

As the Chief Executive Officer for GRACE, I can honestly say the work done over this past year is some of the finest we have ever done.

I am humbled by the generosity of this community. But please understand the work is not over.

None of us could have predicted the length of time our community would be affected. Our families continue to struggle, taking on "temporary" debt, making short-term sacrifices, and anxiously waiting to be called back to work.

While most of us can tighten the belt for a short period, many of these families are at the end of their rope, and continue to flow through the doors of GRACE, looking for compassion, empathy, and assistance.

As always, and for as long as it takes, GRACE will support families still struggling with the impact of COVID-19.

But it will be possible only through the generosity of this community—all of you who trusted your gifts in GRACE.

While hundreds of nonprofits struggled to find a way to respond last year, it was because of your support that GRACE became a leader in Tarrant County with unprecedented response time and assistance.

Please be encouraged knowing your donations give food, shelter, clothing, emergency assistance, medical care—and hope—to our neighbors who need it most.

Sonda

Shonda Schaefer Chief Executive Officer



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GRACEGrapevine.org 817-488-7009

Your investment allowed GRACE to make a profound impact in FY20

81,566 service units provided to GRACE families

11,042 unique clients received GRACE assistance

32,503 lunches served through the GRACE Feed Our Kids program

7,540 visits to the GRACE Food Pantry by families through the year

25,404 volunteer hours served in spite of COVID limits

6,383 families received food through the GRACE Grocery Giveaway

4,006 patient visits to GRACE Community Clinic

2,825 children received gifts through the GRACE Christmas Cottage

3,479 people visited the GRACE Clothing Room before COVID struck





Starting March 2020 our full attention was drawn to the unprecedented crisis affecting our lives.

An extraordinary year required an extraordinary response and that's what we were able to provide to our community when they needed us the most.

Like everyone else, our year started to spin wildly out of control around mid-March. Throughout those confusing first weeks, and the frightening weeks after that, one thought that kept us going: no matter how bad things were for us, it was infinitely worse for those we served.

To that end, we dedicate this Annual Report to all those who joined in our response to the COVID-19 pandemic.



As a steward of God's blessings and resources in the community, GRACE demonstrates compassion for those less fortunate by providing assistance to individuals and families in crisis and guidance toward self-sufficiency.

Statement of Financial Position **CURRENT ASSETS** 2020 2019 5944.962 5953,621 Cash and Cash Equivalents 1,921,615 506,023 Investments 70,457 Resale Inventory 74,061 377,215 Pledges Receivable 147,986 **Prepaid Expenses** 77,730 101,985 **Total Current Assets** \$3,166,354 \$2,009,301 PROPERTY AND EQUIPMENT, NET \$4,726,207 \$3,243,253 OTHER ASSETS 21,877 21,877 **TOTAL ASSETS** \$7,914,438 \$5,274,431



The anxiety of constant fears and uncertainties will fade in time, and we will look back on 2020 with a mix of feelings.

Doubts, despair, and dread will mix with steadfast purpose, courageous struggle, and brave selflessness.

While those early days are a bit of a blur, in hindsight, it seemed like we were able to stay just ahead of the wave.

Our Community Clinic converted to tele-med services early on—the first charitable clinic in Texas to do so. The Clinic staff didn't miss a beat in treating, advising, and protecting all of our patients and their providers.

We took special care of the dozens of volunteer frontline medical heroes who fought COVID at their home clinics and hospitals, then came to GRACE to do the same after their shifts were through.

The week before the government mandates, we closed the doors of our resale shops for the protection of our staff, volunteers, and our shoppers. Those were horrible days.

We fearfully watched our TV's as the numbers of infected and dying people grew to staggering levels. We monitored the internet for new protocols to protect ourselves and our families.

We furloughed nearly 30 GRACE staff members. While it was a heart-wrenching decision, we made it four days before the mandatory shut-down order and gave our employees a chance to file for unemployment before the masses.

Waves upon waves of new clients would follow. The massive closures of hotel-convention centers, the mall, airport concessions, restaurants, and bars resulted in widespread layoffs and furloughs.

Overnight, our client base grew six-times its volume compared to the previous year at the same time. Even though the numbers slowed over time, we were still flooded with requests.

