



DOING THE
MOST GOOD™

The Salvation Army Durham | Orange | Person

2012 ANNUAL REPORT

MEETING NEEDS
EMPOWERING INDEPENDENCE
SERVING EACH OTHER





Some of the photography for this Annual Report was generously contributed by John Elkins Photography.

www.johnelkinsphotos.com | jkephoto@aol.com

A Letter from the Major

Dear Friends,

After serving the counties of Durham, Orange and Person for over a century, we are excited to have this opportunity to reintroduce The Salvation Army to you — *our community* — through this very special Annual Report.

The perception of the Army is often limited to specific, personal experiences...we ring the bells at Christmas for donations...or we run a Boys and Girls Club in Durham...we're the ones who have that thrift store in town. *But The Salvation Army of Durham, Orange and Person is so much more.* Through the myriad programs and ministries of our church, social services and youth outreach, the purpose of your Army is threefold: **MEETING NEEDS, EMPOWERING INDEPENDENCE and SERVING EACH OTHER.**

When someone is hungry, financially distressed or without hope, we are here to meet their needs. Our food pantry quells the pangs of hungry children; our financial assistance program keeps families from becoming another homeless statistic; and our worship services share the Good News and Hope of Jesus Christ.

Not only do we address the immediate burdens of those in need, but The Salvation Army of Durham, Orange and Person strives to empower independence among our men, women and children, allowing them to ultimately enjoy the freedom of self-reliance. Whether we are teaching life and job skills upon the foundation of God's Word, opening up the world to a child through literacy, or cultivating character and leadership during our youth programming and camps, the Army invests in the future of our community.

We are called in this life to serve each other. And for 103 years, The Salvation Army of Durham, Orange and Person has been here for you...and you have been here for us. You sort and distribute food, coats and Christmas gifts. You donate clothing and furniture to our Family Store to be a blessing to others. You give generously of your resources to truly impact the lives of your neighbors. In all the ways you have given, we thank you for your service in this, *your Army.*

Blessing,

Major Bruce Smith



MEETING NEEDS

Whether our economy is deemed by the experts to be weak or flourishing, there are always those in need within our community. **Hungry children, homeless individuals, struggling families...**these have been realities for the past century, and they remain a constant today. And it is a **core mission of The Salvation Army** to meet these needs, without discrimination, through our programs and services.

The Salvation Army of Durham, Orange and Person is here to meet people right where they are in their times of need. **We feed the hungry, provide financial assistance to the struggling, pray with the hopeless, and bring Christmas joy to children who would otherwise go without.** Much has changed in our community since 1910...but need remains. And so do we, your Army.

Food Assistance

Today in the United States, it is appalling that anyone goes hungry — but there are countless men, women and children right here in Durham, Orange and Person Counties that struggle to get enough to eat.

Through the ongoing generous donations from our community, our stocked food pantry provides individuals and families with food staples throughout the year. During the Thanksgiving and Christmas Holidays, we also provide grocery gift cards to the elderly and visually impaired.



This year, The Salvation Army of Durham, Orange and Person supported **509 individuals** with Food Assistance.

And through the 2012 Holiday Season, we provided **687 families** with meals and supplied **\$3030** in meal gift cards.

Utility & Rent Assistance

Too often families must choose between paying utilities and buying food or medicine. Numerous people in our country have a hard time keeping up with their rent or mortgage payments, and it is said that many are one paycheck away from becoming homeless.

The Salvation Army of Durham, Orange and Person provides emergency assistance should an individual receive an eviction or cut-off notice. Coordinating with other community agencies, the Army makes payments directly to the utility company or landlord to ensure another 30 to 60 days of services/rent is met.

We also partner with Duke Energy to offer the *Share the Warmth* program in the cold winter months and the *Cooling Assistance Program* during the extreme heat of summer. Both programs bring comfort and safety to low income, elderly and disabled residents within the Duke Energy service area.

1782 individuals were provided with utility and rent assistance in 2012, totaling over **\$118,000**.



Angel Tree & Christmas Toy Shop

Christmas morning should be a time of joy and laughter for children as they open a brightly wrapped present from someone who dearly loves them. But too often, the heart of a child — and their parent — is broken because there is simply no money for Christmas gifts.

Each year The Salvation Army collects new clothing and toys for children in Durham, Orange and Person Counties through the Angel Tree Program and our Christmas Toy Shop. Every year, as thousands of gifts are distributed to grateful parents, grandparents and caregivers, we are blessed to know that joy will fill their homes and hearts because of the cheerful giving from within our community.

Last Christmas **4615 children** were given the gift of a brighter Christmas thanks to the generous **Angel Tree** and **Toy Shop** donations of individuals and businesses within Durham, Orange and Person Counties.

