our help – keep coming.

At the end of 2019, we have nine family shelters that provided over 170,000 bed nights, served over 300,000 meals, and helped more than 650 families move back into permanent housing. Mary's Place also answers the 24 hour intake line for King County where 3,555 families called looking for help over the last year.

Next year, we will open our largest family shelter yet inside a new Amazon headquarters building in downtown Seattle. This new space increases Mary's Place capacity by 50%, providing 275 new beds, including 30 rooms dedicated to families in our Popsicle Place program – families who have lost everything taking care of a sick child. This new space will also allow us to provide 75 family winter response beds – the first time King County has ever had emergency cold weather shelter for families.

We are so grateful to Amazon for this space, a gift that will allow us to get so much closer to bringing all families and children inside. We are incredibly excited by the possibilities.

But with this incredible gift comes a substantial financial obligation. We will need our community to come alongside to address this community crisis. To help us keep milk on the table and loving staff running the programs that we know are effective at helping families move off the street and back into permanent, stable housing. We can't do this alone – it will take all of us.

A handwritten signature in black ink, appearing to read 'C. Fowler Antonelli'.

Carrie Fowler Antonelli,  
Board Chair, Mary's Place

# 20 YEARS OF MARY'S PLACE



**1999**

Woman's Day Center Opened

**2001**

Bon Mary's Incentive Program (now Mary's Marketplace)

**2010**

Rotating shelter providing overnight shelter for 14 family members

**2012**

Day Center moves to new space in Gethsemane Lutheran Church

**2012**

Emergency Family Shelter opened in a former storefront on Bell Street

**2017**

Family Center in Northshore opened in a former King County Sheriff's Office

**2016**

First family shelter with private rooms opened in Amazon owned former hotel

**2015**

First 24/7 Family Center opened in North Seattle in City of Seattle-owned former bank building

**2014**

Bianca's Place opened, first overnight family shelter including single dads in building owned by PEMCO

**2017**

Opened Shoreline overnight shelter in former restaurant on loan from Kollias family

**2017**

Family Center in White Center opened in former King County Public Health Building

**2018**

Purchased our first permanent home in Burien

**2019**

Opened first extreme weather temporary family shelter in a building loaned by Vulcan Inc

**2019**

First Family Diversion Center opened on Aurora in building on loan from Tarragon

# 2019 HIGHLIGHTS

## June

**Opened the Family Diversion Center** – to provide 30-day shelter stays for families with an identified housing solution



## November

**Awarded a Bezos Day 1 Fund \$5 million – 5-year (2020-2025) leadership grant** in recognition of “needle-moving” work to provide shelter support for families



## January

**Mary's Place named Nonprofit of the Year** by the South Lake Union Chamber of Commerce



## May

**dream BIG Luncheon** – celebrated Mary's Place 20 year anniversary



## October

**Inaugural SHINE Gala** – raised over \$2 million to support Mary's Place Popsicle Place program

## December

**Over 400 families attended the annual Holly Jolly Party** with music for a holiday celebration with music, presents, Santa photos, and cookie-decorating



## March

**Our Girl Scout troop sold over 1,600 boxes of cookies** and used the money to help pay for fun outings for Mary's Place kids!

# MARY'S PLACE PROGRAMS

HEALTH SERVICES

EMPLOYMENT  
SERVICES

YOUTH SERVICES

HOUSING SERVICES

FOOD SERVICES

SHELTER SERVICES





MARIA AND HER SONS ENDED UP HOMELESS WHEN SHE HAD TO FLEE A DOMESTIC VIOLENCE SITUATION. OFTEN MARIA WOULD SLEEP IN THE CAR WHILE THE BOYS STAYED WITH FRIENDS. THEY FOUND MARY'S PLACE, WHERE THE BOYS MADE FRIENDS IN KIDS CLUB AND GOT CONNECTED WITH SCHOOL, WHILE MARIA WORKED WITH OUR EMPLOYMENT SERVICES TEAM TO HELP HER FIND A JOB AND THEN A NEW APARTMENT.

