



Seeing Strengths.
Creating Options.
Restoring Health.

2017 ANNUAL REPORT

INTEGRATION



Photo Credit: Terra Surra Photography



Julie Bluhm
Executive Director | CEO

Michael P. Sampson
Chair, Board of Directors



in-te-gra-tion: in(t)e'grāSH(e)n

NOUN

noun: integration; plural noun: integrations

“BRING TOGETHER MULTIPLE ENTITIES TO FUNCTION AS A WHOLE”

Let us begin with a heartfelt thank you.

With your support, we've been working hard to bring together treatment and services to meet a variety of needs in peoples' lives.

So, what does integration really mean in our work? What does it look like – on a practical level – in a person's life? How does it impact our communities? Who does it take to bring it about?

That's exactly what we set out to show you in this report by sharing [Nico's story](#).

Individuals + access + a full continuum of services coming together holistically + your involvement = lives and communities changed. Here's the proof:

- **3,159 unique adults and young adults** received services from us.
- **Over 300 assessments** – a critical key in **helping people access treatment and services** – were completed by our [Community Access team](#) – **a 98% increase** over 2016.
- **More people found jobs** with help from [Employment Services](#) – **a 28% increase** from 2016.
- **82%** of individuals served by the [Housing Access Resource Team \(HART\)](#) **received or maintained stable housing** in 2017. We also launched the [Coming Home Pilot Project](#) and expanded [Hospital to Home](#) – both programs serve individuals experiencing homelessness.
- **95%** of admissions to our [Residential Crisis Stabilization Services](#), Maureen's House, **stabilized their situations without hospitalization for psychiatric care.**

2017 was a year of change. We lived the process of integration by forming a [new leadership team](#) and organizational structure. It hasn't been easy, but the process has resulted in renewed partnerships, sense of purpose, and an ongoing commitment to honor the legacy of person-centered, quality services set forth by our predecessors.

Guild's future is bright. We lead the industry in helping people get the right services at the right time. In partnership with Scott County, we are on track to meet our goal of opening a new crisis mental health and residential treatment center in the summer of 2019 to respond to the needs of our community.

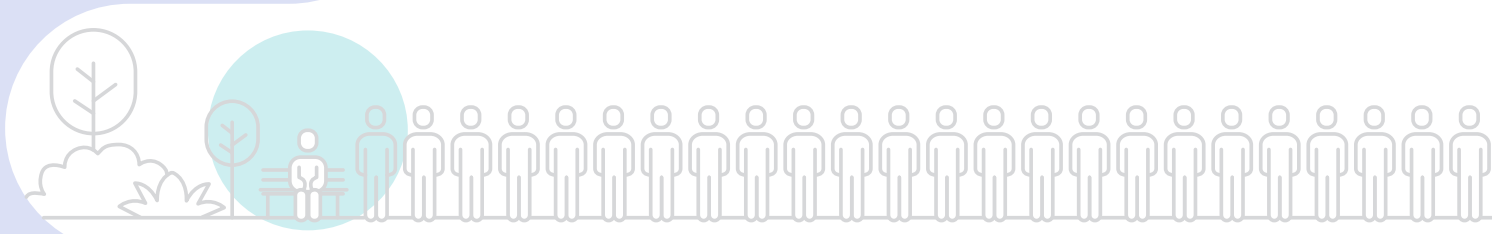
It takes all of us – working together – to achieve these kinds of outcomes. We remain grateful for your support and would love to hear what you think. Contact us at 651-291-0067.

Sincerely,

Julie Bluhm
Executive Director | CEO

Michael P. Sampson
Chair, Board of Directors





1 in 25 Americans has a serious mental illness.

Our Mission

help people with mental illness lead quality lives by providing integrated treatment and services

Our Vision

health, hope, and dignity for all

You are Making a Difference

In 2017, **3,159*** **unique adults and young adults** in the Twin Cities Metro area received services from us. The most common illnesses were depressive disorder, bipolar disorder, and schizoaffective disorder. The people we serve often face other barriers to health as well, including medical conditions, isolation, chronic homelessness, unemployment, poverty, and substance use.

With your help, we partner with individuals to counter barriers, so they can: live in safe, affordable housing, and **homelessness is prevented**; maintain **optimal physical and mental health**; find **employment** or pursue education; have recreation and **socializing opportunities**, and report a sense of **satisfaction** with their quality of life.

