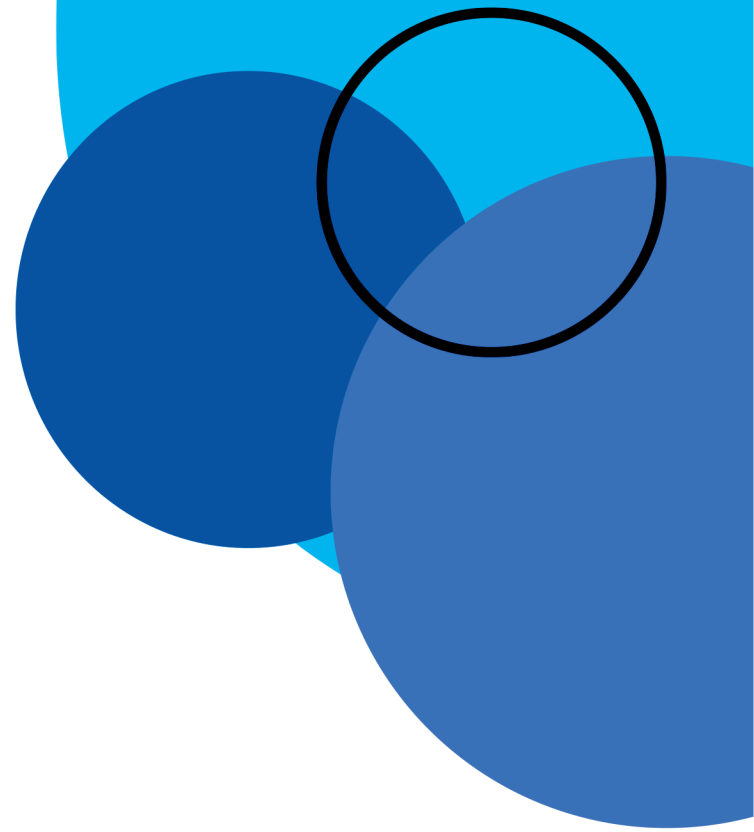


# **2022 ANNUAL REPORT**



**two HEARTS  
pregnancy aid**



# Fulfilling our mission...

To freely give, without judgement or strings attached, support to families with young children, and provide confidential help hope and support to women who are--or think they might be--pregnant.



"Where do I begin? You have not only helped me but so many other moms. You provided me with maternity clothes, a crib for my son and toddler beds for my older kids, clothes, shoes, diapers, formula, baby food. The list could go on and on. I can't thank you enough for everything you have done and for always being there to support me through this journey of motherhood."

Alicia, single mother of 3

In my home country there is very little help for families with babies. Babies are born at home. We don't have strollers, highchairs, or cribs--we sleep together. When I came here, I had nothing! Then the nurse at the hospital said I couldn't bring my baby girl home because I had no car seat. Thank you, Two Hearts, for giving us a car seat and so many other things for our family. We are very grateful.

Luis and Maria, parents of 4.



*Two Hearts Pregnancy Aid and their mission fit perfectly into our calling to say yes to life, yes to love, yes to acts of service, and yes to messages of hope. May we all be encouraged to do the same as we continue to support them..*

*Karl and Sherri Holzkecht*  
for Cascade Lumber

# From the director...

Dear Friends,

2022 was a busy year! We are grateful for your unfailing support that helped us serve our community, despite a few challenges.

It began in January with the recall of formula that wiped out two-thirds of our supply. Inflation and shortages hit everyone hard, especially those families that were already struggling. We didn't have a lot to give, but mothers often shed grateful tears when they were given a can of formula to feed their babies. Other essentials, such as diapers, baby and toddler clothes, shoes, socks, cribs and car seats, continued to be in great demand and the thankful response of the parents was always heart-felt. You did that!

As the year progressed, we saw an increase in the number of clients needing help. In 2020, serving 15 clients would be considered a busy day; this year we served 44 clients on our busiest day. Yet, thanks to your enduring generosity, no one was turned away!

In June, our building was subject to vandalism in response to the recall of Roe v. Wade. Once again, your dedicated giving enabled us to provide the necessary safety and security measures to keep clients and staff safe.

Steve Geho was elected Board President in August, continuing the family legacy begun by his wife, Janine. Former Board President, Ben Carrier, served for several years and we thank him for his exemplary service.

