



NORTH EAST EMERGENCY DISTRIBUTION 2019 ANNUAL REPORT

Date T.B.D.

*Our Mission Statement:
To provide short-term emergency assistance of food,
clothing and financial support*

One Mission – Two Locations

N.E.E.D. West

5028 Broadway
Haltom City, Texas 76117
817-759-1506

N.E.E.D. East and Twice Blessed Resale Shop

424 W. Bedford Euless Road
Hurst, Texas 76053
817-280-0286

<http://need-tarrant.com>
<http://facebook.com/need.tarrant>



Welcome
Opening Prayer
Lunch

Annual Members' Meeting

Opening remarks by the President
Approval of 2019 Minutes – Vote
Approval of Proposed 2020 Budget – Vote

Introduction and Election of 2020 Board of Directors - Vote

Carol Malcom	Harvey Urban / VP Personnel
Diane Richardson / Secretary	Peggy Urban
Walker Westerlage	Penny Clowers
Richard Adams / VP Finance	Jo Ellen Howard / VP Corp Dev
Robert Sarpalius / Treasurer (non board member)	
Del Meade / President	
4 open Board positions	

Thanks to Bob Sarpalius and Dennis Emerson for the Annual Report

Introduction of Managers

NEED East – Sherry Roe	NEED West – Cindy Lara
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Twice Blessed Staff

Director of Sales – Open
Staff: Donna Despain / Manager Cathy Raymond / Asst. Mgr.
Rob, TJ and Robin

Drawing for door prizes

Entertainment – Harvey Urban

Closing remarks and Prayer



**N.E.E.D. 2020 ANNUAL MEMBERS' MEETING
LETTER FROM THE PRESIDENT**

March 19, 2020

Dear Members, Staff, and Volunteers,

Looking back at the past few years, I am enormously proud of how far we have come. We set out on an adventure to reinvent sections of our company – from fundraising and grants to how we promote our company to the communities we serve. I am especially thankful for our Staff and Volunteers, along with our supporting churches and donors who rally to our needs.

Our 2019 results demonstrate the progress we have made. It was an exceptional year for N.E.E.D. and a clear indication that our strategy is paying off. N.E.E.D. served 56,799 individuals in 18,452 households during 2019. The Total Value of this service was \$2,052,060.85. Our bottom line continues to reflect cost saving measures and is monitored monthly for improvements. Again, we will stay the course and make the necessary adjustments as needed. Please see more detailed financial information in this Annual Report.

On the strategic side, your Board in 2020 will be working diligently towards better property management, resourcing food availability, and bringing the facilities at East and West inline for a single standardization format. Plans have been underway during 2019 and 2020 to be smarter in how we market our brand name. Your Board, Staff and Volunteers approach their respective positions with enthusiasm, self-sacrifice and a diligent attitude to serve our clients. The Board applauds the Volunteer's endeavors. We are proud of them. In the area of grants, donations and fundraising, your Board is implementing new strategies on how to engage the larger corporation to contribute and support N.E.E.D.

In closing, we must remember that we are serving God's business with products for the less fortunate. Thank you Shady Oaks Baptist Church for your kindness and enduring support.

May the Peace of Christ be with you.

Del Meade

Del Meade, President



We continue to be blessed by our supporting churches and other NEED supporters. Here is a list of some of the outstanding donations we received in 2019:

- 500 food cans from St. Elizabeth Ann Seton Catholic School in Keller
- \$1,000.00 from Knights of Columbus Council 7641
- 198 grocery bags from Cub Scout Pack 348/343
- Easter Baskets from Mid Cities Wives Club
- 700 food cans from St. Timothy Cumberland Boy Scout Troop 86
- 3,200 lbs. of food from area post offices
- 2,000 food cans, and blankets for our Supplement clients from Peace Lutheran Church
- 2,300 food cans from Treetops Schools International; additionally, 5,780 lbs. of food on another donation
- 50 blankets from Methodist Southlake Hospital
- 100 free tickets to the Children's Magic Festival from the Northeast Tarrant Lions Club
- Donations of approximately \$10,000.00 from St. Michael Catholic Church
- Toys for Christmas from the Bedford Fire Department

The food donations we get from Walmart, Target, Sprout's, Papa John's Pizza, Chick-fil-A, Pizza Garden, and Olive Garden are also a blessing and very much appreciated. TXU continues to give us funds to help clients with their electric bills.

