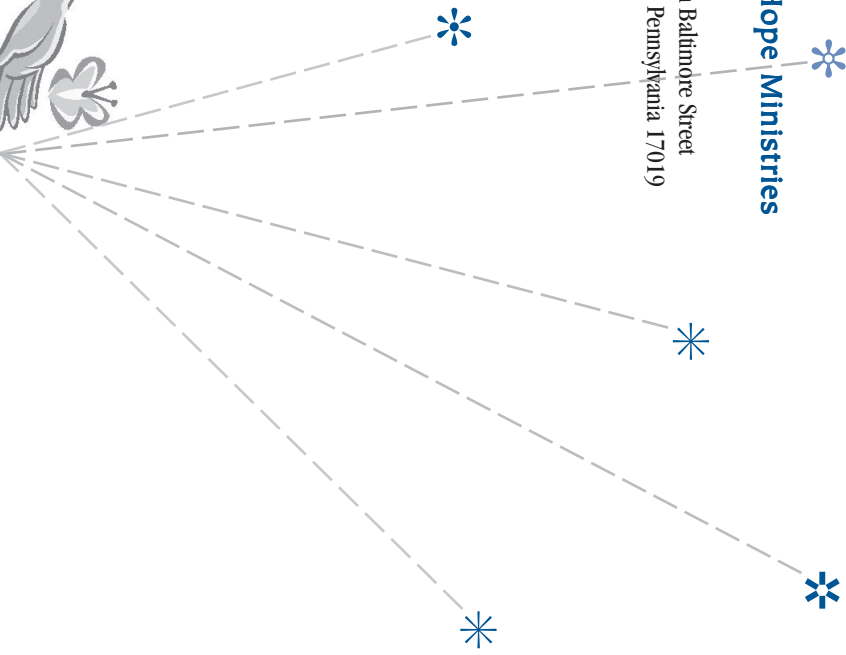
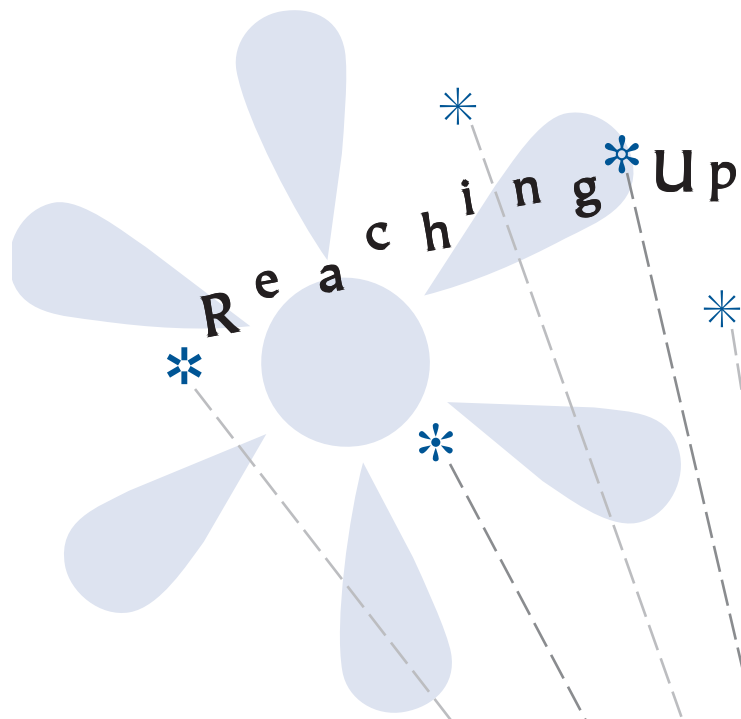




