



2021 GRACE Annual Report

COMING TOGETHER

The GRACE team is constantly assessing the progress of our programs to ensure that we are able to allocate resources efficiently. We are committed to sharing our results with you, our faithful supporters.

Please review the accomplishments your generosity made possible in our 2021 fiscal year, September 1, 2020 through August 31, 2021.



Dear Friends,

Despite the hardships our world faced throughout 2021, I'm grateful to report that your generosity sustained our efforts and enabled us to further our mission in exciting ways this past year. Regardless of what's taking place in our broader culture, the reality is that strong, healthy individuals and families are crucial to the spiritual and emotional health of any community.

In every aspect of our work, our overarching mission extends compassion and assistance to those in need. We remain wholly committed to helping families overcome crises, providing safe and stable places to live, treating those in ill health, and coming alongside our mission partners as we work together to build our community.

It's a source of great joy and encouragement to know each of these endeavors is being carried out because generous and faithful friends like you have joined hands with us. We're deeply grateful for those who have invested their hard-earned dollars in our outreach, and those we've engaged in volunteer service.

Here are a few highlights of what was accomplished through GRACE over Fiscal Year 2021 (September 1, 2020-August 31, 2021).

GRACE served over 12,300 unduplicated clients last fiscal year. This was on the heels of more than 11,000 unduplicated clients served in 2020 (the "COVID" year). Prior to the pandemic, GRACE served about 5,000 unduplicated clients per year.

Our GRACE team worked tirelessly to provide more than 72,000 service units to nearly 4,400 local families, including nearly 850 new client families. We are constantly moved by the knowledge that families are growing and thriving because of the GRACE mission and all who back our work.

Finally, our new Donation Station opened on Texan Trail. Donation Station is truly where GRACE and the community come together. Your donations of clothing, housewares, and other goods provide 15% of the programs and services I just mentioned.

We guide our clients to overcome crises, become stronger and more secure. GRACE is not immune, however, from the economic hardships, the impact of the ongoing pandemic, or the threat of armed global conflict.

In a real sense, FY21 has circled our mission back to ourselves. It has reinforced our concern for those in crises, and intensified our efforts to help resolve their problems. You, and others like you in our community, continue to provide both inspiration and support for the mission of GRACE.

In deep gratitude,



Shonda Schaefer
Chief Executive Officer



What We've Accomplished Together

THE POSITIVE EFFECTS OF YOUR INVESTMENTS

Invested in FAITH

The pandemic exposed a glaring reality in our community: 29% of households in our area live in asset poverty, only a paycheck or two from homelessness. GRACE responded with FAITH (Families And Individuals Towards Hope), a long-term family-centered program to keep families in their homes.

FAITH was designed to offer relief to families at risk of becoming homeless while coaching them to self-sufficiency. The case management professionals of GRACE Client Services lead the program.

Families enroll in FAITH for a 6-month period. During the first 3 months—the

financial stability period—clients get support for rent and utilities, and non-monetary help in the form of clothing, groceries, household goods, and healthcare services.

Each month clients must show adequate progress prior to receiving support. Throughout a family's time in FAITH, they will meet regularly with their case manager and attend educational classes to help gain life skills, practical abilities, and functional, hands-on experience.

Wrap-around care of this nature is expensive. Costs average \$2,000 per month for a family of four, and costs rise with family size, employment, living

conditions, etc. The successful result, though, is priceless: a stable, productive family who is the bedrock of a successful community.

In 2021, GRACE provided more than 72,000 service units to families in North Texas, giving well over \$2 million worth of assistance, stabilizing families and our community.

FAITH families are the people who work in our companies; the children who go to school with our kids; the families who sit next to us in church. FAITH is an investment in the stability and security of our communities, the future, and the families who are the foundation of our community.

THROUGHOUT 2021:

411
PEOPLE

visited the GRACE Clothing Room.

2,042
CHILDREN

received gifts through the GRACE Christmas Cottage.

4,595
INDIVIDUALS

received food through the GRACE Grocery Giveaway.

5,395
PATIENT VISITS

made to the GRACE Community Clinic throughout the year.

5,521
VISITS

made to the GRACE Food Pantry by families.

12,311
UNIQUE CLIENTS

received GRACE's assistance through one or more of our programs.

27,323
SERVICES

provided to GRACE families throughout the year.

27,678
LUNCHES

served through the GRACE Feed Our Kids Program in the summer & spring.

