



**ALIVE!**

**Caring for Alexandrians,  
one family at a time...**



**Emergency Services - Homeless Services - Early Education**

**Fiscal Years 2009 & 2010**



# ALIVE!’s Affiliated Congregations

- Agudas Achim Congregation

Alexandria Church of the Nazarene

Alfred Street Baptist Church

Beth El Hebrew Congregation

Beverly Hills Community UMC

Blessed Sacrament Catholic Community

Christ Episcopal Church

Church of St. Clement

Church of the Resurrection

Commonwealth Baptist Church

Community Praise Center

Convergence: A Creative Community of Faith

Del Ray United Methodist Church

Downtown Baptist Church

Ebenezer Baptist Church

Emmanuel Episcopal Church

Fairlington Presbyterian Church

Fairlington United Methodist Church

First Agape Baptist Community of Faith

First Baptist Church of Alexandria

First Christian Church
- Good Shepherd Lutheran Church

Grace Episcopal Church

Immanuel Church-on-the-Hill

Meade Memorial Episcopal Church

Old Presbyterian Meeting House

Roberts Memorial United Methodist Church

St. Andrews United Methodist Church

St. James United Methodist Church

St. Joseph’s Catholic Church

St. Mary’s Catholic Church

St. Paul’s Episcopal Church

St. Rita Catholic Church

The Spiritual Assembly of Baha’is of Alexandria, VA

Third Baptist Church

Trinity United Methodist Church

Unitarian Universalist Church of Arlington

Victory Temple

Washington Street United Methodist Church

Westminster Presbyterian Church

Zion Baptist Church



Dear Friends of ALIVE!,

Fiscal years 2009 and 2010 were years of growth and capacity building for ALIVE!. These years were hard times for many Alexandrians, so ALIVE!’s emergency assistance programs had to grow quickly to help more people. Our average end-of-the-month food distributions increased by 47%. We also were able to increase by 48% the amount of emergency monetary assistance provided to help struggling Alexandrians avoid utility cut-offs, medical emergencies, and eviction from their homes.

At the same time, ALIVE! was able to maintain its high standards of program quality and accountability. Our strong tradition of responsible financial stewardship was enhanced through the efforts of a Board-level Audit Committee, an internal auditor, and a professional accountant. The ALIVE! Child Development Center was recognized with a coveted four-star rating from the Commonwealth of Virginia. In addition, the ALIVE! House shelter was renovated from top to bottom.

Despite the dramatic growth in its emergency services, ALIVE! was unable to help all the Alexandrians who needed assistance during this period. Therefore, we are building ALIVE!’s capacity for the future. During 2009, we strengthened our community of volunteers, staff, donors and clients through a series of events honoring ALIVE!’s 40<sup>th</sup> anniversary. The ALIVE! Board also created a Development Council and ALIVE! Legacy Society to facilitate increased contributions from individuals and family foundations.

None of this would have been possible without our governing congregations and the hundreds of volunteers who work for ALIVE!. As a volunteer-driven organization, ALIVE! takes pride in the level of professionalism and commitment that our volunteers bring to their work.

In closing, we offer sincere appreciation to ALIVE!’s donors: congregations, foundations, businesses, associations, and individuals. Government sources provide less than 20% of ALIVE!’s support, so your voluntary contributions are essential to the continued operation of our programs. Thank you for extending a helping hand to your neighbors, through ALIVE!.

Sincerely,

*Diana H. Day*

Diana H. Day  
President



*Kenneth D. Naser*

Kenneth D. Naser  
Executive Director



# Addressing the Growing Challenge of Hunger

During the recession of 2008-2010, ALIVE!'s Last Saturday Food Distribution program had to grow, fast:

...from an average of about 1520 people per month in fiscal year 2008



...to a peak of 2770 in March 2009

...leveling off at an average of more than 2240 people per month in fiscal year 2010



As the need increased, traditional supplies of surplus food from the U.S. Department of Agriculture and the grocery chains dwindled, requiring ALIVE! to purchase more and more food and rely on increased donations from individuals, congregations, and corporate sponsors.

