



HOUSE OF MERCY FY2020 ANNUAL REPORT

OUR BOARD OF DIRECTORS

Thank you to our talented and dedicated Board of Directors for their endless energy and commitment as they continue to oversee and direct House of Mercy. We welcome the newly elected Executive Committee for the 2021 fiscal year.

President

Randy Dominick

Vice President

David Costanzo

Secretary

Jen Dominick

Treasurer

John Bouchard

Members

Sandra Bouchard

Dawn Costanzo

Sandy Dominick

Michael Gaffney

Paul Marsala

Vicky Marsala

Mark Pugh

Debbie Wykowski

A LETTER FROM THE EXECUTIVE DIRECTOR

Wow, what a great year! Many people are probably not saying that or even thinking it, but here at House of Mercy we have seen so many blessings this past year. From some of our best programs like the Campaign to End Hunger and Christmas with Mercy to many new volunteers and partnerships, we have seen so much generosity.

The pandemic certainly threw a wrench into any planning we had been doing to continue to expand the mission of mercy, but it also gave us many opportunities. At the height of the stay-at-home order, our client need increased by 800%, our thrift store was closed and we were losing \$30,000+/mo in revenue, and we could only accept 4-6 volunteers to help our five-person staff. God always prevails. Thanks to all of our supporters, we were able to serve all of our clients and continue our ministry despite these challenges as well as expanding our mission to include making over 5,000 face masks for local healthcare workers. Since mid-June, our client need has decreased slightly but has continues to grow, and our funding has significantly decreased. We know the Lord will guide and protect this wonderful mission, but we need your help.

The verse that has come to mind for me recently is Luke 10:2 which says, "The harvest is abundant but the laborers are few." We all need to honor our call as laborers of the Lord's work of mercy because there is much work to be done in this plentiful harvest.

Thank you for all you are already doing to support House of Mercy and I look forward to the work we will do together in the coming year to continue our mission of mercy.

Jessica M. Root
Executive Director

HOUSE OF MERCY FY2020 AT A GLANCE

FY2020 YEAR-END
SUPPORT TOTALS

\$772,015

in FOOD AID

\$34,082

in CLOTHING AID

\$87,133

in OTHER AID

MONTHLY FOOD
ASSISTANCE IN \$
SINCE COVID-19

\$55,448

MARCH 2020

\$90,467

APRIL 2020

\$143,537

MAY 2020

\$106,442

JUNE 2020

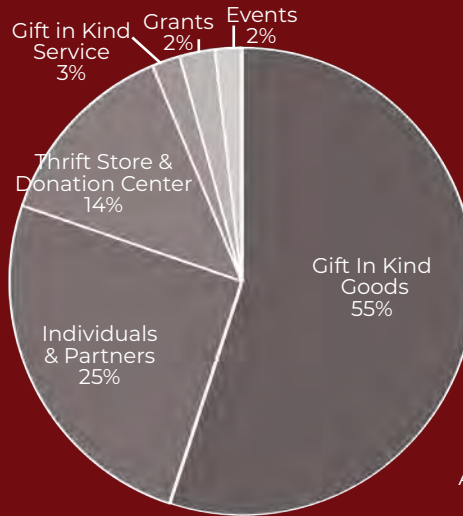


20,680

INDIVIDUALS SERVED THIS YEAR

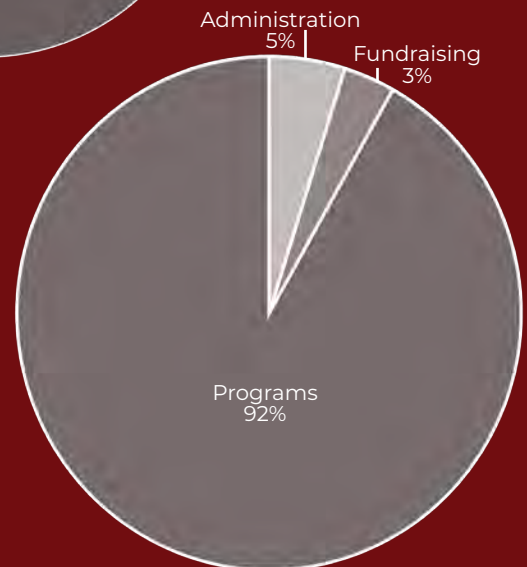
40%

of those served, were during the stay-at-home order in Virginia at the start of the pandemic. This was a 54% total increase of people served from the same time period last year.