We continue to partner with Shady Oaks Baptist Church to provide weekend food for over 130 children who attend 4 local elementary schools

We would not be able to help any of our clients without the support of ALL of our supporting churches. They have been very faithful in their support.

All this being said, NEED would not be possible without all the tireless efforts of all the volunteers that work so hard filling orders, stocking shelves, picking up donations, interviewing clients, entering information into the computer, and helping to keep the operation going. THANK YOU from the bottom of my heart for all your hard work.

Sherry Roe
NEED East



NEED West would like to thank our wonderful churches and volunteers who dedicate their time and support to NEED. 2019 was a year full of blessings. We would like to share a few lists of contributors listed below:

- S&K Plumbing donated a total of \$7,000 and 950 can goods
- Richland Hills Christian Church donated 2,400 rolls of toilet paper, 60 Easter baskets
- Fathom Water Co. donated 500 can goods
- \$500 cash donation (Sandra Lea) from Mid Cities Baptist for Breakfast Summer Lunch Program
- Texas Department of Juvenile Services donated school supplies, toys
- Cowtown Clowns \$200 Cash donation and 306 lbs. of food
- We served a total of 709 of supplemental and a total of 255 Breakfast Summer Lunch

Special thank you to Walmart, Kroger, Costco, Aldi's and Rufe Snow Farmers Market for their food donations and TXU continued support.

NEED West opened its doors Halloween afternoon to provide a safe place for children to get goodies and snacks. Children also were able to get face painting and balloons from John Luce and wife, L.J. from Cowtown Clowns.

NEED West is in its second year with the Secret Santa Event and provided 50 children from our client list with gifts and toys. A special thank you to Mary Johnson from American Legion for being our Mrs. Santa and Roy Mata from Richland Hills High School for being our Mr. Santa. John Luce from Cowtown Clowns (Elf), Zoey Ritana from Richland Hills High School (Elf), Mary Fuentes from St George Catholic Church (Elf). Dianne Richardson from Faith UMC, Penny Clowers from Riverside Advent Christian Church.

Cindy Lara
NEED West Mgr.



TWICE BLESSED 2019 ANNUAL REPORT

Twice Blessed Resale still partners with N.E.E.D. in an effort to serve our clients. We have been blessed with some very dedicated volunteers. They work in many different capacities, such as keeping our bookshelves stocked, sorting donations, helping with customers and hauling furniture. They willingly help in any way they can and when we had our carpets cleaned, they were there to move racks & displays. Often their volunteer work is done outside of store hours. Two of our volunteers are now assisting clients with clothing vouchers. They help them choose suitable clothing and shoes for their families. The clients welcome this personal attention and they are grateful. The voucher information is logged for charity tracking. Our volunteers are vital to Twice Blessed, and their diligent effort is a major factor in the success of the organization.

We rely on the Community Service program to provide needed workers as well. They help bring in donations for N.E.E.D. and Twice Blessed. We also train them at the various processing stations, and their hard work keeps goods flowing from the warehouse to the sales floor.

In addition to the faithful support from our Churches, we also received the generous donation of a washer and dryer which is much newer and in better condition than what we had. It has really been put to good use. Another donor gave us the gift of new lighting in portions of our storage room, warehouse, and store. He also had our carpets thoroughly cleaned. This support makes our jobs a little easier and has made the work environment much more pleasant.

Our hope is that Twice Blessed is not just a resale shop but an uplifting place to be. Working together with the Board of Directors, we anticipate a great year in 2020.

