DEAR CHANGE-MAKERS,

This past year was filled with the kind of change-making and community building for which Southwest Solutions has become so well known. With it being my second year as President and CEO, I was excited to work with the organization and our stakeholders to complete a dynamic new strategic plan that will guide our work for the next three-to-five years.

At the heart of our strategic plan is a recommitment to our Theory of Change. Put simply, a theory of change defines the unique approach we take to transforming the lives of individuals, families, and communities throughout metro Detroit. Our Theory of Change calls for a holistic approach to care with a focus on the seven areas that research tells us are necessary to lift individuals and communities out of poverty. These seven areas, or “game-changers” as we call them, include community building and engagement, public safety, health, quality housing, education, stable income, and access to transit. While we may not provide all of these directly, we know that all of them need to be available throughout the neighborhoods we serve to create the kind of impact we aim to create.

I always say that people are not one-dimensional, and neither are their challenges.
With your support, we can really lean into our “no-wrong-door” approach to service, meaning that no matter what Southwest Solutions door someone comes through for help, we can make sure they receive all the services they need to have a high quality of life, experience success and become self-sufficient.

Thanks to you, Southwest Counseling Solutions was able to provide thousands of individuals life-changing mental health therapy, substance abuse treatment and physical healthcare through our Certified Community Behavioral Health Clinic (CCBHC).

Thanks to you, Southwest Housing Solutions helped thousands of families and individuals find a safe, affordable place to call home. From creating new homeowners, to helping veterans escape homelessness through Piquette Square, we continue to be a leader in affordable housing in Detroit. I am proud of the work we have done to provide such life-changing support to those in need.

Thanks to you, Southwest Economic Solutions provided job training, financial coaching, youth leadership courses, adult education classes, and so much more, to thousands of Detroiters. The economic empowerment programs we provide serve as a shining example of how the right support can help people achieve their dreams, whether that’s to own a home, start a new career, improve language skills or make a good living to support their family.

Southwest Solutions remains a leader in supporting Detroit and its surrounding areas and I could not be more proud to be part of this important mission. None of this work would have been possible without your support and I thank you for being a part of our team. I am excited to see our Theory of Change continue to transform Detroit in the years to come.

Thank you for joining me in being a change-maker.

TOGETHER IN SERVICE,

Sean de Four
President & CEO
WHAT YOU MADE POSSIBLE IN 2022

12,103 TOTAL PEOPLE SERVED
2,017 served through Economic Solutions

9,214 served through Counseling Solutions

872 served through Housing Solutions

263 volunteers
REVENUE

Detroit Wayne Integrated Health Network $8,845,003
Real Estate Sales Revenue $1,626,494
Federal Grants $9,695,248
Foundation and Other Grants $1,921,050
Charitable Contributions $846,506
Juvenile Justice $2,565,248
Rental Income $1,565,960
Property Management Fees $832,009
State and Local Grants $2,550,515
Other Program Revenue $302,216
Other $485,640

Total Support and Revenue $31,235,889
EXPENSES

Salaries and Wages $12,369,610
Fringe Benefits $3,376,590
Other Program Expenses $9,685,709
Administrative Expenses $6,104,148

Total Expenses $31,536,057

39% Salaries and Wages
19% Administrative Expenses
11% Fringe Benefits
31% Other Program Expenses

TOP DONORS

We thank all of our donors for supporting the work we do, and acknowledge those who donated at least $25,000 in fiscal year 2022:

Ally Financial Inc.
Bank of America Corp
Capital One
Carl’s Foundation
City of Detroit
Comcast
Community Foundation for SE Michigan
Department of Labor
Detroit Employment Solutions Corporation
Edw. C. Levy Co.
Enterprise Community Partners, Inc.
Environmental Protection Agency
Fifth Third Bank
Ford Motor Company Fund
Henry Ford, III and Emily Ford
General Motors
Greektown Casino-Hotel
Huntington Bank
JP Morgan Chase
Kresge Foundation
LISC
Markle Foundation
Marathon Petroleum
MSHDA
Nancy Schlichting and Pam Theisen
National Community Reinvestment Coalition
eNeighborhoods America
Quicken Loans
Community Investments
Ralph C. Wilson, Jr. Foundation
Robert Thompson
Skillman Foundation
UnidosUS
United Way for Southeastern Michigan
Wells Fargo
W. K. Kellogg Foundation
Verizon
## ECONOMICS