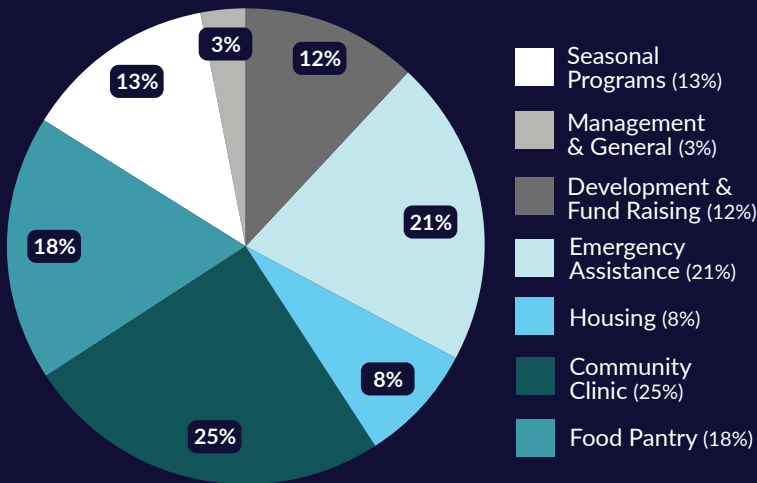
37,544
VOLUNTEER HRS

served in spite of COVID limitations.

Learn more about GRACE services or give online at GRACEGrapevine.org

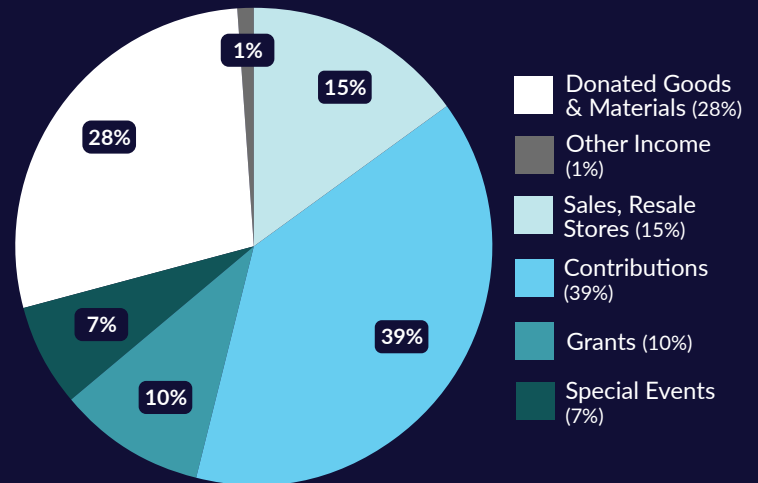
Total Expenses

FISCAL YEAR 2020-2021



Total Revenue

FISCAL YEAR 2020-2021



“GRACE continues to stand strong and secure because of the faith and backing we receive from our community... our obligation is to pass on those benefits”

Increasing Clients

Our “COVID” year ended August 2020 with just over 11,000 unduplicated clients. After this massive inflow of new clients caused by the shutdowns, cutbacks, furloughs, and layoffs of 2020, GRACE estimated the number of clients seeking assistance would decline and stabilize in 2021.

Yet, the 2021 fiscal year, ending August 31, 2021, saw 12,300 unduplicated clients. The carry-over effect from the pandemic seemed to be a combination of slow recovery in the Grapevine-centric hospitality industry, deteriorating economic conditions nationally, and the fears of escalating global conflict. Even now with the pandemic “over” the numbers of people seeking relief are running at crisis levels, and continuing an upward trend.

So far in FY2022, service numbers are significantly higher than last year. In the first quarter—September, October, and November—GRACE interviewed 3,797 individuals—1,474 households—244 households were new to GRACE. The trend is spiking up. In December and January, GRACE interviewed 3,146 individuals—1,163 households. Most alarmingly, 267 households were new to GRACE.

Needless to say, GRACE is serving as many families as our resources allow. Much of our guidance to families is based in preparation—preparing for crises that are sure to come.

We can only be true to our mission if we, too, put something aside for the “rainy days”. GRACE is not immune from economic hardships, or the continuing consequences of the health crisis. Of course, we watch the struggle in eastern Europe with dread and offer continuing prayers.

GRACE continues to stand strong and secure because of the faith and backing we receive from our community. In turn, our obligation is to pass on those benefits to those in need, strengthening families with food, shelter, healthcare, material resources, and encouragement. Perhaps most importantly encouragement.

Many clients are disheartened by endless conflicts, controversy, and ongoing health scares. So many lack the confidence that they can overcome these difficulties.

GRACE will continue to serve day-in and day-out by taking on each families’ struggles one-by-one. We will assure each their troubles will ultimately end and that they will be stronger and more self-reliant because of their valiant fight.