## SHELTER SERVICES

Our family shelters provide a safe, inclusive space for families to come inside together and get connected to the resources and services they need to transition successfully out of homelessness and into housing. While in shelter, families have access to a warm bed, storage for their personal items, hygiene facilities, laundry, nutritious meals, and supportive services. Our community, donors, and volunteers bring hope and joy to our guests in shelter each day. To reduce the impact of the trauma families endure while experiencing homelessness, we strive to lower the length of stay in shelter to 90 days or less. In 2019, the average length of stay was 79 days.



WHEN JACKSON WAS INJURED AND LOST HIS JOB, THE FAMILY COULDN'T MAKE ENDS MEET ON TINA'S SALARY ALONE. THEY LOST THEIR HOMES AND CAME TO STAY AT MARY'S PLACE. BACK ON HIS FEET, JACKSON GOT A NEW JOB AND THE FAMILY WAS READY TO SIGN A LEASE ON A NEW APARTMENT WHEN THE CAR BROKE DOWN AND THE COST OF REPAIRS THREATENED THEIR DREAM OF HOUSING. WITH FLEXIBLE FUNDING MADE POSSIBLE BY GENEROUS DONORS, MARY'S PLACE WAS ABLE TO HELP THEM PAY FOR THE CAR REPAIRS AND THE MOVE OUT HAPPENED AS PLANNED!

## HOUSING SERVICES

Within 48 hours of arriving at Mary's Place, families meet with one of our housing specialists. Together, they develop a housing solution plan that includes a budget and access to community resources, service providers, and supporting agencies.

Using an average of just \$1,900 in flexible financial assistance per family, Mary's Place engages families in creative problem solving to remove barriers and move back into a home quickly. Thanks to you, our housing and outreach specialists were able to help more than 760 families move to permanent housing in 2019!



ASHLEY'S DAUGHTER, ABBY, WAS BORN WITH HEALTH CONDITIONS THAT REQUIRED MEDICATION AND SPECIALIZED EQUIPMENT. WHEN ASHLEY COULD NO LONGER AFFORD HER RENT, SHE HAD NOWHERE TO GO AND KNEW SHE NEEDED TO BE SOMEWHERE WITH ELECTRICITY AND REFRIGERATION TO MEET ABBY'S MEDICAL NEEDS. SHE CALLED MARY'S PLACE AND CAME INTO POPSICLE PLACE IMMEDIATELY, WHERE OUR MEDICAL STAFF HELPED HER WITH ABBY'S CARE AND GETTING TO DOCTOR'S APPOINTMENTS. ASHLEY FOUND AFFORDABLE HOUSING, AND SHE AND ABBY ARE BACK IN A PLACE OF THEIR OWN!

## HEALTH SERVICES

Mary's Place helps families with health insurance enrollment, connection to primary care physicians, and provides case management and referrals for families with medical needs.

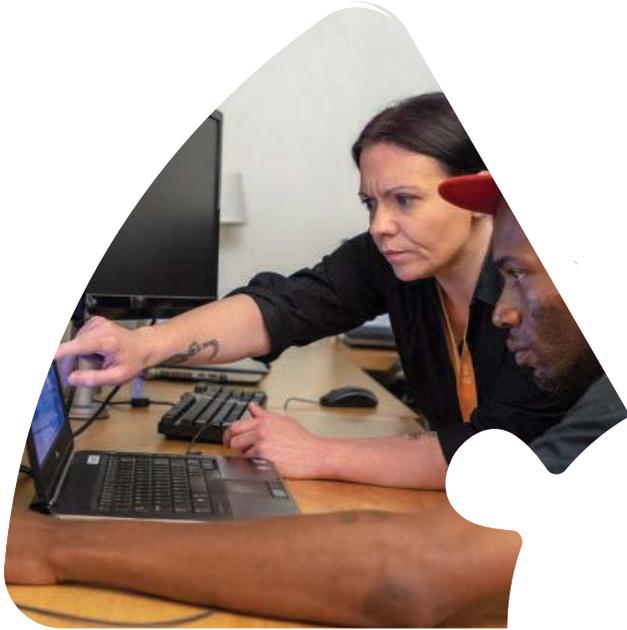
Our **Popsicle Place** program provides shelter and support for families with children with complex medical conditions. These families have lost their jobs, then their homes, caring for their sick child. They often sleep in cars and tents near hospitals where they access outpatient treatment. Your support made it possible for Mary's Place to help 25 Popsicle Place families last year.

