

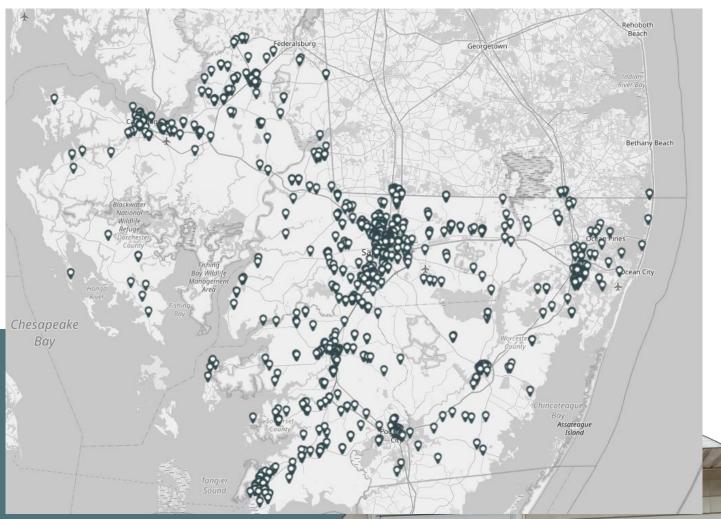
**OUR** 

## PERFORMANCE

Throughout 2023, CHM underwent a period of significant transition with the handover of the Executive Director role in the fall. Despite these changes, the organization achieved a milestone with a record number of project completions by year-end. In 2022, CHM had already set a high bar by completing 111 projects, but in 2023, this number surged to 141, representing a remarkable 27% increase over the previous year. Such an accomplishment is particularly noteworthy for a nonprofit of CHM's size and scope, and it stands as a testament to the dedication and effort of both volunteers and staff.

Since its inception in 2009, CHM has completed a total of 928 projects, evidence to its ongoing commitment to improving the communities it serves. These numbers serve as a powerful reminder of the tangible difference CHM is making in the lives of its friends and neighbors, reinforcing the organization's mission and inspiring continued dedication to its cause.





# WHERE WE'VE WORKED

"I just want to say thank you to Chesapeake Housing Mission. The ramp that your group put on the back of my house has been nothing short of a blessing. I don't have to be concerned about falling. May God Bless all of you and your ministry."

Mary R., wheelchair ramp recipient (pictured with Compass Church volunteers)



Total Volunteers through 2023 1,382 Volunteers in 2023

88,355

Total Volunteer Hours through 2023 8,036 Volunteer Hours in 2023

**59** 

2023 Volunteer Teams

# OUR VOLUNTEERS

"But blessed is the one who trusts in the Lord, whose confidence is in him. They will be like a tree planted by the water that sends out its roots by the stream. It does not fear when heat comes; its leaves are always green. It has no worries in a year of drought and never fails to bear fruit."

Jeremiah 17:7-8

The volunteers at CHM are akin to the leaves of a tree – steadfast and firmly rooted in their dedication, regardless of challenges or seasons. Their efforts bear fruit in the form of completed projects throughout the year, enriching the lives of many.

CHM thrives thanks to the support of these individuals, who contribute their time and various forms of support. The remarkable numbers achieved in 2023, with 8,036 volunteer hours from 1,382 individuals, underscore the organization's impact and commitment to its mission of serving those in need with faith and good deeds. This success signals that our "tree" is firmly planted and poised to continue flourishing in its service.

