



DOING THE MOST GOOD®

2019 Central Virginia
Annual Report



Introducing New Commanding Officers

Dear Friends,

We are pleased to share with you The Salvation Army of Central Virginia's 2019 Annual Report. As we reflect on all the ways we have served OTHERS in 2019, we are extremely grateful for the support from our volunteers and donors that made it possible. Your generosity enables us to be caring and compassionate servants for thousands of individuals and families. The stories and overview in this annual report reflect the impact your generosity has in our community every day.

For more than 133 years, The Salvation Army of Central Virginia has served on the front lines, offering care and hope for those in need. From providing safe shelter and food for families struggling with a housing crisis, to empowering the youth of our community at our Boys & Girls Club in Church Hill, we continue to Do The Most Good in our community each year.

As Laura and I plan our transition to provide leadership for The Salvation Army of Hampton Roads, we want to say "Thank You" for your ongoing service and support of The Salvation Army of Central Virginia! Captains Jason and Bethany Burns will be arriving to Richmond in July to provide future leadership of The Salvation Army of Central Virginia. We are confident that you will welcome their family with opened arms as you did ours in 2017.

Captains Jason and Bethany Burns have been officers since 2008 and were commissioned as part of the God's Fellow Workers session. Their first appointment was in Memphis, TN as Corps Officers and Kroc Administrators followed by Danville, KY as Corps Officers. They served overseas in Lisbon, Portugal as Regional Officers, and most recently in Charleston, SC as the Corps Officers.

Captains Burns have three wonderful children and a loveable 10-year-old Chocolate Labrador. They understand that the life of a Salvation Army Officer is full of excitement and challenges, but they also are humbled that God has chosen them for the adventures they have experienced in The Salvation Army. They look forward to continuing to do the most good here in Central Virginia.

Together, we can "Do The most Good" in serving our community!

Blessings,

Majors Donald & Laura Dohmann



Our Mission

The Salvation Army, an
international movement, is an
evangelical part of the universal
Christian Church.

Its message is based on the Bible.

Its ministry is motivated by THE
LOVE OF GOD.

Its mission is to preach the gospel
of Jesus Christ and to meet human
needs in His name without
discrimination.

Statement of Financial Activities

*Fiscal Year Ended September 30, 2019

Revenue

\$2,905,060	Public Support
\$1,379,198	Donations In Kind
\$183,645	Special Events
\$171,699	Federal Funds/United Way
\$88,946	Fees/Grants from Government Agencies
\$3,926,670	Transfers from Other SA Units
\$159,175	Other Revenue

TOTAL SUPPORT & REVENUE: \$8,814,393

Expenses

\$2,032,160	Personnel
\$3,680,789	Other Programs & General Expenses
\$3,073,114	Transfers to Other SA Units

TOTAL EXPENSE: \$8,786,063

\$28,329 Surplus of Revenue over Expenses

\$90,063 Cash Balance Beginning
FY 2019- 2020

*unaudited financials

Planned Giving



Some people's legacies are engraved on monuments. But yours will be written on lives. Now and in the future, your assets can help you, your family and countless people in need.

To find out more about wills, gift annuities, estate planning or other ways to plan your legacy, please contact us today for additional information.

Deborah Williamson
Associate Planned Giving Director
202-774-6525
deborah.williamson@uss.salvationarmy.org

Annual Giving

Gifts by check or credit card are the most popular ways to give, however gifts of other assets can help you save even more. Gifts of stock, bonds, mutual funds and other assets such as real estate, jewelry or art that have increased in value since you have owned them can result in even greater tax savings.

For our friends over the age of 70, it is possible to make tax free charitable gifts directly from your IRA. Funds donated in this way will never be subject to income or estate tax. We also offer NAP credits in select locations that provide state tax credits equaling up to 65% of the donation that may be applied against your state income tax liability. Consult your tax advisor for more information.

To find out more about ways to make your annual gift to The Salvation Army, please contact:

Kim Wentz
Senior Regional Resource Development Director
804-400-5992
kim.wentz@uss.salvationarmy.org

Changing Lives Richmond Shelter Program

“The Salvation Army not only accepted me with open arms, but when my pregnant daughter needed help, they were there too. Thank you for caring for me and my family.”



