

## Sources of Income

Grants	\$439,260
Contributed support	\$395,809
Gain on asset sale	\$44,217
Debt forgiveness	\$42,500
Fundraising income	\$24,789
Earned revenue	\$804

**Total \$947,379**

## Distribution of Funds

Program services	\$665,162
Management and general	\$111,874
Fundraising	\$2,920

**Total \$779,956**

**Change in Net Assets \$167,423**

Net Assets, without  
**donor restrictions \$631,781**

## Letter from the President

**Dear friends,**

In yet another year that could have been potentially devastating to our organization, Heartbeat of Toledo has been blessed beyond measure.

In April 2020, the Heart-to-Heart program was forced to discontinue in-person classes due to the stay-at-home order that was in place at that time. As a result, the program moved fully online and it was uncertain how the transition would impact clients. Clients responded well to the change in format and by June 2020, the Heart-to-Heart program went from serving 80 families to serving 160 families!

A significant highlight of this past year was the opportunity to celebrate with many of you at our 50th Anniversary Banquet. 50 years! Wow! We heard impactful stories of bravery and joy from current/past clients and volunteers. One of the many blessings from that evening was hearing from one of our

founders, Esther Applegate. It was inspiring to hear Esther's experience of establishing Heartbeat of Toledo in 1971. It was affirming to hear Esther's words and to know that in 2021 we are fulfilling the vision our founders established 50 years ago. We all recognize that women facing an unplanned pregnancy "need more than just a pregnancy test".

It would not have been possible to overcome the many obstacles we faced over the past 18+ months without the outpouring of love of support from our donors, sponsors and volunteers. Every call to action was met with immediacy and in abundance so that Heartbeat could continue to meet the needs of women and families in our community.

On behalf of the Board of Directors, I thank you all for partnering with us and for your steadfast generosity and trust.

Many blessings from my family to yours,

**Samantha Byrne**



## Program Stats



**15/week**

Average Emergency Visits

50% Increase

**1,243**

Total Client Served

**974**

Ultrasounds Performed

16% Increase

**2,741**

H2H Classes Provided

37% Increase

**182**

STI Tests Provided

93% Increase

**15/week**

Average Emergency Visits

50% Increase

**3,950**

Amount of Times  
Clients Received Services

38% Increase

**790**

Pregnancy Tests Provided

17% Increase

**1,057**

Community referrals  
Provided

**94%**

Clients Chose an Option  
Other Than Abortion

**Thank You  
To Our Donors!**

### Treasurer's Report by Amy Barber

Revenues for fiscal year 2020 – 2021 totaled \$947,379 which included increases in revenue attributable to contributions and grants. Additionally, we recognized income from debt forgiveness and sale of an asset. The increase in contribution revenue offset the decrease in revenue from the postponement of our annual fundraiser and other special events due to the pandemic.

Our expenses are allocated based on their nature or function. Our functions consist of Program Services, Fundraising, and Management and General Services. Our Program Services expenses, which are directly related to the services we provide in carrying out our mission, represent 85% of our total expenses. Fundraising expenses, which allow us bring in the support needed to do what we do, were less than 1% of our total expenses. Management and General Services expenses, which keep us organized and on task with our mission, were 14% of total expenses.

We are very grateful for the support from each and every one of you as we partner to serve our community! Your continued support of Heartbeat of Toledo is sincerely appreciated!

Note: Our fiscal year has changed to June 30; therefore, the revenue and expenses above are based on a thirteen month period ending June 30, 2021.

# Ways to give

## Online

**Give now online with a debit or credit card or through PayPal**

## In Person, Phone, or Mail

**Give in person, by phone or by mail**

We accept cash, checks, credit cards, Electronic Fund Transfers (EFT) and gifts from Donor Advised Funds.

**Call us at 419-241-9131**

## Planned Giving

**Want to create a legacy for generations of neighbors, for years to come?** Consider including Heartbeat of Toledo in your estate plans, gifts of stocks and bonds and retirement assets (IRA, 401(k), 403(b), pension or other tax-deferred plan)

## Monthly

**Already give to Heartbeat?** By increasing your gift by \$10 a month (the equivalent of two cups of coffee) you can give \$120 more dollars this year...that adds up!

**Scan this code to give now!**



[heartbeattoledo.org/donate-now/](https://heartbeattoledo.org/donate-now/)



**2020-2021**

## Annual Report

Heartbeat of Toledo is a life-affirming organization whose mission is to be the best source of information and support to women facing pregnancies and to help moms, dads, and babies in need.

We can't do  
this work without **You**