



# ANNUAL REPORT

## 2020-2021







## FROM OUR EXECUTIVE DIRECTOR

Thank you for your support of New Life Family Services this past year, and what a year it has been. While the end of our fiscal year marks one year since the COVID-19 crisis hit, in some respects, it feels much, much longer.

Although there has been instability in almost every aspect of life, I can also see God's handiwork. One image keeps coming to mind: A solid foundation.

***Therefore, everyone who hears these words of mine and puts them into practice is like a wise man who built his house on the rock. The rain came down, the streams rose, and the winds blew and beat against that house; yet it did not fall, because it had its foundation on the rock."* Matthew 7:24-25**

Through the storms of this past year, New Life has become stronger. Our foundation has been strengthened, and God has continued to bless this ministry as He has done the past 47 years. And while 2020 will go down as a pretty awful year for so many people, it was also the year that:

- Many families welcomed a new child into their home through adoption
- Women and men found healing from their past abortions
- Women saw their babies on an ultrasound screen for the first time, often changing their decision from abortion to life
- Thousands of our clients became moms and dads for the first time

These are the stories that become your legacy when you invest in New Life. We are so incredibly grateful for you, our faithful donors who have continued to build a solid foundation that makes all of this possible.

Tammy Kocher  
Executive Director

## Board of Directors

*Mariah Brook*  
*Maried Celkis*  
*Dr. Peter Dehnel*  
*Bryan Freeman*  
*Jessica Johnson, Chair*  
*Carl Nelson*  
*Andy Niemi*  
*Joe Piché, Vice Chair*  
*Stephanie Propp*  
*Christina Pilon, Secretary*  
*Larry Wilford*

### IN 2020:

9,108

*Abortions occurred  
in the state of MN*

89%

*Of abortions  
occurred in the  
first trimester*

61%

*Of women who chose  
abortion already  
had children*

31%

*Of abortions in MN  
occurred in Hennepin Co*





## ONE MISSION...

To honor the sanctity of human life by assisting clients in life-affirming decisions with the love and compassion of Christ.

**OUR VISION** is to one day reach all abortion-minded and abortion-vulnerable individuals throughout Minnesota with comprehensive pregnancy-related services and the message of the gospel of Jesus Christ.

## ...THREE PROGRAMS

At New Life Family Services, we believe each person should have the ability to receive physical, emotional, and spiritual support as they face pregnancy-related situations and circumstances.

We walk beside each client offering them love and support to make informed and educated decisions in their time of crisis and need. It is through this care that we are seeing God **CHANGE HEARTS, SAVE LIVES, BUILD FAMILIES, AND RESTORE HOPE.**



New Life Family Services is licensed to provide full and limited adoption services for both birth parents and adoptive families.

[NewLifeAdoptionsMN.org](http://NewLifeAdoptionsMN.org)



First Care Pregnancy Center provides free pregnancy testing, counseling, ultrasounds, STD testing, parenting support, and more through four locations.

[FirstCarePregnancyCenter.org](http://FirstCarePregnancyCenter.org)



Conquerors offers one-on-one mentoring and group sessions designed to deal with the pain and difficulties common to those who have had abortions.

[ConquerorsAfterAbortion.org](http://ConquerorsAfterAbortion.org)



# A BRIEF GLANCE AT CALENDAR YEAR 2020



**860 pregnancy tests**  
conducted at First Care



**418 women** saw their unborn children through ultrasounds



**507 men and women** received STD testing and treatment at our centers



**1,935 parenting sessions** provided through our Every Family program



**42 women** found healing through Conquerors



**1,633 spiritual discussions** occurred during appointments with clients



**5,122 total client visits**

## FINANCIAL DATA 4/1/20–3/31/21

### OPERATING REVENUE

Cash Donations	\$2,869,782
Program Services Fees	\$101,846
Other Revenue	\$285,691
<b>Total Revenue</b>	<b>\$3,257,319</b>