#### WE THANK OUR 2023 VOLUNTEER TEAM PARTNERS FOR THEIR TIME AND SERVICE

1 Year to Empowerment AGH Leadership Team

APPI Energy

Asbury ASP Youth

Avery Hall Benefit Solutions Bayside Community Church

Bethesda UMC

Boy Scout Troop #225

**Cambridge Rotary** 

**CFES** 

CHM - BOD

CHM Women's Team

City of Salisbury - Dept Heads

Clarke Honors College Club

**Compass Church** 

Delmarva Veteran Builders

Farmers Bank of Willards

First Shore Federal

**Green Street Housing** 

Harrison Duncan Team

Immanuel United Church of Christ James M. Bennett High School

Mardela Middle and High School Staff

Mayonado Team

Most Blessed Sacrament CS

**Nelsons Memorial Church** 

Oak Ridge Church

Perdue PET

**Perdue Summer Interns** 

Perdue Women's Team

**Piedmont Airlines** 

**POA Office** 

**Regal Rexnord** 

Rockawalkin Ruritan Club

Salisbury Career Firefighters

Salisbury Neighborhood Housing

Salisbury Rotary

Sonrise Church Berlin

St Albans

St Francis de Sales 8th Graders

St Francis de Sales ASP Stephen Decatur HS FCA

SU Beta Alpha Psi Honors Society

SU Bike to Beach

SU Football

SU Freshman

SU Men's Soccer

SU Residence Life

SU Staff Senate

SU Student United Way

**SVN Miller Commercial Real Estate** 

The NAACP Salisbury University

TidalHealth

TidalHealth IT

**Trinity UMC ASP** 

**Whiting Turner Interns** 

Wicomico County Health Department

Wor Wic SOTA

**Worcester County Library** 

#### HELPING PEOPLE, CHANGING LIVES

The following stories showcase just a few of the 141 projects we completed in 2023. We believe the feedback from both our clients and volunteers speaks volumes about our community impact!



#### THE GIFT OF ACCESSIBILITY

Bernetta L. and her husband, David, of 56 years, both contend with mobility issues, making it progressively harder for them to navigate the steps leading to their home. On a beautifully sunny day last October, a ray of hope emerged when the TidalHealth IT department organized a volunteer team, led by Jenny Harsin and Carol Morgan.

With sleeves rolled up and hearts open, they built a wheelchair ramp for the couple, ensuring easier access to their home. But their kindness didn't stop there; they also surprised Bernetta and David with new patio furniture and gift cards.

# "...what seems small to us is huge to those in need."

"Working in healthcare, even if behind the scenes in IT, we know there are people who need assistance," said Jenny. "To be able to come together and help build a ramp, that will allow for easy access in and out of a house, may seem small, but it's a reminder that what seems small to us is huge to those in need."



#### RESTORING INDEPENDENCE: A RAMP FOR WANDA

Having called Dorchester County home for her entire life, Wanda P. faced a growing challenge; her balance was faltering and coupled with her fear of falling, made each step into her home a precarious journey.

In June, the Whiting Turner Interns volunteer team stepped in and constructed a wheelchair ramp for Wanda, restoring her peace of mind when entering and exiting her home.

"I want to thank CHM for all their hard work and for making the arrangements for me to get a ramp. CHM and the Whiting Turner Interns came to my rescue. May the LORD bless each one of you," Wanda expressed with gratitude.



# The Bible presentation to Millie by the Nelsons Memorial Church volunteers

#### STEPS TO HAPPINESS: BRINGING JOY TO MILLIE

After undergoing two knee replacements, Mildred S. found it increasingly challenging to navigate the aging steps leading into her home of 45 years. At 80 years old and still working part-time, Millie dedicates her time to transporting disadvantaged children for the Board of Education. Unable to afford the needed repairs, Millie turned to CHM for assistance.

Volunteers from Nelsons Memorial Church in Hebron came together in May to construct a new deck and stairs, providing Millie with peace of mind as she enters and exits her home. "The tears I cried were tears of happiness," said Millie. "I want to thank Chesapeake Housing Mission for the great work they did on my home. The members of Nelsons Memorial Church are truly amazing. I am very pleased with their work and will always appreciate it."

#### AVERY HALL BENEFIT SOLUTIONS VOLUNTEERS BUILD HOPE FOR EDWARD

Edward S., aged 77, a father of three and retired commercial painter, was once recruited as a young man to play for a major league baseball team in Houston, Texas. However, he had to set aside his dreams due to his natural inclination to care for others, constantly prioritizing their needs over his own aspirations. Besides his love for baseball, Edward was also passionate about fishing, often taking his sons on fishing trips whenever possible.

Now, facing health challenges, Edward S. grapples with daily mobility issues and struggles to leave the house for medical appointments. Donna, his wife, expressed gratitude after the Avery Hall Benefit Solutions volunteer team constructed a ramp on a rainy day in May. "We can't thank you enough for your generosity – the materials and of course the volunteers. Everyone was so pleasant and efficient. We've never felt so blessed. The ramp is beautiful!" she remarked.





# VOLUNTEER TEAM SPOTLIGHT: DELMARVA VETERAN BUILDERS



In Salisbury, MD, a beacon of hope shines brightly through the work of Delmarva Veteran Builders. Founded in 2013 by Navy Veteran Chris Eccleston, this unique commercial construction firm not only builds structures but also builds futures for U.S. Armed Forces Veterans. Their mission is clear: to provide employment opportunities and support for those who have served their country.

