

IN THEIR OWN WORDS

A family wrote:

"Thank you for all that you have done for my family and for ALL that you do for families in need. You, and all your donors, are very much appreciated."

A formerly homeless woman wrote:

"Thanks to one and all for helping me get some much-needed furniture and other items. You surely know of the great effect your efforts and organization have on those who are in great need. From the help on the phone, picking out the essentials and helping put every [item] into the truck. You all did a wonderful job. I feel better just having the furniture and it is still difficult to get used to a full bed."

A refugee wrote:

"You've helped me in the next step in my journey. Thank you so much!"

A case worker for the elderly wrote:

"Thank you so very much for all the support, kindness and wonderful furniture for my elderly client. She went from having an apartment with nothing to a beautifully furnished home. She was so happy. I received a huge hug of gratitude, which I now pass on to you all. With my appreciation. Blessings in the New Year."

A family wrote:

"Thank you very much for all of the help of household items for my family. It has made things easier. We appreciate your respectful manner and are enjoying our new furniture, mattresses etc."

A donor wrote:

"Thank you for all that you do for our brothers and sisters in need. God bless you and them!"



WHY I SUPPORT MISSION OF DEEDS

by Carol Moriarty, MOD Board Member, Winchester Resident

I have found that MOD is an organization worthy of support for many reasons. First, I like the often life changing impact it has on its clients whom it treats with dignity and respect. Secondly, as a board member I have seen firsthand how fiscally responsible an organization it is. Not a dollar is wasted!

Additionally, it is a totally local organization—its donor base is entirely local, and its clients are local as well. Seeing the change that it makes on the lives of local grateful clients has held my charitable interest for quite some time and I will continue to support MOD for a long time to come.



Carol Moriarty with Gail Ockerbloom at Create Good fundraiser

A CLIENT'S NEED LAUNCHES A PROGRAM

Late last fall, a young Mom came to her appointment at Mission of Deeds. Everything proceeded normally except for one thing—it was a cold day but she had no coat. We gave her beds, furniture and housewares for her apartment but all we could do to protect her from the cold was to give her an extra blanket to use as a shawl. Wishing they could do more, our volunteers and staff decided to start a coat drive.

Inspired by this woman's need, and fueled by your generosity, last winter Mission of Deeds gave more than 250 coats to children and adults of all ages. Because of this success, and the continuing need, we just launched our second drive to collect coats, gloves and new hats for our clients. The drive will run until the beginning of spring. We have every reason to believe this will be an annual event.

Last year we found that warm, casual, everyday coats that are easily washed were most in demand. As is the case with every donation,



the emphasis is on items in clean, immediately usable condition.

Suitable coats, gloves and new hats can be brought to the Mission of Deeds facility from 9:00 am to 4:00 pm Monday through Friday, as well as from 9:00 am to 12 noon on the second and third calendar Saturdays of each month. Pick up of larger donations can be arranged,

including from schools, businesses and community organizations that may wish to host a coats drive on their own premises.

Going outside during winter without a coat is no way to live. Working together, we hope to make the cold weather months a little more manageable for people in need.



The Giving Common

An Initiative of the Boston Foundation

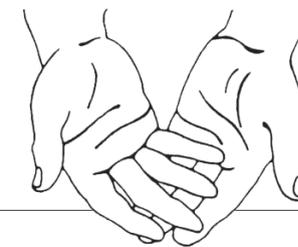
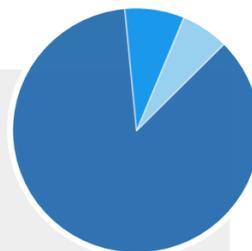
At Mission of Deeds we strive to always put our clients first. We are proud that 85% of our budget goes directly to client care. In pairing with the Giving Common, we are giving our donors a look at where their donation goes and how they have a direct effect on our

clients' lives. We hope this information helps you feel great about your decision to donate to Mission of Deeds.

The Giving Common, a Boston Foundation initiative, is a free online resource to inform data-driven, strategic philanthropic activities.

2017 EXPENSE BREAKDOWN

- Programs — 85%
- Administration — 8%
- Fundraising — 7%



MISSION of DEEDS, Inc.

Transforming Generosity into Hope,
Providing Beds and Furniture for People in Need

WINTER 2018

A MESSAGE from our PRESIDENT

Reflections on 25 Years

When Tony Triglione started Mission of Deeds twenty five years ago, in 1993, his only purpose was to help people. Inspired by My Brother's Keeper, our service from the beginning has been giving beds, furniture and household goods, without charge, to the formerly homeless and others in great need.

Yet Tony's vision was more than just giving people things. He wanted every person who came to us to be treated with respect. When a client comes to their appointment, the first thing we usually do is offer water, a soft drink or an ice cream sandwich. The reactions to this simple act range from appreciation to amazement. After giving snacks to his whole family, one man recently turned to his wife and said, "This is unbelievable."

