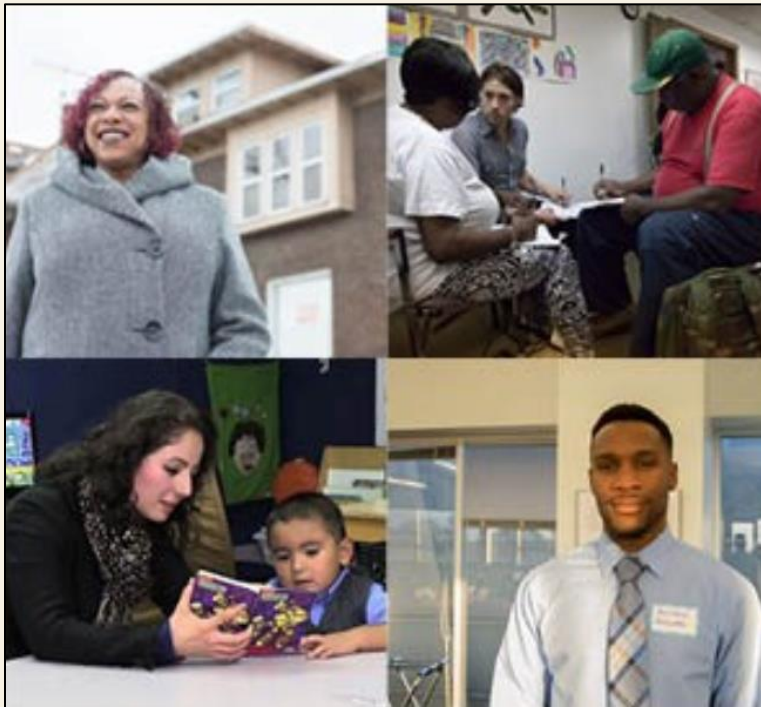


## Putting the American Dream Within Reach



- 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



DETROIT PUBLIC SCHOOLS

**7,705**  
**DPS**  
**STUDENTS**  
COMMUNITY SCHOOLS



**1,300**  
**ADULTS**  
ADULT LEARNING LAB



**1,500**  
**PRE-SCHOOLERS**

# Education

- 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**  
**HOME-**  
**OWNERS**

A teal house icon with a red key on a black ring positioned to its right.

**1,700**  
**HOMELESS**  
**PERSONS**

Four stylized human figures in red and teal, arranged in a 2x2 grid.

**2,300**  
**VETERANS**

Four stars in red and teal, arranged in a 2x2 grid.

**2,000**  
**TENANTS**

Two house icons, one teal and one red, positioned side-by-side.

# 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**

# Job 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.



# Work readiness + financial coaching = home ownership



- 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

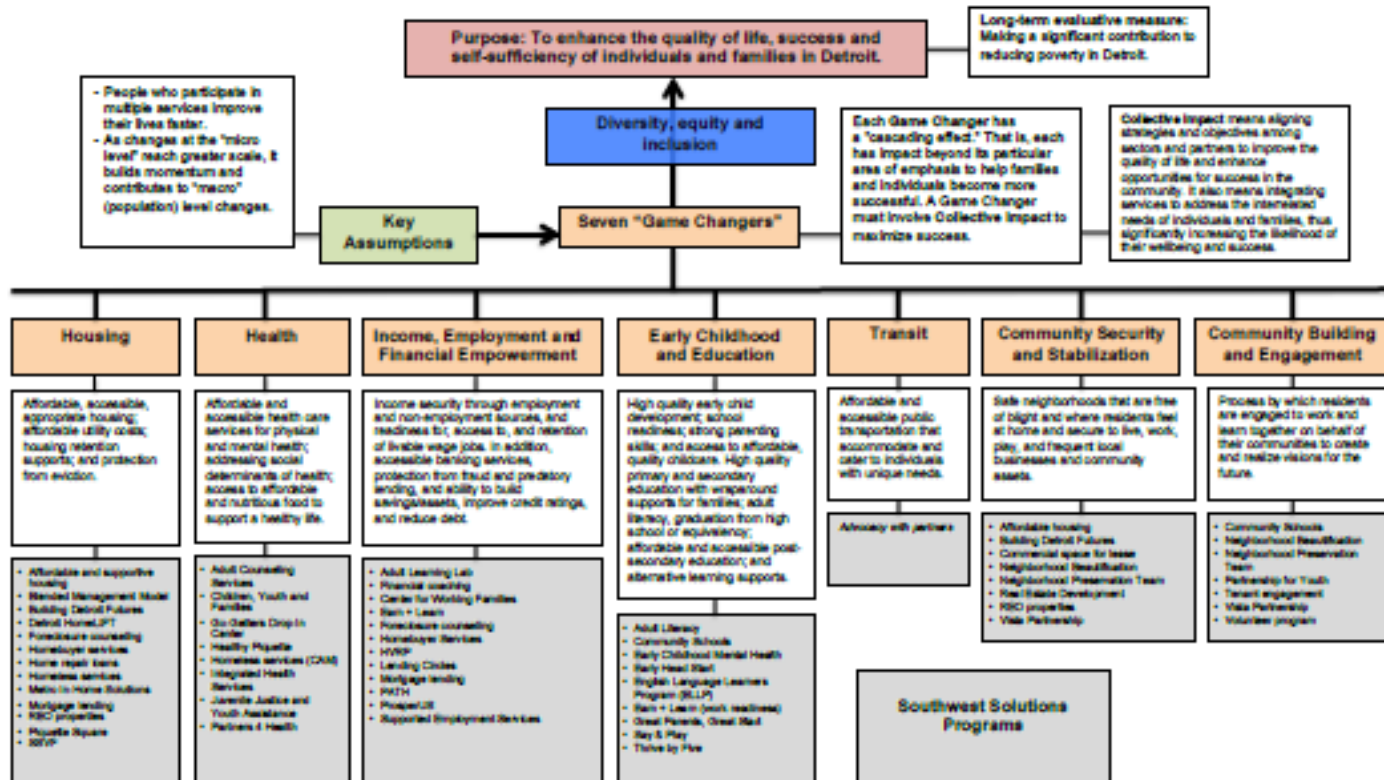
- **ProsperUS Detroit** offers a comprehensive entrepreneurship program that operates on a hub model in five Detroit neighborhoods.
- **700+** graduates since 2012.
- **81%** are low-income.
- **63%** are women.
- **130** have started or expanded their business
- We have issued **\$600,000** in micro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



# Theory of Change



## Theory of Change



# 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.