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We join staff, advisory board members, and individuals we serve in thanking you for helping The Salvation Army of Central Maryland in “Doing The Most Good” over the past year.

The Salvation Army of Central Maryland proudly serves residents of Baltimore City, as well as Baltimore, Carroll, Cecil, Harford, Howard, and northern Anne Arundel counties. While more than 47,000 individuals directly benefited from our programs and assistance in 2018, thousands of men, women, and children still live in poverty within our service area. Undoubtedly, we must continue to serve and restore hope for those struggling with homelessness, disaster, hunger, and addiction.

We are intensely aware that our ability to move individuals toward self-sufficiency is directly proportionate to the generosity of our donors and partners. You march with us as we provide our neighbors with necessary support and services, offered with dignity and respect. The substantial gifts of our benefactors enable our programs to transform lives.

We are confirmed in the belief that building stronger families leads to healthier communities and to a more humane world. 2018 was challenging, yet The Salvation Army was created to meet the challenges life affords. Together, let us put belief into new action every day so that more lives can reflect hope in the future.

Majors Gene and Rebecca Hogg
Area Commanders
Established in 2018, The Salvation Army’s DMG Foods grocery store is an innovative social enterprise solution to Baltimore City’s chronic food insufficiency. Named after The Salvation Army’s branding promise of doing the most good, DMG Foods is the first business model of its kind to combine a traditional grocery store with a unique social service component. Situated on the edge of a former food desert (re-branded “healthy food priority area”), this grocery store provides a clean, affordable place for residents of the local community to purchase fresh and healthy food and expand their cash or food stamp dollars through nutrition and smart spending education, wrap around social service offerings, and supplemental food items provided at no cost.

DMG Foods partners with a variety of local farms, retailers, and community organizations to provide quality produce, meal solutions, supplemental benefits, and skilled workforce training. Ultimately, DMG Foods is designed not just to fill a gap in an urban community in critical need, but to address the needs of each member of the community with dignity and empowerment.
1. **Beneficiaries**
   DMG Foods is partnering with The Salvation Army’s Adult Rehabilitation Center to provide training for six ARC level seven beneficiaries per year as meat cutters.

2. **Training & Curriculum**
   DMG Foods will provide resource materials and hands on training via an on-site meat handler for program participants.

3. **Certificate of Completion**
   After four weeks of training, participants will receive a Meat Cutter Certificate from Michigan State University.

4. **ServSafe**
   After receiving their Meat Cutter Certificate, The Salvation Army’s Emergency Disaster Services program will reward the beneficiaries with ServSafe management training and certification.

Upon successful completion of the program, each beneficiary will receive a set of butcher’s knives and all the tools needed for a successful career in meat cutting.
Catherine’s Cottage is an emergency, low barrier safe haven that provides direct services to adult survivors of human trafficking including women with infants, foreign nationals, and female-identifying transgendered individuals. This 8-bedroom home is designed to serve twelve adults and two small children at any given time.

Catherine’s Cottage provides a safe, comfortable environment where human trafficking survivors can begin their path to restoration.

This program supports survivors through a holistic, strength-based, trauma, and survivor informed approach.

These services include:

• Housing
• Trauma informed counseling
• Intensive case management
• Life enrichment classes
• Cultural activities
• Support groups
• Medical and dental services
• Mentoring
• Spiritual discovery

Catherine’s Cottage has provided emergency housing for 86 women and infants.
A Journey to Restoration

Survivor chooses to leave her trafficking situation

Survivor is welcomed into Catherine’s Cottage & introduced to her case manager.
“We’re so glad you’re here!”

