



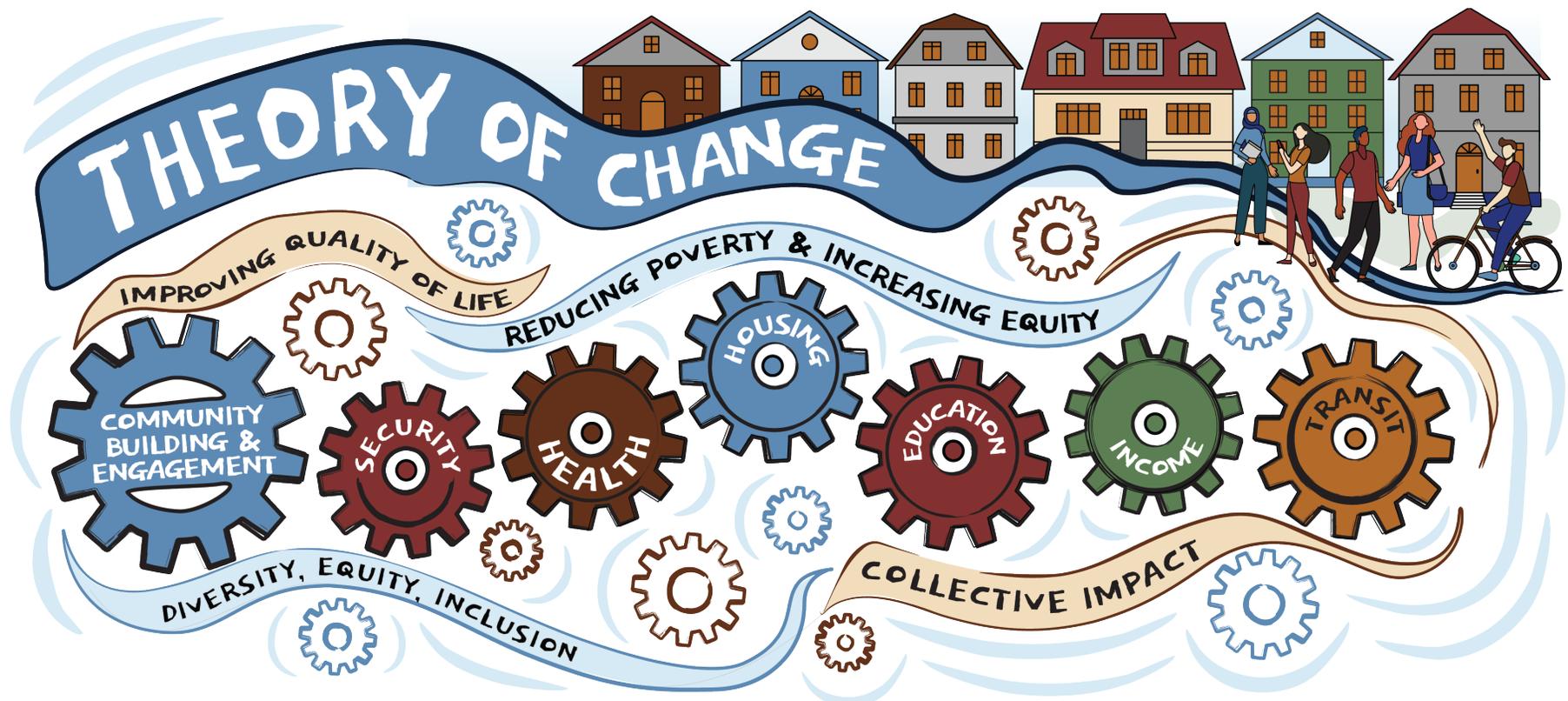
2022 ANNUAL REPORT

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



872
SERVED THROUGH
HOUSING SOLUTIONS

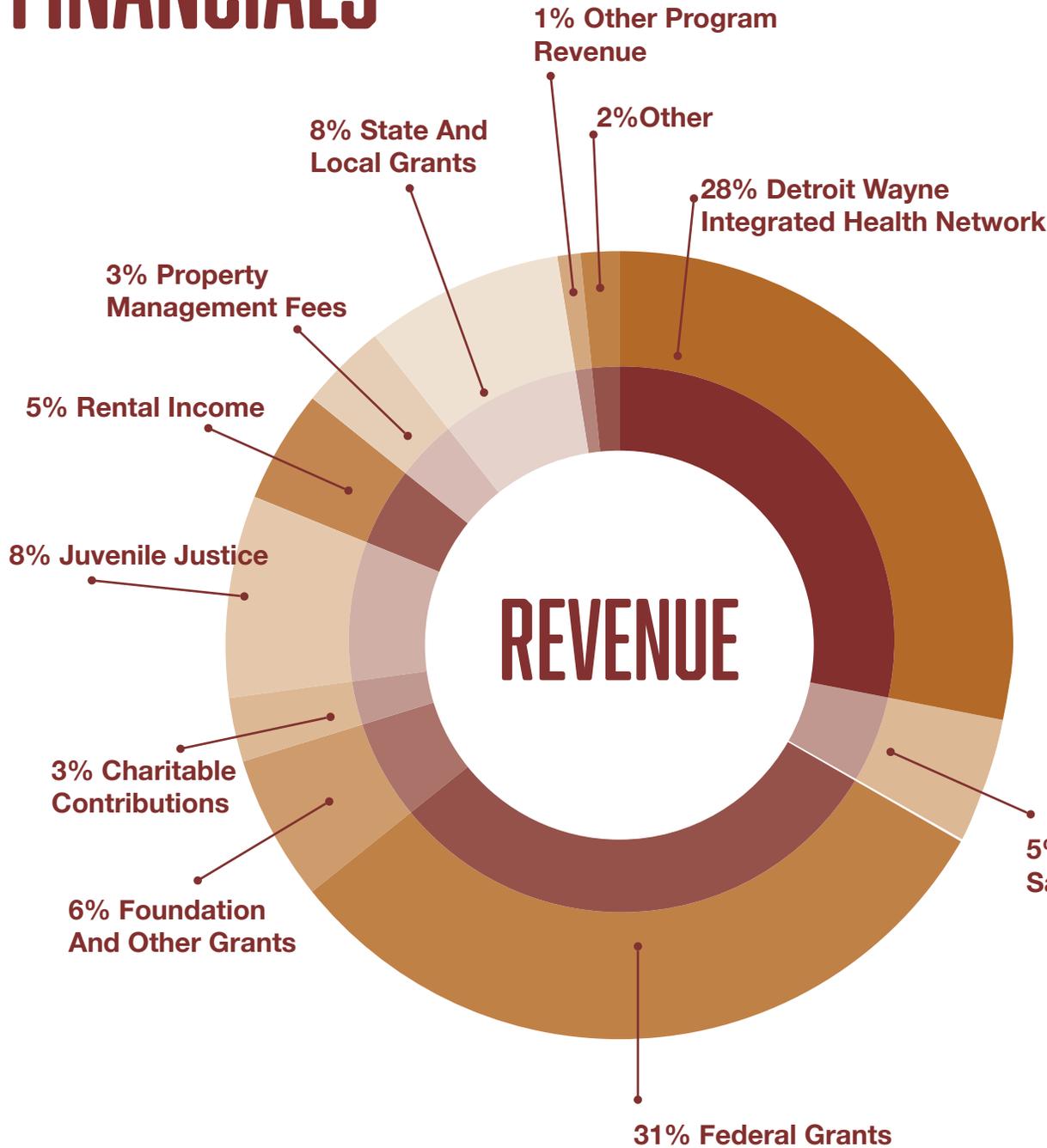


9,214
SERVED THROUGH
COUNSELING SOLUTIONS



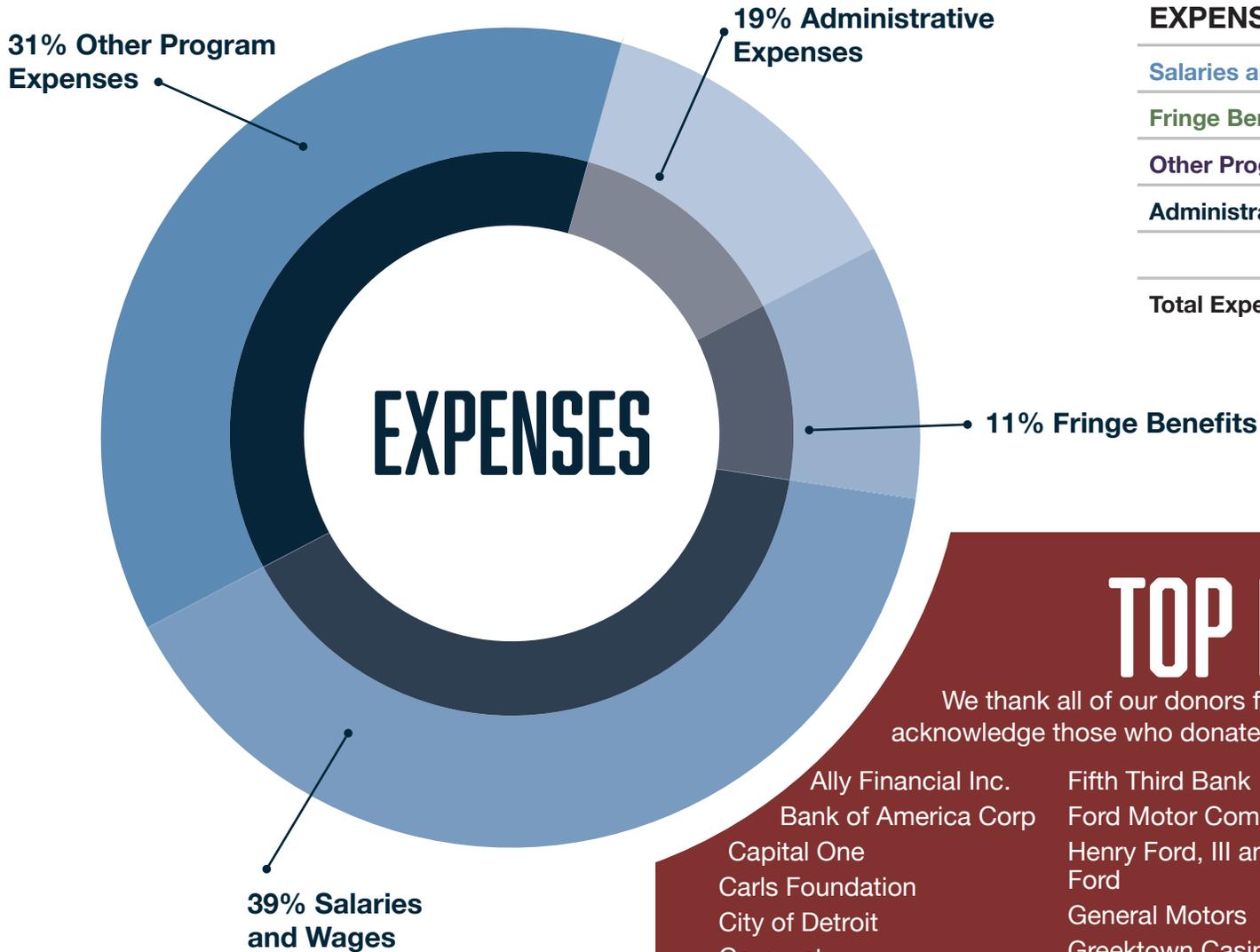
263
VOLUNTEERS

FINANCIALS



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

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

ECONOMICS

HOMEOWNERSHIP PROMOTION

266

Attended Homebuyer Education

38

First Time Homeowners

205

Working With Homebuyer Advisor

