Transforming Cuyahoga County

April 13, 2018

Love INC Annual Meeting
Love INC

- Work together across denominational lines
- Provide coordinated help to neighbors who are in need
- Give practical help – both tangible and intangible
- Meet the physical need so the spiritual need can be addressed
- See the love of God in action
- Know that Christ truly saves
- Teach and mentor for a lasting change

Our mission is to **mobilize** the Church to **transform** lives and communities In the Name of Christ
Love INC National

- National Organization for over 40 years; now in Kenya
- 135 - Number of Love INC affiliates in the USA
- 8279 - Number of churches participating in Love INC
- Vision - to see Christian churches united in purpose and fully engaged in actively living out their faith by lovingly serving people in need in their communities.

http://www.loveinc.org/
Love INC Cuyahoga County

- Established for 20 years
- Partner of 105 Churches
- Representing 17 denominations
- 30 cities

“Love INC may not be a church but you are trusted by 100+ churches.”

Pastor Dom Verdell
Christ Church
Meet the staff

Janice Cepulo
Executive Director
West Side

Carlton Smith
East Side Director

Michelle Virnelson
Clearing House Coordinator

Tracey Magwood
Administrative Support
Meet the board

**President**
Diane Artman

**Trustee**
Dick Cooper

**Secretary**
Denise Eaddy

**Trustee**
Dan Goetz

**Open positions**

**Treasurer**
VP Marketing

**Trustee**
Pastor Frank Keene

**Trustee**
Pastor Bob Kistemaker

**Trustee**
Pam Young
Our mission is to **mobilize** the Church to **transform** lives and communities *In the Name of Christ*
Love INC Ministry Modes

- Started with Clearinghouse mode
- Added Gap ministries
- 2017 – started transformational ministries!
How Love INC works – Connect Needs to Resources

1. Receives requests for help
2. Assesses the need - staff conducts an intake to examine the nature, extent, and legitimacy of the client’s need
3. Provides help - partner church, church volunteer, agency, and/or faith-based organization provides resources
4. Follows up
Connecting Resources to Needs

Need

- Agencies (1800 in database)
- Coat Drive
- Clothing & Paper Products
- Car Repair
- Crisis Fund
- Churches
- Church Members
- Businesses
- Love INC Gap Ministries

www.loveinccuyahoga.org
Connecting Resources to Needs

1600 coats dry-cleaned and packaged. Cleaners provided $25,000 of service
- Williamsburg, Westlake
- CRDN, Medina
- DKS, Parma

Delivered to 4 agencies and 7 partner churches.

Keeping Cleveland warm!
Connecting Resources to Needs

Love INC distributes donated clothing to clients through the network churches. In 2017, 245 bags of clothing delivered!

Each clothing package also contained paper products.
Connecting Resources to Needs

- Agencies (1800 in database)
- Coat Drive
- Clothing & Paper Products
- Car Repair
- Crisis Fund
- Churches
- Church Members
- Businesses

Conrad’s supports Love INC and repairs client’s cars

- $15,000 donated in car repair
- One donated car
- Helped 28 families
Connecting Resources to Needs

- **$54,000** in 2017
- Used for rent, mortgages, utilities
  - Member/frequent attendee of a partner church
  - Churches share in meeting need

<table>
<thead>
<tr>
<th>Mortgage/Rent/Utility Needs Met</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
</tr>
<tr>
<td>202</td>
</tr>
</tbody>
</table>

- Another **304** helped with food, furniture, counseling, furnace repairs, prescriptions, funeral expenses, eye glasses, holiday help

Love INC’s support for rent, mortgages and utilities is unique!
Transformational Ministry

- Love INC through local churches seek to transform the lives of people through caring relationships and classes/training opportunities.
- Transformational Ministry helps people acquire one or more skills and move toward self-sufficiency.

Two Classes

- Affirming Potential
- Financial Hope
Affirming Potential

Core Principles
- Value
- Relationship
- Potential
- Participation
- Discernment
- Transformation

Affirming Potential evaluates the physical, emotional, relational, and spiritual aspects of life. It builds on the foundation that God has created us with intrinsic worth and unique potential. Participants learn how to use the AP Dream Tool, which helps individuals set and achieve goals and steps to live out their God-given potential.