Monthly food distribution clients increased

47%



## Food for children left in Grandma's care:

*A middle aged woman recovering slowly from major surgery suddenly had to take responsibility for the care of her four young grandchildren because her daughter, a single mother, was shipped out to Afghanistan for military service. When living alone, the grandmother was on the edge with her living expenses. Now with four children to feed, she has turned to ALIVE! for help.*

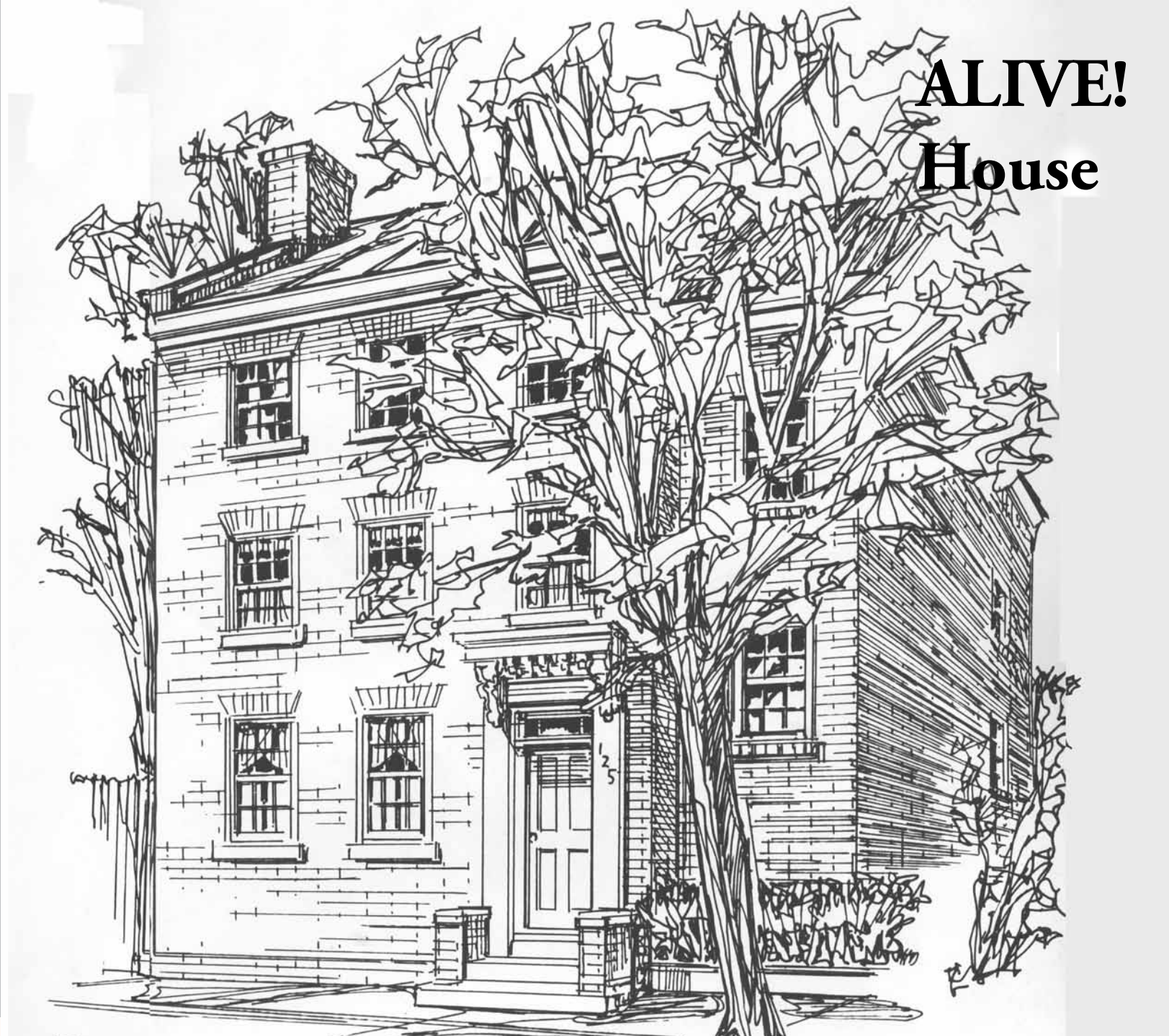




# Giving Families a Fresh Start

Since 1972, ALIVE! House has helped women and families move from homelessness to independent living. Here the mother learns the responsibilities of heading a household, taking care of her children and earning a living so the family can stay together. ALIVE! House staff provides the needed resources, in-house and by referral, for this journey to self-sufficiency.

In April 2009, ALIVE! completed a major renovation of ALIVE! House – thanks to Home Aid (the pro bono affiliate of the Northern Virginia Builders Association), project manager K Hovnanian Homes, and the leadership of ALIVE! House Chair Susanne Arnold. During fiscal year 2009, with a temporary closure for renovations, ALIVE! House sheltered seven families. In fiscal year 2010, the House sheltered eleven families.



*Excerpt of a letter from Elena, a former ALIVE! House resident:*

*“After the first two weekly meetings I came to the conclusion that I could talk to [ALIVE! House Director] Ms. Dimitri and she could help. And, she did put me together. I cannot begin to tell you how she patiently put all the broken pieces together. I came to the ALIVE! House as a person who was scared of the new day, and graduated as a person who cannot wait to see the sunrise and what the new day has for me.”*





# Preparing Children for Success

The ALIVE! Child Development Center (CDC) is one of a small number of high-quality early childhood education programs in Alexandria that have achieved accreditation by the National Association for the Education of Young Children (NAEYC). The CDC is the only NAEYC-accredited, full-day, year-round preschool in the City that is dedicated to providing affordable care to children from low-income families. Its program provides developmentally-appropriate early care and education for children ages two-and-a-half to five years old -- plus developmental, vision, hearing and dental screenings and referrals. The CDC also supports the families of the children it serves through a case-management approach, including home visits, parent-education programs, and referrals to a full range of support services to meet each family's needs.

In January 2010, the ALIVE! Child Development Center was awarded four stars from the Virginia Star Quality Initiative -- the highest award ever made by this new rating program.



The CDC  
received a

4

star quality  
rating.

## *Support for a child in need:*

*David was a somber child who had witnessed domestic violence against his mother. During his first weeks at the CDC, David cried when his mother left, and he refused to eat. The CDC's family support worker encouraged David and his mother to choose a toy for David to play with; then she invited David to bring the toy to the classroom. Soon David was asking other children to play with him. Then, one day, David announced that he was hungry and wanted breakfast. After that, David's mood steadily brightened; he was ready to grow and learn.*