EMPOWERING INDEPENDENCE

A man needs food to satisfy his hunger, and he appreciates a free meal...but he also wants the ability to buy his own groceries. Donated clothing is a blessing to a family during a crisis...but so is the capacity of a mother to choose and purchase outfits for her child with money she earned. It is easy to get caught in the cycle of poverty...but it is **the desire of the human spirit to gain the skills, character and confidence to break free.**

It is vital to look need in the eye and do something — and we are called to feed the hungry, give aid in times of disaster, and provide shelter to the homeless. However, beyond the immediate needs, **there exists an innate yearning in the human heart for self-sufficiency and self-reliance.** And at **The Salvation Army of Durham, Orange and Person**, we are committed to promote these characteristics...**to empower independence.**

After-School Program

What a child spends time doing after school — and with whom — often determines their future level of success...*or failure*. Every young person pines for connection, belonging and structure, as these are truly innate necessities. And, whether positive and productive, or negative and destructive, they *will* find a way to meet these needs.

For a cost of just \$10.00 per year, the Boys & Girls Club of The Salvation Army of Durham, Orange and Person provides a child with a safe, structured and fun after-school environment. Our After-School Program engages area youth in positive, independence-empowering activities that:

- instill character and leadership development;
- provide education and career training;
- teach health and life skills;
- inspire a love for the arts;
- support fitness and teambuilding through sports; and
- encourage spiritual development.

The lives of **272 boys and girls** were impacted in 2012 through our empowering After-School Programs.





Life & Job Skills Training

The cycle of dependence not only takes a toll on our society as a whole, but it creates despair and hopelessness for those who cannot escape its grip. Giving a hand up instead of a handout can mean the difference between empowerment and entitlement.

The Salvation Army of Durham, Orange and Person offers skill-building workshops to enhance confidence in a variety of life areas, including money management, goal setting, time management and decision making. We also collaborate with the First Baptist Church of Durham to implement the Jobs for Life program, an effort to address poverty through equipping individuals for meaningful work. This proven course combines work-readiness training, Biblical principles and volunteer mentoring to help individuals find purposeful work for a lifetime.

30 more individuals are finding **meaningful work** — and establishing a **promising future** — thanks to The Salvation Army's Jobs for Life program in 2012.

Boys & Girls Club

Through the Boys & Girls Club, The Salvation Army is making a difference in the lives of youth...and in the future of our community. Where unhealthy choices are being made, we provide positive alternatives. Where there is disregard for education, we pass on a love of learning. Where there exists potential discouragement and dependence, we promote self-respect, character and self-reliance.

From toddlers to teenagers, the Boys & Girls Club engages the youth of our community to envision and realize a future they never thought possible. Through programs that teach healthy lifestyle choices, including nutrition, abstinence and physical fitness, and clubs that cultivate leadership, integrity and skills for success, participants pursue their stretch of tomorrows with enthusiasm and hope.

During 2012, **30 youth** participated in the Torch Club (ages 11-13) and the Keystone Club (ages 14-18), small-group programs instilling **character development** and **leadership skills**.

212 youth took part in Power Hour and Project Learn tutoring program, improving **learning skills** and **behavior management**.

SERVING EACH OTHER

We are called to serve each other, to give of ourselves so that others may be built up. Although it is our mission to **serve those in need and empower independence**, your Salvation Army also provides opportunities for service within our community. And there are so many different **ways to serve**: you can **volunteer** time to tutor a young girl, invest a few hours a week to coach a basketball team, **donate** clothes or household items to the Family Store, or simply provide a monthly **financial gift** to support our services.

No matter which way you choose to serve others within **The Salvation Army of Durham, Orange and Person**, you'll quickly notice something quite extraordinary. Your initial motivation to take action may be to **help others** "less fortunate" than you...but when you serve others, **it is your heart that will be touched, your spirit lifted, your life changed.**



Family Store

Clothes you no longer want provide a new wardrobe for another. Unused household items of yours help furnish the new apartment of someone else. You've heard it said, "One man's trash is another man's treasure." It can even be called "recycling" in a way. But at The Salvation Army Family Store, it's truly so much more.

Our Family Store provides "shopping with a purpose" and creates a cycle of good works. People come by to donate clothing, furniture, books and more – that action itself warms the heart of the giver. Those goods are then purchased by others in our community...and they receive incredible deals on items that meet their needs. And when those goods are sold, your Army collects money that goes directly to fund our vital programs and services. It is an essential cycle that lets us keep *Doing the Most Good*.

Through sales over the past year, the Family Store collected more than **\$588,000...**

...100% of which is used to fund our programs and services.

Financial Support

There has always been need in our community. And for over 100 years, The Salvation Army of Durham, Orange and Person has been here, working tirelessly on behalf of those in crisis. But to do our work, we depend on you — not the government, not other organizations. In fact, the greatest investors in our mission are individuals within our community who believe in the impact we are making.

