



**Staunton
Waynesboro
Augusta**

ANNUAL IMPACT REPORT

From The Executive Director

Dear Love INC Family,

It is hard to believe that our local Love INC affiliate celebrated our 10th birthday last October! I have spent some time reflecting on the journey and the many relationships developed over the years and am tremendously humbled that God called me to lead this ministry and for all of His faithful provision over the years.

From the beginning, we have decided to forgo traditional fundraising events, trusting that God would provide. We offer two unique opportunities each year to give: Two Days of Giving and our End of Year ask.

This year we are connecting Two Days of Giving with our first ever Impact Report.

In this report you will see many ways your support has helped to transform lives, churches and communities in the name of Christ.

While meeting Neighbor needs and offering Change Your Life Classes have been vital to our ministry the past ten years, we knew we needed to further develop volunteer and church relationships. God directed me to read a book called Redemptive Compassion and I soon discovered that it gave words to our desire to help others holistically. It has become the volunteer training tool we use to teach those within the church the importance of meeting the physical, emotional, relational, and spiritual needs of others.

Because of your continued generous financial and product donations we are able to fulfill our mission of helping churches help people and transforming lives and communities in the name of Christ. This year we have been blessed with a \$10,000 match for our Two Days of Giving!

All of these incredible opportunities only happen because you choose to give.

As God's plan for Love INC continues to evolve, we will continue to lean into this verse that was shared by a board member years ago, "Trust in the Lord with all your heart and do not lean on your own understanding; in all your ways, submit to him, and he will make your paths straight." Proverbs 3:5

In Service With Him, Debbie Ramsey



We invite you to scan each QR code to learn more about ways to engage with Love INC.



Volunteer



Give



Pray

2022 Ministry Impact



Change Your Life Classes

3 Sessions
20 Neighbors
48 Volunteers



Clearinghouse

139 Neighbor Intakes
200+ Hours
Engaged in Prayer



Redemptive Compassion Class

3 Classes
34 Students
6 Churches Represented



Change Your Life Classes

1,121 Vouchers Earned
\$13,500 Value



Donation Center

337 Donation Pickups
124 Neighbor Deliveries

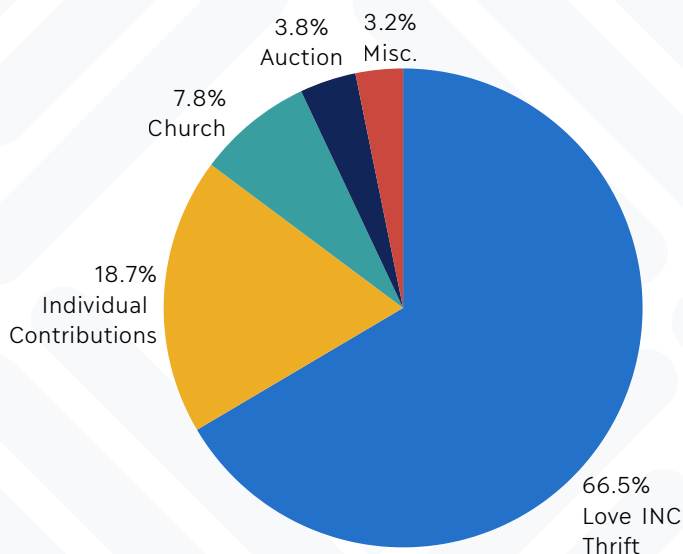


Churches

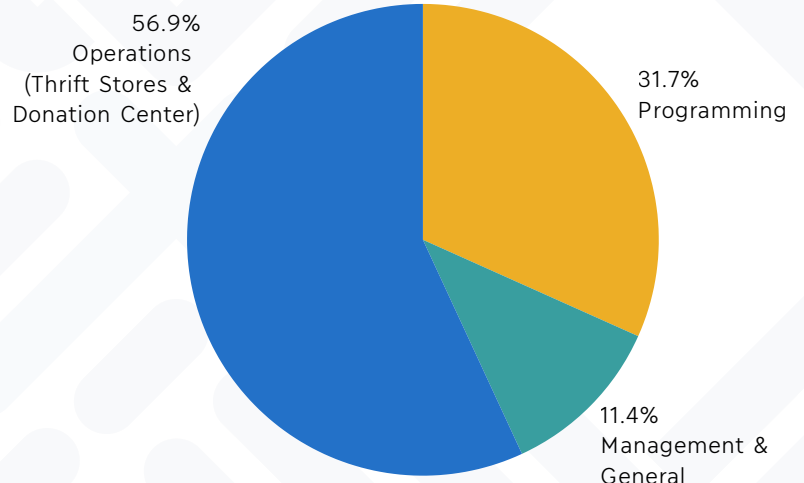
74 Mobilized Churches
15,691 Volunteer Hours