The class was wonderful and I’m so excited about the group. I just know God has great plans in store.

Such a wonderful experience. Really different from what I expected. Heart warming. 😊

I thought it would some of the same old same old, but I found myself excited in my spirit which is something I have not experienced in a long time.
Financial Hope

- Money and Relationships
- Overcoming Financial Challenges
- Savings Goals
- Savings Plan
- Living Simply – Giving Joyfully
- Managing Debt
- Banking
- Planning for Long-term Change
# A Few Fish MULTIPLIED

<table>
<thead>
<tr>
<th>Church Location</th>
<th>Annual Support</th>
<th>Persons Referred</th>
<th>Needs Met</th>
<th>$/Need</th>
</tr>
</thead>
<tbody>
<tr>
<td>Suburban</td>
<td>$1800</td>
<td>78</td>
<td>$20,121</td>
<td>$258</td>
</tr>
<tr>
<td>Suburban</td>
<td>$4580</td>
<td>45</td>
<td>$15,024</td>
<td>$334</td>
</tr>
<tr>
<td>Suburban</td>
<td>$2520</td>
<td>29</td>
<td>$6,387</td>
<td>$220</td>
</tr>
<tr>
<td>Suburban</td>
<td>$1200</td>
<td>14</td>
<td>$5,368</td>
<td>$383</td>
</tr>
<tr>
<td>Suburban</td>
<td>$3600</td>
<td>11</td>
<td>$5,358</td>
<td>$487</td>
</tr>
</tbody>
</table>

Love INC saves time and extends resources!
God’s Provision in 2017

- **Growth**
  - Fund Raiser - $22,000
  - 8 new churches

- **Increase Impact on Needs**
  - Transformational ministry classes
  - Quarterly prayer meetings with pastors

- **Operational**
  - New board members
  - Additional volunteers
  - New computer system
Impacting Those in Need
2018 Faith Goals

- **Growth**
  - New churches
  - Increase awareness in business community
  - More board members and volunteers

- **Impact More Needs**
  - Crisis Fund Growth
  - Transformation ministry
    - Continued growth
    - More mentors
Love INC Needs

We always need the following items for our Clothing Ministry
(Full size products only please)

<table>
<thead>
<tr>
<th>Toothbrushes</th>
<th>Toothpaste</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dental Floss</td>
<td>Mouthwash</td>
</tr>
<tr>
<td>Razors</td>
<td>Shaving Cream</td>
</tr>
<tr>
<td>Shampoo</td>
<td>Conditioner</td>
</tr>
<tr>
<td>Soap</td>
<td>Body Wash</td>
</tr>
<tr>
<td>Lotion</td>
<td>Deodorant</td>
</tr>
<tr>
<td>Toilet Paper</td>
<td>Paper Towels</td>
</tr>
<tr>
<td>Hand Sanitizer</td>
<td>Kleenex</td>
</tr>
<tr>
<td>Baby Lotion</td>
<td>Baby Powder</td>
</tr>
<tr>
<td>Laundry Detergent</td>
<td>Dish Detergent</td>
</tr>
<tr>
<td>Household Cleaners</td>
<td>Baby Diapers (all sizes)</td>
</tr>
<tr>
<td>Small toiletry bags</td>
<td>Marc’s bags</td>
</tr>
</tbody>
</table>

