

2017 | 2018



# ANNUAL REPORT



# ABOUT US

**Simpson Housing Services** began as an emergency overnight shelter in the basement of Simpson United Methodist Church in 1982. In 2017, Simpson celebrated its 35th anniversary. Over the last three decades, Simpson has since become a leading nonprofit providing assistance to people experiencing homelessness. Simpson Housing Services was one of the first Minnesota organizations to use the nationally-recognized Housing First model. Individuals and families are placed into housing immediately, then supported with identified services to help address barriers.

In response to unmet community needs, our programs have grown to include emergency shelter, family housing with comprehensive programming for children and youth, single adult supportive housing, and youth supportive housing. We work across the metro area partnering with landlords and developers to find sustainable housing for families and individuals. The majority of our program participants live in scattered-site housing or individual apartments in market-rate apartment buildings, with the largest number of participants living in Hennepin County.

## SENIOR LEADERSHIP TEAM

Steve Horsfield  
Executive Director

Wendy Wiegmann  
Director of Programs

Donna Zingsheim Bauer  
Director of  
Business Operations

Christina Giese  
Director of  
Volunteer Engagement

Elisabeth Loeffler  
Director of Development  
and Communications

## Mission

To house, support, and advocate for people experiencing homelessness.

## Values

### We:

Believe that everybody has the right to safe and affordable housing.

Celebrate and embrace the uniqueness and dignity of every person.

Encourage people to draw upon their strengths and promote self-advocacy.

Advocate against the injustices of society that cause homelessness and poverty.

Strive to create a collaborative community with the individuals we serve, within Simpson Housing Services, and with the greater community.

## BOARD OF DIRECTORS 2017 | 2018

### EXECUTIVE COMMITTEE

Lori Boisclair, President  
Boisclair Corporation

John Green, Vice President  
Ameriprise Financial Advisors

Mary Gabler, Secretary  
Community Volunteer

Russ Andrews, Treasurer & Past President  
Community Volunteer

### MEMBERS

Cindy Aegerter, Infaith Community Foundation

Kenn Beckwith, Experis

Richard Chase, Community Volunteer

Frank Fallon, Community Volunteer

Ivan Ludmer, Minneapolis City Attorney's Office

Buffy Moore, Hennepin County

Victor O. Okoye, CPA, Community Volunteer

Sharon Rowe, Community Volunteer

Kim Senn, Senn & Sons

Lee Thoresen, RBC Wealth Management

Lou Urban, Children's Minnesota

Lori Wall, Restaurant Technologies

Claire Zeise, Dorsey & Whitney LLP

### EMERITUS MEMBERS

Mirja Hanson

Gary and Karen Kirt

Gary Larson

Bishop Bruce R. Ough

Patrick Arden Wood

Dan Poorman

# OUR PROGRAMS

## Family Housing Program

Simpson's Family Housing Program is our largest program. Simpson serves families who are experiencing homelessness by providing intensive case management and subsidized rental housing. Emphasis is placed on helping families quickly secure stable housing. Individualized services are focused on life skills, positive parenting, education, and employment to help families achieve long-term housing stability and success.

Simpson's dual focus on family support and children's programming is unique among organizations providing services to families experiencing homelessness. Dedicated advocates help connect parents to our Children and Youth Services Programs to provide specific support to children, including:

**Early Childhood Program:** The Early Childhood Program uses a home visiting model to promote the healthy development of young children and their families. Goals for the program include on-track developmental growth, parental engagement in literacy and language activities, and placement in

high-quality childcare. Staff partners with parents to provide the support and resources to ensure their children are ready for kindergarten through a combination of wellness, developmental, and educational support services.

**Passage Tutoring Program:** Educational support advocates and highly trained literacy volunteers work closely with children and families to improve reading and academic skills through weekly tutoring specifically designed to meet the needs of each individual student. Goals for the program include improved academic performance, increased attendance, improved self-efficacy, and strong parental involvement in their child's education.

**Mentoring and Youth Development Program:** For school-aged children in our Family Housing program we offer two mentoring programs, one for students grades K-5th with a focus on literacy skills and one for students grades 5-8th focusing on leadership and personal exploration. The Mentoring

and Youth Development programs pair youth with highly qualified volunteer mentors for weekly meetings that explore mentees' areas of interest in academics and enrichment opportunities to help them build skills in a supportive relationship with caring adults.