We focus on **Integrated Care** – treating the whole person – through these Programs and Services:

- **Assertive Community Treatment Services (ACT):** Adult ACT and Youth ACT – Equilibrium (EQ)
- **Care Management:** Care Coordination and Behavioral Health Home Services
- **Community Support Service Center (CSP)**
- **Delancey Services** (integrated services for people with histories of homelessness): Delancey Street, Hospital to Home, Coming Home Pilot Project
- **Employment Services**
- **Housing Support Services:** Housing Access Resource Team (HART), Coordinated Entry Pilot Program, Delancey Apartments
- **Residential Services:** Crisis Stabilization Services – Maureen’s House, Intensive Residential Treatment Services (IRTS)
- **Targeted Case Management**
- **Community Access Services**

**Total unduplicated episodes of care.*

Preventing Homelessness **1**
HOUSING



Photo Credit: Jennifer Larson

**Nico, Individual Served
Dad. Mentor. Client Representative,
Board of Directors (2017-18)**

“When you’re homeless, you lose your dignity. It’s a crummy hotel at best — a park bench at worst. A Guild Case Manager explored my housing options and set up a meeting with me and Guild’s Supportive Housing Services team. Vicenta told me it was her goal to get people back on their feet. **She asked me if I wanted to look at an apartment. I moved in a short time later. **It was a transformative moment.**”**

Read Nico’s story.



141 PEOPLE

- **141 PEOPLE** received housing subsidies, helping them **access safe, affordable housing** and **prevent homelessness**.
- **82% of individuals** served by the **Housing Access Resource Team (HART)** received or maintained **stable housing** in 2017.
- **Launched Coming Home Pilot Project**, a partnership with **Hearth Connection, HealthEast St. Joseph’s Hospital, and Catholic Charities**, working to **improve quality of life** for individuals **experiencing homelessness** and to reduce unnecessary emergency or inpatient visits.
- **Expanded Hospital to Home**, a cross-system partnership identifying efficient, cost effective ways for individuals with mental illness experiencing homelessness and chronic health conditions to **get the care they need without relying on high-cost emergency room care**.



**HOSPITAL
TO HOME**



188 Employees,
6 Psychiatric Residents,
24 Nursing Interns,
16 Bachelor of Social Work Interns,
1 Graphic Design Intern, and
1 Human Resources Intern helped us meet our **mission in 2017.**

JOIN OUR TEAM.



“I strongly believe that I am ‘called’ to do this work and that every experience I’ve lived has led me here; to be part of the process that helps individuals have the life they deserve. When I hear Nico’s words, it affirms the work I do and the reasons for doing it. It invigorates my faith in the shared human experience and revitalizes hope.”

—Vicenta, Program Manager, Housing Support Services

Photo Credit: Peter Koelerman



Finding Jobs | **2**
EMPLOYMENT



“Guild’s Employment Services team **convinced me I had worth to employers** and helped get my confidence back on track.”

[Read Nico’s story.](#)



- More people found jobs with help from [Employment Services](#) – a **28%** increase from 2016.

- **ONE OF MINNESOTA’S PIONEERS**

Our Employment Services team received the **National Individual Placement Supported (IPS) Employment Services Learning Community Achievement Award**, highlighting Guild as one of Minnesota’s pioneer IPS programs.

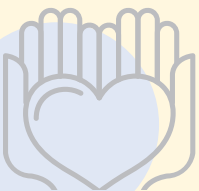


28% INCREASE



“Nico’s story really illustrates the importance of having a stable residence. It’s the foundation for recovery in any situation whether it’s mental health, addiction, or being under-employed. Guild looks not just at mental illness, they also offer supportive housing, employment, and other services. What sets the Guild service model apart from others is the combination of compassion, wisdom, going outside the traditional ‘box’ of care delivery, and using the latest research and technology in mental health treatment. They really want to help people. That’s why I got excited to support them, and that’s why I continue to support them.”

-Kevin Gregerson, Donor



[ALIGN YOUR PASSION WITH YOUR GIVING.](#)

Creating
Stability

3

STABILIZATION

Photo Credit: Jennifer Larson



“I’d had enough. It was really hard for me to see my family hurting. My son was 7-months-old, and it killed me that I wasn’t there for him. I had a lot of shame and guilt. That’s when I walked into a local hospital. ‘I’m going to do one of two things,’ I said. ‘Jump off of the parking garage or get sober.’ It was death or it was life. I didn’t know which one I wanted more.”

