WE ALL DO BETTER
when we all do better. Together, we fill the gaps.

When reflecting on Guild’s history and current services, a clear theme emerges: our ongoing commitment to meeting unmet needs, identified by the communities we serve. 2018 was no exception, as we worked to broaden our geographic partnerships and strengthen our commitment to each other and to those we serve.

SAVAGE COMMUNITY IRTS AND CRISIS—GAP FILLED: Community need for crisis and treatment services close to home.

In recent years Guild’s mental health crisis and treatment services turned away an average of 73% of people because our beds were full. Thanks to our partnership with Scott and Dakota Counties, the City of Savage and the Minnesota Legislature, we were able to get funding and approval to build a brand-new facility in downtown Savage. Originally scheduled to break ground in June 2019, we are projecting ground breaking by the end of this Summer and opening for services late spring 2020.

GUILD FOR ALL.—GAP FILLED: inclusion, familiarity

Guild’s greatest strength is our staff: their commitment to their work, dedication to quality and support of each other. As we have grown, experienced leadership transition and hired new staff, it became apparent that we were no longer as familiar with each other and lacked the tools to offer a truly inclusive experience for all. The Guild for All Initiative, funded by a generous donor, allowed us to take time to focus on tough conversations, provide several trainings and create an ongoing work plan that will guide our efforts into the future.

LEGISLATIVE ADVOCACY—GAP FILLED: elevating client voices and stories

Guild is an active advocate for the people we serve. Elevating their stories to the MN State Legislature to inform the creation of policies to improve all our lives is an incredible way to create impact and change. During 2018 Guild staff testified on the need for additional crisis and treatment services, affordable housing, employment and housing subsidies. A member of the Mental Health Legislative Network, Guild staff work alongside policy experts to share our stories. Many thanks to those staff and clients who have been, and continue to be, believers in the power of story and collective wisdom. As a result, the Legislature allocated $30 million dollars for additional crisis and treatment services, including the funding of our new facility in Savage.

It takes all of us—working together—to fill these critical gaps. We are so grateful for your support.
MISSION

Our Mission
is to help people with mental illness lead quality lives with

A Vision
of health, hope, and dignity for all.

You made an IMPACT, helping us fill the gap for individuals and families.

In 2018, We Served 2,905* unique adults and young adults (16 – 20) with mental illness in the Twin Cities metro area. The people we served were often also facing other barriers to health including medical conditions, isolation, chronic homelessness, unemployment, poverty, and substance use.

We counter barriers, so the people we serve 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 Street Services: Case Management, Hospital to Home, Coming Home
• Employment Services
• Housing Support Services: Housing Access Resource Team (HART), Coordinated Entry Navigation Service (CENS) Pilot Project, Delancey Apartments, Project for Assistance Transitioning from Homelessness (PATH) Outreach
• Residential Services: Crisis Stabilization Services – Maureen’s House, Intensive Residential Treatment Services (IRTS)
• Targeted Case Management and Community Access Services

* Total episodes of care in 2018.
Preventing Homelessness One Person at a Time

- **144 PEOPLE WERE HOUSED.** Having experienced chronic, long-term homelessness, these individuals received housing subsidies, which helped them access safe, affordable housing.

- **LAUNCHED THE COORDINATED ENTRY NAVIGATION SERVICE (CENS),** a pilot program that helps individuals experiencing long-term homelessness navigate the system to get the help they need to secure housing. CENS is a partnership with Hearth Connection and the Continuum of Care in the Suburban Metro Area.

- **LAUNCHED THE PROJECT FOR ASSISTANCE TRANSITIONING FROM HOMELESSNESS (PATH) Outreach Services.** PATH’s goal is to reduce homelessness by providing community-based outreach in places like libraries, coffee shops, community centers, parks, and encampments. PATH also works with and accepts referrals from community partners, including law enforcement, shelters, food shelves, treatment programs and faith communities.

