LOWER CAPE OUTREACH COUNCIL
ANNUAL REPORT 2020

THE YEAR OF COVID
REAL PEOPLE, REAL PROBLEMS, REAL SOLUTIONS

GOING WHERE THE NEED IS

SCORE
Cape Cod
& The Islands
NON-PROFIT
OF THE YEAR
LOWER CAPE OUTREACH COUNCIL, INC.
SUPPORTING THE EIGHT COMMUNITIES OF THE LOWER AND OUTER CAPE

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VOLUNTEER MANAGERS

Hope Works    Jessica Dill
Katy’s Corner    Candi Franklin, Carol Wiley
Main Pantry    Nancy Sweeney
Office    Sue Johnson

We wish to acknowledge, with gratitude, our dedicated volunteers who contributed 10,010 hours of service to LCOC (the equivalent of $329,930 in value added of volunteer hours).
We can’t do this without you!

*Officers elections changed within the 2020 calendar year, as did two staff positions. This is reflected by listing current officers, bookkeeper and data base manager first.
2020 brought us COVID – 19 and challenged every system we had in place. Our usual ways of dealing with clients and doing business were turned upside down. We had to temporarily close Katy’s Corner. Volunteers were unable to work in such a confined space and we soon realized the need for repurposing the room for food. Our micro-loan program and jobs program took a back burner as we concentrated our energies on the essentials of life, food and shelter.

For the most part, we worked remotely. Gennie and I would periodically get together (in a quiet building usually bustling with activity) to compare notes and strategize on how to provide the most help in the safest possible ways.

Some pretty wonderful things happened, too. Gifts of Hope realized over $700,000. Foundations provided over $600,000 to help our clients handle the troubles that came from job cutbacks and children at home instead of in school. Their support was incredible. Businesses that were also struggling stepped up and offered us help in so many ways. This generosity made everything possible. We kept all of our pantries stocked to capacity. Our advocates were able to say “Yes!” when hundreds of people called, fearing eviction or when there was no money for heat or to pay utilities. I’m delighted to say we were even able to provide laptops to over 80 kids who couldn’t learn at home because they had no computers.

Our commitment has always been to provide help and hope to those in need- from Harwich to Provincetown. At the best of times, this is not an easy commitment to fulfill. 2020 was the worst of times, but thanks to you, we were able to provide $836,435 worth of food to stock the 9 food pantries we support on the Lower and Outer Cape and we were able to distribute $1,189,287 of emergency financial assistance.

This has truly been a community effort, and I thank the LCOC family including our staff for their dedication and commitment. Gennie Moran, our Chief Operating Officer, worked 7 days a week for hours on end. Her innovations and determination were extraordinary. I thank the volunteers in our pantries. They took risks with their own health to help others. I thank our advocates who, though working from home, continued to provide reassurance and assistance to people who were frightened and in need of help. Our Board of Directors offered leadership support throughout this pandemic.

I thank you for the friendship and support you extended to us and to your neighbors in need. Your kindness and generosity made it possible and continue to make it possible for us to help people struggling to put their lives back together.

2020 was not a year of business as usual but we stayed open for business and will continue to do so as long as you are in our corner and as long as the need is there. Thank you!

Larry Marsland
Chief Executive Officer
An Exceptional Year!

We are living through an unprecedented moment in time, but what gives me hope is our equally unprecedented commitment to responding to the needs of our community.

Within days we worked to pivot our client services. Responding immediately and effectively. We opened drive-thru pantries; we stepped up home deliveries to seniors and shut-ins; we created shopping list menus so clients could let us know in advance which food items they needed; we distributed turkeys at Thanksgiving through our pantries; we distributed bundles of holiday toys and treasures right here in front of our offices on Brewster Cross Road.

The pandemic has caused food insecurity to rise 117% in Eastern Massachusetts. Since mid-March 2020, we have provided over 24,000 bags of food to over 21,000 individuals from more than 6,900 households. It is worth repeating the statistics that Larry mentions in his statement- LCOC spent over $836,000 worth of food and over $1,189,000 of emergency financial assistance.

