Love is Action

To mobilize local churches to transform lives and communities in the name of Christ.
Welcome!

Love INC Cuyahoga County Annual Meeting

April 2, 2019
Kim Klima  
Board of Directors

- Opening Prayer – Pastor Jen
- Redemptive Compassion
- President’s Report
- Review of 2018 with Rev. Dr. David A. Cobb Jr.
- Love Story by Heather Cox, Clearing House Coordinator
- Open Discussion
- Closing Prayer with Pastor Carlton
Opening Prayer
Pastor Jennifer Wilks

“Be sure to carry out the ministry the Lord gave you.”

- Colossians 4:17
Everyone has value
We are called to invest relationally in each other
Everyone has capacity and potential
Mutual participation is important
We must use wisdom and discernment
What we do should transform
What would Cuyahoga County look like if WE, as partners, accomplished the mission of transforming lives for Christ?

Love INC and Partner Churches
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
- 137 - Number of Love INC affiliates in the USA
- 7800 - Number of churches participating in Love INC

LOVE INC NATIONAL’S PURPOSE IS TO...

- **encourage, equip, and elevate** local Love INCs in the mobilization of local churches to transform lives and communities ~ *In the Name of Christ* .

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

- Established for 21 years
- Partner of 106 Churches
- Representing 17 denominations
- 31 cities

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

Pastor Dom Verdell
Christ Church
Meet the staff

Michelle Virnelson
Executive Director
West Side

Carlton Smith
East Side Director

Heather Cox
Clearing House Coordinator

Open
Administrative Support
Meet the board

President
Diane Artman

VP Marketing
Denise Eaddy

Treasurer
John Lahl

Secretary
Kim Klima

Trustee
Dick Cooper

Trustee
Dan Goetz

Trustee
Emily Rodriguez

Trustee
Mike Whalen
2018 Highlights that Mobilized and Transformed

- $330,000 in Goods and Services
- 1,993 adults and children lives impacted
- Additional 2,500 people received coats
- Quarterly prayer meetings with pastors
- Transformational ministry classes expanded
  - 5 classes offered; 53 participants
- East Side Director – joined National Board
- 6 churches joined the network
- Staff Transition

Lives transformed by Love in Action
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>$3600</td>
<td>49</td>
<td>$19,325</td>
<td>$394</td>
</tr>
<tr>
<td>Suburban</td>
<td>$2379</td>
<td>50</td>
<td>$13,606</td>
<td>$272</td>
</tr>
<tr>
<td>Suburban</td>
<td>$2280</td>
<td>19</td>
<td>$5,203</td>
<td>$273</td>
</tr>
<tr>
<td>Suburban</td>
<td>$1000</td>
<td>9</td>
<td>$4,919</td>
<td>$546</td>
</tr>
<tr>
<td>Urban</td>
<td>$1200</td>
<td>27</td>
<td>$4,822</td>
<td>$178</td>
</tr>
</tbody>
</table>

Love INC saves time and extends resources!
Love INC Ministry Modes

• Started with Clearinghouse mode
• Added Gap ministries
• 2018 – Expanded 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

- **Agencies (1800 in database)**: 16%
- **Businesses**: 4%
- **Church Members**: 4%
- **Churches**: 26%
- **Coat Drive**: 4%
- **Clothing & Paper Products**: 50%
- **Crisis Fund**: 4%
- **Car Repair**: 16%

% Good & Services by Resource ($330,000 total)

Love INC Gap Ministries
Connecting Resources to Needs

Agencies (1800 in database)

Coat Drive

Clothing & Paper Products

Car Repair

Church Members

Chapels

Crisis Fund

2500 coats dry-cleaned and packaged. Cleaners provided $38,000 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 2018, 269 bags of clothing delivered!

Each clothing package also contained paper products.

www.loveincuyahoga.org
Connecting Resources to Needs

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

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

- $35,000 donated in car repair
- One donated car
- Helped 30 families
Connecting Resources to Needs

- **$57,000** in 2018 – **168** needs
- Used for rent, mortgages, utilities
- Member partner church
- Churches share in meeting need
- Another **300+** helped with food, furniture, counseling, prescriptions, holiday help

Love INC’s support for rent, mortgages and utilities is unique!
Rev. Dr. David A. Cobb Jr.
Transformational Ministry

- Love INC through local churches
- Transform the lives of people through classes combined with caring relationships
- People acquire skills and move toward self-sufficiency