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**IMPACT**

Jaime, Systems Navigator, Behavioral Health Home; Peggy, RN/Case Manager, Hospital to Home; and Nisha, Tenant Navigator, Housing Access Resource Team

191 Employees
3 Psychiatric Residents, 1 Certified Nurse Practitioner Intern, **37 Nursing Students**, and 3 Bachelor of Social Work Interns helped us meet our mission in 2018.

**JOIN OUR TEAM.**

“There are a lot of misconceptions about individuals experiencing homelessness. When in reality we are all one possible bad incident away from becoming homeless ourselves. How would you want to be viewed in that moment? The other thing people don’t realize is the barriers that can compound once you’re in that situation. If a person lost their job, it can be difficult to find a new one. Imagine trying to look for employment while homeless—think about how it would be to interview if you didn’t have access to wash your clothes, proper identification paperwork, or even a phone and address for basic communication? I try to remind people to remember those factors and work to eliminate stigma that exists.”

– Anne, Case Manager, Delancey Street Services
Helping People Find and Keep Jobs

Outcomes:

- **73% of individuals receiving employment services were hired** in competitive jobs or maintained their employment from the prior year. Nationally, only 10 – 15% of people living with a serious mental illness are working.

- **Guild’s employment services continue to be in the top 25% of similar programs** in the nation that use the evidence-based Individual Placement and Support model, based on placement rate (those people who get a job.)

- **Expanded employment services, including offering services to young people**, ages 16 to 24 in Dakota County. Services help youth explore strengths and interests with a goal of helping them find, get, and keep a job.

Individuals are referred to Guild’s employment team when they tell their case manager they are interested in working. Usually people aren’t sure they can hold down a job. That uncertainty creates a gap. We step in to fill it by discovering the strengths and goals of each person we work with and pair them with the needs of businesses. – Dana
Creating Stability in Peoples’ Lives

Outcomes:

88% of admissions to our Residential Crisis Stabilization Services, Maureen’s House, resulted in the individuals stabilizing their situations without hospitalization for psychiatric care.

We progressed in our development of the new Mental Health Crisis Stabilization and Intensive Residential Treatment Services (IRTS) Center, slated to open in Savage in 2020.

“I look at it as though we are teachers, giving them the tools to change their lives and be their best authentic self. The moment a person steps through the door at Crisis Services, our goal is to work with them on recovery. It’s a small setting, so we can work individually with each person. While the focus is learning to navigate their mental illness—understanding signs and symptoms or medication management, we also look at the big picture and help with things such as addiction and nutrition as well. I love seeing the change in people and how it impacts their lives. I’ve had people call back and give updates, about how the skills they learned have helped them succeed.”

– Gail, Mental Health Practitioner, Maureen’s House, Crisis Services

More Than 216 Volunteers Helped Guild Meet Our Overall Mission in 2018
Providing Social Connections, Bringing Quality To Peoples’ Lives

157 People made 5,918 visits to our COMMUNITY SUPPORT SERVICE CENTER, participating in center and community-based activities.

Attendees of the COMMUNITY SUPPORT PROGRAM are able to:

- Reduce isolation
- Practice and improve social skills
- Access classes, activities, and other group opportunities
- Gain knowledge about health, wellness, and recovery
- Volunteer in the local community
- Participate in the annual Art Show
- Solve Problems related to everyday living

We know that socialization is one of those things that makes people live longer. If you look at yourself—if you didn’t have a job or maybe a church to go to, if you didn’t have friends—these are things we all do to interact and socialize in the community. I can’t imagine not having those things in my life. So, for a lot of our members, it would be equally if not more difficult because they contend with the stigma that goes along with mental health challenges and how they’re perceived. When they come to the center, I try to be open and welcoming and say, ‘Hey! How are you? How’s your day going?’ You get people that come, do their thing, and go; people who interact with others, and those who just want to sit there. Hopefully, eventually, they will open-up and get involved. I encourage that. – Diane

Lori, Medical Billing Manager; Tia, Medical Billing Specialist; and Diane, Social Rehabilitation Specialist, Community Support Program (CSP) Member Center
Public Support and Revenue