Survivor, case manager, & residential support advocates work together to identify immediate & emergency needs

Ongoing support addressing physical, spiritual, emotional & mental well-being

Survivor is connected to a mentor who assists with community orientation & identifying neighborhood resources

Begin creating holistic case plan to fulfill on-going and long-term needs, goals and dreams

Survivor gains education & life-skills through workshops hosted by community partners

Survivor attains legal status and celebrates ultimate freedom

Restoration through spiritual discovery, the community & through sustainable career, enhancing economic independence

Survivor gains education & life-skills through workshops hosted by community partners
In response to serve the street homeless population in Baltimore, The Salvation Army of Central Maryland developed the FeedMore program. Emergency mobile canteens provide hot meals, clothing, blankets, and toiletries to Baltimore City’s homeless and impoverished men, women, and children, six nights a week.

These mobile feeding units make three stops throughout East Baltimore, including near the Baltimore Rescue Mission on Central Ave, Pratt and Broadway, and Falls Way. These units also serve on Monroe St, near the Horseshoe Casino, as well as roam the surrounding areas in West Baltimore. In addition to these routes, FeedMore also provides seasonal distributions to winter relief shelters, upon request from Baltimore City personnel.

Once a week, a mobile feeding unit also provides meals to people in need throughout Havre de Grace and Aberdeen.

Through the FeedMore mobile feeding program, The Salvation Army served 139,553 meals in 2018.
When disaster strikes, The Salvation Army’s Emergency Disaster Services team partners with federal, state, and local governments to provide immediate emergency response and long-term disaster recovery for impacted communities.

While each disaster creates its own unique circumstances and special needs, Salvation Army disaster relief efforts focus on seven core services. These services may be modified based on the magnitude of the disaster and adapted to meet the specific needs of individual survivors.

The Salvation Army helps meet the needs of disaster survivors through:

- Training
- Food Service
- Emotional and Spiritual Care
- Emergency Communications
- Disaster Social Services
- Donations Management
- Recovery
From buying warm clothing for the winter to buying Christmas gifts, the holiday season can be the most difficult time of year for families living in poverty. Recognizing this need, The Salvation Army brightens the holidays each year by lending a helping hand through a variety of holiday assistance programs:

Angel Tree is a Christmas assistance program that provides gifts of new clothing and toys to thousands of underserved children, ages 0-12. Anonymous donors adopt these little “angels” in an expanding Christmas tradition that makes the season brighter for both the gift giver and receiver.

From hosting dine-in Thanksgiving and Christmas community dinners to distributing holiday food baskets, The Salvation Army makes sure low-income families, struggling seniors, and those without a home for the holidays have something to eat.

The Red Kettle program helps raise financial support for critical Salvation Army programs and services year-round. You become a vital part of our Christmas efforts when you help those in need by volunteering as a bell ringer or hosting an online red kettle and filling it with donations from family, friends, and colleagues.

The Angel Tree program provided 30,649 Christmas gifts to children and families in 2018.
The Salvation Army operates three Boys & Girls Clubs throughout central Maryland which provide a safe, structured, and supervised atmosphere for youth, ages 6 – 18, to learn and play. Each of the three Salvation Army Boys & Girls Clubs in Central Maryland which include Franklin Square, Middle River, and Glen Burnie, provide a positive environment where youth of every background, circumstance, race, creed, and religion feel welcomed.

The Salvation Army’s after-school care and summer camp programs are based on a youth development strategy that builds character, self-confidence, and instills a sense of belonging, competence, and usefulness. Our after-school programs provide one-on-one assistance with homework, as well as promote computer literacy, teamwork, healthy lifestyle choices, and community involvement.

Clubs offer access to a broad range of programs in six core program areas:

- Education and Career Development
- Character and Leadership Development
- Health and Life Skills
- The Arts
- Sports, Fitness, and Recreation
- Spiritual Development

1,282 children benefited from after-school care and/or Boys & Girls Club camp programs in 2018.
At the heart of The Salvation Army ministry is its Corps Community Centers, which serve as both places of worship and service to their respective communities. Salvation Army Officers serve primarily as clergy at these corps, also known as churches.