Thank You,

Donna DeSpain
Manager, Twice Blessed Resale



Client Assistance Report January - December 2019

NEED East & West Assistance Year-End Report 1/1/2019 - 12/31/2019

Assistance Categories	Fixed Value	Units	Total Value	Senior 65+	Adult 64-18	Child 17-0	Total Ind	Hholds
Clothing: Adult Outfit	\$ 20.00	25,395	\$507,900.00	992	5,599	2,636	9,227	3,362
Clothing: Child Outfit	\$ 15.00	19,269	\$289,035.00	513	4,390	2,822	7,725	2,410
Groceries: Family Large	\$ 150.00	3,150	\$472,500.00	464	6,813	5,034	12,311	2,756
Groceries: Family Medium	\$ 100.00	2,238	\$223,800.00	579	3,738	1,498	5,815	2,087
Groceries: Family Small	\$ 50.00	1,176	\$58,800.00	240	966	247	1,453	929
Groceries: Hygiene	\$ 20.00	2,868	\$57,360.00	658	5,817	3,669	10,144	2,737
Groceries: Hygiene: Diapers	\$ 10.00	259	\$2,590.00	36	577	587	1,200	234
Groceries: Produce	\$ 50.00	1,413	\$70,650.00	393	2,141	1,056	3,590	1,308
Groceries: Supplemental Food	\$ 75.00	1,430	\$107,250.00	958	850	106	1,914	1,381
Healthcare: Dental		0	\$0.00	0	0	0	0	0
Healthcare: Doctors		0	\$0.00	0	0	0	0	0
Healthcare: Eye Care		0	\$0.00	0	0	0	0	0
Healthcare: Hospitals		1	\$142.57	1	0	0	1	1
Healthcare: Medical Eq.		2	\$115.00	1	3	0	4	2
Healthcare: Prescriptions		44	\$1,283.83	9	82	13	104	44
Household: Goods		0	\$0.00	0	0	0	0	0
Housing: Mortgage		0	\$0.00	0	0	0	0	0
Housing: Rent Assistance		0	\$0.00	0	0	0	0	0
Other: Miscellaneous		1	\$10.00	0	5	3	8	1
Seasonal: Birthday Gift	\$ 50.00	65	\$3,250.00	32	58	35	125	58
Seasonal: Christmas	\$ 25.00	68	\$1,700.00	3	60	56	119	26
Seasonal: Easter Baskets	\$ 25.00	159	\$3,975.00	9	102	83	194	38
Seasonal: Easter Meals	\$ 50.00	0	\$0.00	0	0	0	0	0
Seasonal: Summer Breakfast/Lunch	\$ 50.00	255	\$12,750.00	14	147	120	281	68
Seasonal: Thanksgiving Meals	\$ 50.00	2	\$100.00	1	2	0	3	2
Seasonal: Weekend Children's Program	\$ 5.00	0	\$0.00	N/A	N/A	N/A	N/A	N/A
Transportation: Bus Pass	\$ 200.00	406	\$81,200.00	32	531	195	758	278
Transportation: Gas Voucher		0	\$0.00	0	0	0	0	0
Utility: Gas		0	\$0.00	0	0	0	0	0
Utility: Phone		1	\$82.92	1	0	0	1	1
Utility: Water		0	\$0.00	0	0	0	0	0
Utility: TXU		728	\$157,566.53	200	1,093	529	1,822	729
Utility: Other Electric		0	\$0.00	0	0	0	0	0
Totals:		58,930	\$2,052,060.85	5,136	32,974	18,689	56,799	18,452
Unduplicated Totals:				2,631	14,656	7,859	25,146	8,386

Definitions:

Senior: A person that age is 65 years or older

Adult: A person that age is 18-64 years old

Child: A person that's age is 0-17 years old

Entries: Instance of Service Provided (not shown)

Units: Number of "Assistance Categories" Given

Individuals: Total of Adults, Children & Seniors

Hholds: Unique Address for Assistance

Note A client may appear in multiple "Assistance Categories"

Note NEED West's Seasonal: Summer Breakfast/Lunch is 12 Meals/Unit



Church and Church Group Contributors

January - December 2019

- | | |
|--|---|
| <p>Asbury United Methodist Church
 Bellevue Baptist Church
 Birdville Baptist Church
 Browning Heights Presbyterian Church
 Calvary Lutheran Church
 Chapter Go PEO Sisterhood
 Christian Women's Fellowship
 Church World Service, Inc
 City Point UMC
 Emmanuel Presbyterian Church
 First Baptist Church of Hurst
 First United Methodist Church - Wautaga
 Haltom Road Baptist Church
 Holy Trinity Anglican Church
 Mid-Cities Baptist Temple - Mission Account
 Peace Lutheran Church
 Richland Hills Baptist Church</p> | <p>Richland Hills Christian Church
 Richland Hills Methodist Church
 Richland Hills United Methodist Women
 Ridgecrest Baptist Church
 Shady Oaks Baptist Church
 South Euless Baptist Church
 St. Andrew Lutheran Church
 St. Luke United Methodist Church
 St. Michael Catholic Church
 St. Michael Catholic Church – Ladies Bazaar
 St. Paul Presbyterian Church
 St. Paul United Methodist
 St. Paul United Methodist -Pairs N Spares SS Class
 St. Philip Presbyterian Church
 St. Timothy Cumberland Presbyterian Church
 Tarrant Baptist Association
 Trinity Baptist Church
 United Memorial Christian Church</p> |
|--|---|