### OPERATING EXPENSES

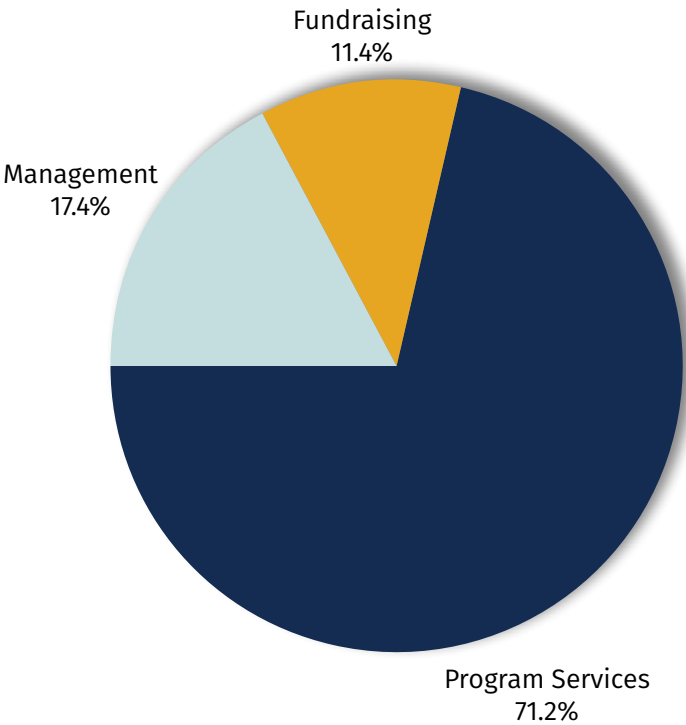
Total Expenses	\$2,495,491
<b>Net Operating Revenue</b>	<b>\$761,828</b>

### CAPITAL CAMPAIGN FUNDRAISING

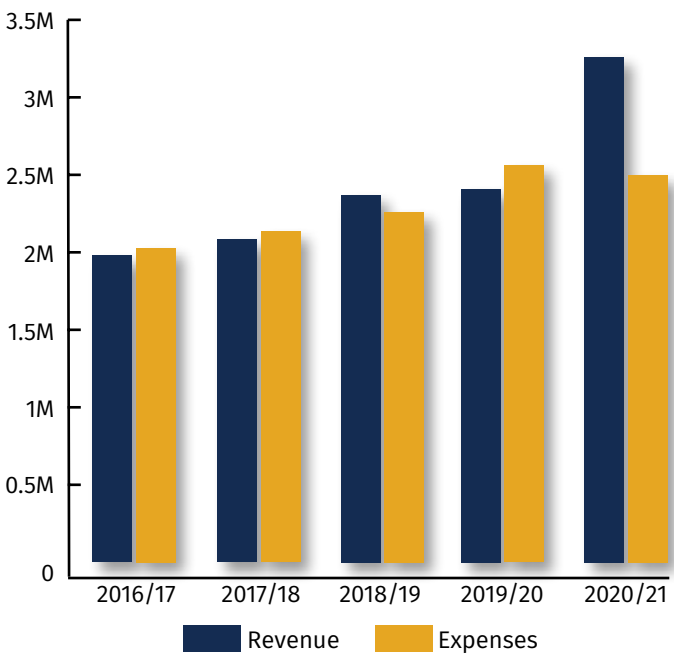
Capital Campaign & Restricted Gifts*	\$1,020,346
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\*Includes restricted funds of \$555,346 for our Phillips project and a land donation of \$465,000 with donor restrictions

### FUNCTIONAL EXPENSES



### YEARLY REVENUE & EXPENSES Fiscal Year April 2020 – March 2021



FYE 2021

2,540  
New Life Donors

775  
Monthly Life Sustainers

331  
Life Partners of \$2000+ per year



# STORIES OF HOPE

## ***Beth's Conquerors Story***

Beth found herself unexpectedly pregnant shortly after beginning a new relationship during college. In her panic, she desperately wanted to cover it up in order to preserve her “good girl” image. She thought the easiest way to make it disappear was to have an abortion. She allowed the lies of the enemy to justify her actions, but in her heart, she knew it was a baby and a life.

Beth continued in her strife for perfectionism only to try and cover up what she had done. But she couldn't escape the torment of guilt and shame, and felt like she had no hope for her future.

Beth found Conquerors while looking for a job on a non-profit job board. When she joined a group, it was extremely uncomfortable facing her decision, but she also found the support she had desperately been seeking to talk openly about her experience. Because of Conquerors, Beth now understands the depth of God's mercy and grace.