We are also in need of new or gently used Clothing
Love INC Vision

- Prayer
- Partnership
- Provision
Love Story
Love INC Finances

<table>
<thead>
<tr>
<th></th>
<th>2016 Actual</th>
<th>2017 Budget</th>
<th>2017 Actual</th>
<th>2018 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Churches</td>
<td>97,323</td>
<td>100,000</td>
<td>94,185</td>
<td>110,000</td>
</tr>
<tr>
<td>Business</td>
<td>1,500</td>
<td>2,000</td>
<td>2,028</td>
<td>2,000</td>
</tr>
<tr>
<td>Individuals</td>
<td>4,963</td>
<td>5,000</td>
<td>8,575</td>
<td>7,000</td>
</tr>
<tr>
<td>Fund Raisers</td>
<td>21,334</td>
<td>25,000</td>
<td>21,875</td>
<td>25,000</td>
</tr>
<tr>
<td>Grants</td>
<td>-</td>
<td>-</td>
<td>6,000</td>
<td>-</td>
</tr>
<tr>
<td>Other</td>
<td>597</td>
<td>1,000</td>
<td>118</td>
<td>-</td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td>125,717</td>
<td>133,000</td>
<td>132,781</td>
<td>144,000</td>
</tr>
<tr>
<td>Payroll</td>
<td>71,963</td>
<td>82,000</td>
<td>97,364</td>
<td>108,000</td>
</tr>
<tr>
<td>Operational expense</td>
<td>45,285</td>
<td>48,000</td>
<td>36,976</td>
<td>35,000</td>
</tr>
<tr>
<td>Tithe to CCF</td>
<td>1,533</td>
<td>2,000</td>
<td>1,567</td>
<td>2,000</td>
</tr>
<tr>
<td><strong>Total expense</strong></td>
<td>118,781</td>
<td>132,000</td>
<td>135,907</td>
<td>145,000</td>
</tr>
<tr>
<td>Gain/Loss</td>
<td>6,936</td>
<td>1,000</td>
<td>(3,126)</td>
<td>(1,000)</td>
</tr>
</tbody>
</table>
Love INC Income

- Churches
- Business
- Individuals
- Fund Raisers
- Grants
- Other
## Crisis Fund Finances

<table>
<thead>
<tr>
<th></th>
<th>2016 Actual</th>
<th>2017 Actual</th>
<th>2018 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Churches</td>
<td>$14,315</td>
<td>$11,398</td>
<td>$10,000</td>
</tr>
<tr>
<td>Business</td>
<td>$24,000</td>
<td>$11,200</td>
<td>$15,000</td>
</tr>
<tr>
<td>Individuals</td>
<td>$7,680</td>
<td>$21,847</td>
<td>$10,000</td>
</tr>
<tr>
<td>Fund Raisers</td>
<td>$7,045</td>
<td>$7,625</td>
<td>$10,000</td>
</tr>
<tr>
<td>Grants</td>
<td>$500</td>
<td>$500</td>
<td>$500</td>
</tr>
<tr>
<td>Other</td>
<td>$533</td>
<td>$1,500</td>
<td>$0</td>
</tr>
<tr>
<td>Total income</td>
<td>$54,073</td>
<td>$54,070</td>
<td>$45,500</td>
</tr>
<tr>
<td>Rent/Mortgage</td>
<td>$20,477</td>
<td>$25,817</td>
<td>$20,000</td>
</tr>
<tr>
<td>Utilities</td>
<td>$18,042</td>
<td>$22,218</td>
<td>$17,000</td>
</tr>
<tr>
<td>Coats</td>
<td>$650</td>
<td>$900</td>
<td>$1,000</td>
</tr>
<tr>
<td>Auto</td>
<td>$534</td>
<td>$1,100</td>
<td>$1,500</td>
</tr>
<tr>
<td>Other</td>
<td>$7,777</td>
<td>$406</td>
<td>$1,000</td>
</tr>
<tr>
<td>Operational expense</td>
<td>$2,865</td>
<td>$3,610</td>
<td>$5,000</td>
</tr>
<tr>
<td>Total use/expense</td>
<td>$50,345</td>
<td>$54,051</td>
<td>$45,500</td>
</tr>
</tbody>
</table>
2018 Quarterly Prayer Meeting

- Prayer Gathering
  - May 9, 2018
  - 10:00 am
  - Grace Middleburg Heights

Matthew 21:22  And whatever you ask in prayer, you will receive, if you have faith."
2018 Crisis Fund Golf Outing

- Crisis Fund Golf Outing
  - June 25, 2018 – 9:00 am Shotgun Start
  - Pine Hills Golf Club
  - Lunch at turn
  - Steak dinner
  - Prizes!!
- Invite everyone!!
- Raised $5000 last year
2018 Fund Raiser

- Church on the Rise
  - September 29, 2018
  - 6:00 pm
Concert

- October, 2018
- Well known artist
- Details coming soon
On behalf of all the Love INC board members

Thank You All For Your Love and Support!