New Hope Ministries
 211 South Baltimore Street
 Dillsburg, Pennsylvania 17019



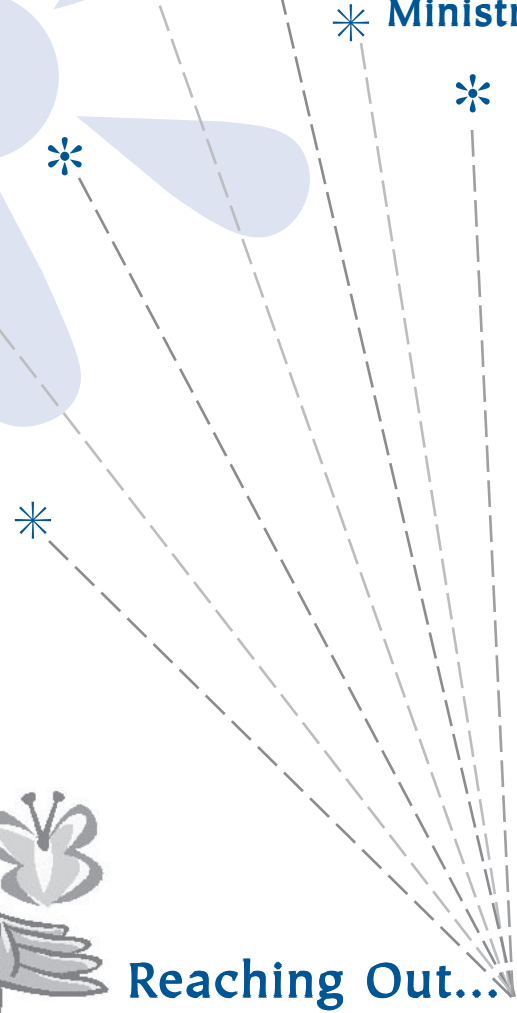
Non-Profit Organization
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 Dillsburg, PA 17019
 Permit No. 23



New Hope Ministries



Reaching Out...



Reaching Up



New Hope Ministries

- A Message from Leadership..... 1
- The Stories of Reaching Out...Reaching Up.... 2
- Reaching Out to Kids..... 3
- Increasing Efficiency to Effectively Reach Out.... 4
- New Hope Volunteers Reach Out..... 5
- Program Service Statistics..... 6 & 7
- Financial Statements..... 8
- Offices, Management Staff,
Board of Directors..... Inside back cover



Reaching Out...

2006 Annual Report

Mission Statement

New Hope Ministries is a Christian social service agency that shows the love and hope found in Christ by meeting the needs of families and individuals in our local communities.

New Hope Ministries – 2007

Offices and Management Staff

Executive Office

211 South Baltimore Street
Dillsburg, PA 17019
(717) 432-2087
Eric Saunders, *Executive Director*
John Sentgeorge, *Director of Development*
Joni Capone, *Director of Children & Youth*

Dillsburg Center

6 North Second Street
Dillsburg, PA 17019
(717) 432-3053
Angela Plantz, *Director*

Dover Center

1836 Industrial Court
Dover, PA 17315
(717) 292-3441
Kathleen Wilson, *Director*

Mechanicsburg Center

15 State Road
Mechanicsburg, PA 17050
(717) 766-7333
Laura Lee Wentzell, *Director*

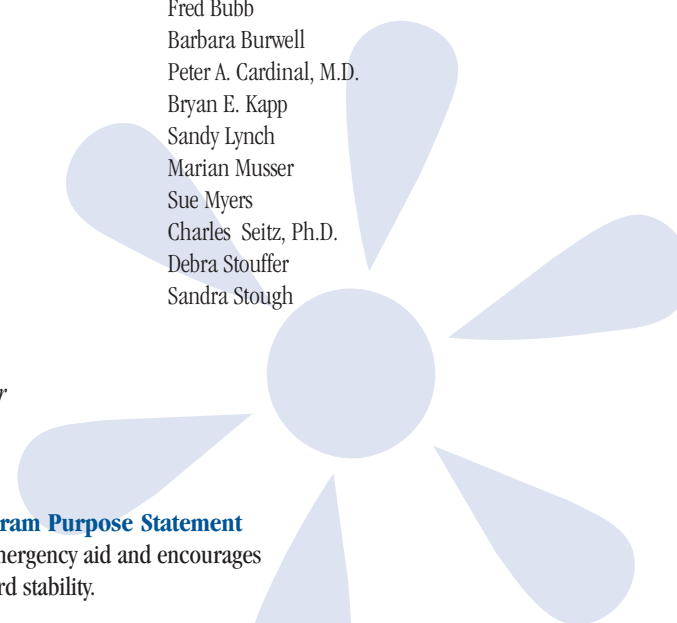
Board of Directors

Officers

Rev. Stephen E. Spuler, *President*
Michael D. Wilson, M.D., *Vice President*
Elaine Hardin, *Secretary*
William Oyster C.P.A., *Treasurer*
Thomas Gruber, *Assistant Secretary*
Mike Howard, *Assistant Treasurer*

Directors

Jorge H. Alonso
Sharon R. Ayers
Robert Brown
Fred Bubb
Barbara Burwell
Peter A. Cardinal, M.D.
Bryan E. Kapp
Sandy Lynch
Marian Musser
Sue Myers
Charles Seitz, Ph.D.
Debra Stouffer
Sandra Stough



Emergency Crisis Program Purpose Statement

This program provides emergency aid and encourages and supports efforts toward stability.