REVENUE
FY2020

EXPENSES
FY2020



COVID-19 PANDEMIC IMPACT SUMMARY



Fresh Produce

More fresh produce was supplied to our food pantry by new and current partners, which continues after the stay-at-home order was lifted.



Mobile Pantry

During the pandemic, services continued and expanded to other communities in need.



8,328

Individuals served food during stay-at-home order



Reduced Staffing

Stay-at-home order reduced volunteer pool with only 30% returning after reopening.



\$90,000

in Thrift Store & Donation Center lost revenue during closure with sales slow to recover after reopening.



Mask Initiative

5,308 face masks were made and donated to front line workers in local hospitals and first responders by our volunteers.

THANK YOU TO

**GREAT HARVEST
BREAD COMPANY**

**HERITAGE HUNT
COMMUNITY**

**PRINCE WILLIAM
FOOD RESUCE**

**JUNKLUGGERS OF
GAINESVILLE**

OUR PARTNERS

PANDEMIC VOLUNTEER SPOTLIGHT

THANK YOU TO THE
VOLUNTEERS WHO
CONTINUED TO SERVE
HOUSE OF MERCY DURING
THE PANDEMIC SHUTDOWN

Tracey Bour
Emily Hartung
Virginia Hartung
Marlena Maloney

Marisa Michak
Michelle Miranda
Liz Patrone
Janice Shaw

Sara Spencer
Marilyn Suszko
Tatyana Tikhonova
Kirsten Goertz

Strength & Honor
Motorcycle Club/
Gray Ghost
Chapter

A GRATEFUL THANK YOU TO OUR FY2020 DONORS

CHAMPION \$10,000+

Tony and Monica Brown
Andy and Kimberly Dalrymple
Daniel and Gayle D'Aniello
Mr. and Mrs. Randy Dominick
Dominick Family Foundation
FFD Services, LLC
David Gallagher
Carol Haecker
The Cecil & Irene Hylton Foundation
Paul and Vicky Marsala
Traffic Systems & Technology

LEADER \$5,000 - \$9,999

Caring Hands Animal Hospital of Bristow, LLC
County of Prince William
John Day
Sandra and Sam Dominick
Nathan and Sondra Evans
Leo and Dawn Filipowicz
Gainesville Physical Therapy
John and Audrey Hurley
William Karlson
Marianne McKittrick-Grant
Christopher J. Melnick
The Neall Family Charitable Foundation
Shawn and Elizabeth O'Neill
Lori Pilong
St. Mary of Sorrows Catholic Church
Albert and Marilyn Wavering
Michael and Debbie Wykowski
United Way of the National Capital Area

ADVOCATE \$1,000 - \$4,999

Anonymous
Michael and Elaine Ahern
Kevin Allen
Denise Anezin, PhD PMP
Mary and James Baggett
Christopher Baker
Ms. Eleanor Beaver
Benevity Community Impact Fund
Monica Blank
Richard and Jacqueline Boak
John Bouchard & Sandra Albrite-Bouchard
Carol Brown
Catholic Diocese of Arlington
Edward Cameron
Bill and Faye Carpenter
Robert F. Carpenter
Francis Cartwright
Robert Church
David and Ann Cimini
Martin Clemmer
Closets by Design
CoHuHD Costar, LLC
Sandra Corish
Keith and Dorothy Anne Damon
Maria Victoria De Arce
Mr. Francis and Mrs. Catherine DeBritz