[Read Nico’s story.](#)



- **95%** of admissions to our [Residential Crisis Stabilization Services, Maureen’s House](#), resulted in the individuals **stabilizing their situations without hospitalization** for psychiatric care.



“When I learned about all the amazing work Guild was doing to help adults with mental illness live full and meaningful lives, I was intrigued. I come from a family that has dealt with difficult mental health issues and know how important it is to connect with those struggling in a compassionate way. That’s why I signed up for the 1:1 Friendship Program.”

-Kolean Pitner, Friendship Volunteer



175 volunteers helped us meet our mission in 2017.

[BECOME A VOLUNTEER!](#)

Treating the Whole Person | **4**
Co-Occuring Disorders



Photo Credit: Jennifer Larson

“Addiction exacerbated my mental health challenges. At times, using drugs allowed me to suppress symptoms and escape problems. But, then I’d get sober and feel desperate and suicidal. **It was a cycle that I didn’t know how to stop.** By the time I was referred to Guild, I’d been in seven different treatment centers in 2 ½ years. My family had to distance themselves from me.”

[Read Nico’s story.](#)



- **More than 49%** of individuals served had a co-occurring disorder. In addition to mental illness, they are also **coping with a medical condition or a substance use disorder.**

49%



Photo Credit: Tara Sura Photography



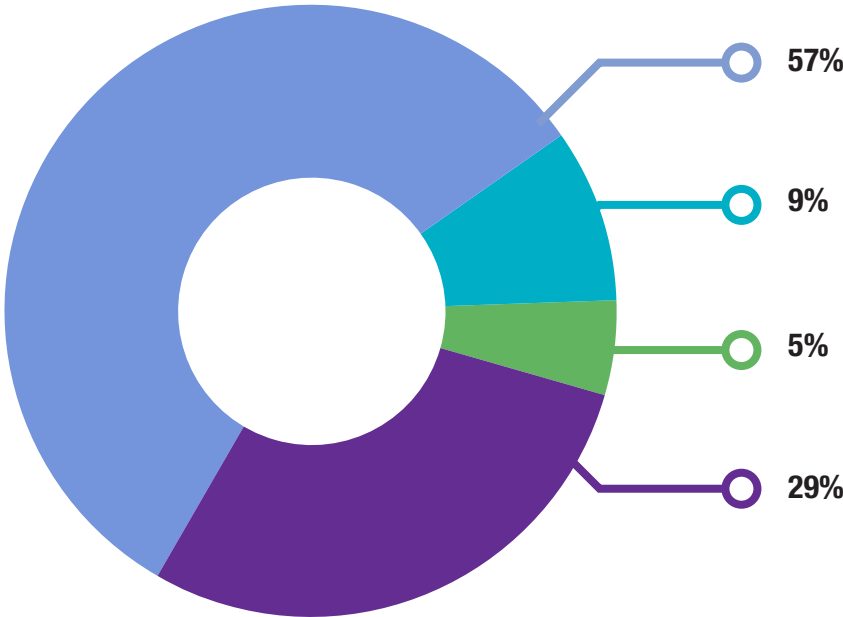
“Nico’s story has helped me get a deeper view into the kind of transformations we can help our clients make. With Guild’s help, Nico went from being homeless and sleeping on a bench – and very nearly taking his own life – to being employed and having a stable home and serving as a member of Guild’s Board of Directors. I have found Nico to be a keen observer of detail. He has brought a great deal of insight to the Board about what it’s like to be a Guild client, which has been especially valuable in this period of tremendous change, both externally and internally.”