# Preventing Homelessness, Relieving Hunger



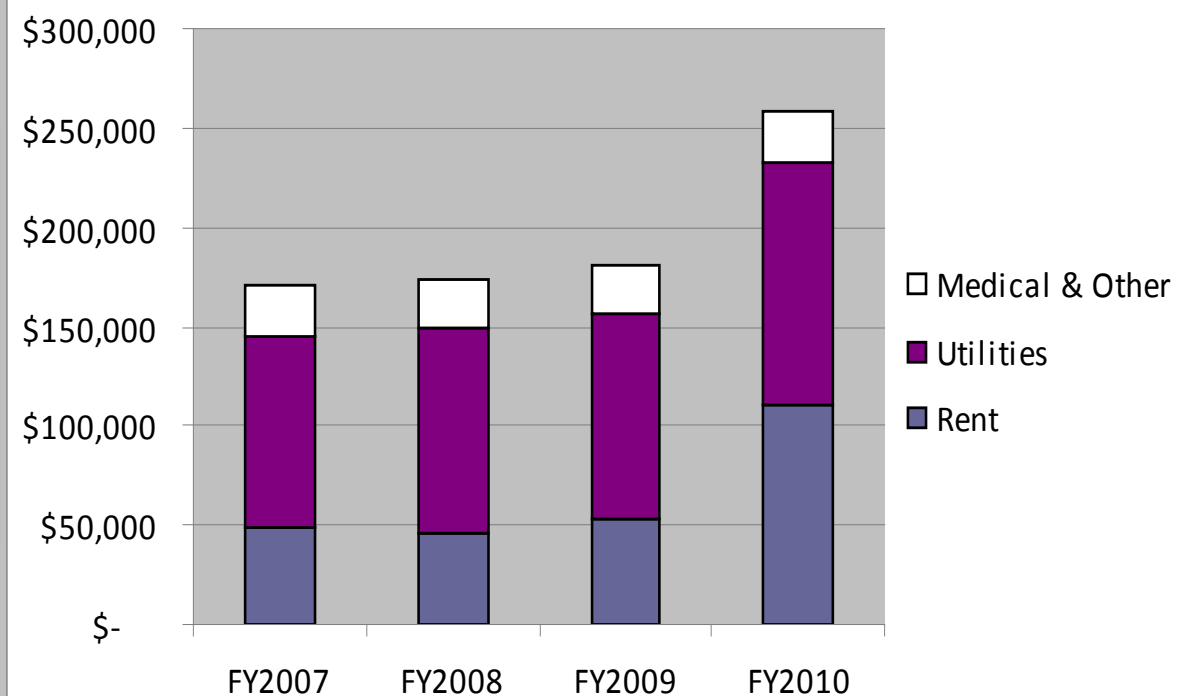
In fiscal year 2008, the ALIVE! Family Emergency Program (FEP) approved almost \$174,000 in emergency monetary assistance, most of it for rental and utilities payments, to help clients avoid utility cut-offs and stay in their homes. The amount of assistance increased to more than \$181,000 in FY2009 and \$258,000 in FY2010. ***Even with this 48% increase in monetary assistance, ALIVE! was not able to help all those in need.***

The FEP also provided home deliveries of 4000 bags of groceries annually in fiscal years 2009 and 2010, to people in urgent need -- primarily to senior citizens, the disabled, and others unable to get to one of ALIVE!'s Last Saturday Food Distribution sites.

ALIVE'S monetary assistance payments increased

48%

Emergency Monetary Assistance



*“...tell the volunteers that the only reason I’ve lived to be 90 years old is because they bring food to me.”*



## Assistance for a family referred by the Lazarus Ministry:

*Mrs. Reilly (not her real name) is the sole provider for her grandson, Robert, who was born with brain damage and endures chronic physical ailments and a learning disorder. Her only income is a monthly social security payment, so at times she has been referred to ALIVE! by the Lazarus Ministry programs at St. Paul's Episcopal Church and Christ Episcopal Church, to receive help with rent, utilities, and food. When he graduated from high school Robert sent a homemade card to Lazarus that said, “Thank you for your help and love for my [grand] mom and me.”*



# Creating New Homes

In fiscal years 2009 and 2010, volunteers worked more than 2000 hours annually to make 250 to 300 deliveries of donated furniture, mostly to households with very few furnishings, or none at all.

In addition, more than 2000 distributions of housewares were made annually in fiscal years 2009 and 2010, through both home deliveries and distribution to food clients at two of ALIVE!'s Last Saturday Food Distribution sites. The housewares provided to clients included towels, sheets, blankets, lamps, cookware, dishes, and kitchen utensils.



## *Help for a caring single father:*

*Gary was a single father who had lost his job, lost his apartment and moved his family into Carpenter's Shelter. After months at the shelter, he finally secured a new job and a subsidized apartment. Though the pay was low, by working overtime he managed to pay for tutoring for his daughter, who had fallen behind due to the turbulence of the prior year. On moving day, Gary rode along in the truck to help haul the furniture he would receive through ALIVE!. The Furniture Chair Mike Diffley was deeply impressed by the grace and gentle acceptance with which Gary met his responsibilities, describing him as "a mountain-sized man who...had a mountain-sized heart."*







# Celebrating 40 Years of ALIVE!

To celebrate 40 years of community and service, ALIVE! held an event every month in 2009, including a “Founders Night” honoring ALIVE!’s spiritual foundations, founders and past presidents.