**150 children**  
participated in the Children  
& Youth Services Programs

Simpson helped  
**289 families +  
649 children**



# OUR PROGRAMS

## Youth Housing

Simpson Housing Services provides comprehensive supportive housing to transitioned-aged youth in two programs.

**Young Parent Program:** Simpson provides permanent supportive housing to parenting youth, ages 18-24, who have experienced homelessness through the Young Parent Program. Participants have young children, ages 0-5, and live in both site-based and scattered-site housing in Hennepin County. Support services focus on goal setting around education and employment, as well as early childhood home visiting with an emphasis on child development and positive parenting skills.

**66 West:** Simpson provides supportive services to 39 youth transitioning out of homelessness, ages 16-24, at 66 West. Services are focused on setting and working toward personal goals in education, employment, and wellness. This site is a housing development in Edina owned by Beacon Interfaith Housing Collaborative.

## Single Adult Housing

Simpson provides support to single men and women who have experienced homelessness through three programs: The Women's Housing Partnership, Opportunity Housing Partnership, and Rapid Rehousing. Intensive support and advocacy services are a key component of participant success.

**The Women's Housing Partnership** is a supportive housing program for women who face long-term-homelessness. Staff work intensively with program participants to forge ongoing relationships that foster individual strength, housing stability, and progress toward personal goals.

**Opportunity Housing Partnership** is a collaboration between Simpson, Aeon, and Avivo to provide increased supportive services in two housing communities in downtown Minneapolis. The properties offer efficiency apartments for long-term homeless individuals. Residents are connected to ongoing case management and opportunities for community engagement.

**Simpson's Rapid Rehousing Program** is a shorter intervention program that provides financial assistance and services to help individuals experiencing homelessness by quickly rehousing and stabilizing them in their community.

Provided supportive housing services to **199 single adults**



# OUR PROGRAMS

## Overnight Emergency Shelter

**Simpson provides safe, dignified shelter to 44 men and 22 women nightly.** Guests receive access to showers, laundry, toiletries, mail, and a savings program as well as on-site mental health services, healthcare, and veteran's services. Shelter advocates work with shelter guests to resolve housing barriers and attain permanent housing. Thousands of hours of service are provided by volunteers.

## Adult Shelter Connect

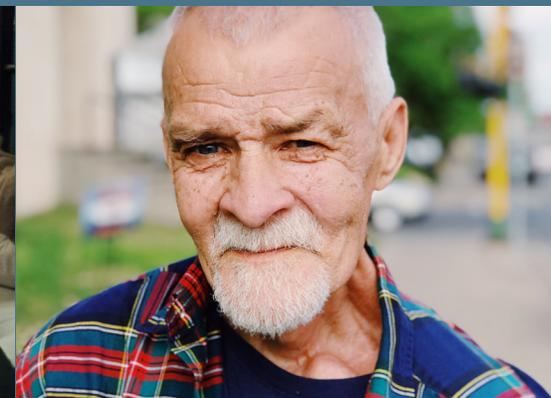
**Hennepin County Adult Shelter Connect (ASC) is a collaboration between Simpson and four other emergency shelter providers serving single adults in Hennepin County.** Selected as the operator of ASC by Hennepin County, Simpson oversees the day-to-day operations of ASC on behalf of the Minneapolis shelters. Single adults in need of emergency shelter visit Adult Shelter Connect for assessment, placement at one of the shelters, and connection to community resources.

1,111

Men and women received services at the Overnight Emergency shelter

6,214

Individuals experiencing homelessness accessed the ASC office



# NICOLLE'S STORY



## A U.S. Veteran's Journey of Survival, Independence, and Hope

Nicolle and her daughter, Amaya, relocated to Minnesota from South Carolina to be closer to extended family and further her education at a well-known culinary school.

When their housing with an extended family member fell through, Nicolle and her daughter experienced homelessness for four months, living in a hotel and out of their car during the summer and fall months. Nicolle's cousin, who worked at an elementary school, connected her with Simpson Housing Services. "I got right into Simpson. There was no waiting list. I got hooked up with a caseworker, and it took a month to find housing," says Nicolle. Through Simpson's family supportive housing program, Nicolle was able to have an affordable, safe, and stable place for her family. "It was home for us. We got settled."

While experiencing housing challenges, Nicolle took a break from culinary school. She later returned to the program, completed her culinary degree, and secured an assistant pastry chef position at a reputable restaurant.