7 New Churches/groups	\$ 1,772	2019 Donations	Percent Change	2018 Donations
11 Churches/groups dropped off	\$ 8,872	\$ 77,967	-10.0 %	\$ 87,063



Businesses, Grants and Foundations Contributors

January - December 2019

- | | |
|--|--|
| <p>Albertsons Community Partners Program
 Benevity Community Impact Fund
 Charity Shoes & Clothing
 Communities Foundation of Texas
 Curves
 Heat Air Products Co
 Kroger Neighbor to Neighbor
 Mid-Cities Newcomers Club
 Texas Mutual Dividend
 Thrivent Financial for Lutherans Foundation
 United Way of Metropolitan Tarrant County</p> | <p>Amazon Smile
 Boy Scout Troop 509
 Chase
 Cowtown Clowns Alley #135
 EFSP
 Knights of Columbus Council 7641
 Liberty Diversified Int
 Network for Good
 Texas Preceptor Omicron RHO XP
 TXU Energy Aid
 YourCause</p> |
|--|--|

2019 Donations	Percent Change	2018 Donations
\$ 165,238	-24.0 %	\$ 216,833



Individual and Special Cash Contributors

January - December 2019

A - B	G - H - I - J	O - P - R
Acker, Donald and Margaret Aldridge, Dr. Barry Allsbrooks, Oma Almaden, Christina Anonymous Aslin, Rachel Aune, John Baker, Edward & Doris Bender, Dorris Bidwell, Samuel & Rose Blalock, Howard & Zelda Bobo, John & Gay Boyd, Jamie & Barbara Boyd, Joe and Patricia Boyle, Jerry & Barbara Brown, Barbara	Garrett, Scott Gonzales, OH Hoffman, Clifton & Brenda Horton, Frank Ingram, Charles and Robin Jaganathan, Rajendran Jirschele, Joe Jones, Barbara & J. Gordon Jones, Glen & Billie Jordan, James & Jan	Orean, Charles & Carol Orndorff, Mary Pando, Susan and William Pasichnyk, Karen Perry, Audrey Presley, Bob Price, Janyth or Jacob Richardson, Diane L. Riley, Dave R. or Susan T.
C - D - F	K - L - M	S - T
Charles, A. Linda Collette, Elmon L. & Betty Conner, J. Vernon & Sandra Cowley, Lloyd Craft, Janet Dean, Vicki Dixon, Mary Ferguson, Jerald & Jana Fleming, Barbara Foster, Bill & Naoma Gayle Fowler, Kristin Franklin, Robert	Kelly, Richard & Linda Kelly, Vickie Kent, Dan & Cindy Klitzky, Patricia W. Lee, Martha & C. Doyle Lee, Michael R. Lee, Patricia and Bryan Lucas, Betty J. Mathison, Patsy McColley, D.E. or R. F. Mclain, Jennifer Mclain, Jordan Meade, Del & Debra Medrano, Yolanda Morris, Robert Murrah, Judith	Sarpalius, Bob Sheeran, David Shultz, Melinda Smith, Marvin & Jill Sourber, Dawn Spaulding, Charles & Lillie Sprenkle, Margaret Stack, Adam & Shannon Stewart, Charles & Ella Tauber, Matthew Thomas, Ronald A. & Garlene
		V - W
		Vincent, Brandee & Sid Weelock, Mary Wheelock, Mary I Wilson, Barry Wood, John & Marilyn

	<u>2019</u>	<u>% Change</u>	<u>2018</u>
Number of Donors	79	-26%	107
Amount Donated	\$ 43,975	51%	\$ 29,206
Average Donation	\$ 557	104%	\$ 273