*And I heard the voice of the Lord saying,  
“Whom shall I send, and who will go for us?”  
Then said I, “Here am I. Send me.”  
Isaiah 6:8*



# Calling for Help

In the Fall of 2008, a development assessment made possible by a grant from ACT for Alexandria indicated that ALIVE! needed to call on individual donors for financial reinforcement. The ALIVE! Council of Past Presidents (shown in photo) started by reaching out to show appreciation to some of ALIVE!’s most loyal donors.



In December 2008 the ALIVE! Board founded the ALIVE! Legacy Society, to assist donors who want to contribute to ALIVE! through their wills or estate planning. The Board also established a permanent Development Council to focus on expanding contributions from individuals and family foundations and showing appreciation for their support.



## A Benefactor Amplifies the Call...

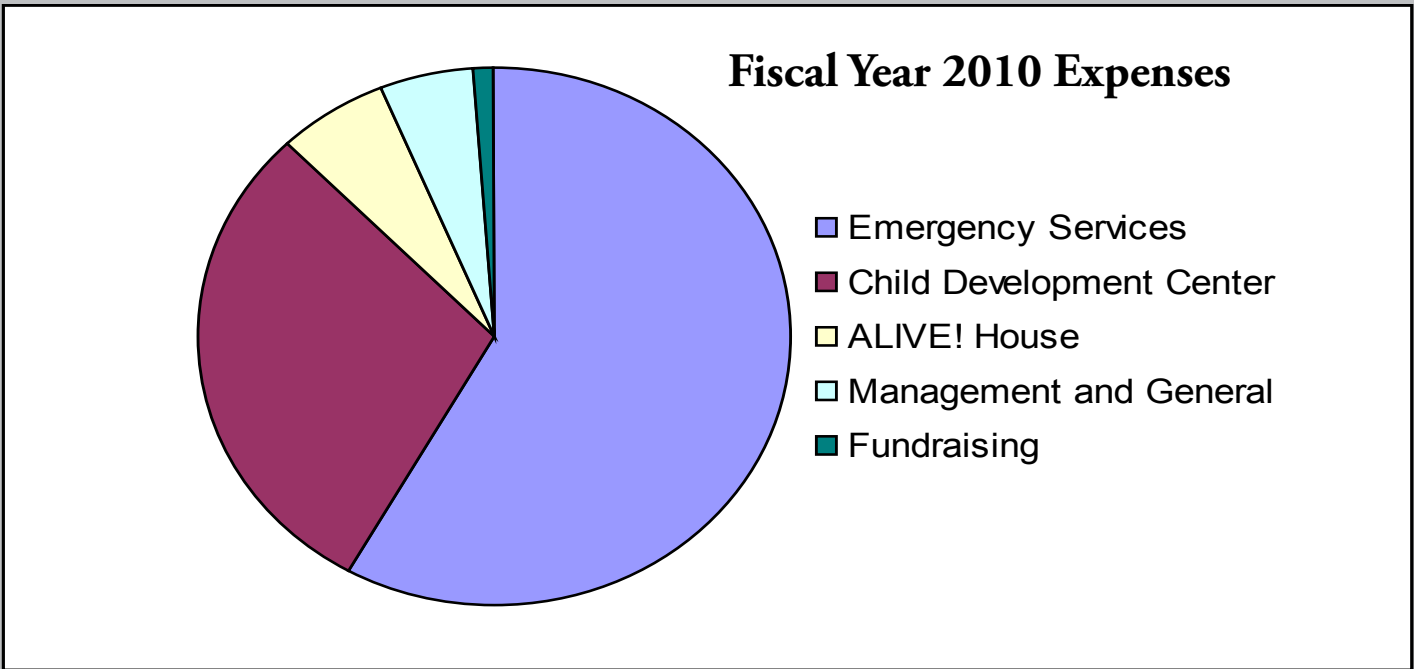
Early in 2010, longtime ALIVE! supporter Gene Steuerle established a \$50,000 challenge grant that matched dollar-for-dollar the increase in any individual donor’s contribution over the prior year’s amount. In this way, he hoped to inspire leadership-level giving (gifts of \$1,000 or more). Mr. Steuerle is shown here with Marian Van Landingham, Chair of the ALIVE! Development Council.