Gilbert Diaz
The Drexel Group, LLC
David Dugan
Erie Insurance
Scott Eshleman
Falcon Communications
Fidelity Charitable Gift Fund
Bill Flannery
Clara Fleitz
Robert and Rose Follett
Foundation Systems and Anchors
John Michael Gatt
C. Giampaolo
The Giving Circle of Heritage Hunt
The Haecker Family Charitable Fund
Mike and Mary Halick
Steven and Cathy Hammerstrom
Mrs. Eileen Heim
Gary Hobday
Holy Family Catholic Church
Holy Spirit Catholic School
Holy Trinity Catholic Church
Mr. and Mrs. Carl Kaufman
Robert and Peggy Keighery
Kiwanis Club of Bull Run Incorporated
Alice King
Richard and Toni Klinc
Charles and Patricia Lapihuska
Azalea Charities
CAPT Marc and Laura Laverdiere
Emanuel and Betty Licitra
Mr. and Mrs. Alfred Lindsey
Mario and Wanda Lopes
Mr. and Mrs. William Lucas
Joe Mancuso
Madeleine Martel
Mary Marx
Mr. William Matson
Patrick and Joan McDonald
Mr. and Mrs. Eugene McGirr
Edward McManus
Ms Carol McNulty
Anne and Tom Mead
Adrienne C. Mehl
Faughnan Mendicino, PLLC
Eric and Gale Michael
Miller Toyota
Domenick and Patricia Mingione
Anthony and Martha Mirra
Barry and Christina Neff
John Nguyen & Anh Pham
Vy Nguyen
Northwest Federal Credit Union
Mr. John O'Connor
One Thing Foundation
Elizabeth Oravec
Patricia Parr
Cecelia Payne
Michael and Kristine Perri
Peterson Family Foundation
QMT Windchimes
Eugene and Denise Robinett
Terrance and Marilyn Rogstad
Joseph and Jeanne Romeo
Our Lady of the Rosary Council #12982
Aaron Roth
Owen and Gerry Ryan

Craig and Mary Heim Sadick
St. Theresa Catholic Church
Mrs. Rita Foradori and Mr. Charles J. Schug
COL(R) Peter T. and Marilyn E. Sowa
The Mary E. Van Drew Charitable Foundation
Henry and Ann Sterbenz
Mr. and Mrs. Thomas Stubblebine
Daniel Thompson
Paul and Janet Thorne
Mr. and Mrs. Gary Titsworth
Tree Surgeon LLC
Patricia Turant
Carlos Villa
Jennifer Villa
Joseph and Caeli Volk
Maureen Walsh
Robert E. and Beverly J. Ward
Marcia Watkins
Adam and Patricia Wiles
Mr. and Mrs. Rockney Yobp
Mrs. Iva P. Zemple
Bernard L. Ziegler
Wegmans

SUPPORTER \$500 - \$999

Sean Ahern
Jean Ainslie
Ms. Carole Aitchison
Mary Allen
The American Legion Post 10
B3 Inc
Mr. and Mrs. John Babicz
Rosanne Backhus
Mel and Jean Balbo
Stephen Balint
Linda Balulis
Rosemarie Barber
Ercole Barone
John E. and Carolyn Beck
Mr. and Mrs. John Bland
Blue Mantle Technology
George and Margaret Bolash
John Bondanella
Kieran Bustamante
Chioariu Family Trust
Mr. Russell T. & Mrs. Patricia A. Clarke
Mr. James Conley & Mr. Vincent Adams
Charles and Jill Cosgrove
Mr. Robert Coulter
Angela Crain
Ms. Carol Cuddihy
Michael Cusick
Charles and Lucy Dartley
LTC Thomas & Mary Veronica Dietz
Mr. and Mrs. James Floyd
Mr. and Mrs. Michael Gaffney
Ronald and Ann Susan Gilbert
Thomas and Mary Ginty
David and Joan Coggin
The Graziano Charitable Fund of the Ayco
Charitable Foundation
Craz and Brenda Graziano
Jennifer Gross
Joanne Guarini
Mr. and Mrs. Stephen Gulick