- MN Health Programs, Grants, Contracts: 83%
- Contributions: 10%
- Resident Fees: 5%
- Private Health, Private Pay, Other: 2%

Expenses

- Program Services: 84%
- Management and General: 13%
- Fundraising: 3%
### Statement of Financial Position

#### Assets

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<thead>
<tr>
<th>Description</th>
<th>12/31/18</th>
<th>12/31/17 (Restated)</th>
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<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
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<td>Accounts Receivable, Net</td>
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<td>Promises to Give, Net</td>
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<td>Prepaid Expenses and Other Assets</td>
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<td>Property and Equipment, Net</td>
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<td>Beneficial interest in Assets Held by Others</td>
<td>858,991</td>
<td>944,357</td>
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<td><strong>TOTAL ASSETS</strong></td>
<td><strong>6,589,408</strong></td>
<td><strong>6,621,513</strong></td>
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#### Liabilities and Net Assets

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<tr>
<th>Description</th>
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<tbody>
<tr>
<td>Accounts Payable</td>
<td>12,628</td>
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<td>Accrued Liabilities</td>
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<td>Deferred Revenue</td>
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<td>Notes Payable</td>
<td>44,237</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>775,403</strong></td>
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#### Net Assets

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<tr>
<td>Without Donor Restrictions</td>
<td>3,778,454</td>
<td>3,857,651</td>
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<tr>
<td>With Donor Restrictions</td>
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<tr>
<td>Purpose of Time Restrictions</td>
<td>1,251,585</td>
<td>1,092,238</td>
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<td>Perpetual in Nature</td>
<td>783,966</td>
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<td><strong>TOTAL NET ASSETS WITH DONOR RESTRICTIONS</strong></td>
<td><strong>2,035,551</strong></td>
<td><strong>1,876,204</strong></td>
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<td><strong>TOTAL NET ASSETS</strong></td>
<td><strong>5,814,005</strong></td>
<td><strong>5,733,855</strong></td>
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### Statement of Activities

#### Public Support and Revenue

<table>
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<tr>
<th>Description</th>
<th>12/31/18</th>
<th>12/31/17</th>
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<tbody>
<tr>
<td>MN Health Care Programs, Government Grants and Contracts</td>
<td>13,516,267</td>
<td>13,747,199</td>
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<tr>
<td>Contributions, Sponsorships and Ticket Revenue</td>
<td>1,638,800</td>
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<td>Resident Fees</td>
<td>745,145</td>
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<td>Private Health Insurance and Private Pay</td>
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<td>201,688</td>
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<td>Other Revenue</td>
<td>177,531</td>
<td>72,710</td>
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<td><strong>TOTAL PUBLIC SUPPORT AND REVENUE</strong></td>
<td><strong>16,275,406</strong></td>
<td><strong>16,036,425</strong></td>
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#### Expenses

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<th>Description</th>
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<tr>
<td>Program Services</td>
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<td>Management and General</td>
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<td>Fundraising</td>
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<td>460,902</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>16,144,073</strong></td>
<td><strong>16,079,125</strong></td>
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<td>Increase (Decrease) in Beneficial Interest of Assets Held by Others</td>
<td>(51,183)</td>
<td>123,213</td>
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<td><strong>CHANGE IN NET ASSETS</strong></td>
<td><strong>80,150</strong></td>
<td><strong>80,513</strong></td>
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</table>
THANK YOU to all 1,487 donors who helped us meet our mission in 2018. In an effort to create efficiency, we’ve included Honor and Memorial gifts on this list only, but we are sincerely grateful for each and every gift we receive. We could not do our work without your ongoing support.

