Housing and Real Estate Development

Construction and renovation of single and multi-family residences and commercial real estate development:

- $125MM in development completed
- 29 multi-family historic buildings renovated for residential and/or commercial use
- Completed the SEO and Marv-Arkland supportive housing project, which includes 6,000 sq. ft. of retail space, on the east side
- Completed the SE 76th Street Eastside Park Transformation project in Mexicantown
- Acquired, renovated and sold 153 REO single-family homes (donated by banks) that were vacant and are now owner-occupied
- Acquired St. Anthony Church in Moonachet, leased part of the space, developing a school
- Advanced School Partnerships in an additional, resident-driven, 250-unit development project underway (in Vernon-Bagley corridor)
- Leveraged 385-year-old day, 166 volunteers who beautified eight sites in southwest Detroit
- Advanced community organizing efforts around park redevelopment, public safety and block club building
- Begun construction of Veterans Park at Field Park Square

Property Management

Experienced team of specialists familiar with all aspects of property management, compliance, and reporting:

- Managed 57 apartment complexes that we lease to low- and moderate-income families and individuals
- Leased all 30 apartment units of new Marv-Arkland project ahead of schedule
- Leased all 52 units of Southfield Park Transformation Development on schedule
- Designated a Neighborhood Green Organization for resilience in sustainable housing and business practices
- 140,000 sq. ft. of retail space developed and/or managed
- 97% occupancy of our commercial real estate space
- Added four AmeriCorps members for 2014

Michigan Lending Solutions

Community-based lender offering unique and quality loan products for home mortgage and home improvement:

- Provided financing to 30 new homeowners in Detroit over 2013
- Launching a home improvement program with V anguish and the Knapsack Foundation to eliminate blight and increase home values in North End neighborhood

SOUTHWEST HOUSING SOLUTIONS

SOUTHWEST HOUSING SOLUTIONS is a leader in the planning, development and management of commercial property and of affordable housing for low and moderate-income residents. Experienced and professional staff and members with diverse skills. Our mission is to maintain our community through collaboration, innovation and high-quality projects.

- HOUSING AND REAL ESTATE DEVELOPMENT • PROPERTY MANAGEMENT
- MICHIGAN LENDING SOLUTIONS

SOUTHWEST ECONOMIC SOLUTIONS

SOUTHWEST ECONOMIC SOLUTIONS provides real estate development, community engagement, and affordable housing grants and loans to improve its economic prospects in many ways. We help those who serve buy and keep their homes, reach financial stability, access income supports, develop educational, employment and entrepreneurial opportunities, build wealth and move up the economic ladder.

- ADULT LEARNING LAB • CHASE FAMILY NEIGHBORHOOD INITIATIVE
- CENTER FOR WORKING FAMILIES • DETROIT GREENWORKS SOLUTIONS
- EARN AND LEARN • FORECLOSURE INTERVENTION COUNSELING
- GREEN DECONSTRUCTION PROJECT • HOMEOWNER EDUCATION • HOMELESS VETERANS’ REHABILITATION PROGRAM (HRVP) • PROSPER DETROIT

COMMUNITY ENGAGEMENT

Community Engagement creates and strengthens collaborations with residents and organizations to solve problems in our community to improve the quality of life for residents, including education, public safety, diversity, youth development, culture, vibrancy, and more. Community Engagement staff provide support for many programs, including Celebrate Southwest, Community Learning Partnership, Neighborhood Resilience Project, Partnership for Youth, Partnership for Community Schools model, and Vista Partnership.

SOUTHWEST ORGANIZATIONAL STRUCTURE

- Administrative Services Organization
- Community Engagement
- Housing and Real Estate Development
- Michigan Lending Solutions
- Property Management

SOUTHWEST BUSINESS MODEL

- Real estate development
- Community engagement
- Housing and real estate development
- Property management
- Community lending

SOUTHWEST ORGANIZATIONAL GOALS

- Increase affordable housing
- Improve community quality of life
- Create employment opportunities
- Improve educational outcomes

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SOUTHWEST SOLUTIONS is nationally recognized as a model of comprehensive community building. We are a leading provider of human services, housing, economic development, and resident engagement. We are dedicated to excellence, innovation, efficiency and collaboration in every aspect of our organization. We have been honored with many awards and significant acclaim, including being named “Best Managed Nonprofit” by Crain’s Detroit Magazine and receiving a “Reinventing Michigan” award from Gov. Rick Snyder. We invite you to join us as we work together to improve the lives of children, youth, families and adults in Detroit.

— Seth Lloyd, Chairperson of the Southwest Solutions’ Board

### SOUTHWEST SOLUTIONS CONSULTING

Southwest Consulting offers a broad range of programs for children, youth, adults and families. All these programs provide services that enable and empower individuals and families to change their lives toward a healthier and more hopeful future. In each of our Centers of Excellence, Southwest Consulting is recognized as an experienced leader, delivering person-centered effective results.

- **ADULT COUNSELING SERVICES • CHILDREN, YOUTH AND FAMILIES**
- **EARLY CHILDHOOD AND SCHOOL BASED SERVICES**
- **SUPPORTIVE HOUSING • HOUSING RESOURCE CENTER**
- **COMMUNITY ENGAGEMENT**

### SOUTH WEST ECONOMIC SOLUTIONS


card, and Community Solutions. 2013-2014

- **INCOME**
  - Contributions 11,169,689
  - Program Revenue 7,764,843
  - Detroit-Wayne County Community Mental Health Board 2,499,844
  - US Department of Housing and Urban Development Grants 1,342,983
  - Foundation Grants & Other contributions 1,710,320
  - Other Grants 2,074,271
  - Miscellaneous Grants and Reimbursements 375,422
  - Development Fee Income, Consulting, & Architectural Services 62,638
  - Administrative Expenses 2,337,158
  - Rental Activity 304,676
  - Management Fee Income 629,542
  - State of Michigan 224,477
  - Federal Grants 2,432,510
  - Charitable Contributions 1,825,417
  - Program Revenue 2,460,652
  - Other Service Revenue 840,584
  - Local Government 338,595
  - City of Detroit 130,789
  - Total Revenue 38,190,200

- **EXPENSES**
  - Salaries and Wages 13,329,081
  - Fringe Benefits 4,107,150
  - Program Expenses 17,191,845
  - Fringe Benefits 4,107,150
  - Total Expense 35,590,728

- **INCOME**
  - Grants 1,710,320
  - Reimbursed from government 4,422,468
  - Total Income 39,190,200

- **TEMPORARY RESTRICTED NET ASSETS**
  - Cash 1,710,320
  - Total Temporary Restricted Net Assets 3,233,349

- **TOTAL REVENUES**
  - Released from restriction 5,442,466
  - Total Revenues 36,100,394

- **NET**
  - Operational income 1,070,090