HOMEOWNERSHIP 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.**

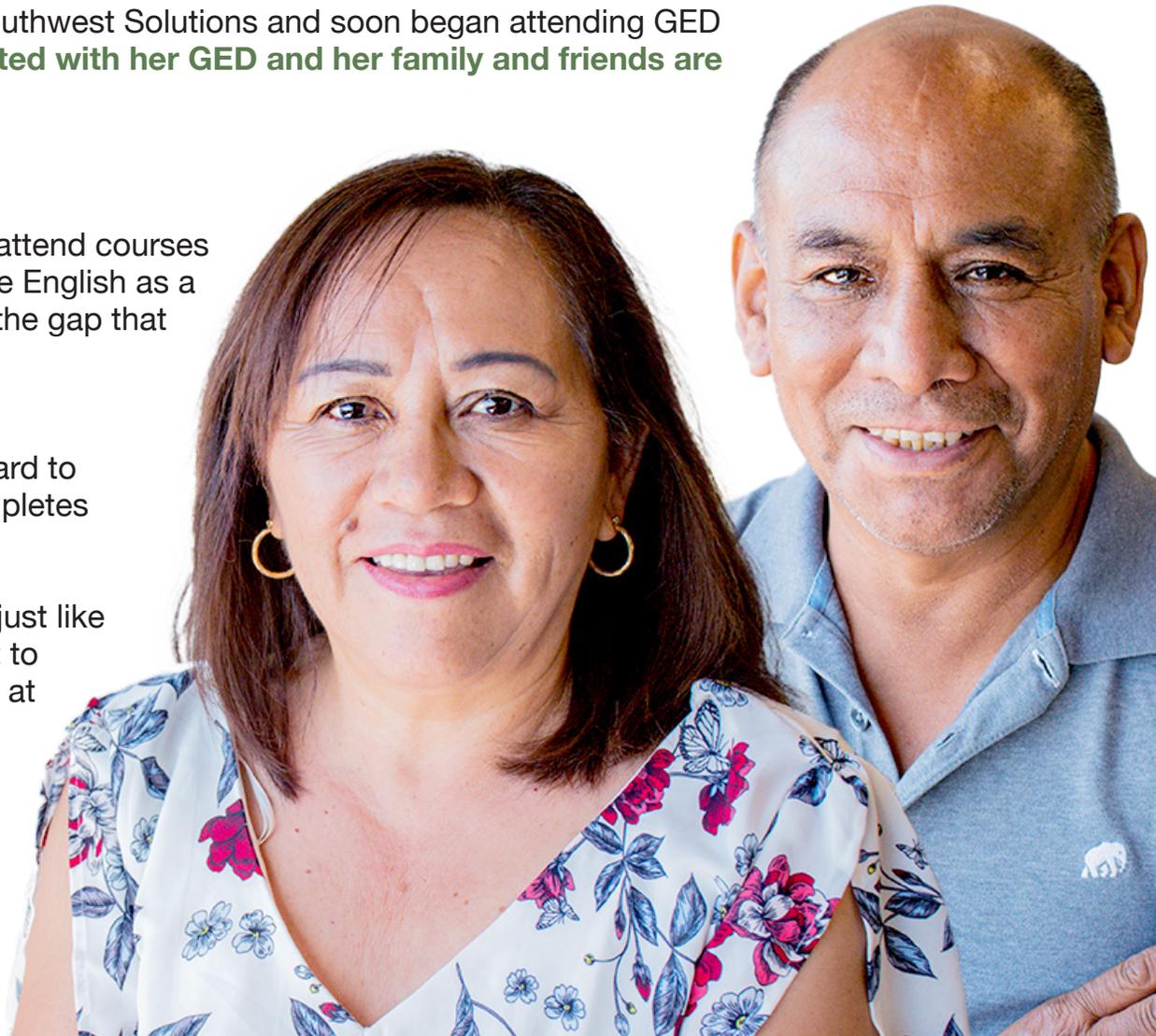
"My kids are proud of me," commented Dina.

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

496

Access/Intake

700

Adult Case Management Services

338

Adult Outpatient Therapy

429

Child Outpatient Therapy

30

Children in Wraparound Services

46

Dialectical Behavior Therapy

30

Early Childhood Mental Health

78

Heartline Substance Abuse

393

Supportive Services for Veteran Families

469

Housing Resource Supports

42

Infant Mental Health

193

Integrated Services Program

62

Intensive Case Management

37

Intensive Home Based Services

52

Juvenile Justice Programs

33

Outpatient Substance Abuse

98

Participants in Cornerstone

52

School-Based Services

80

Supported Employment Services

38

Youth Assistance Program

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



23

Apartment Communities



759

Families Provided Safe,
Quality, Affordable
Housing

125

Single Family
Townhomes



7

New Homeowners
Through the Newberry
Homeowner Program



493

Apartment Units

HOUSING SPOTLIGHT

48TH HOMEOWNER, CRISTAL

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.”

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.”**

Tiffany has not had it easy on this journey. She works twelve hour days, nearly every day. Finding time to attend the Homebuyer Education courses was a challenge. Luckily, she was not in this alone because Southwest Solutions staff was on her side. “They make it really easy, and you will have something for yourself and your kids.”

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!



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