### OWNERSHIP PROMOTION
- **266** Attended Homebuyer Education
- **38** First Time Homeowners
- **205** Working With Homebuyer Advisor

### OWNERSHIP PRESERVATION
- **60** Attended Home Preservation Workshop
- **147** Completed HOPE Application
- **66** Households Avoided Or Mitigated Foreclosure

### CENTER FOR WORKING FAMILIES
- **29** Participants Achieving Increase In Credit Score
- **18** Participants Achieving Increase in Net Income
- **9** Participants Achieving Increase In Net Worth
- **27** Participants Achieving 6-Month Retention
- **208** Participants Receiving 2/3 or 3/3 Key Services
- **48** Participants Completing Combined Financial Assessment

### EARN + LEARN
- **84** Completed OCC/VOC Training
- **86** Completed Work Readiness Training
- **67** Placed in Employment

### ADULT LEARNING LAB
- **17** Gaining Employment
- **8** GED Certificates Earned
- **493** Participants Enrolled In Adult Basic Education, GED and ESL Classes
- **334** Receiving Career Pathways Navigator Services

### YOUTHBUILD
- **5** Obtained Construction Trade Certificates
- **3** Obtained High School Diploma or Equivalent
- **10** Placed in Employment

### CAREER CENTER
- **21** Financial Coach Clients
- **63** Southwest Solutions Placements
- **54** Training Enrollments
- **93%** 60 Day Retention of WIOA
ECONOMIC SPOTLIGHT: RAUL AND DINA

When Raul left Mexico 20 years ago with a master’s degree in mechanical engineering, he never assumed he wouldn’t get to use it in America. He has spent years feeling frustrated, unable to bridge the language barrier to get a job he truly loves.

While at church, Raul’s wife, Dina, heard about Southwest Solutions and soon began attending GED courses. Because of your support, Dina graduated with her GED and her family and friends are very proud of her.

“My kids are proud of me,” commented Dina.

Dina has encouraged her friends and husband to attend courses with Southwest. Dina and Raul can be found at the English as a Second Language class, allowing them to bridge the gap that language has caused in their lives.

YOU have given Dina and Raul a chance to set themselves up for success. Raul is looking forward to becoming licensed in electrical work once he completes the ESL course.

Raul and Dina have a passion for helping people, just like you. Four years ago they began providing support to their friends who were going through a tough time at home. Since then, they have grown their passion into an organization helping Latina women in their community.

Thanks to you, Dina and Raul have access to classes which allow them to give back to the community in return. Supporting Southwest Solutions means supporting an entire community.
## COUNSELING

<table>
<thead>
<tr>
<th>Service</th>
<th>Participants/Intakes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Access/Intake</td>
<td>496</td>
</tr>
<tr>
<td>Adult Case Management Services</td>
<td>700</td>
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<tr>
<td>Adult Outpatient Therapy</td>
<td>338</td>
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<tr>
<td>Child Outpatient Therapy</td>
<td>429</td>
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<tr>
<td>Children in Wraparound Services</td>
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<tr>
<td>Dialectical Behavior Therapy</td>
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<tr>
<td>Early Childhood Mental Health</td>
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</tr>
<tr>
<td>Heartline Substance Abuse</td>
<td>78</td>
</tr>
<tr>
<td>Supportive Services for Veteran Families</td>
<td>393</td>
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<tr>
<td>Housing Resource Supports</td>
<td>469</td>
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<tr>
<td>Infant Mental Health</td>
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<tr>
<td>Integrated Services Program</td>
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<tr>
<td>Intensive Case Management</td>
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</tr>
<tr>
<td>Intensive Home Based Services</td>
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<tr>
<td>Juvenile Justice Programs</td>
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<tr>
<td>Outpatient Substance Abuse</td>
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</tr>
<tr>
<td>Participants in Cornerstone</td>
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<tr>
<td>School-Based Services</td>
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</tr>
<tr>
<td>Supported Employment Services</td>
<td>80</td>
</tr>
<tr>
<td>Youth Assistance Program</td>
<td>38</td>
</tr>
</tbody>
</table>

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COUNSELING SPOTLIGHT: MAYA AND EDGAR

Maya started with Southwest Counseling Solutions in March of 2020. As the world felt like it was falling down all around us because of the pandemic, Maya was facing her own world-shattering difficulties.