These churches are made up of congregations of soldiers (church members) and adherents. These congregations meet regularly on Sunday mornings and other meeting times throughout the week. In addition to weekly worship opportunities, corps activities include Bible studies, men’s and women’s fellowship/service clubs, pastoral counseling, and music education.

Corps Community Centers also offer religious and social programs for youth and young adult members. Among these activities are: Sunday School, The Adventure Corps (a program similar to Boy Scouts), and Sunbeams and Girl Guards (similar to Brownies and Girl Scouts). Music classes, athletics, arts and crafts, and camping offer youth opportunities for development of special talents and skills.

Throughout central Maryland, The Salvation Army operates Temple Corps (West Baltimore), Hampden Corps, Middle River Corps, and Havre de Grace Corps.

Throughout four corps community centers, The Salvation Army held 441 ministry meetings for men, women, and children this year.
The Salvation Army’s Adult Rehabilitation Center (ARC) is a 6-12 month faith-based program that offers help to men who are looking to overcome their drug and/or alcohol addiction. The physical and spiritual care that program participants receive prepares them to re-enter society and return to gainful employment. Many participants of the ARC program continue to live a life in recovery through their restored faith in God and themselves.

Each program participant is provided with a clean and healthy living environment, good food, and resources to develop life skills and a personal relationship with God as provided by Jesus Christ.

Services include:
• Spiritual counseling
• Work therapy
• Residential housing
• Relapse prevention
• Anger management classes
• NA and AA meetings

Proceeds from your donated goods to Salvation Army Family Stores directly support the services provided at the ARC, so every donation helps us to transform lives.
The Salvation Army’s Pathway of Hope is a nationwide initiative providing enhanced services to families with children that desire to break the cycle of crisis and intergenerational poverty.

Our goal is to target families who are repeat emergency assistance applicants, and provide long-term case management to help them move beyond crisis to increased stability, while building hope at each step.

By targeting families with children, the impact of the program is doubled, in that two generations are touched by one program. Studies show children who grow up in poverty are 32 times more likely to be in poverty as adults.

Families accepted into the Pathway of Hope program will work with trained social workers on a long-term intensive case management basis. These case workers will also provide these families with tools and resources to address their specific barriers to increased stability.

Pathway of Hope seeks to address the root causes of poverty in addition to The Salvation Army’s history of compassionate serving.
Pathway of Hope Approach Includes:

Catalyzing community collaboration in service of shared clients

Moving families from crises and vulnerability to stability and eventually self-sufficiency, tracking family progress along the way

Bringing all The Salvation Army’s internal resources to bear, aligned to the goals of clients

Focus on hope as a measured outcome, which represents the distinctly relational, spiritual outcome that The Salvation Army seeks in the work it does

Strength-based case management services
The Salvation Army of Central Maryland operates five family service centers to help meet the immediate and short-term needs of thousands of individuals throughout Central Maryland. Located in Baltimore City, and Baltimore, Carroll, Cecil/Harford, Howard, and northern Anne Arundel counties, these family service centers provide the following services:

**Utilities and Eviction Assistance:** Monetary assistance is provided to qualified applicants for utility-turn-off prevention and eviction assistance.

**Clothing Assistance:** Clients receive clean clothing items to meet their basic needs such as warm clothes for winter months, infant and children's clothing items, and diapers for infants and toddlers.

**Food Pantry/Baskets:** An onsite food pantry is stocked with nonperishable food and toiletry items for clients. Each applicant is provided a 4-6 day supply of groceries appropriate for their household size.

**Seasonal Assistance:** Seasonal assistance is provided to low-income children and families throughout the year which may include: backpacks and toys for children, or food baskets to families and senior citizens.

**Referral Services:** When applicable, clients are provided with referral lists of other possible community resources for health, welfare, employment, housing, and other services.

**Advocacy Services:** Case workers serve as advocates for individuals to ensure that each person is made aware of and receives the services they need.