Under the leadership of Kathryn Ellis, Vice President, the team at Delmarva Veteran Builders goes above and beyond to make a difference in their community. With a workforce comprised of 35% veterans and reservists, they embody the spirit of service and dedication.

In June, the team embarked on a mission to change lives by constructing a wheelchair ramp for 77-year-old Dorothy G. Dorothy, reliant on a walker, found herself struggling to navigate her own home safely. With grace and compassion, the team swiftly built a ramp, granting Dorothy newfound freedom and independence. Her gratitude overflowed as she expressed her thanks, reflecting on the professionalism and kindness of the team.

In November, the spirit of giving continued to flourish at

Delmarva Veteran Builders. In honor of Veteran's Day, they embarked on their next project, this time for Leo M., a 77-year -old Army veteran who served in the Vietnam War. Alongside his devoted wife, Ruth, Leo faces daily challenges exacerbated by his disability.

With steadfast commitment, the team constructed a second wheelchair ramp, providing Leo with the gift of mobility and freedom. Moved by their generosity, Ruth described the team as "sweet, loving, and respectful," their actions speaking volumes of their commitment to service. But their kindness didn't end there. In a heartwarming gesture, the team extended their support beyond construction, providing a Thanksgiving dinner for Leo and Ruth, ensuring they felt cherished and valued.

Through their selfless acts of service, Delmarva Veteran Builders exemplifies the power of community, compassion, and camaraderie. Each ramp built is more than just a structure; it's a symbol of hope, resilience, and the enduring spirit of those who serve. As they continue to forge ahead, their legacy of generosity will undoubtedly inspire countless others to make a difference, one act of kindness at a time.



#### IN THE NEWS

#### Dave Gutoskey: Empowering Salisbury University Students to Make an Impact



Meet Dave Gutoskey, a dedicated volunteer leader at Salisbury University, whose passion for community service has sparked a movement of change-makers within the university's student body. Through his leadership and tireless efforts, Dave has been instrumental in mobilizing Salisbury University

students to participate in transformative service projects with Chesapeake Housing Mission. His commitment to empowering others and fostering a culture of compassion has not only impacted the lives of those in need but has also inspired a ripple effect of positive change throughout the university community. Join us as we delve into Dave's journey of service and the profound impact he's making one build at a time.

Back around 2014, our director level leadership team at Salisbury University had been looking for a service project that we could do as a team, when we heard about Chesapeake Housing Mission. After a brief CHM presentation, we decided to register for a project. About 12 department directors along with our vice president, volunteered to build a ramp for a 93-year-old neighbor in need. The project seemed simple and straightforward but was complicated by the root systems of extremely mature trees, and the fact that our group's ages ranged from early 40s to mid-60s, added to the challenge. With the incredible CHM project team in charge of our group, of which not one had done a build before, we completed the project and I was hooked.

The following year I brought 2 more SU teams to CHM and found myself moving into a very active volunteer manager type position for builds. During this time, it became clear to me that Salisbury University was an incredible resource for the organization, when considering there were at least 9,000 students, staff and faculty to market this extraordinary service option. I began reaching out to athletic teams, student organizations, fellow directors, and some faculty I knew who were active with their students in the community.

Following a recent SU staff build this past November, one of my colleagues asked how many builds I had participated in since becoming active with CHM. I really never gave it any thought before. She encouraged me to think about it because she had nominated me for a System of Maryland Service award for commitment to community service. CHM staff were able to ascertain that since 2016, I had been the project manager on 41 builds with SU groups.



Why Chesapeake Housing Mission? I don't know where to begin. The CHM staff is kind, loving, patient and all around just a pleasure to work side by side with. Certainly, the organization's mission to serve those in our community in need, who do not have the financial resources to create or sustain an accessibly safe living environment, is a core value which I do identify with personally.

The benefit to the client is primary and noticeable but the "comprehensive benefit ripple" continues out to impact and change whoever is involved. During the day, I listen to those on the build. Their sentiments usually center around feeling empowered as the project evolves, expressing initial doubts about its completion within a day, or expressing disbelief at what the group is accomplishing. From a volunteer leader's vantage point I get a charge out of seeing an anxious, eager and unskilled crew walk onto a build site, see the plans and have that "no way we are getting this done in a day" look in their eyes. As the morning hours pass, team confidence grows and the look changes to "I think we just might do this in a day" or "I can't believe we are doing this!"