Children & Youth Program Purpose Statement

This program reaches out through relationships with children and youth to share the hope and love of Jesus Christ.

Services are available to people regardless of race, age, gender or religious affiliation.

As required by the Pennsylvania Solicitation of Funds for Charitable Purposes Act, a copy of the official registration and financial information for New Hope Ministries, Inc. may be obtained from the PA Department of State by calling toll-free, within Pennsylvania, 1-800-732-0999. Registration does not imply endorsement.



Financial Statements

NEW HOPE MINISTRIES — Statement of Activities for the Years Ended December 31, 2006*, 2005 and 2004

| SUPPORT AND REVENUES | Dillsburg | Dover | Mech'burg | General Fund | 2005 | 2004 |
|--|----------------|----------------|----------------|----------------|------------------|------------------|
| Cash Support and Revenues | | | | | | |
| Churches | \$69,303 | \$26,167 | \$88,394 | \$2,739 | \$186,603 | \$162,113 |
| Local Organizations | 35,430 | 13,945 | 18,318 | 18,430 | 86,123 | 76,881 |
| Individuals | 53,371 | 19,439 | 79,934 | 91,590 | 244,334 | 235,901 |
| Grants/Foundations | 10,474 | 3,869 | 26,551 | 6,393 | 47,287 | 45,673 |
| United Way | 48,571 | 62,693 | 953 | 805 | 113,022 | 119,368 |
| Fund-Raising Receipts | 17,921 | 14,171 | 17,683 | 84,086 | 133,861 | 144,077 |
| Other | <u>7,741</u> | <u>11,773</u> | <u>9,864</u> | <u>3,710</u> | <u>33,088</u> | <u>35,842</u> |
| Total Cash Support and Revenues | 242,811 | 152,057 | 241,697 | 207,753 | 844,318 | 819,856 |
| Non-Cash Revenues | | | | | | |
| Food Products** | 105,007 | 165,218 | 184,835 | 130 | 455,190 | 443,146 |
| Other Goods | <u>88,936</u> | <u>30,622</u> | <u>70,163</u> | <u>16,594</u> | <u>206,315</u> | <u>152,062</u> |
| Total Non-Cash Revenues | 193,943 | 195,840 | 254,998 | 16,724 | 661,505 | 595,209 |
| TOTAL SUPPORT AND REVENUES | 436,754 | 347,897 | 496,695 | 224,477 | 1,505,823 | 1,415,065 |
| General Fund Transfers | | | | | | |
| | 40,620 | 63,980 | 37,141 | (141,741) | - | - |
| EXPENSES | | | | | | |
| Emergency Crisis Services | 118,037 | 110,968 | 148,796 | - | 377,801 | 357,298 |
| Non-Cash Assistance *** | 190,963 | 195,840 | 280,949 | 16,154 | 683,906 | 570,432 |
| Children & Youth Services | 101,005 | 47,103 | 51,396 | - | 199,504 | 151,325 |
| Support Services and Fund-Raising | <u>75,324</u> | <u>57,065</u> | <u>74,929</u> | <u>38,439</u> | <u>245,757</u> | <u>267,131</u> |
| TOTAL EXPENSES | 485,329 | 410,976 | 556,070 | 54,593 | 1,506,968 | 1,346,186 |
| SUPPORT AND REVENUES OVER (UNDER) EXPENSE | | | | | (1,145) | 68,879 |

*Based upon audited financial statements. **Includes Dover Food Bank. ***Food and other goods.

A Message from Leadership Reaching Out...Reaching Up

Dear Friends,

We are very pleased to share the good news of what God has done in the communities of Dillsburg, Dover, and Mechanicsburg in 2006. God has taken our loaves and fishes and used them to feed the multitudes. In 2006, New Hope provided crisis assistance services to 5,383 individuals from 1,998 families. Of these, 802 families received assistance for the first time. And in 2006, our Children and Youth programs welcomed 452 young people through their doors, a 12% increase from the previous year. Since many of these are children of the families being served through our crisis programs, it is our privilege to provide outreach and support to them in this manner.