But a friendly greeting and good intentions are not enough. We must also address the household needs of our clients. Here are some statistics for the last year. Mission of Deeds serviced 985 households, comprising 1300 children and 1500 adults. We gave them 9461 large furniture items, including 1570 complete beds, bunk beds and cribs. We also gave 4900 bags and boxes of linens and kitchen items, along with other miscellaneous household items too numerous to count.

However, each of those clients is so much more than a number. Every client has their own story. Gas explosions,

hurricanes, foreign wars, domestic violence, street gangs, elder abuse, unemployment, homelessness in all its forms, fires, floods, illness, just plain lack of money—almost any issue in the news has probably caused one person, or hundreds of families, to need our help.

Headlines come and go. Eternal values last—helping your neighbor, treating people with respect, careful stewardship of goods and money. Those were Tony's values that have guided us for twenty five years. Always keeping them in view, and thanks to you, we will be here for decades to come.

Mission of Deeds has serviced more than 13,000 client households since our founding only because you, our donors and volunteers, made it possible. The treasure, time and talent that you devote to our cause leave us in awe of each of you. Every day we try to be worthy of your support.

You have our deepest thanks and our heartfelt wish that you and your family enjoy the blessings of the season.

Christopher J. Barrett



OZ PEARLMAN EVENT

Put Saturday, March 9, 2019, on your calendar for the Mission of Deeds benefit performance. It will be an evening of mentalism, mind reading and a wholesome sense of humor blended into an intriguing experience like none other. Watch in wonder as world-renowned entertainer Oz Pearlman (as seen on *America's Got Talent*, *The Today Show*, *ESPN*, *Late Night with Jimmy Fallon*) performs mind-bending, impossible feats right before your eyes. We hope you will join us for this one of a kind fundraiser. Only 300 tickets will be sold. More information to follow.



A MESSAGE from our EXECUTIVE DIRECTOR

Our support comes in all shapes and sizes, in terms of donated goods, volunteer service and the finance that funds our work. Whether it's an elder bringing us an extra blanket, a downsizing family donating a truck full of furniture, a teenager who needs a few hours of service or our adult volunteers who make the operation hum week after week, it will all add up to helping 1000 client households this year.

The same goes for finance. Our buy-a-bed boxes let donors contribute toward the purchase of a bed, one dollar at a time. We have a variety of fundraising events each year, at various price points. We also receive generous support from a number of private foundations.

One of our most exciting relationships is with the Cummings Foundation. Having built a hugely successful real estate business, Bill and Joyce Cummings have given most

of their net worth to their foundation. Their extraordinary philanthropy has funded literally hundreds of charities, including for many years Mission of Deeds. (See the accompanying story for more about Bill and Joyce.)

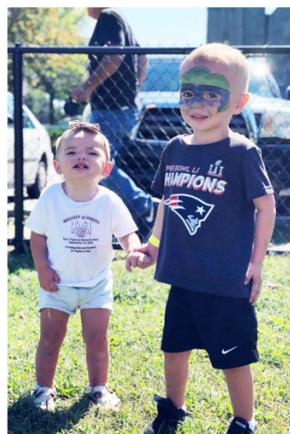
We are grateful to have been a recent recipient of a Cummings Foundation sustaining grant, ten percent of which will be disbursed in annual installments over the next ten years. The grant is restricted to the purpose for which we applied, namely, expansion of our activities with clients, donors and volunteers on Saturdays. We have already expanded to being open from 9 a.m. to 12 noon on the second and third calendar Saturdays of each month. We will gradually expand to every Saturday morning, except for holiday weekends, during the course of 2019. The grant covers about 80% of the extra costs for the additional Saturdays.

Whether it is the Cummings Foundation grant or your individual donation, we treat each dollar with the care it deserves. We do not aspire to become a charity with a gigantic bank account. We simply wish to balance the budget each year by constantly watching expenses and at the same time maintain quality assistance for as many people as possible who genuinely need our help. The bottom line is this: more income equals more people served.

We know there are so many great causes in the world. When you choose to support us, we are grateful. Your generosity makes Mission of Deeds what it is. The people we help join us in giving you thanks.

Bruce C. Murison

Bruce C. Murison



Above, left to right: Casino Night with Rob Skimmer, Children enjoying MODFEST, Girl Scout Volunteers.

A GRATEFUL FAMILY

Not long ago, a Mom, Dad and their four year old son left a shelter in Merrimack Valley. Not having much for their new apartment, their shelter staff referred them to Mission of Deeds.

This is what your generosity allowed us to give them: 2 dressers, 2 nightstands, a kitchen table with 6 chairs, a sofa and an armchair, coffee and end tables, a room divider, a microwave, 2 lamps, 3 pictures, 3 boxes of kitchenware and 2 bags of linens. Not long after, the Mom sent us this note:

To Everyone Over at Mission of Deeds,

My family & myself were in there last Thursday for our appointment & from the time we walked in to the time we left we were treated so kindly. The employees/volunteers there are truly amazing & it completely warmed my heart to see how eager they were to make us happy & comfortable. Not only did they not allow us to lift a finger, but they gave us the store to our fingertips. Never once saying no to any item we may have wanted or needed. They worked hard & were so pleasant even when they

were lifting those heavy items. Because of you all, our apt is becoming a home & we truly can't thank you & the donors enough!!