The **Baby's Best Start** program provides moms and newborns with time to bond, and access to health care and parenting information. Both programs are designed to improve health outcomes and support families as they navigate their journey into housing. Just over 80 babies were born and took their first steps at Mary's Place in 2019!

JONATHON AND HIS MOM, RUTH, CAME TO MARY'S PLACE AFTER FLEEING A DOMESTIC VIOLENCE SITUATION. NOW SAFELY IN SHELTER TOGETHER, JONATHON BEGAN TO ACT OUT AND WET THE BED. MARY'S PLACE YOUTH SERVICES AND HEALTH TEAMS WORKED WITH THE FAMILY TO GET JONATHON BEHAVIORAL HEALTH SERVICES. SOON HE BEGAN TO MAKE FRIENDS AND ENGAGE IN ACTIVITIES IN KIDS CLUB, AND THE BEDWETTING STOPPED. RUTH CAN NOW FOCUS FULLY ON FINDING THEM A NEW HOME!

## YOUTH SERVICES

Children under 18 make up more than half of our guests at Mary's Place. Our Youth Services team works to meet social and developmental needs and reduce the impacts of trauma by providing age-specific activities for toddlers, school-aged children, and teens. This year, kids participated in drama workshops, Scouting, guitar club, coding class, field trips (159 to be exact!), STEM activities, and much more. In 2019, you made it possible for 120 children to access childcare, 29 to go to preschool or Head start programs, and 27 students to enroll in before or after school programs.



MALIK, A SINGLE-DAD, WAS WORKING, BUT WHEN HIS RENT INCREASED, HE COULD NO LONGER AFFORD HIS APARTMENT. TOGETHER WITH HIS DAUGHTER, SASHA, THEY MOVED IN WITH A FAMILY FRIEND UNTIL THERE WAS A CHANGE OF CIRCUMSTANCE AND THEY HAD TO MOVE TO A HOTEL, AND EVENTUALLY INTO THEIR CAR. MARY'S PLACE MOBILE OUTREACH TEAM LEARNED ABOUT THE FAMILY AND WENT TO MEET WITH MALIK. TOGETHER, THEY HELPED MALIK FIND A NEW JOB THAT PAYED MORE, AND IDENTIFIED NEARBY AFFORDABLE HOUSING. MALIK AND SASHA MOVED BACK INTO HOUSING DAYS LATER.

## EMPLOYMENT SERVICES

Mary's Place employment services engages community volunteers to help women and families experiencing homelessness to connect with jobs and job training resources, access referrals to vocational and education programs, and prepare to enter long-term employment. Staff work with those who have an income to achieve financial stability through financial literacy, education, and assistance. In 2019, our employment services team supported 477 guests in their employment and education-related goals, including help with resumes and cover letters, mock job interviews, and budgeting.

ONE OF THE HARDEST THINGS ABOUT LIVING IN THEIR CAR FOR MOM, AMBER, WAS NOT BEING ABLE TO PROVIDE NUTRITIOUS MEALS FOR HER CHILDREN. FAST FOOD WAS EASY AND CHEAP. AT MARY'S PLACE, BREAKFAST AND LUNCH ARE FRESH YOGURTS, FRUIT, SALADS, AND SANDWICHES, AND DINNER IS A FRESH, HOME-COOKED MEAL THAT SHE CAN FEEL GOOD ABOUT AND THAT HER KIDS LOVE! ONE LESS THING FOR HER TO WORRY ABOUT SO SHE CAN FOCUS ON HER HOUSING GOALS.