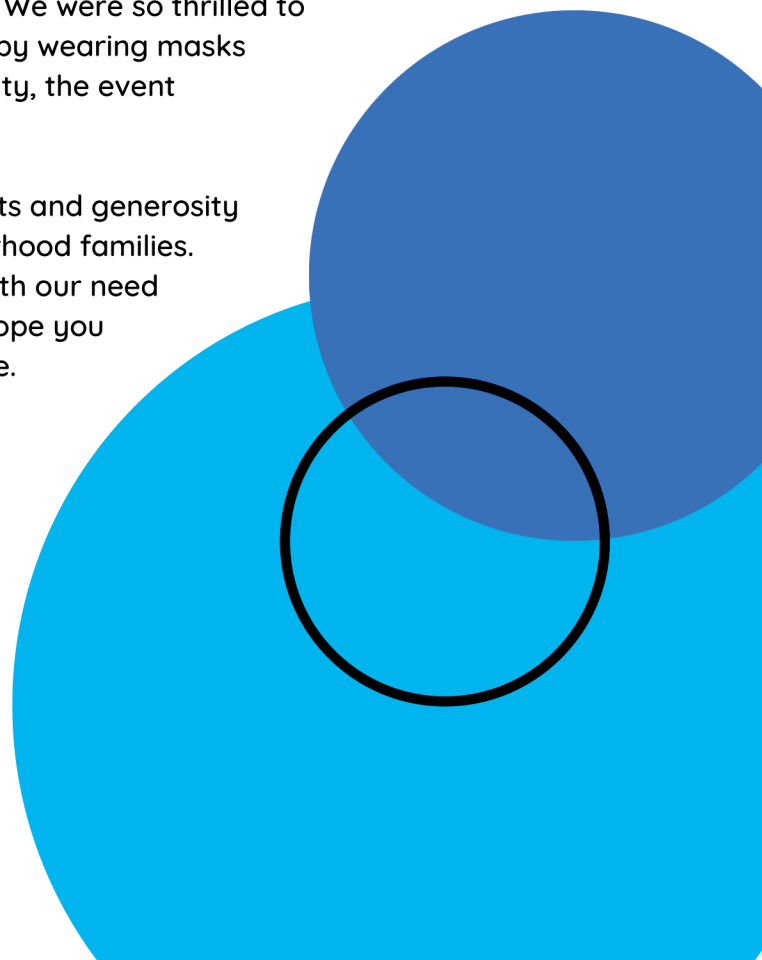
Planning for our largest fundraiser, October's Black and White Masquerade Dinner and Auction, began in March and our anticipation grew. We were so thrilled to see how many of you joined in the spirit of the evening by wearing masks and costumes. Thanks to your enthusiasm and generosity, the event was a great success!

As we reflect on 2022, we thank you for your open hearts and generosity that made it possible to fulfill the needs of our neighborhood families. The need for our services will continue to grow along with our need for your support. We are ready for the challenge and hope you will join us in another successful year of love and service.

Gratefully,

*Rachel K Carrier*

Rachel K. Carrier  
Executive Director



# In review:

Indeed, it was a busy year at Two Hearts! As you can see in the chart below, the number of clients we served grew from 672 in 2021 to 1,004 in 2022, while client visits climbed from 2000 to 3005—an overall increase of 33 percent! This unprecedented growth caused the demand for diapers to nearly double: from 53,985 in 2021 to nearly 83,000 diapers in 2022—an increase of 35 percent! **Thanks to you, our dedicated supporters, we were able to meet the demand.**

The demand for other supplies and services grew also. Similarly, the need for shoes and clothing for toddlers and young children was in great demand and the most difficult request to fulfill. This challenge is always expected and occurs most often seasons change. **We are so grateful for your financial gifts and to Little Bipsy for their gifts of new clothing to help our families.**

Our name “Pregnancy Aid” was certainly appropriate last year. There was an unanticipated surge in the layettes we give to expectant mothers. Snohomish County seems to be experiencing a definite baby boom as **we distributed 108 more than in 2021.**

This growth was also reflected in the number of applications for our car seat program...we received 277! While we wish we could fill every request, our priority is always expectant parents who need a car seat to bring their newborn baby home from the hospital. **Your commitment to child safety enabled us to give out 145 brand new car seats last year!**

*Thank  
you!*

	2021	2022	Increase
Clients	672	1,004	33%
Visits	2,000	3,005	33%
Diapers	53,985	82,813	35%
Formula	1,148	1,464	22%
Clothing	5,427	8,923	39%
Layettes	171	278	38%
Toys	2,095	3,094	32%
Car Seats	93	145	36%