The year also brought changes to New Hope, as we said goodbye to friends. Nancy Moran left us in May, after three and a half years as executive director. During her tenure, she brought an increased sense of professionalism, security, and organization to the ministry. We also said goodbye to Jolene Ness, our longtime Dillsburg Center Director. Jolene was one of the founding staff members of New Hope, and exemplified the qualities of compassion and dedication to the clients we serve.

Farewell to old friends means new faces at New Hope. With 13 years of non-profit experience working with youth and families and a master's degree in social work, Eric Saunders joined New Hope as Executive Director. Angie Plantz also came on board as the Dillsburg Center director. With a master's degree in education and extensive case work experience, she has brought new energy to our Dillsburg Center.

We have been blessed by the efforts of our tireless volunteers, our faithful staff, the generosity of our supporters, and the stories of our clients – as we work with them so that they are able to help themselves and their families. It's been our goal for each person we serve to experience the hope found through God's love. Thanks to the Lord and the faithful friends who bless our ministry with your gifts, time, and prayers.

Rev. Stephen Spuler
President
Board of Directors

Mike Wilson, M.D.
Vice President
Board of Directors

Eric Saunders
Executive Director

“The Stories” of Reaching Out... Reaching Up

By “reaching out,” New Hope helps local neighbors in need “reach up” to a better life, as is the case with these client families who were assisted in 2006:

When she came to the **Dover Center**, Christie was unemployed, living in a run-down mobile home with her two small children. She had a lot of “issues”—bad choices, health problems and no local, positive support system. The Dover Center helped Christie with food and referred her to other services for which she was eligible. But the center also connected Christie with a women’s group from a local church. With New Hope’s involvement and oversight, the ladies “adopted” Christie, inviting her into their homes for meals, attending her son’s baseball games, and providing positive guidance. Today, thanks to New Hope and “the moms,” Christie has a full-time job and a lovely, affordable apartment. But, most importantly, Christie and her kids have friends who love them.



4

A single father, Paul lost his job. Since Paul is unable to read, he was having great difficulty securing new employment and came to the **Dillsburg Center** for help. The center helped Paul with his back rent so he wouldn’t lose his apartment, but they also connected him with a local business that was able and willing to work with Paul’s illiteracy. Paul is now gainfully employed and current on his financial obligations. But he still enjoys dropping by the center for some “social interaction.”

Gerry, a **Mechanicsburg Center** client, said: *“During a very sad, difficult time in my life, you came to my rescue (New Hope helped her with food, gasoline, prescriptions and referrals to a utility assistance program). Your kind words, concern and care served as a great source of strength to me, and my job is GREAT (a New Hope volunteer took Gerry to her interview and coached her on her presentation skills). I honestly do not know what to say or how to begin to thank you. What a blessing you are.”*

In 2006, New Hope’s Emergency Crisis Program reached out in service to 5,383 individuals from 1,998 different families like these.

**names and situations changed to protect identity*

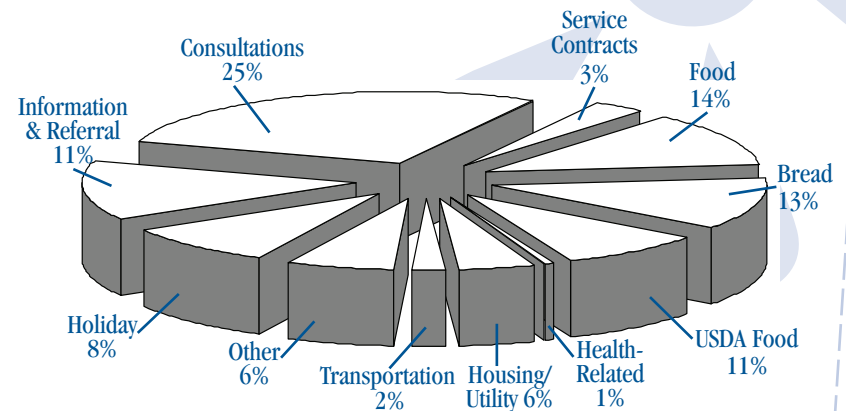
Services Provided Reaching Out... Reaching Up

9

Emergency Crisis Program:

New Hope’s Emergency Crisis Program provided 23,457 service assists in 2006. An “assist” is defined as a unit of time and/or a specific service provided to a client family or individual.