## FOOD SERVICES

Mary's Place models fresh, healthy eating through our meals program while maintaining pleasure, enjoyment, and family bonding around food. We work with local food partners to implement food recovery programs that provide over 300,000 meals a year across all Mary's Place locations. Nightly pickups at our food partner locations enable us to offer our families a variety of fresh, ready-made, and culturally diverse foods. Thanks to our community partners, Mary's Place accepted, verified, sorted, and delivered between 600,000 and 900,000 lbs of donated food in 2019.

# FY2019 FINANCIALS

## Mary's Place

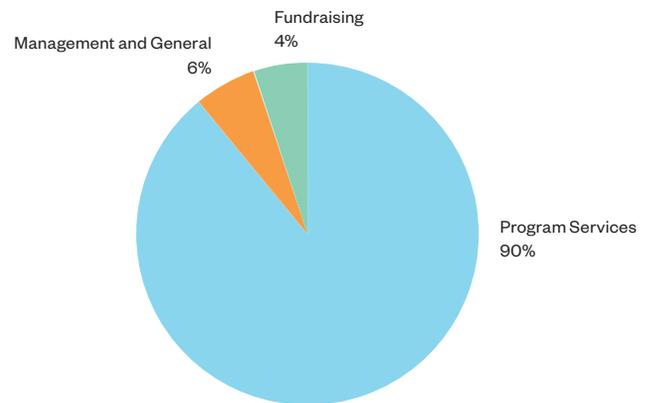
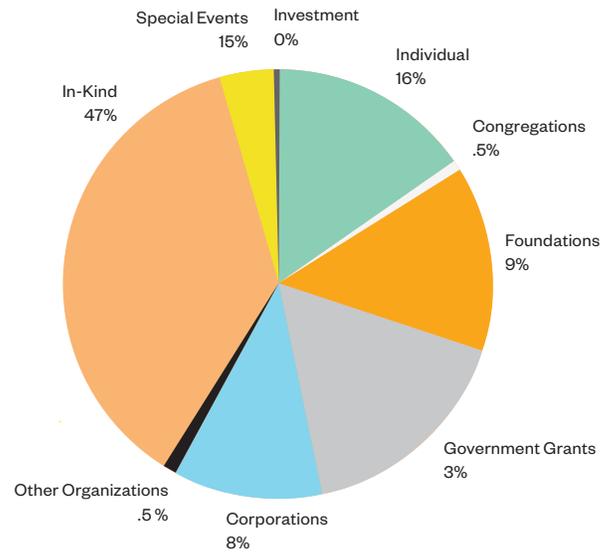
July 1, 2018 – June 30, 2019

### Contributions and Grants:

Individual	\$3,899,838
Congregations	\$141,985
Foundations	\$3,524,178
Government Grants	\$4,211,913
Corporations	\$2,846,524
Other Organizations	\$189,763
In-Kind	\$9,266,200
Special Events and Projects	\$816,829
Investment income	<u>\$62,805</u>
<b>Total Support and Revenue</b>	<b>\$24,960,035</b>

### Expenses:

Program Services	\$17,348,826
Management and General	\$1,196,396
Fundraising	<u>\$985,590</u>
<b>Total Expenses</b>	<b>\$19,530,812</b>



## 2019:

- Mary's Place has transitioned to a July– June fiscal year. Our 2019 annual report includes our fiscal year financials.
- Government Grants includes \$2M from the State of Washington that allowed us to pay off the loan on our permanent Burien location.

Mary's Place  
P.O. Box 1711  
Seattle, WA 98111

(206) 621-8474



[marysplaceseattle.org](http://marysplaceseattle.org)