# Progress:

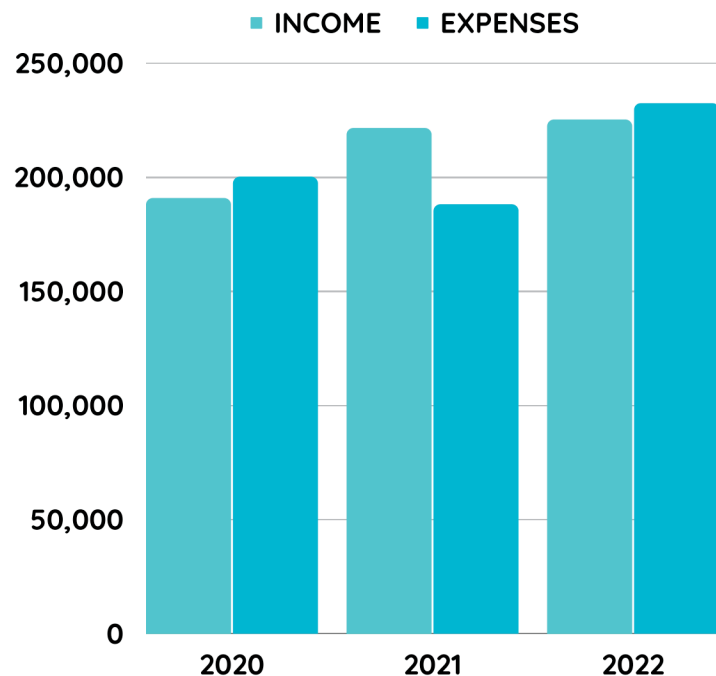
As good stewards of the funds we're given, we made some changes in our operations. For example:

- To reduce expenditures, we switched our phone services that also support our computers and copier, from Comcast at \$267 per month, to Pacific Office Automation at \$155. This change resulted in a monthly savings of \$112!
- We switched the bags for client supplies from brown paper at a cost of 50 cents each with special tags and labels to two plain plastic bags at a cost of 18 and 10 cents each. A significant savings!
- Every purchase for diapers, wipes, car seats, office supplies, etc., is thoroughly researched and compared for price per unit, shipping costs, and quality to ensure our resources are used wisely.
- To generate more income, a board member is downloading a software program that enables us to search for grants that focus on the specific needs of our organization. Also, to that end, we have invested in educational materials to refine and focus our grant-writing skills.
- Salesforce, a software company, is donating new database software that will streamline our client registration and data collection. This will replace our outdated program that requires client records and material goods to be entered on multiple Excel spreadsheets.
- The safety of our premises and staff was a great concern after our building was vandalized in June. Additional safety precautions were taken, including the installation of monitored glass break sensors and a night patrol. We are grateful to Abundant Life for subsidizing these services that keep our families, staff, and facilities safe and secure.
- We expanded our list of resources and partnered with other pregnancy-related agencies to provide clinical, housing, and other social services that we do not.
- The Green Lake Church of Seventh-day Adventists and their associated day care facility designated Two Hearts as a mission project, and have been donating gently used children's clothing, toys, diapers and baby items to fill the needs of our clients.

# Income 2022

<b>Grants</b>		<b>\$ 33,448.00</b>
<b>Direct Contributions</b>	Individual Donations	25,193.00
	Good Angel Donations	13,294.00
	Corporate Contributions	5,641.00
	Pink Envelope Donations	3,677.00
	Church Contributions	900.00
<b>Fundraising</b>	Auction Income	109,820.00
	Year End Campaign	16,970.00
	Bottle Drives	12,466.00
<b>Miscellaneous Income</b>		3,727.00
	<b>TOTAL INCOME</b>	<b>\$ 225,136.00</b>

**In retrospect:** The increase in the number of clients we served, increased our expenses by 19% despite taking many steps to reduce costs, while our income only grew by 2%.



Expenses 2022		
Client Services	Car Seats	\$ 7,284.00
	Diapers	5,924.00
	Clothing	493.00
	Miscellaneous Supplies	876.00
	Pregnancy Tests	99.00
Business/Operations	Business Expenses	5512.00
	Facilities & Equipment	67,528.00
	Marketing & Development	307.00
	Operating Expenses	19,008.00
	Payroll	102,725.00
Fundraising Expenses	Auction Expenses	21,246.00
	Other Fundraising Expenses	1,316.00
	Total Expenses	\$ 232,318.00