She knows she is not beyond redemption like she once believed, and she has found freedom and forgiveness through Christ.



## ***Molly's First Care Story***

Molly was referred to us from a sidewalk counselor standing outside an abortion clinic. She felt like abortion was her only option, yet she was still uncertain about going through with it. She came to us hoping there might be another way. As soon as she arrived at our center, her distress was evident.

As she began sharing about her situation, it was clear that she did not have much support in her life for continuing her pregnancy. As she was talking with our Social Worker she stated “It is just so nice to be able to process all of this without any pressure. Thank you”.

While she initially didn't want an ultrasound, after having time to process her thoughts, she asked if she could still have one. We thought she would be early on in her pregnancy, but everyone was surprised when we saw a big 16 week baby on the screen!

After seeing her baby, Molly said there was no way she could consider abortion now. She joined our Every Family parenting program and we continued to support her throughout her pregnancy journey. Every time we talked with her, she reiterated how grateful she was for the support she received. She ended up moving back home and we were able to connect her to a similar organization in her area.



# BUILDING A SOLID FOUNDATION

**At New Life, much of the work we do is geared toward building a solid foundation:**

**For Life** — In the crisis of an unplanned pregnancy, support is critical. Giving clients a safe place to process, the truth through ultrasound and someone to walk alongside them sets the foundation for making healthy, life-affirming decisions needed to thrive.

**For Families** — Whether it is helping build families through adoption or through our Every Family parenting program, our goal is to equip and empower our parents through education, spiritual support and hands-on training. Our desire is to not only see growth and restoration for the families we serve today, but to lay the foundation for future generations.

**For Healing** — We know many women and men struggle greatly after an abortion. Our Conquerors program gently leads our clients into the loving hands of Jesus, our solid rock. As He is able to touch some of the deepest wounds with His grace, a new foundation is built.

**For the Future** — This coming year we anticipate building a literal foundation for our new south Minneapolis (Phillips) location. That, however, is only the beginning. Our hope is that this new building will be the catalyst for thousands of life-saving, transformative encounters that will leave a generational impact within the community.

## 20 YEARS OF ULTRASOUNDS

New Life bought its first ultrasound machine at the end of 2000 with a generous grant and served 37 women and their unborn children that year. There was an immediate change in the percentage of women who were making a decision for life; it was clear this was a powerful tool that would change our ministry forever. Ultrasounds have now become a cornerstone service provided to more than 400 women at New Life each year. In the last 20 years, **7,228 lives have been forever impacted** through this amazing technology.

## GET INVOLVED

### ***VOLUNTEERS***

We truly could not accomplish what we do without the faithful support of our volunteers. In our 2020–2021 Fiscal Year, we had a total of **5,459 volunteer hours**. These include our regular Direct Service Volunteers, Event Volunteers, and Group Volunteers. We are incredibly thankful for each person who has given their time so generously! If you are interested in volunteering with us, please contact our Volunteer Coordinator: [volunteer@nlfs.org](mailto:volunteer@nlfs.org) • 612-746-5667

### ***PRAYER PARTNERS***

We have over **600 committed prayer partners** through weekly emails and real-time texts. To begin receiving real-time prayer requests text **“NEWLIFEPRAYER”** to **51555**. Thank you for praying!

### ***CHURCHES SUPPORTING LIFE***

At New Life, our desire is to be an extension of the local church in ministering to the needs of the congregation and community in whatever ways God allows. Thank you to the churches who contributed more than **\$240,000 for life**, participated in one of the **23 donation drives**, or sent a volunteer group to contribute to more than **369 hours of time**. We are truly grateful to partner with our local churches! To connect your church with New Life, contact [churches@nlfs.org](mailto:churches@nlfs.org).





# PHILLIPS

## CENTER UPDATE

New Life is expanding with a fifth pregnancy center location in the Phillips community of South Minneapolis. We are excited to provide you with an update as we enter the final stretch of this campaign with our eyes set on a Spring 2022 open date!



### OUR PLAN

By God's grace, we are in the process of building a 12,600 sq. ft. center which will house our largest First Care Pregnancy Center, as well as a full-service medical clinic (Community Care Clinics of Minnesota) providing family appointments and prenatal care to the community. We will have additional space available to partner with like-minded ministries, helping ensure better collaboration and continuity for our clients.