Services provided included the following:



Food: 3,157
Bread: 3,129
USDA Food: 2,489
Health-Related: 159 (dental, medical, prescription, vision, Fair Share/Health Share)
Housing & Utilities: 1,324 (electric, furniture, heating, lodging, rent/mortgage, other utility, \$1 Energy, CAP Columbia Gas, CAP Met-Ed, EEAP/LIHEAP, PP&L On-Track, PP&L Operation Help, Salvation Army/FEMA, sewer grant)
Transportation: 576 (car donations, gasoline, transportation)

Other: 1,440
Holiday Assistance: 1,901 (gifts-individuals, holiday baskets, toy room)
Information & Referral: 2,615 (information assistance, service referrals/advocacy)
Phone, Office & Home Consults: 5,975 (phone consults, office consults, home visits)
Service Contracts: 673 (written client action plan)

**An “assist” is a unit of crisis assistance service provided to a family or individual.*

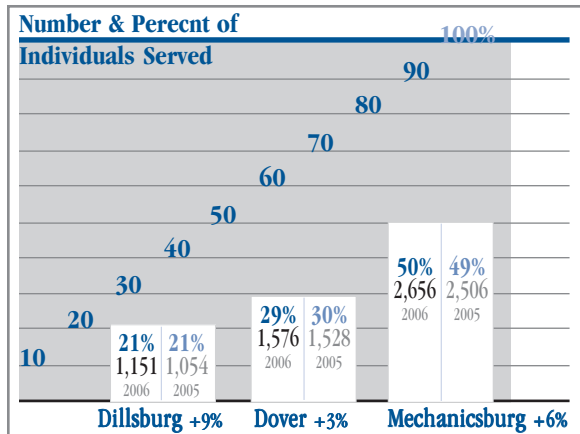
Children & Youth Program:

The Children and Youth Program provided 12,077 service assists in 2006. Youth service assists are defined as a 15-minute unit of direct staff contact time with New Hope youth program participants.

Program Service Statistics
Reaching Out... Reaching Up

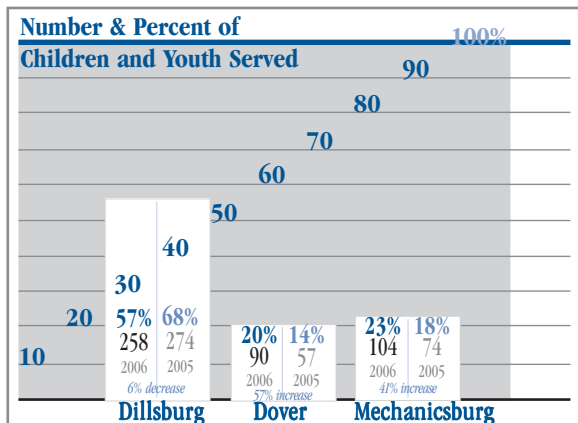
Emergency Crisis Program:

In 2006, New Hope served 5,383 individuals from 1,998 different families. This record-breaking total represented an 8% increase in the number of families served over the previous year and included 802 new families who received service from New Hope for the first time. Services are provided to eligible clients without regard to race, age, gender or religious affiliation. A geographic breakdown of clients served is as follows:



Children & Youth Programs:

In 2006, participation in New Hope's youth programs increased 12%, with 452 socially and financially disadvantaged young people participating in club programs designed to help break the cycle of poverty and dependency. The growth of agency-wide youth programs is due to the dedicated outreach efforts of both youth and crisis staff and to the parity of programming across locations.



Reaching Out to Kids So They Can Reach Up

New Hope youth programs were started in 1989 as a way to demonstrate the love of Christ to the children of our crisis client families and to help them develop the skills and character traits needed to break the cycle of poverty and dependency. Eighteen years later, New Hope conducts 7 different youth programs, with 12 weekly club meetings; a day-long summer program for each group; and summer camp opportunities. In 2006, these programs served 452 socially and financially disadvantaged area youth.



In October 2006, the most recent New Hope youth club was launched—an after-school program for junior high age youth in Mechanicsburg. The program incorporates homework help, life skills instruction, teambuilding activities and mentoring from positive adult role models. Community support made the program a reality as the

Mechanicsburg Rotary Club and other friends donated the funds for a van to transport the youth; First United Methodist Church provided the facilities; and a \$3,000 grant from The Mechanicsburg Area Foundation enabled the purchase of computers and other program supplies.

With the implementation of the Mechanicsburg After-School Program, we now have consistent youth program offerings in each of the communities we serve—a weekly Kid's Klubhouse for elementary age children and a three-day per week after-school program to provide outreach to junior-high age young people who are at a critical age for decision making and values determination.