The Salvation Army of Central Maryland served 26,325 individuals in 2018.
## Annual Statistics

### Community Impact

<table>
<thead>
<tr>
<th>Category</th>
<th>Numbers</th>
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<tbody>
<tr>
<td>Individuals served</td>
<td>47,761</td>
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<tr>
<td>Meals served</td>
<td>225,165</td>
</tr>
<tr>
<td>Volunteers provided</td>
<td>6,387</td>
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<tr>
<td>Service hours</td>
<td><strong>29,094</strong></td>
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### Emergency Housing

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women and children</td>
<td>86</td>
</tr>
<tr>
<td>Men, women, children</td>
<td>711</td>
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### Youth Services

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Children served</td>
<td>1,282</td>
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### Social Services

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Persons assisted</td>
<td>26,325</td>
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<tr>
<td>Grocery orders provided</td>
<td>4,229</td>
</tr>
<tr>
<td>Energy assistance orders</td>
<td>2,360</td>
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### Holiday Programs

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Christmas toys/gifts</td>
<td>30,649</td>
</tr>
<tr>
<td>Holiday food baskets</td>
<td>1,154</td>
</tr>
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### Spiritual Programs

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ministry meetings</td>
<td>441</td>
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### Adult Rehabilitation Center

<table>
<thead>
<tr>
<th>Subcategory</th>
<th>Numbers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Men served</td>
<td>1,053</td>
</tr>
<tr>
<td>Graduates</td>
<td>56</td>
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Operating support represents funding provided by outside sources for the ongoing operations of The Salvation Army. Revenues are classified as operating or non-operating based on donor restrictions and/or designations.

### Revenue

<table>
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<tr>
<th>Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Public Support</td>
<td>$6,662,271.13</td>
</tr>
<tr>
<td>Internal Support</td>
<td>$1,059,259.31</td>
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<tr>
<td>Government Funds</td>
<td>$374,730.75</td>
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<tr>
<td>Adult Rehabilitation Center</td>
<td>$4,377,672.64</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$12,473,933.83</strong></td>
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### Expense

<table>
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<tr>
<th>Item</th>
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<tbody>
<tr>
<td>Program and General Expense</td>
<td>$5,104,559.80</td>
</tr>
<tr>
<td>Staff Compensation and Professional Fees</td>
<td>$2,832,413.95</td>
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<tr>
<td>Payments to Supervising Headquarters</td>
<td>$641,514.42</td>
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<tr>
<td>Adult Rehabilitation Center</td>
<td>$4,377,672.64</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td><strong>$12,956,160.81</strong></td>
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**DEFICIT** $482,226.98
Advisory Board

John Davis
(Chairman)
High Gear Training

Joshua Asbury
Merritt Properties

Todd Clingan
Fidelity Engineering

Vince Connelly
Connelly & Assoc.
Fundraising, LLC

Tracy Darrington
Enterprise Holdings

Michael DiGiacomo
Governor’s Workforce Investment Board

Neal Fiorelli
Lorax Partnerships, LLC

David Ford
Scalable Risk Solutions

Betsie Johnson
Women’s Auxiliary

Holly Kohr
Community Activist

Mark Kohr
Ward Boland

Howard Kurman
Offit Kurman
Attorneys At Law

Fred Manfra
Baltimore Orioles

Joseph McGraw
Chesapeake Containment Systems, Inc.

Carmine Mistichelli
Fidelity Engineering

John “Jack” Moeller
Johnson, Mirmiran, & Thompson, Inc (JMT)

Nancy O’Meara
Continental Realty Corp.

Gerald Stephens
IntraSpec Associates, LLC

Brittany Tegeler
Tegeler Source

Mark Tillotson
Harkins Builders

Lifetime Members

Lois Rosenfield
Consultant and Community Volunteer

Walter Schamu
SMG Architects

Lou Kousouris
Baltimore Orioles
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.

To learn more about our programs & services, please visit

www.SalvationArmyCM.org

Follow us:

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@salvationarmycentralmd

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