

# ANNUAL REPORT 2021

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Our mission: We are dedicated to meeting the emotional, spiritual, and practical needs of women and families experiencing crisis pregnancies and early parenting challenges.

# MINISTRY UPDATE

***"Thank you for loving me and showing me how good life can be." -A mom we provided with the services and support she needed to make a fresh start.***

Words of encouragement, like the one above, motivate us to continue the work of the ministry, even when the pandemic made things quite challenging at times. Throughout 2021 we have provided Material Support, Case Management, Counseling, Parenting Classes, Prenatal Education, Childbirth Classes, and Doula Services to those in need in our community.

We have continued to follow safety protocols. We are looking forward as we have been increasing our opportunities for face-to-face ministry, even if the faces of our high-risk clients are behind plexiglass. During the pandemic, Material Support, case management, and classes have been going strong with appointment only and contact-free pick-ups. Our classes had been on zoom, but we are currently doing in-person classes again.

Our doula support has continued through the pandemic. We are the only place in Bloomington offering free doula services. This is a huge support for women in crisis pregnancies and families who lack resources and support.

It is our goal to be able to restart the rehiring process for Hannah House so that we can begin accepting residents in the maternity home again after the surge of Covid-19 cases begins to diminish.



# MINISTRY RESULTS

## Material Support Distributions

Individual Diapers	21,810
Individual Pull-Ups	18,885
Wipe Packets	5,045
Breastfeeding Supplies	152
Formula Cans	251
Clothing Pieces	8,000+
Car Seats	51
Cribs, Bassinets, Pack 'N Plays	62
Swings, Strollers, High Chairs, & other Large Items	106

## Client Services

Individual Families Served	247
Material Support Visits	1,243
Doula Attended Births	15
Education Visits	65

# INCOME & EXPENSES

FINANCIAL REPORT: JANUARY - DECEMBER 2021

Income	Total
Contributions	162,778
Fundraising	123,919
Gain on Sale of Assets	2,000
 Total Income	 288,697
Gross Profit	288,697
 Expenses	
Advertising and Promotion	3,018
Bank Service Charges	411
Conferences/Trainings	399
Designated Client Need	889
Gifts for Specific Client Need	1,003
Information Technology	2,944
Insurance	17,611
Occupancy/Utilities	28,783
Payroll Expenses	254,025
 Total Expenses	 355,703
Net Operating Income	288,697
Net Income	-47,006

# DONATION BREAKDOWN

## Donors

Monthly Donors	94,354
Individual Donors	169,363
Churches	52,869
Businesses	53,519

## Campaigns

Baby Bottles	141
Hannah-Thon	42,385
Memorial Gifts	1,033
Walk for Life	41,081
Gala	39,271

Total	287,697
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# A MESSAGE FROM OUR DIRECTOR

The prior two years have been the most challenging, from a fundraising perspective, I've experienced since joining the ministry staff in 1996. Several issues have been in play. Thankfully, we began the pandemic in an excellent situation. We are completely debt-free, owning the Hannah Center and Hannah House. The properties recently were assessed at over a million dollars. We had a three-month reserve in savings.

Early in the pandemic, we saw a 40 percent increase in the number of clients we were serving. At the same time, the pandemic has created financial challenges for many of our major donors, who have had to pause or reduce their annual gifts. Although we have seen an increase in the number of donors, the average gift amount has reduced. We have not been able to hold most of our usual fundraising events. Also, many of our supporting churches found their own finances taking a hit when they transitioned to online services, giving them fewer funds to share with ministries they support. No churches have been able to do the baby bottle campaign.

Right before the pandemic, we completed significant repairs at Hannah House which cost quite a bit. Additionally, in the last few years we have had two additional pregnancy centers (one prolife and one prochoice) come to Bloomington which has also had an effect. We went into the pandemic with a sizable amount in savings. Unfortunately, it has been used to meet the increased needs. As a result, we are in a position to need additional funding. If you are able to help, thank you. We pray the Lord will bless you for all you do in His service and in His name.

Thank you,  
Tina Tuley Lampke, Executive Director

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