The reveal though is the most powerful part of the project as the client, many times with their caregivers, come join the group for the final picture on their new accessible entrance to their home. Typically, both express their extreme appreciation, usually with tears. That's when I can see in the eyes of the volunteers that they understand the profound impact their group has just had on one of our neighbor's lives. Their 8 hours of service together, enjoying each other's company while learning a new skill, have just resulted in the improvement of the quality of another person's life and the lives of their loved ones forever.

Here are some of the outcomes I have observed over the years on almost every build. Clients get some of their independence and dignity back through the hard work of strangers, also showing them they are not only not forgotten, but loved. The caregivers express how their lives have been transformed, now effortlessly aiding their relative or friend in and out of their home, with the once time-consuming task dramatically shortened, and the risk of transition accidents nearly eliminated. Volunteers walk away from a project educated, empowered, excited and most importantly humbled to have been able to serve another.



Factors impacting resilience, particularly concerning the ability to safely age in one's own home and avoid institutionalization, are linked to home modifications that enhance health and safety. While essential home repairs can be costly, CHM is among the pioneering organizations in the U.S. showcasing the returns on these investments through savings in Medicare and Medicaid expenses. By conducting client surveys and collaborating with TidalHealth to access healthcare utilization and cost data, we can evaluate the improvements in health-related metrics and cost reductions resulting from the repairs we've undertaken.

Let's review our 2022 results to gauge our progress.

#### **FALLS**

91.6%	226 falls reduced to 19
<b>Y</b>	6 months pre and post repairs

#### **Total Cost of Care**

44.2%	\$2,238,937 reduced to \$1,250,326
	6 months pre and post repairs

36.5%	\$3,217,562 reduced to \$2,044,136
	12 months pre and post repairs

#### **Hospital Admissions**

]	33.3%	69 admissions reduced to 46
Ĭ		6 months pre and post repairs

ļ	30.7%	114 admissions reduced to 79
		12 months pre and post repairs

#### **Hospital Admission Charges**

Į	48.5%	\$2,060,863 reduced to \$1,060,830
ì		6 months pre and post repairs

39.6%	\$2,878,063 reduced to \$1,737,121
Y	12 months are and nost renairs

## Improvement in Connection to Community

93.9% 6 months pre and post repairs

#### Improvement in Daily Outlook

84.9% 6 months pre and post repairs

#### Inspired by Faith, Serving with Purpose



Melinda Taylor's journey with Chesapeake Housing Mission began with a moment of divine alignment, as she transitioned from a career in higher education to a role as an executive assistant at Atlantic General Hospital (AGH). Introduced to CHM through a ramp project while at the hospital, Melinda found herself immersed in a community-driven initiative fueled by a shared passion for service and faith. Inspired by

the organization's efficiency and dedication to its mission, Melinda was called to a deeper involvement, eventually stepping into the role of Volunteer Coordinator. Through her following testimonial, Melinda reflects on the profound impact of CHM's ministry, highlighting moments of awe, divine intervention, and the tangible expression of God's love through service to others.

I worked in higher education at a local university for about a decade, then left to move to neighboring Worcester County and started working at AGH as an executive assistant. In that position, I was able to serve on a Chesapeake Housing Mission ramp build in Worcester County along with my husband who loves to build. We think of our Lord, Jesus, who learned the same building techniques while on earth!

I was in awe serving on that build, with how empowered I felt, using the smaller screw gun which fit in my petite hand perfectly. We quickly and efficiently positioned and put down the platform, then ramp planks. I was also amazed at how our small hospital team of volunteers was led by some get-er-done super-efficient gentlemen from Chesapeake Housing Mission. They had everything perfectly organized and planned out like a well-oiled machine. The fact that we completed the ramp with such a small team by early afternoon was astounding! It was all thanks to CHM's excellence with the planning, organizing, and facilitating the build. Presenting the Bible to the client at the end was the cherry on top! I found it a moment of wonder that this organization is sharing the love of Jesus in a profound, tangible way!