-Mike Sampson, Chair, Board of Directors



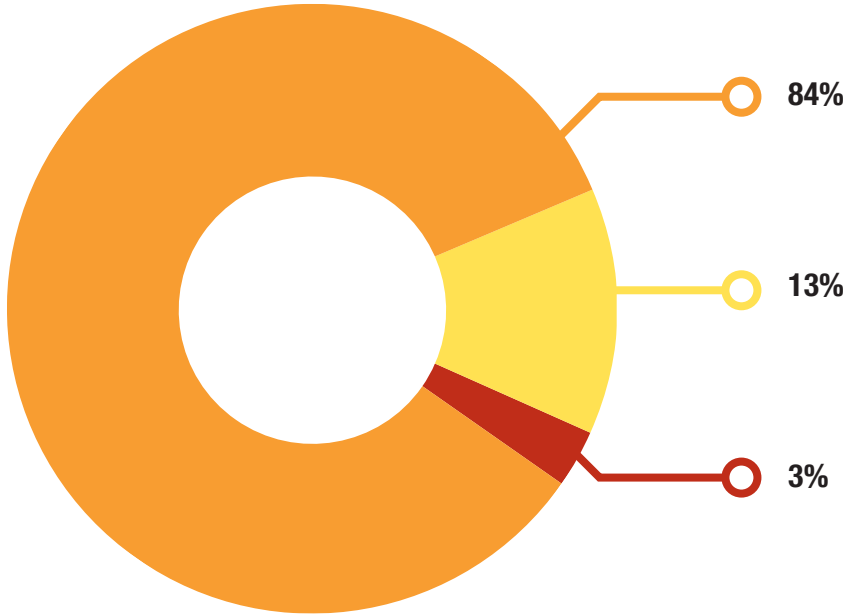
GET TO KNOW US BETTER.

Guild Incorporated 2017 Financial Results



2017 PUBLIC SUPPORT AND REVENUE	
Government Grants and Contracts	\$ 4,644,191
Minnesota Health Care Programs	9,103,008
Contributions	1,423,356
Private Health Insurance, Private Pay and Other	865,870
	<u>\$16,036,425</u>

2017	
Community Treatment Services	6,585,771
Residential Services	2,111,782
Delancey Services	2,826,815
Employment Services	679,059
Supportive Housing Services	783,175
Rehabilitation Services	266,438
Volunteer Services	40,584
Other	232,911
Total	13,526,535



2017 EXPENSES	
Program Services	\$13,526,535
Management and General	2,091,688
Fundraising	460,902
	<u>\$16,079,125</u>

Statement of Financial Position

ASSETS	12/31/17	12/31/16
CURRENT ASSETS		
Cash and Cash Equivalents	2,072,212	1,162,851
Accounts Receivable, Net of Allowance	1,003,384	1,821,844
Promises to Give, Net of Allowance	245,094	244,868
Prepaid Expenses and Other Assets	185,117	175,241
TOTAL CURRENT ASSETS	3,505,807	3,404,804
OTHER ASSETS	1,485,042	1,354,101
NET PROPERTY AND EQUIPMENT	1,630,664	1,772,391
TOTAL ASSETS	6,621,513	6,531,296
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Current Portion of Notes Payable	42,100	40,151
Accounts Payable	117,198	108,740
Accrued Liabilities	687,234	632,893
Deferred Revenue	819	13,848
TOTAL CURRENT LIABILITIES	847,351	795,632
LONG TERM LIABILITIES	40,307	82,322
NET ASSETS		
Unrestricted	3,857,651	3,907,592
Temporarily Restricted	1,092,238	973,353
Permanently Restricted	783,966	772,397
Total Net Assets	5,733,855	5,653,342
TOTAL LIABILITIES AND NET ASSETS	6,621,513	6,531,296

Statement of Activities

PUBLIC SUPPORT AND REVENUE	12/31/17	12/31/16
MN Health Care Programs, Government Grants and Contracts	13,747,199	12,871,728
Contributions, Sponsorships and Ticket Revenue	1,455,266	1,325,885
Resident Fees	559,562	486,430
Private Health Insurance and Private Pay	201,688	109,089
Other Revenue	72,710	78,639
TOTAL PUBLIC SUPPORT AND REVENUE	16,036,425	14,871,771
EXPENSES		
Program Services	13,526,535	12,119,881
Management and General	2,091,688	1,662,653
Fundraising	460,902	446,844
TOTAL EXPENSES	16,079,125	14,229,378
INCREASE (DECREASE) IN BENEFICIAL INTEREST OF ASSETS HELD BY OTHERS	123,213	49,864
CHANGE IN NET ASSETS	80,513	692,257



Ladder of Hope Giving Society

Thank you to our 2017 Donors — those who appear on this list and those who do not. We could not fulfill our mission without your ongoing support.

REALIZING THE VISION - \$25,000 per year for five years (\$125,000)

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Marge Manion*

BRIDGE TO LIFE - \$10,000 per year for five years (\$50,000)

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 The Guild of Catholic Women Centennial Fund
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 The Marge Manion Fund
 The Grace Tangjerd Schmitt Fund

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