We could never have done this without the unending support of our volunteers, community partners and donors. I am grateful to all of you for helping us to make it through this last year and for helping to lead us into the future. I am looking forward to working with all of you to continue to serve our neighbors in need.

Gennie Moran
Chief Operating Officer

Honk if you see us on the road!
A Letter from the President - Staying True to Our Mission

The Mission of Lower Cape Outreach Council is, “.... to provide comprehensive assistance to those in need of immediate support and to encourage long-term self-sufficiency.” This year, more than ever, the work that LCOC has performed in order to achieve that Mission has been so very important. In this year of crisis, we can be thankful for the many blessings that have been given to us.

First, thank you to our staff. On the front lines, Larry, Gennie, and Howard have creatively found the means to continue to meet the needs of the communities we serve. And, behind the scenes, Therese, Debi and Rachel have been there to support their efforts. Thank you to our volunteers. They have been there, answering the phones, staffing our pantries, and providing counseling and comfort to those we serve. We could not function effectively without the contributions of our many volunteers.

Thank you to all of you in the LCOC community who have continued to support us financially. In a year of great need we have seen even greater generosity. Without exception, individuals, foundations, businesses, and religious organizations have recognized the unprecedented urgency facing our communities and you have delivered. With your continued support we will be able to meet today’s challenges and to meet those of the future.

Finally, I’d like to thank our Board of Directors. Throughout the year we have continued our work, albeit virtually, in support of our Mission. As in any year, your Board members have been there, chairing and staffing our Board committees and supporting our staff.

I look forward to this next year with optimism, but looking back, we indeed have much to be thankful for.

John Roman, President
Board of Trustees

What would we have done without ZOOM?
2020 Sources and Uses of Funds

2020 Revenue - $2,530,009

- Foundation Grants - $639,962
- Municipal Grants - $88,250
- Fundraising - $80,364
- Individuals & Appeals - $1,452,381
- All Others - $169,312
- Business & Religious Organizations - $99,740

2020 Expenses - $1,822,782

- Client - $1,568,276
- Fundraising - $160,652
- Operating - $93,854
The growth in assistance to Chatham was heavily impacted by the money raised locally by the Chatham Corona Virus Impact Fund. They raised $367,432 and through the recommendation of Monomoy Community Services, the money passed through LCOC and was used to aid people in need in Chatham during the year of COVID. The fund has been dissolved going forward.

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2020 Value of Services Provided - $2,032,200

- **Financial Assistance** - $999,419
- **Food** - $962,680
- **All Other** - $70,101

2020 Value of Services Provided by Town - $2,032,200

- **Brewster** - $217,257
- **Chatham** - $643,543*
- **Eastham** - $119,360
- **Harwich** - $180,841
- **Orleans** - $195,163
- **Provincetown** - $156,115
- **Truro** - $125,985
- **Wellfleet** - $236,057
- **Central Pantry** - $157,880

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In this time of need, the LCOC community opened your hearts and your wallets to support the much-needed emergency funding during the pandemic. Thank you!

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SCORE Cape Cod & The Islands selects
Lower Cape Outreach Council as Non-Profit of the Year!

SCORE Cape Cod and the Islands is a chapter of the SCORE Association whose volunteer members are dedicated to helping small businesses and non-profits grow and achieve their goals. SCORE is a resource partner with the U. S. Small Business Administration. LCOC was fortunate to utilize SCORE’s services for our strategic planning process this year. We have received word that LCOC has been selected as the Non-Profit of the Year by members of SCORE Cape Cod and the Islands. We are being recognized for demonstrating the use of best business practices to plan and manage our operations. We are honored by this recognition and thank SCORE member, Marc Goldberg, for his professional help in facilitating our strategic plan.

For additional information regarding the inclusion of LCOC in your Will or other Planned Giving opportunities, please contact Data Base Manager Rachel Gordon at: rachelig@lcoutreach.org

LCOC makes every effort to list gifts appropriately. Please contact Data Base Manager Rachel Gordon immediately regarding errors or omissions at: rachelig@lcoutreach.org

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