## ALIVE!’s Ken Naser Named Nonprofit Leader of the Year

ALIVE! Executive Director Ken Naser received the 2010 Nonprofit Leader of the Year award from Volunteer Alexandria. Ken became ALIVE!’s first Executive Director in 2005, after serving as an ALIVE! volunteer for thirty years. The award presentation stated, “In short, Ken does it all. He is a trusted, knowledgeable and experienced presence for ALIVE! in the Alexandria community.”



# Making Every Penny Count



LarsonAllen LLP, certified public accountants, assisted with audit preparation and compiled the FY2010 year-end financial statements, which were audited by Renner & Company, CPA, PC.

### Statement of Activities for the Year Ended June 30

	2008	2009	2010
<b>Support and Revenue</b>			
Cash Contributions	\$309,254	\$437,498	\$391,903
Grants and United Way	316,855	232,849	211,391
Government Reimbursements	195,910	305,832	303,818
Non-Cash Contributions	505,087	625,915	645,182
Fees, events and other income	133,969	135,574	117,184
TOTAL	\$1,461,075	\$1,737,668	\$1,669,478
<b>Expenses</b>			
Emergency Services	\$720,294	\$770,978	\$1,005,515
Child Development Center	425,500	465,606	513,920
ALIVE! House	99,430	120,853	106,894
Management and General	104,498	87,460	86,569
Fundraising	38,310	19,843	19,065
TOTAL	\$1,388,032	\$1,464,740	\$1,731,963
CHANGE IN NET ASSETS	\$73,043	\$272,928	\$(62,485)

### Statement of Financial Position as of June 30

	2008	2009	2010
Current Assets	\$460,379	\$629,356	\$599,069
Property (net of depreciation)	409,462	505,435	482,381
TOTAL ASSETS	\$869,841	\$1,134,791	\$1,081,450
LIABILITIES	\$47,813	\$39,835	\$48,979
NET ASSETS	\$822,028	\$1,094,956	\$1,032,471

Source: ALIVE! Inc. Report on Audit of Financial Statements, Renner & Company, CPA, PC

ALIVE!’s fiscal year 2010 audited financial statements are available at [www.alive-inc.org](http://www.alive-inc.org).

ALIVE!’s overhead rate is less than

7%



# 40th Anniversary Sponsors

## Lead Sponsor

CNA Analysis & Solutions

## Directors' Circle

Alexandria Toyota  
HomeAid Northern Virginia  
Staff of Military Officers Association of America  
Renner and Company, CPA, P.C.  
The Residence Inn by Marriott – Old Town  
Seyfarth Shaw  
Whole Foods

## President's Circle

Wiygul Automotive

## Leadership Circle

American Physical Therapy Association  
T.J. Fannon & Sons  
Food Matters  
Employees of Macy's at Landmark  
National Milk Producers Federation  
R&B Heating  
The Stafford Foundation  
Wells Fargo

## Patron

Burke & Herbert Bank  
Gymboree Play & Music  
Sentel Corporation

### ALIVE! Biennial Report for FY2009 and FY2010

Editors: Stacy Carlson and Diana Day

Report DTP: Julie Lineberry

Photographers: Pam Blankenship, David Boltz, Stacy Carlson, Bob Denniston, Robert Franks, Louise Krafft, Julie Lineberry, Wade "Sandy" Rice, Kathy Richards, Life Touch.

Cover Photo: David Boltz

ALIVE! thanks the anonymous donors who provided for the printing of this report.