Nicolle actively engaged with her Simpson advocate, Kristi, and an extensive network of mental health resources. Nicolle

processed emotional trauma, two domestic violence situations, and a past suicide attempt. "Kristi helped me with my emotions. I was able to take advantage of an income-based apartment and specialized medical help for my psychiatric and mental health needs. Kristi helped me connect to so many resources. She got me emergency services, counseling in my home, the crisis nursery for my daughter. She helped me with my paperwork for court. She was there when I needed her," shared Nicolle.

Gaining emotional strength, Nicolle was able to focus on other priorities in her life. Nicolle describes herself as a survivor, getting through extremely painful times. In her words, "Literally, Simpson saved my life."

Nicolle is grateful to Simpson and the incredible support her advocates provided her throughout six-and-a-half years. "I had the right people I needed for every moment in my life," shares Nicolle.

With the encouragement of Simpson advocate Joylenna, Nicolle decided to pursue a new career with more flexible, family-friendly hours. Nicolle attended beauty school and graduated with her degree and an award for perfect attendance. She secured a hairdresser position in a work environment that she loves. Nicolle's goal is to take classes and pursue a management position with the national salon chain.

With Joylenna's support, Nicolle also made a pivotal change in her life situation by getting connected with the Veterans Affairs office. "We took the first step by contacting them and getting my military ID. That opened the floodgates," says Nicolle, who now receives medical care, financial support, and other resources for U.S. veterans.

Together, Joylenna and Nicolle developed a detailed plan for budgeting, saving, and eliminating Nicolle's past debt. Nicolle utilized Simpson's saving program. She saved over a six-month period, and Simpson matched the first \$1000 she saved.

Simpson's support extended to Nicolle's entire family. Early on in Nicolle's relationship with Simpson, advocate Molly drove Amaya to preschool screenings. Together, they placed Amaya in a good pre-K program and elementary school. Years later, Amaya is a successful student in a local charter school close to the family's home. Proud mom Nicolle describes Amaya's growth: "She has blossomed. She's a grade above average in reading comprehension. She's so smart. So resilient."

Nicolle is grateful to Simpson and the incredible support that six different advocates provided her throughout six-and-a-half years. "I had the right people I needed for every moment in my life," shares Nicolle.

Joylenna admires Nicolle's resilience and dedication to her family. "Nicolle is very strong—to journey through what she has experienced is mind-blowing. I am so proud of her. She shared stories. It helped her to heal. She definitely did what she needed to do for her daughter. I'm honored to have worked with her."

Nicolle exited Simpson's family housing program after accomplishing many of her long and short-term goals. She enjoys being independent and having financial freedom. Most of all, she enjoys time with Amaya. Nicolle reflects on her journey and numerous successes: "For the first time in my adult life, I'm on my own. I'm a human again. It feels great. My job is amazing. I'm off welfare, child support, income-based housing, and food stamps. I pay for my own health care. There's a sense of pride and accomplishment when you are doing it yourself."

# 2017 | 2018 IMPACT

## Shelter

**1,111** MEN & WOMEN  
RECEIVED SERVICES AT THE SHELTER

**124** INDIVIDUALS MOVED DIRECTLY  
INTO HOUSING

**682 MEN & 429 WOMEN**  
RECEIVED A BED



**Adult Shelter Connect**  
**6,214** SERVED AT ASC

**Supportive Housing  
for Single Adults**



INDIVIDUALS RECEIVED  
SUPPORTIVE HOUSING

Individuals spent an average of  
**8.5 YEARS HOMELESS**  
before entering the housing program



of all participants served  
maintained their housing  
in 2018

**Family  
Housing**



**289** families  
WITH  
**649** children

RECEIVED SUPPORTIVE HOUSING

almost  
**half**  
of families are  
long-term homeless



of families maintained  
safe, stable housing for  
one year

## Early Childhood Program

**80%** OF CHILDREN RECEIVED  
EARLY INTERVENTION



of parents demonstrated  
positive parenting techniques

56 families with

**88 CHILDREN**  
birth to 5 years old were served



**Mentor & Tutoring  
Programs**

17 middle school **students & mentor**  
**volunteers**

**17** K-5th GRADERS &  
literacy mentor volunteers

**one  
hundred**

% of mentees participated in  
at least 3 activities they have  
never experienced before