Witnessing domestic violence and losing her father to deportation, Maya was struggling. Her mother, Claudia, found Southwest Counseling Solutions and through the Children, Youth & Family services, was able to enroll Maya in child outpatient therapy and wraparound services.

Ever since beginning her sessions, Maya has become a happier and more expressive 10 year old. Without Southwest Counseling, Claudia knows that Maya would continue to struggle with anxiety and depression.

Not only was Claudia able to enroll her daughter; her son, Edgar is also in child outpatient therapy and wraparound services. Now, 9-year-old Edgar is learning how to control his anger and manage his ADHD without medication.

Maya and her younger brother, Edgar, were able to find their joy despite such difficult circumstances. It is because of you that they were able to get the help they need. And your continued support is giving them the opportunity to work with their counselors and deepen their understanding of coping skills.

“Hope is the word I can find for my experience,” Claudia recommends Southwest Counseling Solutions to anyone she thinks could benefit. She knows how much it has changed the life of her family and is confident that other families can find hope, just like hers.

You changed their lives. You were there for them when they needed you most.

Thank you.
HOUSING SPOTLIGHT

48TH HOMEOWNER, CHRISTAL

Christal has spent years renting, unable to own a house to call her home while raising her children. Christal knew she wanted a change, and she was determined to find a way to buy a house for her family.

Christal did not want to have to leave the home that she and her children have known for five years. She did not want to leave the schools where her kids have made friends. Thankfully, your support made it possible for them to stay.

“I love my home.”

Thanks to your support, she was able to attend Homebuyer Education classes offered by Southwest Economic Solutions. These classes taught her the process of purchasing a home, the financial commitment behind it, and made it possible for her to finally reach her goals.

Now, Christal does not have to worry about having to move around anymore. She is a homeowner for the first time in her life.

You made this family’s dreams a reality. Thank you for changing their lives.

“I am happy to have something I can call my own.”

23 Apartment Communities

125 Single Family Townhomes

493 Apartment Units

7 New Homeowners Through the Newberry Homeowner Program

759 Families Provided Safe, Quality, Affordable Housing

7 New Homeowners Through the Newberry Homeowner Program
49TH HOMEOWNER, CHRISTINE
For nearly two decades, Christine has lived in Newberry. As a single parent, she raised her four daughters in this house. Here, they have enjoyed everything from tea parties to prom photos. **Thanks to YOU, this house became their home.**

With her daughters all grown up, Christine is able to hold onto the memories from their childhood. Her girls can come home and stay in their childhood bedrooms for the holidays. You have made it possible for a mother to keep the home that she and her daughters love so dearly.

Christine is excited about the possibilities and freedom that are hers now that she has transitioned from tenant to homeowner. She has never had this opportunity to make the house look and feel exactly the way she wants. She has a vision that you are bringing to life.

“I believe this is going to change my life.”

Thank YOU for making Christine’s dream a reality. You are a true hero!

50TH HOMEOWNER, TIFFANY
Tiffany has spent 7 years in her Newberry house, making it a home. She raised her children and found a community in the neighborhood. The Newberry neighborhood looks out for its own. “I love the neighbors. They watch out for everybody.”

During the difficult overnight shifts and long, challenging days - she kept pushing because she knew she wanted her children to have a home even when she is gone.

She knows she is spending her hard-earned dollars on something that matters. “I’d go broke as long as I’m doing it for a good reason.”

Lucky for Tiffany, she won’t have to worry about that. **Thanks to your extreme generosity, Tiffany was able to purchase the first home she can call her own. You have made it possible to support Tiffany in this next chapter of her life.**

“[It wasn’t always easy], but it was all worth it.”

Tiffany may be the 50th Newberry homeowner, which is a wonderful accomplishment, but we want you to know that we aren’t stopping there.

There are more individuals with the power to change the tides of generational wealth and homeownership, BUT they can’t do it without YOU.

YOU can make their dreams come true. YOU can help find the house that will become their home. Thank you!
EXECUTIVE LEADERSHIP TEAM

SEAN de FOUR  
President and  
Chief Executive Officer

MICHELLE R. SHERMAN  
Chief Operating Officer  
and Chief Financial Officer

JAMIE EBAUGH  
Executive Director of  
Southwest Counseling Solutions

HECTOR HERNANDEZ  
Executive Director of  
Southwest Economic Solutions

LAURA S. LeBLANC  
Executive Director of  
Philanthropy and Communications

TIMOTHY THORLAND  
Executive Director of  
Southwest Housing Solutions