LaShaunda Simpson and her family had a stable house of their own, but when her hours were reduced at work, she began to struggle financially. Unsure of what the future would bring, the Simpsons began staying with family members, in motels and even sleeping in their car on occasion.

LaShaunda credits the Lord for bringing her to The Salvation Army - the right place at the right time. As soon as she walked in, she received case management and a safe, secure place for her family to stay that same evening. When LaShaunda's pregnant daughter also became homeless, she was able to gain safe shelter alongside her mother at The Salvation Army.

Things are looking up for the Simpsons, who now have their own place to call home. LaShaunda is continuing with her schooling to advance her career as a Certified Nursing Assistant. She is excited about her two daughters' future as one graduates high school and the other prepares to welcome her first child into the world.

What a blessing to celebrate these new beginnings in a home of her own!



Impact At-A-Glance



874
Individuals Received
Utility Assistance



365
Individuals Provided
Shelter



305
Boys & Girls Club
Members



64,807
Gifts Distributed



5,937 Volunteers

Services to Individuals

Family Services & Shelter Programs

2,434	Individuals Served (unduplicated)
16,392	Meals Served
874	Households Provided Utility Assistance
365	Individuals Provided Shelter (unduplicated)
217	Men Provided Shelter
74	Women Provided Shelter
74	Children Provided Shelter
106	Individuals Placed into Permanent Housing
36	Households Provided Rent/Mortgage Assistance

Boys & Girls Club

305	Youth Members
29%	Members Achieved Honor Roll
31%	Members Achieved Scholar Roll
19	Members Received Academic and Citizenship Awards
50	Members Increased Academic Performance by at Least One Letter Grade
28	Members Attended Summer Adventure Camp

Worship

44	Jr. Soldiers on Roll
158	Sr. Soldiers on Roll
8	Adherents on Roll
210	Total Members
4,496	Sunday School Attendance (duplicated)
4,961	Sunday Worship Service Attendance (duplicated)
2,473	Music and Performing Arts Lessons Provided (duplicated)

Volunteers

2,724	Christmas Volunteers
10,896	Christmas Volunteer Hours
5,937	Total Volunteers
13,900	Total Volunteer Hours

Serving In Spirit



Throughout the year, The Salvation Army Central Virginia's Citadel Corp offers a place for spiritual development for youth and adults alike.

Youth enjoy weekly music and character building programs. Weekly worship and Sunday school is offered for spiritual connection, and adult members have several opportunities for fellowship throughout the month.

Members also regularly visit the Hunter Holmes McGuire VA Medical Center to have fellowship with hospital residents. From sharing a hot cup of coffee and donut, to delivering valentines, the Corp's community involvement programming offers compassion to our Veterans all year long.

For more information on worship offerings, visit
virginiasalvationarmy.org/richmondva.

Joy of Service

“We volunteer as a family because it’s important for us to work together and experience serving others together.”

-Faith Schwartz, Christmas Program Volunteer



The Schwartz family has been volunteering with The Salvation Army’s Christmas Assistance programs for four years. Immediately, their children loved volunteering and being able to have a positive impact in someone’s life. While the Schwartz’ daughters love treasure hunting for the perfect gifts for Angel Tree recipients, their sons love being behind the scenes moving the large pallets.

The Angel Tree Program opened the family’s eyes to the need in the community, as well as the generosity the community provides, for those unable to provide Christmas gifts for their family. Their volunteer experience has especially impacted the oldest daughter, Lauren, who is interested in pursuing a career in the non-profit sector after graduating from school.

After seeing the value in supporting others as a family, the Schwartz decided to make volunteering a part of their annual Christmas tradition. “We are thankful to be a part of the Angel Tree program and volunteering has become a Christmas tradition that we look forward to every year!” said Faith.



In 2019, nearly 6,000 individuals, including the Schwartz, volunteered in support of our programs. We are so grateful for our caring and passionate volunteers who help us do the most good throughout Greater Richmond!

Making Christmas Wishes Come True

The Christmas season is a time of year where we continually see opportunities to bring hope to people.

This year, in addition to bringing presents to families, we offered prayer request cards for individuals to fill out. The prayer requests ranged from praying for a job, to praying for their kids, to getting out of a bad situation. Completed cards hung on Christmas trees and were prayed over weekly by volunteers, staff and clients alike.