Five Classes – 53 lives changed!
- Affirming Potential
- Financial Hope

Expanded in 2018
Affirming Potential (3 classes)

Core Principles

Value
Relationship
Potential
Transformation

Participants learn

- God has created us with intrinsic worth and unique potential
- How to set and achieve goals
- Live out their God-given potential
Faith & Finances® (2 classes)

- Designed for low income
- *Faith & Finances* addresses their challenges and helps them rediscover their God-given dignity
- Explores money management skills and biblical stewardship principles
- Empowers with the skills to support themselves and their families resulting in lasting spiritual, social, and financial transformation
Goods & Services = $329,615
(Increase of 30% from 2017)
2019 Faith Goals

- **Growth**
  - Redemptive Compassion
  - Increase awareness in business community
  - More board members and volunteers

- **Impact More Needs**
  - Crisis Fund Growth
  - Transformation ministry
    - 4 locations
    - Mentors for participants

Our Volunteers
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 Finances

<table>
<thead>
<tr>
<th></th>
<th>2018 Actual</th>
<th>2019 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Churches</td>
<td>107,844</td>
<td>120,000</td>
</tr>
<tr>
<td>Business</td>
<td>1,676</td>
<td>2,000</td>
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<tr>
<td>Individuals</td>
<td>5,032</td>
<td>7,000</td>
</tr>
<tr>
<td>Fund Raisers</td>
<td>28,775</td>
<td>28,000</td>
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<tr>
<td>Grants</td>
<td>6,000</td>
<td>-</td>
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<tr>
<td>Other</td>
<td>1,193</td>
<td>1,000</td>
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<tr>
<td><strong>Total income</strong></td>
<td><strong>150,520</strong></td>
<td><strong>158,000</strong></td>
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<tr>
<td>Payroll</td>
<td>118,607</td>
<td>120,000</td>
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<tr>
<td>Operational expense</td>
<td>37,358</td>
<td>37,000</td>
</tr>
<tr>
<td>Tithe to CCF</td>
<td>1,942</td>
<td>2,000</td>
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<tr>
<td><strong>Total expense</strong></td>
<td><strong>157,907</strong></td>
<td><strong>159,000</strong></td>
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<tr>
<td><strong>Gain/Loss</strong></td>
<td><strong>(7,387)</strong></td>
<td><strong>(1,000)</strong></td>
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</tbody>
</table>
Love INC Income

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

<table>
<thead>
<tr>
<th></th>
<th>2018 Actual</th>
<th>2019 Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Churches</td>
<td>$13,937</td>
<td>$10,000</td>
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<tr>
<td>Business</td>
<td>$13,634</td>
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<tr>
<td>Individuals</td>
<td>$16,053</td>
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<td>Fund Raisers</td>
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<tr>
<td>Grants</td>
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<td>$500</td>
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<tr>
<td>Other</td>
<td>$5</td>
<td>$0</td>
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<tr>
<td><strong>Total income</strong></td>
<td><strong>$53,380</strong></td>
<td><strong>$50,500</strong></td>
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<tr>
<td>Rent/Mortgage</td>
<td>$22,543</td>
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<tr>
<td>Utilities</td>
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<td>$17,000</td>
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<td>Coats</td>
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<td>$1,000</td>
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<tr>
<td>Auto</td>
<td>$6,158</td>
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<tr>
<td>Other</td>
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<tr>
<td><strong>Operational expense</strong></td>
<td><strong>$7,820</strong></td>
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<tr>
<td><strong>Total use/expense</strong></td>
<td><strong>$65,243</strong></td>
<td><strong>$50,500</strong></td>
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Love INC Vision

- Prayer
- Partnership
- Provision
2019 Crisis Fund Golf Outing

- Crisis Fund Golf Outing
  - June 17, 2019 – 9:00 am Shotgun Start
  - Pine Hills Golf Club
  - Lunch at turn
  - Steak dinner
  - Prizes!!
- Invite everyone!!
- Raised $5000 last year
2019 Fund Raiser

- Church on the Rise
  - September 28, 2019
  - 6:00 pm
On behalf of all the Love INC board members

Thank You All For Your Love and Support!
Impacting Those in Need

Goods & Services

<table>
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<tr>
<th>Year</th>
<th>Goods &amp; Services</th>
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<tbody>
<tr>
<td>2006</td>
<td>50,000</td>
</tr>
<tr>
<td>2007</td>
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<td>2018</td>
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