We thank all of our donors for supporting the work we do, and acknowledge those who donated at least $25,000 in 2020:

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Jamie Ebaugh, Executive Director of Southwest Counseling Solutions
Hector Hernandez, Executive Director of Southwest Economic Solutions
Timothy Thorland, Executive Director of Southwest Housing Solutions
(Note: Joseph Tasse served as interim President and CEO in 2020)

Southwest Solutions
5716 Michigan Avenue, Suite 3000
Detroit, MI 48210
313.481.3110
www.swsol.org

2020 ANNUAL REPORT

Chris Marshall became a homeowner through our Newberry program, which is transitioning 60 former rental houses into affordable homeownership. For Chris, achieving his dream of homeownership is the culmination of participating in a wide variety of the programs and opportunities that we offer, including job training, affordable rental housing, financial coaching, homebuyer education, community leadership and engagement, neighborhood beautification, and small business training.

*Committee member only

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Navy veteran Michael Sanders became homeless after untreated mental illness and PTSD from his time in combat zones caused his life to fall apart. He then obtained housing at our Piquette Square for Veterans, which provides permanent supportive housing for 150 formerly homeless veterans. At Piquette Square, our support services team connected Michael with mental health treatment and job opportunities. “I feel peace of mind and at home at Piquette Square,” Michael said. “I’m independent, with assistance, and part of a community. To be surrounded by other veterans who understand me and what I’ve been through is a huge help and blessing.”

Message from Sean de Four,
President and CEO

Southwest Solutions is one of Detroit’s most impactful and iconic nonprofits, and I am humbled and excited to join the organization.

Founded in 1970 as a community mental health agency, our programs now include mental health counseling for adults, children and families, neighborhood and community development, affordable and supportive housing, services for the homeless and veterans, job training, financial counseling and affordable homeownership opportunities, adult literacy, resident engagement, and more.

Those we serve often have multiple needs that must be addressed, and we integrate our services to provide families and individuals the greatest chance to better their lives.

Southwest Solutions marked its 50th anniversary in 2020. It was a year in which the needs in our community increased dramatically because of the pandemic and its economic fallout. As an essential organization in the social safety net, we responded keenly, including quickly transitioning to telehealth to deliver mental health services, connecting our affordable housing tenants to eviction prevention resources, and providing free food distribution to 400 families a week. Our programs in total served more than 15,000 people during the year.

Going forward, we will continue to innovate and collaborate to fulfill our mission “to enhance the quality of life, success and self-sufficiency of individuals and families in Detroit.”
Southwest Solutions
Fiscal Year ended September 30, 2020

INCOME

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Detroit Wayne Integrated Health Network</td>
<td>10,787,596.37</td>
<td>33.60%</td>
</tr>
<tr>
<td>Real Estate Sales Revenue</td>
<td>1,042,285.00</td>
<td>3.25%</td>
</tr>
<tr>
<td>Federal Grants</td>
<td>6,582,879.73</td>
<td>20.50%</td>
</tr>
<tr>
<td>Foundation and Other Grants</td>
<td>3,448,390.68</td>
<td>10.74%</td>
</tr>
<tr>
<td>Charitable Contributions</td>
<td>541,837.46</td>
<td>1.69%</td>
</tr>
<tr>
<td>Juvenile Justice</td>
<td>2,842,396.09</td>
<td>8.85%</td>
</tr>
<tr>
<td>Rental Income</td>
<td>3,047,528.00</td>
<td>9.49%</td>
</tr>
<tr>
<td>Property Management Fees</td>
<td>806,675.00</td>
<td>2.51%</td>
</tr>
<tr>
<td>State and Local Grants</td>
<td>725,858.80</td>
<td>2.26%</td>
</tr>
<tr>
<td>Other Program Revenue</td>
<td>10,682,462</td>
<td>33.61%</td>
</tr>
<tr>
<td>Consumer Services Revenue</td>
<td>820,614.00</td>
<td>2.56%</td>
</tr>
<tr>
<td>Other</td>
<td>1,078,035.00</td>
<td>3.36%</td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>32,109,217.43</td>
<td>100%</td>
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</table>

EXPENSES

<table>
<thead>
<tr>
<th>Expense</th>
<th>Amount</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salaries and Wages</td>
<td>$12,766,758</td>
<td>40.16%</td>
</tr>
<tr>
<td>Fringe Benefits</td>
<td>$2,901,818</td>
<td>9.13%</td>
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<tr>
<td>Other Program Expenses</td>
<td>$10,682,462</td>
<td>33.61%</td>
</tr>
<tr>
<td>Administrative Expenses</td>
<td>$5,437,043</td>
<td>17.10%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>31,788,081</td>
<td>100%</td>
</tr>
</tbody>
</table>
Our Programs

MENTAL HEALTH AND WELLNESS
- Southwest Solutions has provided community mental health services for 50 years and currently serves 3,500 adults, children and families annually.
- One third of our counselors are bilingual. Our adult counseling program for Spanish-speaking consumers is highly effective. Almost all avoid hospital psychiatric services.
- In partnership with other community organizations, we developed and have implemented an innovative model of integrated physical and mental health services.

SERVICES FOR THE HOMELESS AND VETERANS
- Southwest Solutions is the lead agency to address homelessness in the city. We’re one of Detroit’s largest providers of services to the homeless, and our housing retention rate is one of the best in the nation.
- Piquette Square for Veterans is a 150-unit permanent supportive housing project that provides comprehensive support services, including access to healthcare, employment, benefits, and education. It is recognized as a national model in helping the veterans rebuild their lives and reintegrate into the community.
- Our Supportive Services for Veteran Families (SSVF) has helped over 2,500 low income veterans remain housed.

HOUSING AND NEIGHBORHOOD DEVELOPMENT
- Southwest Solutions is the leading nonprofit multi-family developer of affordable housing in Wayne County, having developed or renovated nearly 1,500 units in multiple neighborhoods, including single-family homes and multi-family apartments. More than 2,000 people reside in our quality, affordable apartments and townhomes.
- We have renovated and sold 750 homes in the metro area that were vacant, helping to reduce blight and revitalize neighborhoods.
- We offer programs for homebuyer counseling, foreclosure prevention, financial coaching, mortgage lending, and no interest home repair loans. More than 2,800 families are homeowners due to our programs.

EDUCATION, JOB TRAINING AND FINANCIAL OPPORTUNITY
- Southwest Solutions’ job training programs have helped 3,500 adults improve their job skills, including the chronically unemployed and returning citizens. Earn + Learn provides training in the skilled trades, technology, and bank teller jobs. YouthBuild prepares young people for careers in the building trades and provides GED instruction.
- Our Adult Learning Lab in southwest Detroit has served over 1,500 individuals since opening in 2011. It provides GED preparation, Adult Basic Education, ESL, and tutoring for people seeking to better their job prospects.
- Our Center for Working Families helps low-income families reach financial stability, access income supports, develop educational and job opportunities, and build wealth. In the last decade, our financial coaches have helped over 2,000 individuals.

BASIC NEEDS
- When the Covid crisis began, we started weekly free food distribution at two sites in southwest Detroit, through our partnership with Gleaners Community Food Bank. The events served 400 families a week. Each family received over 30 pounds of nutritious food.
Chris Marshall became a homeowner through our Newberry program, which is transitioning 60 former rental houses into affordable homeownership. For Chris, achieving his dream of homeownership is the culmination of participating in a wide variety of the programs and opportunities that we offer, including job training, affordable rental housing, financial coaching, homebuyer education, community leadership and engagement, neighborhood beautification, and small business training.

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