Her thanks to you, our donors, are especially appropriate, because we only had all those things to give them because you had first given them to us. Maybe something from your home is now being used all the time in theirs.

Working together, our donors and volunteers make families like this happy every day.

IN MEMORIAM

We like to think of Mission of Deeds as a big family, gathered together for the common purpose of helping those in need, and becoming friends in the process. When we lose a member of the family, no matter how inevitable, we are all saddened. This year we lost two volunteers who had been featured in previous newsletters.

In January, Ginny DiGregorio passed away at age 83. Ginny had been extremely active at Mission of Deeds since about the year 2000 and had probably serviced more clients than any other volunteer. She also held our record for baking brownies, bringing a fresh batch almost every day she was here for everyone to enjoy.

Ginny was a huge sports fan, especially of the Red Sox and the Patriots. In 2009, the New England Patriots Foundation recognized Ginny's extraordinary volunteer service when they named her one of 25 Community Service MVPs, receiving her award from Bob Kraft. Having his picture taken with Ginny even made Bill Belichick smile. Ginny brought out the best in everyone.



Ginny DiGregorio



Posy Parks

In October, we lost Posy Parks at age 93. Posy started volunteering at Mission of Deeds in her upper 80s and was part of our famous and eternally young Thursday Ladies. Posy specialized in organizing kitchen items, especially a huge amount of donated silverware, and kept doing so even when her oxygen support had to be set at nearly the highest level. Like all the Thursday Ladies, Posy had an incredible sense of humor. Some of the stories and jokes she told were, shall we say, unforgettable. Posy was an avid birdwatcher and travelled far and wide to see more species.

Ginny and Posy had important things in common. They were totally devoted to their families. They kept going when medical realities might have caused others with less determination to retreat. Their families told us that volunteering at Mission of Deeds gave both women as much joy, as the joy they in turn gave to the clients they helped.



BILL AND JOYCE CUMMINGS: AN APPRECIATION

by Bruce Murison, MOD Executive Director

When Bill and Joyce Cummings found they had achieved great wealth, primarily through incredibly successful real estate development and investment, they did something even more unusual than becoming billionaires: they decided to give their fortune away.

Channel Five's *Chronicle* profiled Bill and Joyce in a segment that aired on October 12. In one of the greatest honors Mission of Deeds has ever received, Bill and Joyce asked that *Chronicle* include MOD as part of their profile as an example of a charity that Cummings Foundation supports. The *Chronicle* segment can be found on YouTube and on our home page, www.missionofdeeds.org.



You can learn more about Bill and Joyce's incredible journey in Bill's recent autobiography *Starting Small and Making It Big*.

You will read of Bill's humble but loving upbringing, his interest in business from an early age, his investment of \$4000 to buy a fruit punch business, a momentous decision to buy a building to house the business, how that led to more real estate investments and the rest is history.

The book is hardly just about business transactions. People feature prominently throughout, especially Joyce and their family, as well as the many associates who helped him build the Cummings organizations and to whom Bill gives full credit.

The emphasis on people continues, of course, in the many sections in the book about philanthropy, a labor of love that has taken Bill and Joyce to meetings with fellow members of The Giving Pledge, to the White House and on trips to Rwanda where they have given many millions of dollars for healthcare and medical education. Most of their philanthropy, however, is local, generously supporting hundreds of non-profits in this area. Their compassion and interest in people everywhere shine throughout the book.

One senses their journey is far from over. At age 81, Bill is at his desk before most of his associates arrive and is still there after most depart. It will be fascinating to see what Bill and Joyce accomplish next.

The book can be purchased direct at www.cummingsfoundation.org. Unsurprisingly, all profits from the book go to charity.



ONE CLIENT'S GRATITUDE

Muy buenos dias gracias por la ayuda que nos ofrecieron porque nos cumplieron nuestro sueño de vivir feliz y comodo que Dios lo bendiga mucho para que sigan ayudando a mas personas.

English translation:

Good morning. Thank you for the help you offered us. Because of you, we fulfilled our dream of living happy and comfortable. God blesses you to continue helping more people.



Dining room (left) and bedroom (right).

WHO is the MISSION OF DEEDS?

Tony Triglione founded Mission of Deeds in 1993 to provide beds, furniture and household goods, without charge, to people in need.

Tony had grown up very poor, then became highly successful in business, but never forgot what it had been like to be poor. His vision was that Mission of Deeds be a place where people would receive needed items while being treated with kindness and respect.

People like you donate furniture and housewares to us, and we buy mattresses, box springs, pillows and linens from your financial donations. We receive no government or United Way funding—it's all neighbors helping neighbors. Thanks to your generosity and the hard work of our volunteers, Mission of Deeds has furnished the apartments of many thousands of the previously homeless, survivors of domestic abuse, displaced veterans, the abandoned elderly and others in great need. With Tony's vision as our guide, we look forward to serving the community for years to come.