2022 Financial Information

Revenue



Expenses



Hear From A Few Of Our Volunteers

Scan The QR Codes To Hear
From Each Volunteer



Ashlei Woods

CYL Children's Advisory
Team Leader

I have a passion for teaching children about Jesus, but especially the children who might not be in the Church.

Bev Winter
Thrift Store
Neighbor Vouchers

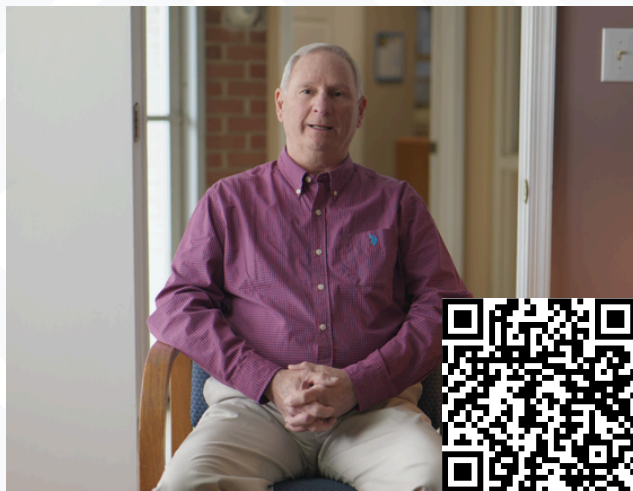
I love helping Neighbors find the right items that they look good in and that fit. The Lord has opened this avenue for me to serve.