It wasn't just those on the lower rungs of the economy who were affected. Many who were our supporters and volunteers in the past found themselves coming to GRACE for help.

| CURRENT LIABILITIES | 2020 | 2019 |
|---|-------------|-------------|
| Accounts Payable | \$63,301 | \$78,825 |
| Accrued Payroll | 46,769 | 44,167 |
| Accrued Liabilities | 112,404 | 104,053 |
| Deferred Revenue | 103,000 | 201,851 |
| Deferred Rent | 37,651 | 39,815 |
| Total Current Liabilities | \$363,125 | \$468,711 |
| LONG-TERM LIABILITIES | \$1,609,258 | |
| Total Liabilities | \$1,972,383 | \$468,711 |
| NET ASSETS | | |
| Net assets without donor restrictions | | |
| Board Designated | \$1,583,804 | \$209,395 |
| Undesignated | 4,028,349 | 4,015,953 |
| Total Net Assets Without Donor restrictions | \$5,612,153 | \$4,225,348 |
| Net assets with donor restrictions | \$329,902 | \$580,372 |
| Total Net Assets | \$5,942,055 | \$4,805,720 |
| TOTAL LIABILITIES AND NET ASSETS | \$7,914,438 | \$5,274,431 |

| REVENUE AND OTHER SUPPORT | 2020 | 2019 |
|---------------------------------|-------------|-------------|
| Contributions | \$2,921,659 | \$2,126,232 |
| Grants | 309,271 | 208,750 |
| In-kind Contributions | 2,074,466 | 2,152,205 |
| Resale Sales, Net | 970,848 | 1,459,491 |
| Donated Goods for Resale | 714,592 | 677,737 |
| Client Donations | 6,897 | 11,614 |
| Investment Income | 77,063 | 29,073 |
| Special Events, Net | 514,699 | 392,291 |
| Other Income | 76,637 | 476,315 |
| Total Revenue and Other Support | \$7,666,132 | \$7,533,708 |
| EXPENSES | | |
| Program Services | \$4,111,887 | \$3,746,027 |
| Management and General | 141,582 | 287,370 |
| Resale | 1,744,398 | 1,670,778 |
| Fundraising | 531,930 | 555,788 |
| Total Expenses | \$6,529,797 | \$6,259,963 |
| CHANGE IN NET ASSETS | | |
| Net Assets—Beginning of Year | \$4,805,720 | \$3,531,975 |
| Net Assets—End of Year | \$5,942,055 | \$4,805,720 |

We watched as our budget for the year poured out in just a few months. The decision to walk in faith, committing to the God-inspired mission of GRACE—even when we knew the budget couldn't support the volumes—was a leap of faith that our leaders and board fully supported.

We focused on those things needed most: food, shelter, medical care, senior services. We redeployed our staff and resources to fill those needs, all while we were without one of our most valuble resources—volunteers.

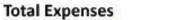
Thousands of families came to us scared: afraid of COVID, but also facing hunger and homelessness. Scared of losing their families, their homes, and their lives.

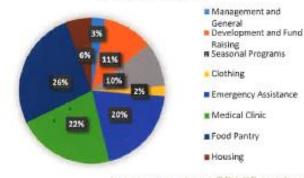
GRACE was there with comfort, and guidance, with the right assistance and encouragement. And it was a privilege to walk alongside as they found their feet on solid ground.

Paul Bischler, President BNSF Railway Traci Bernard, VP Development Texas Health Southlake Duff O'Dell, VP Programs I Shepherd Catholic Comm Sean Shope, VP Strategic Planning First Financial Bank Randy White, VP Facilities/Technology Randy White Real Estate Services Susie Howell, VP of HR/Secretary Karen Parrish, Treasurer White's Chapel UMC Shonda Schaefer, CEO GRACE Victor De Vincenzo, Steve Haley, Hilton DFW Lakes Mike Hamlin, Grapevine Police Department Traci D. Hutton. Attorney Don Johnston, White's Chapel UMC Kindal Wright Kreamer, Wright Construction Company John McGreevy, Methodist Southlake Hospital Tony Pack, Community Representative Todd Renner, White's Chapel UMC Ty Shafer, Shafer Dental John Slocum, Miracle League Becky St. John, GCISD Board of Trustees Dr. Sara Suttle, DPM Mike Taylor, Provident Strategies Group Felix Vasquez, Jr. Hyphen Solutions Robert K. Warner, Community Representative

Chris York, Baylor Scott & White Grapevine

BOARD OF DIRECTORS





Total Revenue Management and