I see how well Guild carries out their mission with commitment and compassion in their service delivery to clients and families. I want to do my part to help assure Guild’s sustainability and growth into the future. – Pam

Duane, Finance Director; Pam, Donor and Volunteer; Mark, Donor and Volunteer; Gavin, IT Support Specialist; and Carrie, Donor and Volunteer.
### DONORS

The following gifts were made in honor or memory of a loved one during 2018

<table>
<thead>
<tr>
<th>Name</th>
<th>Relationship</th>
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<tbody>
<tr>
<td>Phillip Adams*</td>
<td>Carol L. Ferris</td>
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<tr>
<td>Joanie Alworth &amp; Peter Ackroyd</td>
<td>Amy Alworth</td>
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<td>Mollie Alworth</td>
<td>Amy Alworth</td>
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<td>Susan Alworth &amp; Carl Mattson</td>
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<td>Mike Olson</td>
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<td>Irene Loudas</td>
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<td>Aileen Baesemann*</td>
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<td>Elizabeth Hefflin</td>
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<td>Gina Forliti</td>
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<td>Elizabeth Hefflin</td>
<td>Cara Nguyen</td>
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<td>Matthew Syzdek</td>
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<td>Wendell Brase</td>
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<td>Karl Charipar</td>
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<td>Robert &amp; Nanette Connor</td>
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<td>Russ Johnson*</td>
<td>Loretta Johnson</td>
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<td>Valerie &amp; Irene Johnson*</td>
<td>Nancy Johnson</td>
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<td>Bob* &amp; Sandy Klas</td>
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<td>Jean Adams</td>
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<td>Anne LaFave*</td>
<td>Susan Roe &amp; Joshua Glenn</td>
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<td>Frederick W. Lambrecht III</td>
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<td>Bill Lough &amp; Barbara Pinaire</td>
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<td>Sue &amp; Mark Courteau</td>
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<td>Don Nelson*</td>
<td>Anna Blue</td>
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<td>Darwin Reedy</td>
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<td>Lorinette Garscia</td>
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<td>Bruce Wagner*</td>
<td>Christine Olson</td>
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<td>Barb Tracy</td>
<td>Patrick Tracy</td>
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<tr>
<td>Hector Zeller*</td>
<td>Kim Bingham</td>
</tr>
</tbody>
</table>

* indicates deceased
Ladder of Hope Giving Society Members

**BRIDGE TO LIFE**
– $10,000 per year for five years ($50,000)
Anonymous (2)
Diana Devereaux & Family
Dan & Kari Rominski
Mary L. Holmes Family
Caroline Stevenson

**REACH TO FREEDOM**
– $5,000 per year for five years ($25,000)
Anonymous (4)
Lynn Brown
Ben & Antusa Bryant
Catherine Disch
Bob* & Sandy Klas
Barry & Sharon Mason
South Robert Street Business Association
Tom & Angie* Stone
Maryann Sweeney & Jack Dyer
Mark & Kimberly Thompson
Carla Warner
West St. Paul Commercial Club

