Message from Sean de Four, President and CEO

The year 2021, like the year before, was defined by the pandemic. It was also my first year at Southwest Solutions, having started my tenure as President and CEO in March.

It may sound strange to say that I’m grateful to have joined the organization during such a challenging time, but I am. It gave me the opportunity to see and experience the best of what Southwest Solutions has to offer – an approach to supporting the community that is flexible, responsive, holistic and solution focused. This is an organization that doesn’t shy away from the messiness of meeting the most complex circumstances and needs of struggling individuals, families, and communities. In fact, Southwest Solutions is an organization that embraces crises as opportunities to engineer new ways to serve.

When our already stressed community was hard hit by the pandemic, we saw an increase in hunger and food insecurity as people lost jobs and hours were cut. So, we partnered with a local food bank and began distributing boxes of food to families in need. We now distribute to over 300 families every week through this partnership. As families and youth became increasingly isolated while the pandemic persisted, we saw a spike in calls for mental health services and a jump in teen suicide attempts. So, we pivoted quickly to provide services virtually and launched a cutting-edge peer nominated support model to better support teens struggling with suicide. In fact, across the nation we’ve seen an explosion in depression, anxiety, and substance abuse. Just a few weeks after I joined Southwest Solutions, we had the privilege of hosting a press conference with Senator Debbie Stabenow to announce that Southwest Solutions was one of five community mental health agencies in Detroit awarded federal funding to become a Certified Community Behavioral Health Clinic (CCBHC). This new model enables us to provide physical healthcare alongside our mental health programs and allows us to expand our substance-abuse treatment services at a time when need has never been greater. The holistic, whole person approach that is the hallmark of a CCBHC mirrors Southwest Solutions’ approach to caring for the community.

Our mission “to enhance the quality of life, success and self-sufficiency of individuals and families in Detroit,” has guided our organization since its founding over 50 years ago. This mission, paired with our holistic approach to services is what drew me to Southwest Solutions. Few other agencies provide as broad a range of programs and partnerships as we do, and no other agency balances that work with the community focused approach we bring to Southwest Detroit. In our community, we are the leading provider of mental health counseling and affordable housing. We provide job training, adult literacy, financial coaching, foreclosure and homebuyer assistance, real estate development, commercial space for lease, juvenile justice, youth leadership services, and more. We provide housing and support services for veterans experiencing or at-risk for homelessness, and we are the lead agency in the concerted effort to end homelessness in our city.

I’m proud to lead this iconic and critically important agency into the future and am grateful to all of our supporters for helping us to reduce poverty and its impact on quality of life, in the city of Detroit.
Willie Brown had been homeless for two decades, including sleeping in a tent through bitter Detroit winters, before our Permanent Supportive Housing program placed him in an apartment, despite housing challenges posed by the pandemic. “I’m still striving to make things right in my life,” said Willie, who had been a funk singer and a boxer before his life fell apart, resulting in his homelessness. “I’m in recovery from my drinking and I know it must be a lifelong commitment. I want to change and be a help to others.”

### REVENUE

- Detroit Wayne Integrated Health Network: $11,761,597 (30.37%)
- Real Estate Sales Revenue: $2,900,878 (7.49%)
- Federal Grants: $8,815,558 (22.76%)
- Foundation and Other Grants: $5,750,010 (14.85%)
- Charitable Contributions: $966,012 (2.49%)
- Juvenile Justice: $1,371,385 (3.54%)
- Rental Income: $2,884,648 (7.45%)
- Property Management Fees: $1,402,074 (3.62%)
- State and Local Grants: $1,220,827 (3.15%)
- Other Program Revenue: $1,105,824 (2.86%)
- Consumer Services Revenue: $966,012 (2.49%)
- Other: $551,806 (1.42%)

Total Revenues: $38,730,619 (100%)

### EXPENSES

- Salaries and Wages: $12,835,899 (39.79%)
- Fringe Benefits: $3,256,146 (10.09%)
- Other Program Expenses: $12,040,505 (37.32%)
- Administrative Expenses: $4,130,456 (12.80%)

Total Expenses: $32,263,006 (100%)
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 February 2021, Southwest Solutions was awarded federal funding to become a Certified Community Behavioral Health Clinic (CCBHC), a new community mental health model that expands access to vulnerable individuals and provides comprehensive and integrated treatment and a full range of mental health and substance-use disorder 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. About 3,100 families are homeowners due to our programs.

EDUCATION, JOB TRAINING AND FINANCIAL OPPORTUNITY
• Southwest Solutions’ job training programs have helped more than 3,700 adults improve their job skills, including the chronically unemployed and returning citizens. Earn + Learn provides job training in the skilled trades, technology, and more. YouthBuild prepares young people for careers in the building trades and provides GED instruction. Our Detroit at Work Career Center matches workers with training programs and job opportunities.
• Our Adult Learning Lab in southwest Detroit has served over 1,700 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
• From the start of the Covid crisis in March 2020 and through the end of 2021, more than 25,000 families have received free groceries through our partnership with Gleaners Community Food Bank that has been providing weekly food distribution at sites in southwest Detroit.
Our Newberry program is transitioning 60 former rental houses into affordable homeownership. At the end of 2021, 45 low-to-moderate-income families had become new homeowners through the program. Candace Sims’ family is one. “I think about the long road to get here,” Candace said. “Being a working mom, living a life of just having enough to pay the bills and get by. Never getting ahead. The future feels bigger and brighter now, and I know my sons are also very proud to have a home of our own.”

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