As youth staff members see the positive changes in our "New Hope kids," others see it too. Recent parent comments include, "She has learned how to make friends and talk about her problems."; "(My son has learned) to be proud of who he is"; "She made the honor role for the first time! Thank you!" And a letter from the manager of an apartment complex where many New Hope kids live said, "We have seen a marked decrease in inappropriate behavior by the children who frequent the clubs sponsored by New Hope." The New Hope Children & Youth Program is reaching out so that local children in need can reach up to a more positive, productive life.



Increasing Efficiency To Effectively Reach Out

New Hope exists to “serve clients.” As good stewards of the resources entrusted to use, we must also seek to continually enhance the delivery and administration of services. In 2006, several significant initiatives were undertaken to help our agency increase the effectiveness of our outreach and the efficiency in which we do so. Those initiatives include:

Comprehensive Program Reviews: A professional team from Messiah College volunteered their time and expertise to conduct a comprehensive review of our Children & Youth Program. From this review, we have been able to standardize curriculum across locations—without forfeiting the spirit and opportunities that exist within each community we serve. We have also adjusted our staffing matrix, so that youth staff are cross-trained across programs and locations. The changes have resulted in greater efficiency and actual an expansion of program offerings for at-risk kids. A similar program review of our Emergency Crisis Program will be conducted in 2007.

Fiscal Year Change: Historically, our fiscal year has coincided with the calendar year. However, since almost a third of our entire annual revenue comes in during the final 45 days of the year, it is very difficult to allocate expenditures—since the budget process occurs before the most active revenue period. Our fiscal year will be changing to a July-June format, starting July 1, 2007. As such, the budget process will occur at a time of the year that will allow us to more effectively evaluate needs and allocate resource dollars accordingly.

Computer Systems: Retired IBM programmer, Bill Weder, donated significant time to write a new Access-based software program for use in our centers. Due to Bill's efforts and the use of donated hardware, we will soon be able to share data and provide more detailed reporting of service activities.

Increasing the efficiency and effectiveness of our operations is something we take seriously, as we are responsible to two distinct “client” groups – the families and children who receive assistance and the donors who provide the resources. Both groups expect and deserve our very best.



6

New Hope Volunteers Reach Out... Reach Up

Volunteers are the life blood of New Hope Ministries. The time they provide— over 19,000 hours annually — translates to 9 full-time positions that would otherwise require funding. Volunteers reach out to clients with hearts full of love in ways such as these:

- **Advisory Councils** – Each New Hope center is served by a local Advisory Council, comprised of representatives from local churches. These committed individuals meet every month, serve as a liaison to their congregations and support the work of New Hope in a variety of ways. We salute the 58 individuals who faithfully served as advisory council members in 2006.
- **Receptionists** – at each center, volunteer receptionists are on the “front lines”. In 2006, they greeted clients, performed clerical duties and answered over 40,000 telephone calls!
- **Food pantry volunteers** received, stacked and stocked over one-half million dollars of donated food in 2006. They also prepared and facilitated 8,794 grocery and bread orders for clients. Mechanicsburg food pantry volunteers were named the 2006 “Volunteer Group of the Year” by the United Way of the Capital Region.
- **Children & Youth Program volunteers** provided 3,313 hours of time at youth club activities. That averages out to 3 volunteers at each of the 12 weekly club programs.
- **Holiday Programs** – During the Thanksgiving and Christmas season, volunteers coordinated and oversaw the presentation of 750 holiday meal baskets and 1,151 “adopt-a-family” Christmas gift and toy room distributions.
- **Special events** – In 2006, volunteers coordinated special events, including “Hoops,” the “Walk,” Golf Tournament and other center events that raised over \$133,000.
- **United Way Day of Caring** volunteers cleaned New Hope's youth program facilities in Dillsburg; painted the Dover center lobby and hosted a picnic in Mechanicsburg.



7

Did you know...?

- **Every 13 minutes** of every working day of the year, a local family receives food from a New Hope center.
- On average, New Hope serves **556 different families each month**—that's 28 families every day.
- The average household income for a New Hope family is **under \$14,000/year**.
- Approximately 43% (over 2,300) of New Hope's 5,383 “crisis clients” are children.
- By donating the **cost of one cup of gourmet coffee a day** to New Hope, 3 families could avoid homelessness.