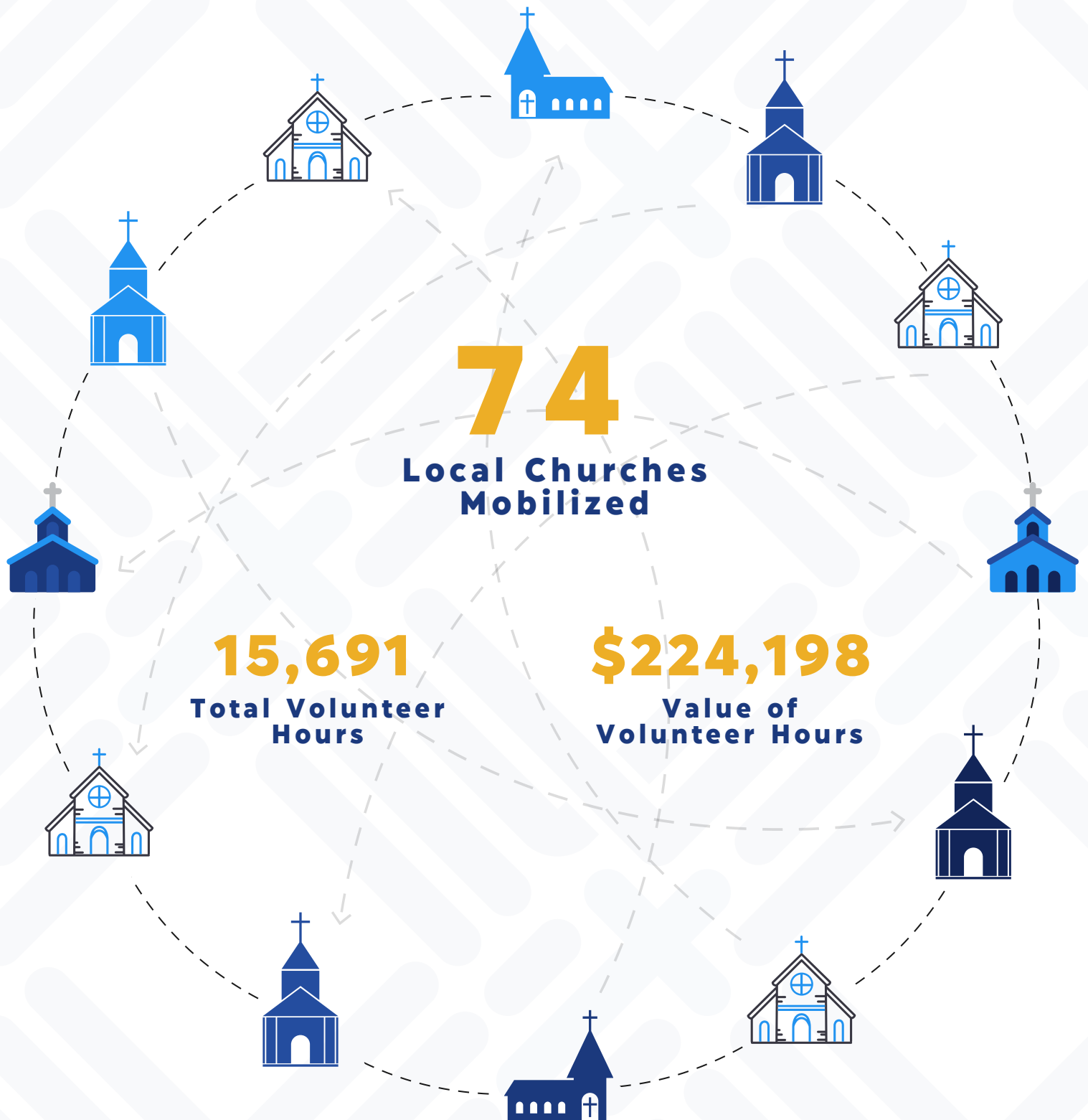
Burk Hershey

Donation Center

I'm just thankful that at almost seventy years old I am able to provide a little bit of help.



2022 Volunteer Numbers



Operations Impact

Dear Love INC Family,

2022 was a year of tremendous change and growth amongst our Love INC Operations (Donation Center, Fishersville Thrift, and Stuarts Draft Thrift). We welcomed the addition of Ward Warren as our new Donation Center Supervisor in February, which allowed for me to transition to a new role as Operations Director. God continues to answer our prayers and guide our steps as He knows exactly what and who we need.

In order to support our amazing volunteers and the growth that the ministry has witnessed, we welcomed Rachel Jones (Stuarts Draft Store Manager), Joy Maas (Stuarts Draft Assistant Store Manager), Susan Sheets (Fishersville Assistant Store Manager) and Isaiah Clinger (Donation Center Support) to the Love INC family.

God is so good and our community continues to support a ministry whose desire is to see the church mobilized to transform lives and communities in the name of Christ.

Our Donation Center and stores are more than avenues for sorting, delivering items to neighbors, picking up donations, selling items in a store, and providing resources for the whole ministry.

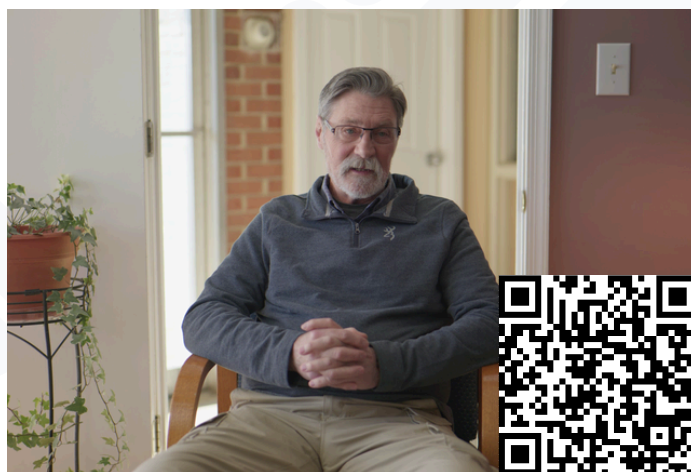
Daily we see people being prayed for, hearts softening to God, relationships being built and developed, customers and donors who need someone to talk with, neighbors receiving hope, connections to and with other ministries, and the Gospel being shared and lived out. The stories of transformation are endless and the numbers are encouraging!

Throughout 2022 the Donation Center, Fishersville Thrift, and Stuarts Draft Thrift, saw volunteers serve over 10,000 hours with 58 unique volunteers to help fulfill our mission to mobilize the Church! Our Donation Center delivered material goods to 128 neighbors in 2022 (+19% vs. Last Year) and picked up donations from 337 donors (+8% vs. Last Year). Additionally, our stores generated \$437,000 in sales (+20% vs. Last Year).

God is on the move and we are so grateful for your support!