### PRAY WITH US

Please join us in praying for the safety of the workers and contractors as they work hard to complete this project, a smooth process with the city of Minneapolis, a continued strong relationship with our building partner, Dr. Odam, and for the Phillips community at large.

#### AS OF DECEMBER 2021

EXPENSES	ONE-TIME Original Purchase Price: \$635,000 Construction: \$2,904,178	INCOME	TOTAL RAISED TO DATE Individual Contributions To Date: (\$2,914,811)
	ONGOING Operating Expenses (2 years): \$557,713		DONATED BACK by Contractors & Subcontractors: (\$300,000)
	<b>TOTAL EXPENSES = \$4,096,891</b>		MORTGAGE* Purchase Price: (\$635,000)

**AMOUNT REMAINING TO RAISE**  
**\$247,080**

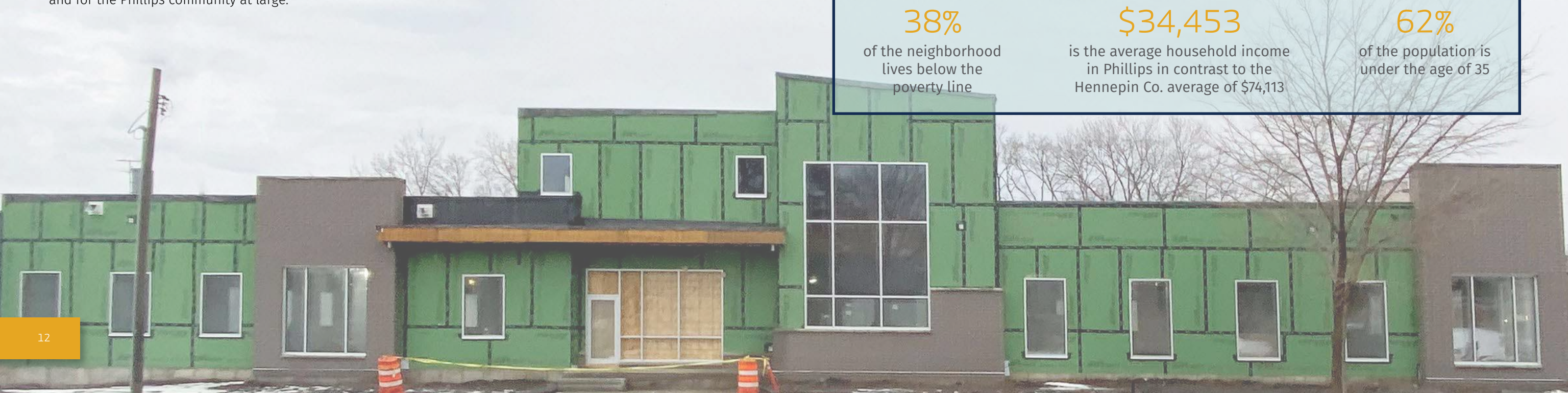
*\*Our stretch goal is to raise an additional \$635,000 to cover the cost of the mortgage.*

***The Phillips community is an under-served population with little life-affirming pregnancy and parenting support. There are many barriers for clients to choose life.***

**38%**  
of the neighborhood  
lives below the  
poverty line

**\$34,453**  
is the average household income  
in Phillips in contrast to the  
Hennepin Co. average of \$74,113

**62%**  
of the population is  
under the age of 35





A photograph of a family of four. A man with short grey hair and a beard is smiling, wearing a grey sweater. A woman with long blonde hair is smiling, wearing a dark grey sweater over a maroon top. A young boy with blonde hair is leaning over the woman's shoulder, smiling, wearing a blue and dark blue long-sleeved shirt. A baby with dark hair is sitting in front of the woman, smiling, wearing a light blue polka-dot dress over a red top. The background is a plain, light-colored wall.

"We really trust New Life  
as they love on expectant  
mothers who are trying to  
make the very hard decision  
between parenting or placing  
for adoption. Through years  
of working with New Life  
[Adoptions] we feel that they  
truly help mothers navigate  
through their options."

- New Life Adoptive Family





*and its programs*



For more information, visit [nlfs.org](http://nlfs.org) to learn more.



CHANGING HEARTS. SAVING LIVES. BUILDING FAMILIES. RESTORING HOPE.

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