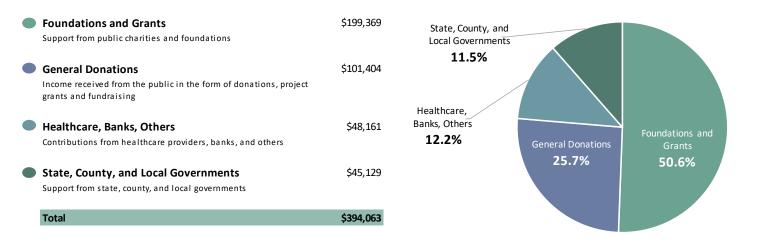
In late 2022, I received a call from the CHM executive director asking if I was interested in the position of Volunteer Coordinator. I had left my executive assistant role, allowing me to focus on ministry school online, prayed about it, and said "yes!" Serving in this role for a Christian mission was just what the Great Physician ordered. This allowed me to pray for clients both over the phone and in person, sharing the profound love of Jesus. The love of God overflows as I'm able to work with and for this inspiring organization.

Throughout my short time with CHM, much has changed rapidly, and all for the better! In my first meeting with Lachelle, CHM's new executive director, I was under contract for a house in Florida and asked the Lord if I should share that news yet in our meeting. No sooner than I asked Him, Lachelle asked about my future plans and I divulged the news. My jaw dropped in that conversation when she shared that the Volunteer Coordinator role was about to transition to all online! Now, I'm able to continue joyfully serving this great ministry, calling clients of all four counties, coordinating volunteers, and calling for outcomes after project completion.

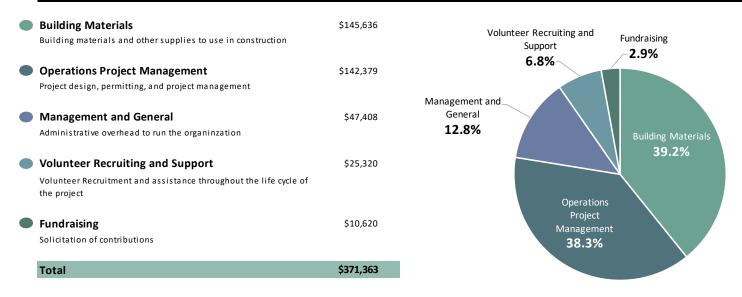
Once again, the Lord confirmed that I was in the right place, in the right fit. Serving this great organization, expressing the love of Christ through caring for and serving others who are unable to help themselves, is the heartbeat of the Father.

### FINANCIAL OVERVIEW

WHERE THE MONEY CAME FROM SOURCE OF INCOME



HOW THE MONEY WAS SPENT **EXPENSES** 





84.37% 15.63% Program Cost

**Fundraising Cost** 

Management and Donations under \$1,000

4.69%

# MEET OUR TEAM

At our organization, we are deeply grateful for the dedicated individuals who form the backbone of our operations. Whether they are providing guidance, working directly with clients and volunteers, coordinating behind the scenes, or managing and assisting with projects, each member of our team plays a vital role in our mission. We recognize and appreciate the diverse skills, talents, and contributions that each individual brings to the table. Without their unwavering commitment and hard work, we simply wouldn't be able to achieve our goals and make a positive impact in our community.

#### **BOARD OF DIRECTORS**

#### Lachelle Scarlato

**Executive Director** 

**Business Professional** 

#### **Christina Burke**

**Treasurer** 

Director, Live Accounting, Perdue Farms

#### **Ed Hastings**

**Assistant Operations Director** 

Retired Career Firefighter

#### Tom Ayd

Project Manager

Principal at Green Street Housing

#### Kathryn Ellis

Head of Operations, Delmarva Veteran Builders

#### **Vernon Rivers**

Past Chair

Retired, Assistant Superintendent, NY Public Schools

#### **Maureen Williams**

Chair

**Project Manager** 

Retired, Student Advisor, Bennett HS

#### Joseph Flanagan

Secretary

Retired, Law Enforcement

#### Laura Schmader

**Outreach Director** 

Retired, Direct Marketing Professional

#### Allen Brown

Past Chair

Retired, Assistant Superintendent for Student Services, Wicomico County BOE

#### **Bill Ferguson**

Salisbury Sunrise Rotary Club President 2010 -2011 ,Rotary District 7630 District Governor 2019-20

#### **Ellen Siegmund**

Retired, Department Head & Associate Professor of Occupational Therapy at Wor-Wic Community College

#### Stephen Hearne

**Vice Chair** 

Project Designer, Past Chair

Attorney, The Law Office of Stephen M Hearne

#### **Rick Nelson**

**Operations Director** 

Project Designer, Project Manager Retired, Nelson Insurance Agency

#### **Peggy Bradford**

**Volunteer Grant Coordinator** 

Retired, Executive Director for Nonprofit Organization

#### Lori Elliott

VP of Human Resources, Perdue Agribusiness (a division of Perdue Farms)

