

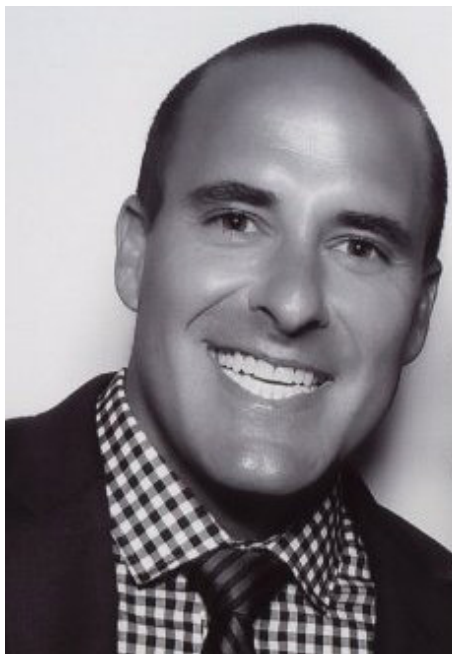


Empowering People.
Empowering Change.

2019 IMPACT REPORT



A Year of Strategic Growth



The Time is Now: Strategic Growth

For over 30 years, Guild has provided services to people living with mental illness. Grounded in the belief that everyone can participate fully in the communities of their choosing, we surround our clients with services that are intensely tailored to meet their specific needs. This approach allows our clients to thrive in everyday life. For our communities, we've stepped up to the plate: evolving our services to meet their changing needs.

In 2019, we focused on strategic growth aimed towards making positive community changes. Our housing programs grew, reflecting the fact that health is not possible without housing. We worked hard to build up our evidence-based employment services because 80% of people with serious mental illness are unemployed.

As you likely have noticed, we started the process of rebranding Guild in 2019 with the intention of matching our look to our values, engaging the community further, and opening up space to elevate the voices of those we serve. While we have a new look, we're still the same Guild you know and love. This digital growth brought us into the future and serves as a vital platform to bring our clients and community together.

In addition to growing digitally, we also grew physically. In 2019, construction on our Guild Crisis and Recovery Center in Scott County continued—a center that represents both the expansion of our services and our entry into a new community. We also started construction on our new Wabasha offices, a project designed to create a welcoming space for both clients and staff, where everyone has the space they need to excel.

At Guild, we always “look to the light,” as one of our clients so aptly said. In 2019, that light was growth so we could support more clients and communities across Minnesota. The time is now to join forces and fight against the stigma of mental illness. We couldn't do our work without you. From the bottom of our hearts, thank you.

Julie Bluhm
Executive Director | CEO

Ross Eggers
Chair, Board of Directors



Guild

Guild is a not-for-profit 501(c)(3) organization that empowers those living with mental illness and/or experiencing long-term homelessness by helping them find the tools they need to lead stable, fulfilling lives in communities of their choosing.

Our Purpose

Engage individuals and communities by embracing needs, elevating voices, and empowering change.

Our Values

Empowerment. Dignity. Collaboration. Innovation. Perseverance.

Our Services

We offer integrated services that focus on treating the whole person, not just their illness. The people we serve often face complex barriers to health including medical conditions, housing instability, unemployment, substance use, and more. Our staff, made up of **176 employees, 2 Psychiatrists, and 13 Nurses**, helped clients find healing and stability. **14 interns** assisted our staff in meeting our purpose.

Our Clients

In 2019, we served **2,112 individual clients** across the metro.



Services

Health:

- Targeted Case Management
- Intensive Residential Treatment Services
- Crisis Stabilization Services
- Community Support Program
- Community Access
- Behavioral Health Home Services
- Assertive Community Treatment Services
- Youth ACT Services

Housing:

- Homeless Outreach (PATH)
- Housing Support Services
- Housing Access Resource Team
- Hospital to Home
- Delancey Street Services
- Delancey Apartments
- Dakota Rapid Rehousing
- Coordinated Entry Navigation Services
- Coordinated Entry
- Coming Home

Jobs:

- Employment Services

Mental Health



"Everyone I've worked with from Guild, for the past 17 years, has been the same: supportive, safe, and caring. My team at Guild was like having a 'mental health sponsor' to help me navigate through the barriers of life [...] They were the glue between the cracks, preventing me from falling."

Arianne, Former Guild Client

Guild's mental health services combine community mental health treatment and supportive services to help individuals reach the highest quality of life. And, we create community alternatives to hospitalization whenever possible.

2019 Highlights

In September, Guild broke ground for Guild's Crisis and Recovery Center in Savage, Scott County. This marked not only Guild's expansion, but our growth into a new community.

64 youth with a diagnosed serious and persistent mental illness received ongoing targeted case management and only 14% required hospitalization.

Noteworthy Accomplishments

Care Coordination received perfect scores on Medica and UCARE 2019 Audits.



Results

1,615

*people were served by
Guild's Community Treatment
Services.*

183

*people were assessed
for services and referrals
by our Community
Access team.*

3,477

*visits by 159 people were
made to the Community
Support Program (CSP)
Member Center.*

Housing

Guild's housing services help people who are experiencing chronic and long-term homelessness or people who are diagnosed with a mental illness who find themselves struggling to maintain housing.

Guild helps these individuals find stable, affordable housing in communities of their choosing by tailoring our services to meet each person's unique goals.

We understand that housing plays a central role in health and wellbeing, which is why we work hard to address each barrier to wellness in our clients' lives.

Highlight

Street outreach services expanded to Dakota, Anoka, and Scott counties.