**In the Name of Christ,
Ethan Colvin**





Scan The QR
Code To Hear
Blane's Story

Delivering the Love of Christ

From the very beginning, Love INC has focused on meeting the holistic needs of Neighbors in the community through all aspects of life: physical, emotional, relational, and spiritual.

One way that Love INC is able to meet the physical, tangible need is through our delivery ministry.

Local church volunteers like Blane Coursey (see video above) load up our vehicles with furniture and household items and deliver them to local Neighbors we serve.

We have spent years using a truck and trailer to provide this invaluable service to our Neighbors, and recently we began to ask God about upgrading to a box truck.

Through the work of staff members and volunteers alike, God provided a box truck that is able to not only carry more items to more Neighbors, but also provide a better experience for our Delivery volunteers like Blane.

While simply giving someone furniture or other items meets a tangible need, Love INC as a ministry believes that a relational investment in our Neighbors creates lasting impact.

After we deliver the requested items, we pray for every Neighbor we visit and invite them to our Change Your Life Classes where they are equipped and empowered to make changes in their lives and get to know Jesus along the way.

We always ask how we can pray for them. You know you're successful when you pray and they are crying when you leave ... That makes me feel good.

- Blane Coursey

Relational Impact

Dear Love INC Family,

Relationships are at the heart of the Change Your Life Classes (formerly known as the Loving Your Neighbor Program). Neighbors desiring to make positive changes in their lives and Christian brothers and sisters desiring to be the hands and feet of Jesus come together every Tuesday evening to invest in relationships with one another. What a beautiful sight!

At the conclusion of each 13-week session, it is customary to have a graduation to celebrate the Neighbors' accomplishments, however, the 2022 Spring session had no graduates. The Neighbors jumped at the opportunity to turn the tables and celebrate the volunteers with an evening of food, and fellowship.

The meaningfulness of their relationships came through loud and clear in the special tributes shared with the volunteers. Here are a couple of examples:

“Pam always made me feel welcome. I would be sitting at the table by myself and she would come sit with me.

Ruth, CYL student

“Our teacher was like one of us. He didn't judge anyone. The last class when we said goodbye we nearly cried, all of us. He is a wonderful person.

Sandy, CYL student

People from all walks of life intersect at the CYL Classes. With God's Spirit working in and through these relationships, Neighbors and volunteers are able to move through the challenges differences bring, grow closer together, and bring glory to God.

As Love INC's Ministry Director, I am grateful to each Neighbor and volunteer for having the courage to enter into relationships through the CYL Classes and allowing Jesus to transform their lives and deepen their relationships with Him and one another.

**In Him,
Bill Roberts**





In June 2019, God introduced Love INC to Sherrie and Israel Lowe. Sherrie's initial need was resources to equip her 33-year-old son with autism with independent living skills should something happen to her.

Pastor Gordon at Lyside Mennonite, where they now attend regularly, encouraged Sherrie to contact Love INC.

The mom-and-son pair signed up for the Change Your Life Classes to meet Israel's desire for friendships. They quickly became valued members of the CYL family, deepened their relationship with God, and continued to progress in their journey of transformation.

Through the application process, our Clearinghouse staff and volunteers also learned of the family's need for housing as their home required some significant repairs.

The collaborative efforts did not stop there. Love INC, Pastor Gordon, and Christian Housing Services met with Sherrie and Israel to educate them as to what services Christian Housing could provide. Soon after applying, she and Israel were blessed with a "new" home!

What started out as a mom seeking resources for her son, became a collaboration of God's children helping Sherrie and Israel secure housing while they move closer to Israel's goal of independent living.

To say it's been a Godsend, that doesn't even touch how much our lives have changed with this...These people are just incredible. They're compassionate toward us, they support us... They've just put a sparkle in my eye, I guess you could say.
-Sherrie

A Heartfelt Thank You

66

Thank you for reading our first ever Annual Impact report.

I want to express my deepest gratitude for your continued support of Love INC. Your willingness to give helps us continue serving those with needs in our community.