Bryan Hadro
Sonia Hernandez
Michelle Huber
John and Charlotte Hudson
Alvin James
Mr. and Mrs. Andrew Johnson
Ms. Kathleen Keim
Michael and Ann Komelasky
Michael Kroeger
Francis and Lorraine Lasch
Bernard Lewandowski
Maria Lomac
Susan Loving
Matthew Marsala
Michael Martinet
Thomas McGrath
Syd McPherson
Eric Michael
Sharon B. Miner
John and Carolyn Naughton
Ms. Bettie Noonan
NOVEC
Jonathan and Megan Nytes
Ann O'Brien
John and Mary Ochenkowski
The Oden Hunter Foundation
William A. Olson
Ronald Pacella
Henry and Karen Pichocki
Thomas and Carolina Pillion
Kathleen Powell
Mr. and Mrs. Kevin Rice
Scott and Kellie Ross
Jeffrey Shafer
Andrew Shaw
Shirley Shives
David and Angelina Shonka
Laura A. & Arthur G. Smallwood
Nancy Stragand
Patricia Thompson
Matthew & Victoria Thompson
Alice Tira
Chris and Amy Traxler
Gerard Ulrich
Lucinda Veeck Gosden
Vincent Velotta
Verity Commercial
Barbara Wagner
Doris Waizecker
Allen Warren
Scott Weaver
Mr. and Mrs. Charles Wheeler
Justin Willis
Gregory and Kathleen Witherow
Desiree Wolfe
Mr. and Mrs. Gibson Wood
Ms. Janice Ziegler

FRIEND Less than \$500

Visit
<https://houseomercyva.org/donorsFY20>
for a complete list of Friend donors.

NEW FY2021 ANNUAL GIVING PLAN WITH SPONSOR & PARTNER OPPORTUNITIES

INDIVIDUAL GIVING LEVELS

- CHAMPION** - \$10,000 +
- LEADER** - \$5,000 - \$9,999
- ADVOCATE** - \$1,000 - \$4,999
- SUPPORTER** - \$500 - \$999
- FRIEND** - Less than \$500
- GIFT IN KIND** - Food/Clothing Drives

PARTNER OPPORTUNITIES

- DONATE FOOD**
- HOST A FOOD DRIVE**
- DONATE OTHER SERVICES**
- DONATE GIFT CARDS OR GIFTS**
- COMPANY/EMPLOYEE VOLUNTEERS**

SPONSOR OPPORTUNITIES

- ANNUAL GIFT**
- CAMPAIGN TO END HUNGER**
- SPONSOR AN EVENT**
- SPONSOR A FOOD BAG**
- SPONSOR REUSABLE GROCERY BAGS with your name/logo**

Businesses, organizations and schools make great partners! Contact us to partner with House of Mercy in any of the ways above or suggest another way we can work together!

MONTHLY GIVING PLANS

The best way to support House of Mercy

<div style="border: 2px solid white; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> <div style="text-align: center;"> <p>\$50</p> <p>per month</p> </div> </div> <div style="text-align: center; margin-top: 10px;"> <p>Provides 120 meals</p> </div>	<div style="border: 2px solid white; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> <div style="text-align: center;"> <p>\$100</p> <p>per month</p> </div> </div> <div style="text-align: center; margin-top: 10px;"> <p>Clothes 80 people</p> </div>	<div style="border: 2px solid white; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> <div style="text-align: center;"> <p>\$250</p> <p>per month</p> </div> </div> <div style="text-align: center; margin-top: 10px;"> <p>Provides 60 people with emergency gas</p> </div>	<div style="border: 2px solid white; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> <div style="text-align: center;"> <p>\$500</p> <p>per month</p> </div> </div> <div style="text-align: center; margin-top: 10px;"> <p>Provides 40 education class sessions</p> </div>	<div style="border: 2px solid white; border-radius: 50%; width: 60px; height: 60px; margin: 0 auto; display: flex; align-items: center; justify-content: center;"> <div style="text-align: center;"> <p>\$1000</p> <p>per month</p> </div> </div> <div style="text-align: center; margin-top: 10px;"> <p>Recruits, trains and manages 20 volunteers</p> </div>
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THANK YOU TO OUR CURRENT PARTNERS