Christmas morning should be a time of joy and laughter for children as they open brightly wrapped presents, but not every family can provide that experience for their kids. This year through our generous donors, volunteers and community partners we were able to provide over 60,000 gifts to thousands of individuals and families in the Greater Richmond area.

Investing in Futures Major Donors

Thank you to all donors who generously supported this campaign to invest in the futures of children, families and community at The Salvation Army Boys & Girls Club. *

Neil Amin
Scott & Jacquelin Aronson
Harold & June Babb
Greg & Stephanie Burton
David Dallas
Bruce & Nancy Gottwald
Dick Guthrie
Charles & Kay James
Chuck & Dawn James
Anthony Markel
Rick & Virginia Peterson
Alan Pietruszkiewicz
Ann Ramage
Kevin and Carolyn Robinson
Houston & Ellen Staton
Bobby & Jayne Ukrop
Bon Secours Health System
The Cabell Foundation
Computer Resource Company
Dominion Energy Charitable Foundation
Herndon Foundation
Life Church
The Mary Morton Parsons Foundation
M4K Richmond
Richmond City Health District
Rotary Club of Richmond
The William H. John G. Emma Scott Foundation
Everett D. and Geneva V. Sugarbaker Foundation

*Donors listed gave at the \$1,000 level or higher.

Investing In Futures



2019 marked an exciting turning point for The Salvation Army Boys & Girls Club. The Club, which has been serving children in the city's East End since 1920 and at its current R Street location since 1971, underwent an expansive 15 month renovation. The \$8 million project reached completion in April 2019 and added 8,000 square feet of program space.

Boys & Girls Club members eagerly returned to their favorite afterschool programming, but with many new features to enjoy. The renovated facility includes a year-round indoor aquatics center, STEM studios, recording and dance studios, expanded space for teenage members, and an updated gymnasium. The space also offers versatile classrooms and a fitness studio for the community to enjoy.

The new space will continue to provide opportunities for members to reach their full potential through both educational and recreational programming. While the Boys & Girls Club still creates a safe and encouraging environment for Richmond's youth, the increased quality of space, equipment and program opportunities will help foster bright futures for many generations of members to come.



ADVISORY BOARD MEMBERS

Executive Committee

Richard Peterson Jr., Chair, *Cornerstone Architects*
Scott Aronson, Past Chair, *Ukrop's Homestyle Foods*
Ann Ramage, Treasurer, *Keiter CPAs*

Assembly

Harold W. Babb, PhD., *University of Richmond, Robinson School of Business*
Scott Bateman, *Promise Media*
Rodney Bryant, *NBC12*
Reginald Gordon, *City of Richmond*
Dick Guthrie, *Government Consultant*
James Head, *Hunton, Andrews, Kurth LLP*
Antoinette Irving, PhD., *Sheriff, City of Richmond*
Charles James, Jr., *Williams Mullen*
Michael Pruitt, *Pruitt Associates LLC*
Kevin Robinson, *Dominion Resources Services*
Norman Way, *Puritan Cleaners*
LaKisha White, *Bon Secours Mercy Health*
Mary Ann Wilson, *Retired U.S. Dept. of Housing and Urban Development*

Life Members

Robert S. Ukrop, *Ukrop's Homestyle Foods*

Emeritus Members

Coleman Rice, Jr., *Coleman Rice Associates LTD*

LOCATIONS OF SERVICE

Central Virginia Area Command
Richmond Shelter, Family Services & Administration
2 West Grace Street ~ Richmond, VA 23220
(804) 225-7470

Salvation Army Officers: Majors Donald & Laura Dohmann

The Salvation Army Boys & Girls Club
3701 R Street ~ Richmond, VA 23223
(804) 222-3122

The Salvation Army Richmond Citadel Corps
5327 Orcutt Lane ~ Richmond, VA 23224
(804) 745-5524

Salvation Army Officer: Captain Jennifer Duelley

The Salvation Army Tri-Cities Service Center
1228 South West Street ~ Petersburg, VA 23803
(804) 732-8449

The Salvation Army Hopewell Service Center
224 N. Main Street, Suite 218 ~ Hopewell, VA 23860
(804) 452-0232



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United Way of Greater
Richmond & Petersburg

Partner Agency

virginiasalvationarmy.org/richmondva