#### **David Mayonado**

Project Designer & Manager, Past Chair

Retired, Technology Development Manager, Monsanto Company

#### **Advisory Board**

Allen Nelson Paul Butler

#### PART-TIME ASSOCIATES

Steve Brezler, Operations Assistant
Phebe Burke, Operations Assistant
Sue Cehovic, Volunteer Engagement Coordinator
Bill Craig, Operations Assistant
Gregory Evans, Operations Assistant
Nicholas Evans, Operations Assistant

Jill Fears, Operations Coordinator
Paul Fiori, Operations Assistant
Nancy Mayonado, Minutes Secretary
Mike Moore, Operations Assistant
Jim Noonan, Operations Assistant
Mason Olinde, Operations Assistant

Nathan Perkins, Operations Assistant
Dave Phippin, Operations Assistant
Bert Schrecongost, Operations Assistant
Melinda Taylor, Volunteer Coordinator
Ben Upton, Operations Assistant
Bart Wilkinson, Operations Assistant

## **ANNUAL DONORS 2023**

This Annual Donor list includes generous contributions from individuals, businesses, and foundations. We Thank You for your support!

#### Community Builders (\$10,000+)

Dorchester County, Maryland

First Shore Federal Savings and Loan Association

Franklin P and Arthur W Perdue Foundation, Inc.

Humphrey's Foundation Inc.

John B Parsons Foundation

Richard A. Henson Foundation, Inc.

Richard and Patricia Hazel Charitable Fund

Somerset County, Maryland

TidalHealth

United Way of LES

Isabelle and Sheldon White Sr.

Wicomico County, Maryland

#### Hope Builders (\$5,000+)

Atlantic General Hospital

Farmers Bank of Willards

Ocean City Elks Lodge #2645

Saint Mark's United Methodist Church

#### Spirit Builders (\$2,500+)

**Bernstein Family** 

Women's Fund, CFES

Mid-Shore Community Foundation

Rotary Club of Salisbury MD

Salisbury, MD Elks No. 817

#### Fellowship Builders (\$1,000+)

Christina Burke

Marie Calafiura

Mark and Patricia Engberg

Jacqueline B. Gordon

Terry and Rosemary Greenwood

Rob and Stacey Hart

Stephen M. Hearne

Nancy Jackson

Jerome S. and Grace H. Murray Foundation

Mr. and Mrs. Garrett Layton

**Nelsons Memorial Church** 

Pamela Ollinger

Philip and Barbara Long Family Foundation

Wanda Phillips

Bruce and Ellen Smith

Alison and Stewart Soper

Marlin Taylor

Melinda Taylor

Whiting-Turner Contracting Company

Maureen and Dan Williams

#### **Compassion Builders (\$500+)**

**APPI Energy** 

Antioch Church

Peggy Bradford

John and Lori Elliott

Henry and Dara Hanna

Lori Layfield

Danielle Weber MS RN

Rick and Melody Nelson

Greg and EJ Olinde

Susan Buckle Pusey

Rockawalkin Ruritan Club

Kelly and Tracy Shannahan

#### **In-Kind Donors**

D3 Corp, Inc., Ocean City MD

Dove Pointe Inc., Salisbury MD

\$2,771,042

Total donations invested in low-income housing since 2009

Partner with us for safer, healthier homes



Scan to donate



We are immensely grateful to the agencies that refer clients to us, as their partnership enables us to extend our impact and support to those in need.

Atlantic General Hospital
Delmarva Community Services
Dorchester County Department of Social Services
Go-Getters
Habitat for Humanity of Wicomico County
Maintaining Active Citizens (MAC)
Peninsula Home Care

TidalHealth

Somerset County Commission on Aging Somerset County Department of Social Services Wicomico County Health Department Worcester County Commission on Aging

Worcester County Health Department

#### We deeply appreciate the support extended by our Sponsors. Their partnerships, both financial and in-kind, are essential to the success of our mission.







United Way of the Lower Eastern Shore

















The John B. Parsons Foundation





















I was so afraid of falling but now thanks to CHM for placing handrails at both entries to my home, I no longer have worry. Thank you and God bless you. A job well done!



P.O. Box 1061, Salisbury MD 21802 www.chesapeakehousingmission.org | 410.546.4534