Board of Directors 2020-2021

Traci Bernard, President | Texas Health Harris Methodist Southlake
 Paul Bischler, Immediate Past President | BNSF Railway
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 Robert K. Warner, VP of Development/Capital Campaign
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 Ana Erwin | Community Impact Newspaper

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 Traci Hutton | Traci D. Hutton, Attorney
 Don Johnston | White’s Chapel UMC
 John McGreevy | Methodist Southlake Hospital
 Tony Pack | Community Representative
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 Becky St. John | GCISD Board of Trustees
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 Mike Taylor | Provident Strategies Group
 Felix Vasquez, Jr. | Hyphen Solutions, LLC
 Randy White | Randy White Real Estate Services
 Chris York | Baylor Scott & White Medical Center - Grapevine

STATEMENT OF FINANCIAL POSITION

CURRENT ASSETS	2021	2020
Cash & Cash Equivalents	649,189	944,962
Investments	2,976,257	1,921,615
Resale Inventory	71,444	74,061
Pledges Receivable	136,901	147,986
Prepaid Expenses	119,658	77,730
Total Current Assets	3,953,449	3,166,354
PROPERTY AND EQUIPMENT	5,755,781	4,726,207
OTHER ASSETS	20,844	21,877
TOTAL ASSETS	9,730,074	7,914,438

STATEMENT OF FINANCIAL POSITION

CURRENT LIABILITIES	2021	2020
Accounts Payable	477,187	63,301
Accrued Payroll	48,668	46,769
Accrued Liabilities	102,878	112,404
Deferred Revenue	260,822	103,000
Deferred Rent Liability	38,333	37,651
Total Current Liabilities	927,888	363,125
LONG-TERM LIABILITIES	2,026,733	1,609,258
Total Liabilities	2,954,621	1,972,383
NET ASSETS		
Net Assets w/o Donor Restrictions		
Board Designation	2,588,807	1,583,804
Undesignated	3,808,205	4,028,349
Total Net Assets Without Donor Restrictions	6,397,012	5,612,153
Net Assets w/Donor Restrictions	378,441	329,902
Total Liabilities and Net Assets	9,730,074	7,914,438

STATEMENT OF FINANCIAL ACTIVITIES

REVENUE & OTHER SUPPORT	2021 TOTAL	2020 TOTAL
Contributions	2,634,419	2,921,659
Grants	696,931	309,271
In-Kind Contributions	1,881,562	2,074,466
Sales, Resale Stores, Net	998,361	970,848
Donated Goods & Materials	683,245	714,592
Client Donations	6,915	6,897
Investment Income	324,523	77,063
Special Events, Net	469,080	514,699
Other Income	36,217	76,637
Total Revenues & Other Support	7,731,253	7,666,132
EXPENSES		
Program Services	4,218,385	4,111,887
Management & General	163,190	141,582
Resale	1,916,113	1,744,398
Fund Raising	600,167	531,930
Total Expenses	6,897,855	6,529,797
CHANGE IN NET ASSETS	833,398	1,136,335
Net Assets - Beginning of Year	5,942,055	4,805,720
Net Assets - End of Year	6,775,453	5,942,055



Invested in Enterprise

GRACE and the community meet at Donation Station. Community donors give donated clothing and housewares, and GRACE makes the most of these gifts to support those in need.

Our first sort is for clients. What remains is sold at GRACEful Buys, generating 15% of the direct costs for services. This social enterprise provides reliable funding when less dependable charitable sources fall short.

The new Donation Station offers access from Texan Trail with ample space for receiving and processing efficiently. Donors enjoy a spacious gifting area and quick service from GRACE staff and volunteers.

Donation Station is a favorite volunteer site and accommodates large corporate, school, church, and youth groups. Volunteers enjoy generous parking and safe access.

Donation Station ushers in a more effective and efficient era for GRACE, and relieves many unpleasant conditions found at the former site.

Thermo-controlled gifting areas replace the open-air drive with unregulated extremes of heat and cold. Wide gathering areas alleviate dangerous, congested walkways, and processing efficiencies do away with hauling heavy bins and racks.

A Client Message

The message below is from a GRACE client reaching out to her case worker after coming into our office to receive services. Personal crises and health challenges put her in a place physically, financially, and even emotionally that she never thought she would be. However, her courage met GRACE's compassion, and she allowed us to step into her story and provide guidance and relief to an especially difficult season.

"I just wanted to say thank you for all you did for me and my son today. We were able to eat a good meal because of the food we received from the pantry. We even were able to make a small cake with a box mix – that was bonding time and brought relief during this hard time for us. Thank you for that opportunity. Thank you for allowing me to breathe tonight. Thank you for allowing our bellies to be full. Thank you for keeping a roof over our heads for another month. Thank you for giving me a voucher for the Christmas Cottage. I never really get gifts for Christmas, but this a blessing for me and my son to know he will have something to open up this season... This is a new start and I'm slowly getting back to a normal life free from all my crises and health challenges..."

Thank you so much for everything. God sees everything and I pray you never have these days or years. Know blessings will always come back around...stay blessed!"

-GRACE Client

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.