Balance Sheet
as of December 31, 2019

	2018	2019
<u>ASSETS</u>		
Current Assets		
Total Current Assets	\$ 303,235.41	\$ 261,062.46
Total Fixed Assets	\$ 10,322.22	\$ 10,336.02
TOTAL ASSETS	\$ 313,557.63	\$ 271,398.48
<u>LIABILITIES AND EQUITY</u>		
2100 Payroll Liabilities	2,731.78	2,914.10
2105 State Unemployment Payable	367.85	330.05
2611 Due to NEED	69.23	69.23
2612 Sales tax payable	284.12	200.88
Total Liabilities	\$ 3,452.98	\$ 3,514.26
Equity		
3001 Opening Bal Equity	181,492.22	161,682.28
3010 Unrestrict (retained earnings)	31,087.77	-19,809.94
Net Income	-50,897.71	-42,220.43
Total Equity	\$ 161,682.28	\$ 99,651.91
TOTAL LIABILITIES AND EQUITY	\$ 165,135.26	\$ 103,166.17



Income Statement
January - December 2019

	2018	2019	
	Actuals	Actuals	% Change
BUDGET REVENUE			
CONTRIBUTIONS	124,826	139,309	11.6%
TWICE BLESSED SALES	97,034	96,972	-0.1%
SPECIAL EVENTS	2,435	3,884	59.5%
GRANTS	26,000	9,000	-65.4%
OTHER	529	374	-29.3%
TOTAL BUDGET REVENUE	250,824	249,539	-0.5%
BUDGET EXPENSES			
GRANT EXP	2,685	4,255	58.5%
CLIENT SUPPORT - FOOD	27,283	23,638	-13.4%
OTHER CLIENT SUPPORT	1,911	2,560	34.0%
PAYROLL EXPENSES	101,129	108,376	7.2%
ADMINISTRATIVE EXPENSES	10,604	11,949	12.7%
OFFICE EXPENSES	4,747	5,362	12.9%
OCCUPANCY EXPENSES	110,955	109,537	-1.3%
VEHICLE EXPENSE	-	4,760	
MISC. EXPENSE	720	500	-30.5%
TOTAL BUDGET EXPENSES	260,034	270,936	4.2%
DESIGNATED FUNDS			
TXU CONTRIBUTIONS	210,000	143,500	-31.7%
TXU FUNDED CLIENT SUPPORT	182,027	160,323	-11.9%
OTHER FUNDS CONTRIBUTIONS	20,000	3,500	-82.5%
OTHER FUNDS EXPENSES		4,000	
NON-CASH REVENUE	1,549,595	1,876,907	21.1%
NON-CASH EXPENSES	1,549,595	1,876,907	21.1%
TOTAL NEED REVENUE	2,030,419	2,273,446	12.0%
TOTAL NEED EXPENSES	1,991,656	2,312,167	16.1%



Proposed 2020 Budget

Beginning Cash Balance	\$ 39,828	
		BUDGET
<u>BUDGET REVENUE</u>		
CHURCH CONTRIBUTIONS		83,000
INDIVIDUAL/GROUP CONTRIBUTIONS		55,000
TWICE BLESSED SALES		110,000
SPECIAL EVENTS		3,600
GRANTS (Including EFSP)		25,000
OTHER INCOME		1,500
TOTAL BUDGET REVENUE		278,100
<u>BUDGET EXPENSES</u>		
GRANTS		4,500
CLIENT SUPPORT - FOOD		23,000
OTHER CLIENT SUPPORT		2,500
PAYROLL EXPENSES		114,100
ADMINISTRATIVE EXPENSES		10,700
BANK FEES		2,175
OFFICE EXPENSES		5,175
OCCUPANCY EXPENSES		112,900
VEHICLE EXPENSE		2,500
MISC. EXPENSE		550
OTHER DESIGNATED		-
TOTAL BUDGET EXPENSES		278,100
<u>DESIGNATED FUNDS</u>		
TXU BALANCE CARRIED FORWARD	\$ 42,787	
TXU CONTRIBUTIONS		160,000
TXU FUNDED CLIENT SUPPORT		160,000
BUILDING FUND CARRIED FORWARD	\$ 6,290	
FUNDRAISER FUND CARRIED FORWARD	\$ 21,007	
TOTAL NEED REVENUE		438,100
TOTAL NEED EXPENSES		438,100
		0