**RUNG TO WELLNESS**
– $1,000 per year for five years ($5,000)
Anonymous (14)
Rudolf and Rachel Alvey
Sam Awad
Jesse & Britta Bergland
James Best
Brase-Adeboye Family
Brad & Julie Blue
Julie Bluhm and Stephen Gumit
Mark’s Towing (Mark Bonstrom)
Patrick J. Boria
Walter & Valerie Broughton
Gary & Paula Christensen
Jeff & Nancy Christensen
Matt & Diane Clysdale
Joe & Anne Clubb
Bob & Nancy Coates
Jack & Jean Corley
The Bob & Lila Cotten Foundation
Nick Cupery
Elizabeth M. De Lay
Sara & Pete Discenza
Michael & Britt Ehlet
Scott & Mary Beth Erickson
Francis X. Fallon, Jr.
Pamela Flienniken
Rev. Tim* & Pam Fuzzey
Brien Godfrey & Christine Hult
Daniel Goldsmith
Lou & Kelly Gomez
Tiffany Grandchamp
Kevin Gregerson
Paul & Patricia Gust
Dennis & Jantze Haley
Tom & Joyce Hansen
Diane & Frank Hanzal
Kyler & Lauren Harder
Lowell & Cay Shea Hellervik
Sheila Beuning Holt & Andy Holt
Abra Hovgaard & Holly Hanson
Heath & Elyse Jensen
Edward & Jeanette Johnson
Mark Jorgensen, Impressions, Inc.
Jennifer & Paul Kalla
Skip & Pat Kiland
Chris King
Melissa & David Klein
Peter & Mary Knoll
Bob Knutson
Sarah Kottke
Carol Kramer
Nick & Lauren Larson
Mrs. Irene P. Loudas
Paul & Wendy Loudas
David & Margaret McDonell
John & Joanne McGinty
Ralph McNamara II
Betty Meadows
Mary & Chip Michel
Brandon & Cathy Miller
Joel Mitchell
Val Moeller
Pamela & Willy Monteiro
Tom & Jeanne Mork
Nicholson Family Foundation
Janice L. Nielsen
Alta Oben
Ben & Lynn Oehler
Otogawa-Anschel Design + Build
Peggy Pallas
Dr. & Mrs. Michael Paparella
Shirley Pearl
Dick & Nancy Perrine
Mark & Karen Peterson
Kolean Pitner & Rich Wilson
U. Reeve
Michael & Cornelia Sampson
Dan & Heather Schmid
Schuster Family Charitable Fund
Keith Schwartzwald & Susan Marvin
Pat Slaber & Dick Vogel
Susan Sparling-Micks
Daniel J. Spiegel Family Foundation
Dan & Carmen Springerman
Heath & Stephanie Stanton
Sara & Henry Stokman
George & Lorna Surratt
Will Susens
Gavin B. Swaim
William P. Sweeney
Jon & Lea Theobald
Gloria Thompson
John & Jill Vuchetich
Connie Wagner
Bjorn C. Westgard & Kathrin C. Walker
Jim & Sharon Ysebaert
Hilary Gibbens Ziols

George, Ajia, Nancy, Development Office

▼
Letter from Board Chair

I have been on the Board of Directors of Guild Incorporated for over 10 years and have served as its Chair since 2014. Since I joined the Board in 2008, Guild’s annual revenues have nearly tripled and we have added many new faces. In all of this time, however, some things have not changed—notably, the broad-based commitment to Guild’s mission among staff and board members alike, and the consistently high quality of the services we provide in the community. I am very proud to have been a part of an organization that has done so much good for so many people.

My term as Chair of the Board of Directors is now coming to an end. As of the Annual Meeting at the end of July, I will be succeeded as Chair by Ross Eggers. Ross brings a great deal of energy and enthusiasm to the Board. He is quick with a smile and has a very positive outlook. With his background in business and his strong support of Guild’s mission, I know he will be a great asset to the Board and to the organization as a whole. Ross, I hope your service as Chair will be as personally rewarding as mine has been!

Looking ahead, I see lots of opportunity for Guild. I expect that we will continue to provide our unique blend of services and support to those in our community who need it most. Exactly how and where we do that is the part of the story that is yet to be written. I look forward to seeing it unfold. – Mike

MIKE SAMPSON
Outgoing Chair, Guild Board of Directors

Thank you

Board of Directors

Chairman
Michael P. Sampson

Vice-Chairman
William Marzolf

Secretary
Melissa Scanlan-Duncan

Treasurer
William Bosch

Executive Director | CEO
Julie Bluhm

Directors
Mary Buck (Khimji)
Joe R. Clubb
Ross Eggers
Nik Larsen
Tom Luing
Ross Owen
Will Susens
Diane Wakefield
Desiree Wallace
Bjorn Westgard, MD
Enrolled provider with Minnesota Health Care Programs and other health plans including: Blue Cross Blue Shield, HealthPartners, Hennepin Health, Medica, Optum, and UCare.

CARF accredited for the following services: Assertive Community Treatment, Assessment and Referral, Case Management/Services Coordination, Crisis Stabilization, Integrated Behavioral Health/Primary Care, Residential Treatment, and Community Employment Services including Job Development and Employment Supports.

Administration Offices
130 South Wabasha Street, Suite 90
Saint Paul, MN 55107

For more information, contact us at:
www.guildincorporated.org
info@guildincorporated.org
651.291.0067

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