## ALIVE! Board of Directors and Staff

Fiscal Years 2009 and 2010

### Executive Committee

#### Officers

Diana Day, President  
Cheryl Malloy, Vice President  
Jann Masterson, Recording Secretary  
Vivian Webb, Corresponding Secretary  
Rick Glassco, Treasurer  
Deborah Schaffer, Assistant Treasurer  
Margie Carpenter, Treasurer (CDC)  
Linda Oliver, Assistant Treasurer (CDC)

#### Program Chairs

Susanne Arnold, ALIVE! House  
Ellen Brown, Child Development Center  
Linda Coleman, Family Emergency Program  
Jean Moore, Food Program  
Mike Diffley, Furniture Program  
Addie Hebert, Housewares Program

#### Active Past Presidents

Patrice Tighe

#### Management Committee Chairs

Diana Day & Cheryl Malloy (interim), Audit Committee+  
Beth McFarland, \*Beverly Patton, \*\*Ann Marie Hay, Congregational Representatives Committee  
Marian Van Landingham, Development Council++  
Cathy Thompson, Personnel Committee  
Gerry Hebert, Publicity Committee

### Congregational Representatives

Al Barke & \*\*Eric Winakur, Agudas Achim  
Congregation  
Bill Willis, Alfred Street Baptist Church  
Deborah Schaffer, Beth El Hebrew Congregation  
Brigid Davis & Marian Van Landingham,  
Beverly Hills Community UMC  
Kevin Heanue & John McBride,  
Blessed Sacrament Catholic Community  
Paul Doherty, Christ Episcopal Church  
Linda & Mike Oliver, Church of St.Clement  
\*Ansley Starr & Maureen Bryant, Church of the  
Resurrection  
\*\*Scott Harris & \*\*Chris Trosiek, Commonwealth  
Baptist Church  
Jann & William Masterson,  
Convergence: A Creative Community of Faith  
Beverly Patton, Downtown Baptist Church  
Jean Horace, John & Mamie Morgan, Ebenezer Baptist  
Church  
Joe McFall, Emmanuel Episcopal Church  
Marty Bentley & Beth McFarland, Fairlington  
Presbyterian Church  
\*Craig & \*Leslie Stevens & \*\*Kyle Jones,  
FairlingtonUMC

Herb McKoy & David Taylor, First Agape Baptist  
Community of Faith  
\*\*Bill Harris, First Baptist Church of Alexandria  
Fred Nelson, First Christian Church  
Patrick Anderson, Good Shepherd Lutheran Church  
Larry Thompson, Grace Episcopal Church  
David Ingold, Immanuel Church-on-the-Hill  
Barbara Cooley, Meade Memorial Episcopal Church  
Joan Moser, Old Presbyterian Meeting House  
\*\*Norma Turner, Roberts Memorial UMC  
Justine Carter, St.Joseph's Catholic Church  
Diane Riker, St.Mary's Catholic Church  
Stacy Carlson & \*Alan Matney, St.Paul's  
Episcopal Church  
Susanne Arnold & Constance Richardson,  
St.Rita Catholic Church  
Roya Karimian, Spiritual Assembly of Baha'is of  
Alexandria  
Linda Coleman, Trinity United Methodist Church  
Ann Marie Hay, Unitarian Universalist Church of  
Arlington  
Deborah Patterson, Washington Street UMC  
Louise Anderson & Margie Carpenter,  
Westminster Presbyterian Church

### ALIVE! Staff Leadership

Ken Naser, Executive Director  
Kathy Richards, Administrative Assistant  
Dimitri Warren, ALIVE! House Director  
Pam Blankenship, Child Development Center Director

