Putting the American Dream Within Reach

• Founded in 1970.
• Our combined annual budget is approximately $47 million.
• 472 employees
• We serve more than 20,000 individuals each year.
Health and Wellness

• We offer mental health counseling services to 3,500 clients living across metro Detroit. Our programs serve:
  – Adults and children with mental illness;
  – Children with cognitive deficits;
  – Children in foster care; and
  – Children in the juvenile justice system

• Southwest Solutions believes the wellness of an individual is directly related to the wellness of the place he/she resides.

• We focus on wellness of person and place.
Homeless Services

- Southwest Solutions is one of Detroit’s largest providers of services to the homeless and operates Detroit’s **Housing Resource Center** as the lead agency in the city’s coordinated assessment process.

- In the last decade, we have placed into housing more than 1,700 homeless persons.

- We actively manage nearly 1,000 affordable housing rental units.
**Education**

- **7,705** DPS Students
- **1,300** Adults (Adult Learning Lab)
- **1,500** Pre-Schoolers
• Southwest Solutions offers education services to individuals of all ages, including:
  – **Head Start** for 625 children from birth to five at 12 locations in Detroit.
  – **Community School** services in 13 Detroit Public Schools serving children in K-12 (set to increase to 34 schools);
  – **GED, English as a Second Language (ESL), and Adult Basic Education (ABE)** instruction to adults living across metro Detroit.

• Linked supportive services.
Housing

- 2,100 Homeowners
- 1,700 Homeless Persons
- 2,300 Veterans
- 2,000 Tenants
Affordable Housing Development

• Southwest Solutions:
  – Developed 725 units of affordable housing;
  – Restored 25 multi-story historic buildings;
  – Constructed 101 single-family and 28 multi-family townhomes;
  – Rehabbed 500 units of single-family REO properties for sale; and
  – Launched a home accessibility modification program for seniors and persons with disabilities.

• Southwest Solutions acquires and rehabs homes to revitalize targeted communities.
  – Currently managing projects in Southwest, Marygrove, Fitzgerald, and Chadsey Condon neighborhoods.

• Launched the Building Detroit Futures program with the AFL CIO Housing Investment Trust and the Michigan Building and Construction Trades Council.
Veterans

- Southwest Solutions is committed to serving American veterans, particularly those who are homeless or at risk of becoming homeless.

- **Piquette Square for Veterans** is a national model for providing permanent housing to homeless veterans. The apartment complex offers 150 one-bedroom units and support services to veterans.

- We have assisted 2,300 veteran families avoid homelessness with short-term rental assistance.

- In 2016, over 100 homeless veterans received job placement assistance.
Economic Opportunity

• 2450 adults have completed workforce development programs
• 1300 individuals have completed financial coaching
• 700+ graduates of ProsperUS entrepreneurial training
Southwest Solutions offers workforce development programs to prepare individuals for employment and provide them with vocational training opportunities. Our programs, including **Earn + Learn** and **PATH**, serve:

– Homeless veterans;
– Young minority males;
– The chronically unemployed;
– Returning citizens; and
– Welfare applicants and recipients.

In FY 2015/2016, **255** individuals were placed into employment.
Earn and Learn

• Chronically unemployed
• 18-24
• Formerly incarcerated
• Comprehensive work readiness program focused on math, reading, computer skills and GED prep
• Additional high demand technical training upon completion
• Ongoing supportive services, including mentoring, problem solving, etc...
Earn and Learn

• Ricardo Beecham, a 40 year old felon, completed Earn and Learn training at Southwest Solutions.
• He was then placed in a mechanics training program at Vehicles for Change.
• During training he earns $8.50 an hour for 40 hours with $1 per hour set aside to buy his tools.
• Upon completion, as a licensed mechanic he should earn a starting salary of $35,000 with an opportunity to increase his income to six figures with experience.
Financial Coaching

• Southwest Solutions offers one-on-one financial coaching and financial capability workshops at our Center for Working Families. The curriculum covers:
  – Mastering money management;
  – Debt reduction;
  – Banking basics;
  – Insurance;
  – Improving credit ratios and savings;
  – Consumer protection; and
  – Fair Housing and Fair Lending.

• In partnership with JPMorgan Chase and the Mission Asset Fund, we launched Lending Circles to help individuals establish and improve their credit.

• In 2016, 129 individuals increased their net income and 144 people improved their credit score.
Lending Circles

- Social lending coupled with financial education
- Small group agrees to meet each month and put in $50 to $200 monthly that will be loaned out to members.
- Southwest Solutions Lending Circles have made 56 loans totaling $61,500.
- Default rates for Lending Circles average just .7%
- Average credit score improves by 165 points
Foreclosure Mitigation

• In the last two years, we have provided foreclosure prevention services to almost 300 households.

• We have helped 125 individuals maintain their homes – 114 through Step Forward Assistance.

• In the first half of 2017, we worked with 52 households to apply to get on property tax payment plans with the City of Detroit and/or Wayne County.
Home Ownership in Detroit

• Over the last decade, homeownership in Detroit has declined significantly: 55% in 2000; 51% in 2010; and 49% in 2017.