## Going forward...

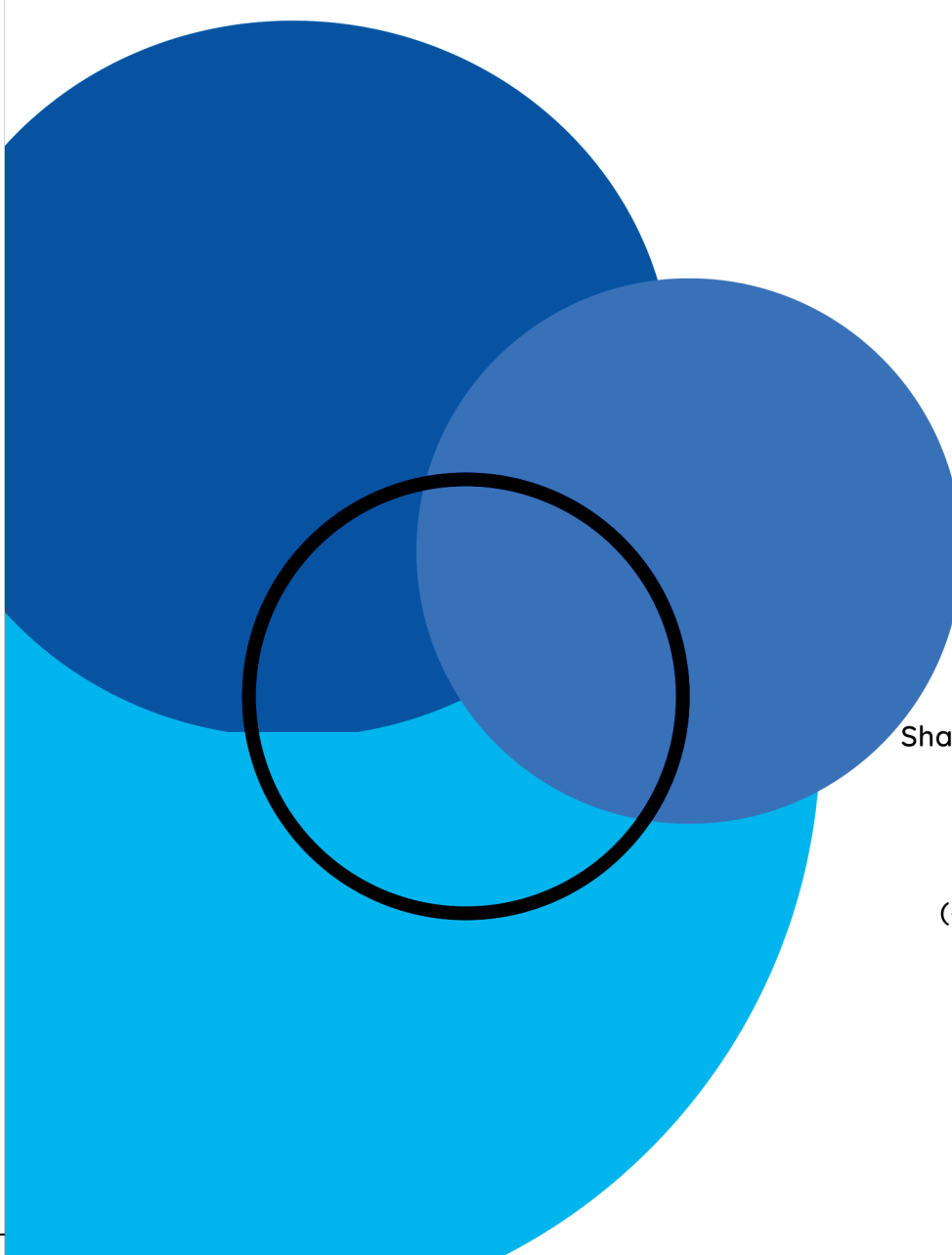
*Our family supports Two Hearts Pregnancy Aid because we know that when the basic needs of families are met, parents experience much less stress and are then able to provide the loving attention and support that children need. Supplying these simple necessities helps children grow into healthy, productive adults. Thank you for your continued generosity and support as we work together toward strong, stable, and safe communities.*

*Kathy Taylor*

Two Hearts Pregnancy Aid  
Board Member/Past President

# **two HEARTS** **pregnancy aid**

3202 Hoyt Avenue  
Everett, WA 98201

A decorative graphic on the left side of the page. It features a large dark blue circle overlapping a medium blue circle, which in turn overlaps a light blue circle. A black outline of a heart shape is superimposed over the intersection of the dark blue and medium blue circles. The bottom of the graphic is a solid light blue shape that tapers to the left.

Rachel Carrier, Executive Director  
Shauna Bybee, Manager Donation Services  
Jean Hughes, Director of Development  
Gretchen Larson, Patient Advocate

(425) 252-6444

[www.twoheartswa.org](http://www.twoheartswa.org)