\* FY2009 only

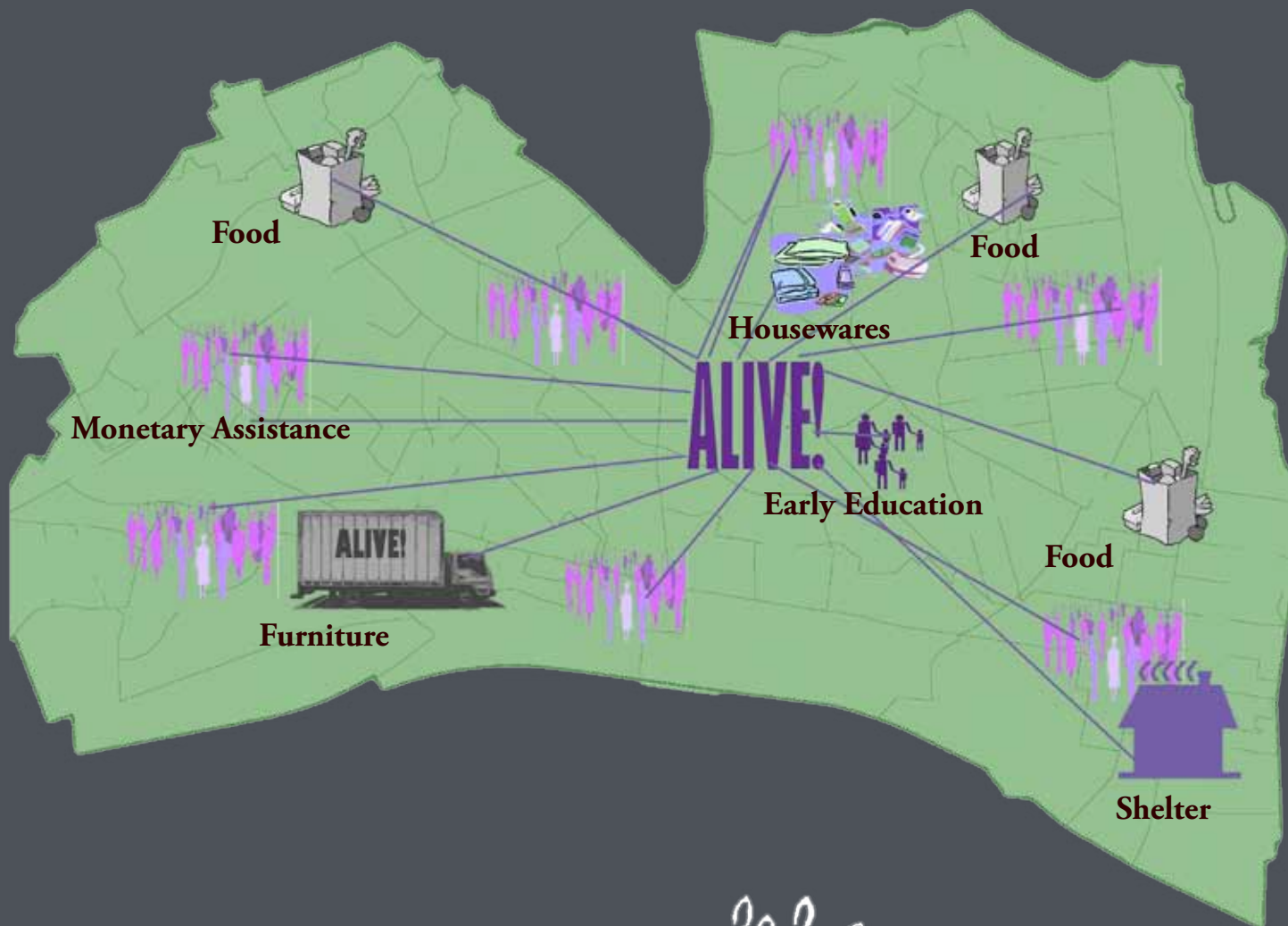
\*\* FY2010 only

+ permanent committee established on November 10, 2009

++ permanent committee established on December 2, 2008



# ALIVE! serves Alexandrians in need... throughout the City



ALIVE!, Inc.  
2723 King Street  
Alexandria, Virginia 22302  
703-837-9300  
[www.alive-inc.org](http://www.alive-inc.org)  
[alivetoo@aol.com](mailto:alivetoo@aol.com)



# ALIVE!

Alexandrians Involved Ecumenically