• Renters in Detroit have surpassed homeowners for the first time since 1950.

• The challenge of increasing homeownership rests on the lack of ready, available housing in the City of Detroit.

• This must be solved in order to maximize success in lending, homeownership, and neighborhood development.
Homeownership Programs

- Helped 2,100 families become homeowners, including 171 in 2016.
- Administered Well Fargo Homelift program for Wells Fargo in Detroit, Hamtramck, Highland Park, Livonia and Dearborn.
- Working with Bank of America to offer Community Home Fund down payment assistance.
- Worked with mortgage industry, Mayor’s office, local foundations, Clinton Foundation, and Obama Administration to establish Detroit Home Mortgage program.
- Are pioneering the Neighborworks America Sustainable Home ownership Program (SHOP) in Michigan.
- Last year, 10% of the City of Detroit’s new mortgages came through a Southwest Solutions program.
Occupied Buy Back

• Krystal Spears received an eviction notice because her landlord hadn’t paid property taxes.
• Innovative Detroit Land Bank program allowed Krystal to stay in her home and achieve home ownership.
• Home is purchased for $1,000 and $100 a month placed in escrow monthly to cover tax bill.
• Homebuyer must complete financial and homebuyer counseling through Southwest Solutions.
• To date, 80 families have received homes through this program.
Eric Corales graduated from Southwest Solutions’ “Earn and Learn” job training program in 2016.

Upon completion, he was hired full time in the food industry and then began working with our financial coaches.

After improving his credit, he enrolled in our homebuyer program in order to qualify for the Community Home Fund, which provides down payment assistance of up to $30,000.
Entrepreneurship Training

- **ProsperUS Detroit** offers a comprehensive entrepreneurship program that operates on a hub model in five Detroit neighborhoods.
- **700+** graduates since 2012.
- **81%** are low-income.
- **63%** are women.
- **130** have started or expanded their business.
- We have issued **$600,000** in micro loans to borrowers with an average credit score of **541**.
Theory of Change

Purpose: To enhance the quality of life, success and self-sufficiency of individuals and families in Detroit.

Long-term evaluative measure: Making a significant contribution to reducing poverty in Detroit.

Key Assumptions

Seven “Game Changers”

Housing
- Affordability, security, access to affordable public transportation, and protection from eviction.
- Affordable and accessible public transportation that accommodates and caters to individuals with unique needs.
- Process by which residents are engaged to work and learn together on behalf of their communities to create and realize visions for the future.

Health
- Affordability and accessibility of health care services for physical and mental health needs, addressing social determinants of health, and access to affordable and nutritious food to support a healthy life.
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Income, Employment and Financial Empowerment
- Income security through employment and non-employment sources, and readiness to build savings, improve credit ratings, and reduce debt.
- High-quality early childhood development, school readiness, strong parenting skills, and access to affordable, quality child care.

Early Childhood and Education
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Transit
- Affordable and accessible public transportation that accommodates and caters to individuals with unique needs.
- Access to and affordability of public transportation that accommodates and caters to individuals with unique needs.

Community Security and Stabilization
- Safe neighborhoods that are free of harm and where residents feel at home and secure to live, work, play, and frequent local businesses and community events.
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Community Building and Engagement
- Community engagement and leadership development.
- Community engagement and leadership development.

Southwest Solutions Programs
- Affordable housing
- Building Detroit Futures
- Commercial real estate
- Community revitalization
- Real estate development
- Social enterprises
- Neighborhood Pride
- Community savings
- Business incubation
- Workforce development
- Community leadership
- Volunteer programs

Collective Impact means signing on to common strategies and objectives among sectors and partners to improve the quality of life and enhance opportunities for success in the community. It also means integrating services to address the interconnected needs of individuals and families, thus significantly increasing the likelihood of their wellbeing and success.
What we believe

• Theory of Change
• Problems are rarely singular – housing, hunger, credit, education, employment, and health are all linked.
• Comprehensive approach with strong case management is necessary.
• Services for children, adults **and** seniors. Start early and tackle problems across all age groups.
• Improvements are achieved faster and are more lasting when people take advantage of more than one service.
• Intergenerational poverty is difficult to escape.
What we believe

• A job isn’t enough; 62% of jobs in Michigan pay less than $20 per hour.

• 15% of MI households are below the poverty line; another 25% qualify as ALICE (Asset Limited, Income Constrained, Employed). That means that 40% of MI households struggle to pay basic necessities.

• Even fewer opportunities and greater barriers for returning citizens.
Challenges to the Attaining the American Dream

• We must address low education attainment.
• Literacy programs are typically needed prior to entering technical job training programs.
• “Out of work Michiganders increasingly receive little to no cash assistance, nor do they receive the supports need obtain family supporting work.”
• In many markets down payment assistance and incentives to save will continue to be necessary for increased homeownership.
Challenges

• Driver responsibility fees and auto insurance rates are a significant barrier to Detroiters seeking job training and employment.
• Lack of stability and low wages present problems for hourly workers.
• Increased wages and supports for low-wage work are necessary.