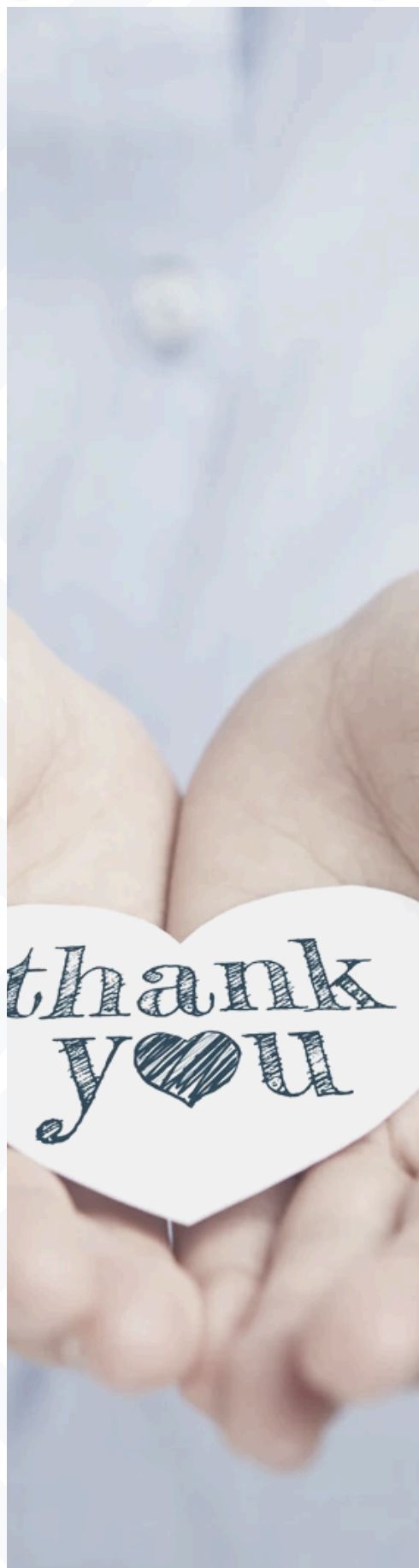
Whether it's through prayer, the sharing of your gifts and talents, product donations, or financial investments, we are only successful in our mission because of your generosity in Christ's name!

Debrah Ramsey



Debbie Ramsey
Executive Director

A special thanks to McClung
Companies for the printing of
this report.



Our Staff



Debbie Ramsey
Executive Director



Bill Roberts
Ministry Director



Ethan Colvin
Operations Director



Katy Bennett
CYL Program Coordinator



Isaiah Clinger
Donation Center Support



Karen Clinger
Bookkeeper



Sharon Flory
Clearinghouse Coordinator



Nolan Gunn
Communications Supervisor



Priscilla Halterman
Communications Supervisor



Kim Howery
Store Manager



Rachel Jones
Store Manager



Joy Maas
Asst. Store Manager



Kara Mongold
Office Manager



Susan Sheets
Asst. Store Manager



Gail Spears
Store Manager

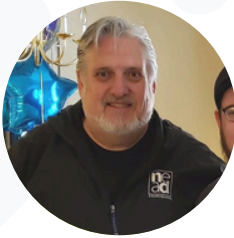


Jeanie Surratt
Store Associate



Ward Warren
Donation Center Supervisor

Our Board



Shane Lilly

Board Chair
Encounter Discipleship Network



Caleb Harlow

Board Co-Chair
Church on the Hill



Tim Harrison

Board Secretary
Bridge Christian Church



Sharon Wood

Board Treasurer
Tinkling Spring Presbyterian



Scott Brodd

Board Member
Waynesboro Free Methodist



Stacey Burkholder

Board Member
Bridge Christian Church



Steve Campbell

Board Member
Bridge Christian Church



Veronica Davis

Board Member
Union Baptist Church



Ben Halterman

Board Member
Holy Cross PCA



Rod Martin

Board Member
Greenmonte Fellowship



Marie Masincup

Board Member
Loch Willow Presbyterian



JoAnne Shirley

Board Member
Church on the Hill

I feel so very privileged to be serving through Love INC.

I believe that there is no more effective ministry that unifies and mobilizes the body of Christ to bring true love, hope and transformation to a very hopeless and hurting world.

In John 17:21 Jesus is praying a very deep, passionate and urgent prayer to the Father,

"I pray that they will all be one, just as you and I are one—as you are in me, Father, and I am in you. And may they be in us so that the world will believe you sent me."

Jesus is addressing two of the most highly cherished things in His heart, we His church and every lost person that He died to save.

His passionate plea is that we as one heart and mind would reflect His love in such a real way that it would bring hope, healing and transformation to many. Love INC is making this happen!

I would like to personally challenge you to engage with us as we work hard to unify and mobilize His church to reflect His love.

There is no better time for you to step forward and engage than right now!

Your partner
in the Harvest,

Shane Lilly
Board Chair