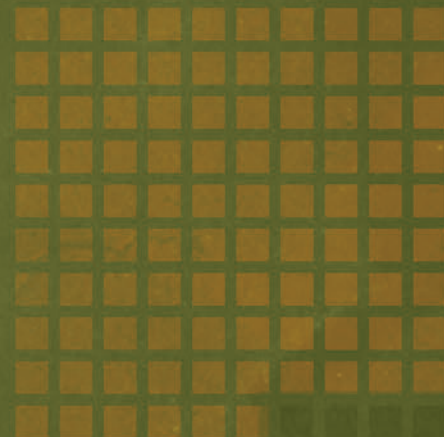
Your financial gifts to The Salvation Army of Durham, Orange and Person meet our needs so that we can, in turn, meet the needs of others. And beyond aiding those in crisis, your generosity allows us to empower individuals to become self-reliant and independent. Our programs serve this community with the mission of shifting the mindset of poverty, giving people the tools and confidence to live anew. And this shift, in turn, changes everything. Won't you take part in this transformation?

Volunteering

There is so much need in our community...so much work to be done, so many lives to be changed. The Salvation Army of Durham, Orange and Person supplies a conduit for that change...for doing good. But it isn't our programs and services that affect lives; they provide only a framework — a skeleton of potential impact. By themselves, they are useless.

It is our volunteers that build out that framework to create something beautiful...the time, talent and enthusiasm of willing participants that apply flesh to the processes we have created. You give life to our work, allowing us to accomplish more than we could ever imagine. And when you give of yourself to pour into the life of another, amazingly, there is not *less* of you. Rather, you become filled. When you lift up someone else, your spirit soars.

In 2012, **2667 members** of our community **volunteered their time** and talent to impact the lives of those in need.



96¢ of every dollar donated to The Salvation Army goes directly to fund our programs and services.



MEETING NEEDS

Programs & Services

- > Red Kettle Campaign
- > Angel Trees I Toy Shop
- > Coats & Toys for the Children
- > Burnout & Natural Disaster Program
- > Food Pantry
- > Seasonal Food Assistance
- > Cash Assistance for Rent & Utilities
- > Share the Warmth (Duke Energy/ Duke Energy Foundation)
- > Cooling Assistance Program (Duke Energy/ Duke Energy Foundation)
- > The Salvation Army Church

EMPOWERING INDEPENDENCE

- > Jobs for Life
- > Life Skills Workshop
- > Boys & Girls Club
 - Reading Initiative
 - After-school Program
 - SMART Move
 - Smart Girls
 - Sports & Fitness Programs
 - Keystone Club
 - Youth of the Year
 - Torch Club
 - BE GREAT: Graduate
 - Junior Staff (Career Building)
 - CareerLaunch
 - Project Learn
 - Power Hour: Making Minutes Count
 - Money Matters: Making it Count

SERVING EACH OTHER

- > Family Store
- > Volunteer Opportunities for Individuals, Families & Groups
 - Administrative
 - Boys & Girls Club I Teen Center
 - Tutoring Programs
 - Emergency Social Services
 - Family Store
 - Sports League Coaches
 - Christmas Programs
- > Funding Opportunities
 - The Heritage Society
 - William Booth Society
 - GivingSomething.com

Financials

Financial Information—Fiscal Year Ending September 30, 2012

Revenue

Public Support Received Directly:

| | | |
|--|----|---------|
| Contributions | \$ | 924,571 |
| Donations in Kind/Contributed Services | \$ | 131,506 |
| Special Events | \$ | 2,941 |

Support Received Indirectly:

| | | |
|--------------------------------------|----|-----------|
| Allocated by Federated Fund | \$ | 185,141 |
| Fees/Grants from Government Agencies | \$ | 102,906 |
| Other Revenue/Internal Support | \$ | 460,626 |
| Family Store | \$ | 588,386 |
| Total Support and Revenue | \$ | 2,396,077 |

Expense

Program and Supporting Services:

| | | |
|--|----|-----------|
| Staff Compensation | \$ | 803,258 |
| Professional Fees | \$ | 49,923 |
| Other Program and General Expense | \$ | 793,142 |
| Payments to Supervising Headquarters | \$ | 155,949 |
| Family Store | \$ | 492,694 |
| Total Expense | \$ | 2,294,966 |
| Excess (Deficiency) of Revenue Over Expenses | \$ | 101,111 |

Advisory Board Members



Back Row (Left to Right):
Stephen Hancock, Captain Rick Padgett, Andrew Widmark, William Green, Joe Johnson, Rev. Michael Page, Jim Duncan, Kenna McFarland, William Harris, Jim Elkins, Charles Ripley

Front Row (Left to Right):
Lt. Bruce Rabon, Lt. Goldie Rabon, Major Bruce Smith, Major Sandra Smith, Jim Bick

Not Present:
Jack Bergstrom, Ann Cavallito, John Perry, Jim Sorgi, Doug Townsend

Staff Members

| | | | |
|-----------------|----------------|------------------|--------------------|
| Debbie Avolin | Catherine Earp | Yvonne Molina | Major Bruce Smith |
| Martin Banning | Phyllis Ellis | Mary Moore | Major Sandra Smith |
| Tracey Bragg | Latoyoa Jones | Lt. Bruce Rabon | |
| Joshua Dorsette | Gregory Lewis | Lt. Goldie Rabon | |





The Salvation Army

Durham | Orange | Person

909 Liberty St., Durham, NC 27701

www.salvationarmycarolinas.org/commands/durham