of students showed  
improvements in their grades  
and school attendance

**28 children** were served in  
tutoring and educational support programs



**100%** increased participation in reading  
activities and **96% improved**  
**reading and literacy skills**



**Volunteer Support**

**3,413**  
volunteers

**31,766 HOURS**  
equivalent to 16 full-time employees

# STATEMENT OF FINANCIAL POSITION

## FISCAL YEAR 2018

### ASSETS

|                                   |                    |
|-----------------------------------|--------------------|
| Cash & current investments .....  | \$616,954          |
| Restricted cash .....             | \$284,390          |
| Receivables .....                 | \$351,243          |
| Prepaid expenses .....            | \$33,991           |
| Temporary Investments .....       | \$206,904          |
| <b>TOTAL CURRENT ASSETS .....</b> | <b>\$1,593,482</b> |
| Property & equipment - Net .....  | \$1,385,043        |
| <b>TOTAL ASSETS .....</b>         | <b>\$2,978,525</b> |

### LIABILITIES

|                                |                    |
|--------------------------------|--------------------|
| Current liabilities .....      | \$314,171          |
| Long-term liabilities .....    | \$1,123,825        |
| <b>TOTAL LIABILITIES .....</b> | <b>\$1,437,996</b> |

### NET ASSETS

|                               |                    |
|-------------------------------|--------------------|
| Unrestricted .....            | \$1,305,480        |
| Temporarily restricted .....  | \$235,049          |
| <b>TOTAL NET ASSETS .....</b> | <b>\$1,540,529</b> |

|   |                    |
|---|--------------------|
| <b>TOTAL LIABILITIES AND NET ASSETS .....</b> | <b>\$2,978,525</b> |
|---|--------------------|

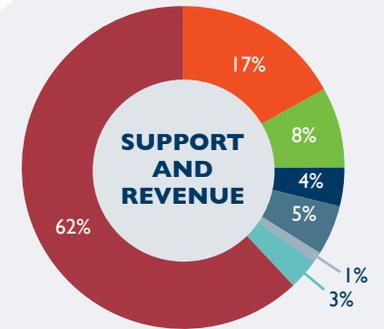
### SUPPORT & REVENUE

|  |                    |
|--|--------------------|
| Contributions .....                          | \$1,325,184        |
| In-kind contributions .....                  | \$302,704          |
| Government contracts .....                   | \$4,630,358        |
| Contract income .....                        | \$593,185          |
| Special event income .....                   | \$173,987          |
| Less cost of direct benefits to donors ..... | (\$89,225)         |
| Net special event revenue .....              | \$84,762           |
| Rental income .....                          | \$405,129          |
| Other income .....                           | \$31,214           |
| <b>TOTAL SUPPORT &amp; REVENUE .....</b>     | <b>\$7,541,787</b> |

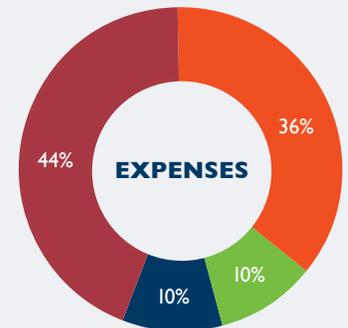
### EXPENSES

|                                     |                    |
|-------------------------------------|--------------------|
| Shelter .....                       | \$804,077          |
| Family housing .....                | \$3,311,371        |
| Single adult housing .....          | \$2,617,845        |
| <b>TOTAL PROGRAM SERVICES .....</b> | <b>\$6,757,446</b> |
| Administration & fundraising .....  | \$714,811          |
| <b>TOTAL EXPENSES .....</b>         | <b>\$7,472,257</b> |

|   |                    |
|---|--------------------|
| <b>CHANGE IN NET ASSETS .....</b>             | <b>\$69,530</b>    |
| <b>NET ASSETS - BEGINNING OF PERIOD .....</b> | <b>\$1,470,999</b> |
| <b>NET ASSETS - END OF PERIOD .....</b>       | <b>\$1,540,529</b> |



- Government contracts
- Contributions
- Contract income
- In-kind contributions
- Rental income
- Special event revenue
- Other



- Family housing
- Single adult housing
- Shelter
- Admin & fundraising

**DONATE. VOLUNTEER. MENTOR.**



Visit us at [simpsonhousing.org](http://simpsonhousing.org)



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