BirthRight
 BJ's Wholesale
 Brad McConnell/NOVA Law
 Burger IM
 Diaz Foods
 Didlake
 Falcon Communication

First Tee of Prince William County
 Freedom Aquatic & Fitness Center
 Giant Food
 Harris Teeter
 Kentucky Fried Chicken
 KO Distilling
 Ornerly Brewery

Manassas Moose Riders
 Manassas Park Community Center
 Medical Missionaries
 Mike's American Goods
 Nando's Peri Peri
 Olive Garden
 Panera Bread

Service Source
 Surabian PC
 The Junkluggers of Gainesville
 United Bank
 Wegman's
 Walmart

CAMPAIGN TO END HUNGER 2020-2021

PROGRAM DETAILS

- ◆ **Sponsor** a meal packing team of up to 5 people for \$1500
- ◆ **Schedule** on your time
- ◆ **Pandemic-friendly** mission fundraiser
- ◆ **3 hour slots**
- ◆ **T-Shirt included**
- ◆ **High energy music**
- ◆ **Marketing opportunities** for sponsors



FY2020 VOLUNTEER SPOTLIGHT

The heart of House of Mercy is the dedication and commitment of our volunteer workforce. Without them, we would not be able to offer the level of service that we do. Unfortunately, after our reopening from the pandemic, we only saw 30% of our volunteers return to service.



Have a special skill? Want to work with and help our customers and clients?

Consider volunteering with House of Mercy. Visit houseofmercyva.org/volunteer for more information.

OF VOLUNTEERS **1309**

13,182 HOURS

HOW YOU CAN HELP HOUSE OF MERCY

- ◇ Pack food
- ◇ Assist customers and clients
- ◇ Maintain thrift store
- ◇ Sort donations
- ◇ Cashier
- ◇ Pick up food
- ◇ Mobile food pantry
- ◇ Administrative tasks
- ◇ Warehouse support




I feel the power of greatness everyday as a volunteer for the House of Mercy. I am appreciated, respected and encouraged. I am rewarded with smiling faces of the many families I have helped while they are going through a rough time.

Michelle Miranda 



I started volunteering at House of Mercy because the older I get, the more joy defines charity.

James Bruen 



After learning about families enduring hardships, and needing the very basics for their existence, I was drawn to the HOM Food Rescue Program at its very beginning. Now many years later, and after going through a recession, and in the midst of the Covid-19 pandemic, my team and I have become even more dedicated to the needs of the HOM food collection program and the good work they do for our community.

Bob Castle 

ONE CLIENT'S STORY

A 25 year old single mother, Jenifer Escobar Mata encountered struggle after struggle as an immigrant in an unfamiliar country. Her perseverance over abuse, unfavorable living conditions and single motherhood was assisted by the help she found at House of Mercy. It's clients like Jenifer that fuel our mission. It's success stories like hers that make the hard work worthwhile.



JENIFER ESCOBAR MATA

At 17 years old, Jenifer escaped the abuse of her mother, stepfather and boyfriend with her 4-month old son to find herself in the care of strangers who opened their home to her to help her get her life back on track. They encouraged her to finish her high school education and helped her to find work.

One of the first things they did was take her to House of Mercy to register for food and baby supply assistance for her and her son. She saw the assistance she got from House of Mercy as a true blessing. That assistance enabled her to spend what little money she made to help support herself and

her child.

The continued support she received allowed her to work towards eventually becoming a realtor.

To this day, she still shops at House of Mercy, not only to support the mission and help feed others like herself when they are in need, but because of the affordable bargains she can find to continue to save money.

If you have a story about how House of Mercy helped you in your time of need, or of how you referred others to us to help them through tough times, we would love to hear it.



...I am so thankful for organizations such as House of Mercy. They bless people in ways they never thought they could be blessed.



ADDRESS SERVICE REQUESTED

Address changed?

Receiving multiple copies?

If so, contact us:

Phone: 703.659.1636

E-Mail: info@houseofmercyva.org

FY2020 ANNUAL REPORT