"It was the day before Christmas Eve and I had been homeless now for about a year and a half. My daughter [and I], we were living out of my vehicle. The police came up and the officer brought us to these apartment buildings. That was the first night that changed our whole lives. This past year was about the spirit and [Guild] went above and beyond what I'm used to."

-Gina, Former Guild Client

Results

440

adults who were homeless or at imminent risk received help from the Delancey Program.

90

adults received outreach and navigation services from Guild's PATH and CENS programs.

6

programs provided housing services to 407 adults with a disabling condition, primarily a serious mental illness.

Jobs



"Without Julie [Guild Employment Specialist], I wouldn't be standing here today. I wouldn't be working. I would still be using drugs. I would be in prison... or worse. I don't hide from my pain and mental illness anymore. I'm not afraid to confront my issues. I have hopes and dreams for the future. Because of Guild, my future is bright."

Eli, Guild Client

Guild's Employment Services helps individuals living with mental illness find, get, and keep jobs. Based on an Individual Support and Placement model, our employment program promotes work as a part of recovery and wellness.

2019 Highlight

Based on job placement rate, Guild is in the top 25% of similar programs nation-wide that use an evidence-based Individual Placement and Support model.

Achievements

151 job placements occurred in 2019, which is the highest number of placements in the history of Guild's Employment Services! This far exceeded our 2019 goal of job placements... by 116%!



Results

69%

of Employment Services clients found or maintained competitive employment.

1,443

job development contacts with employers in the community were made by eight employment specialists.

211

individuals living with a serious mental illness received employment services.

Comprehensive Care

Guild services are comprehensive, meaning we see and treat the whole person, not just their illness.

Guild services are **integrated**, meaning the programs work together to provide clients with a continuity of support.

They are **person-centered**, meaning the treatment approach is guided by clients.

They are **community-based**, meaning we come to you, where and when you are ready.

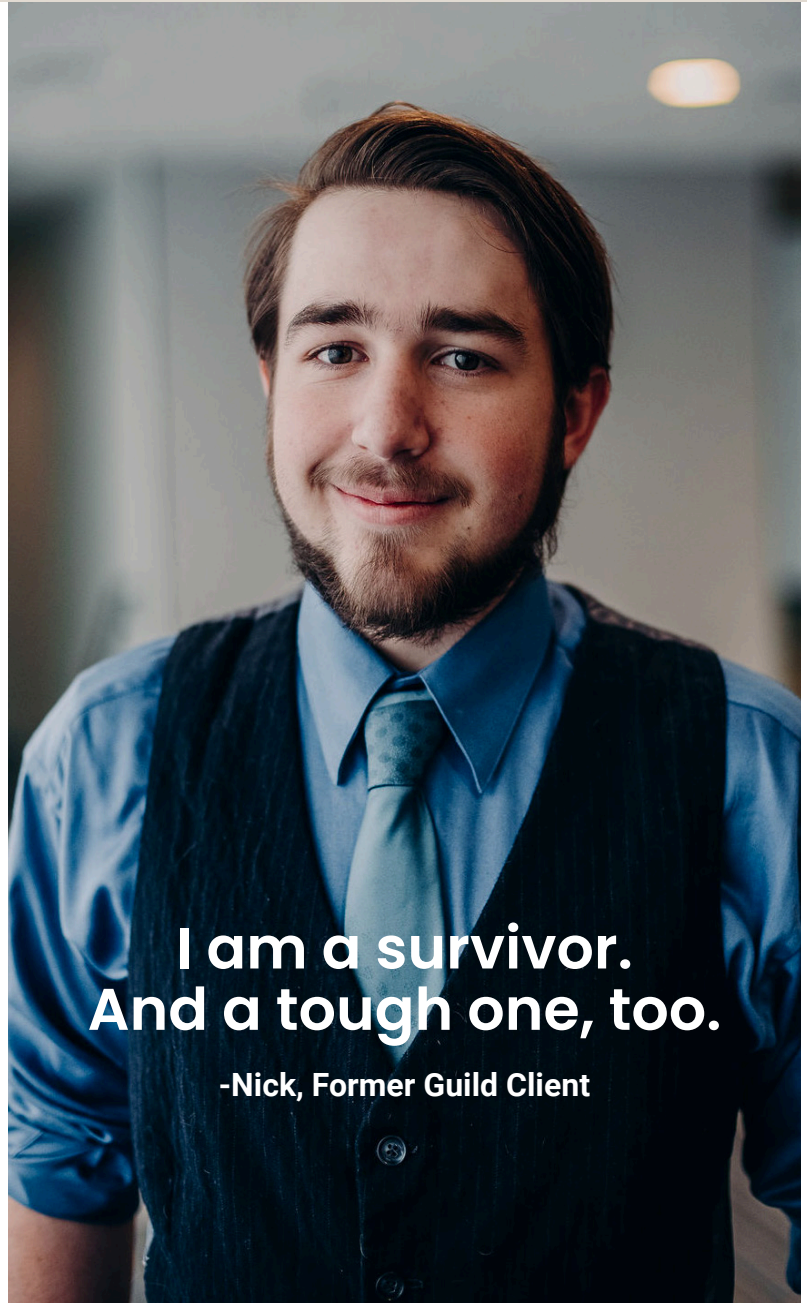
Our programs and service-delivery are trauma-informed, culturally competent, and grounded in the belief that recovery requires both stabilization and support.

Highlights

Only **2%** of Behavioral Home Health (BHH) clients experienced a psychiatric hospitalization during 2019.

681 clients with a disabling condition received monthly support from Care Coordination and/or BHH staff.

268 adults experiencing a psychiatric emergency or crisis received residential services.



**I am a survivor.
And a tough one, too.**

-Nick, Former Guild Client

Results

159

clients made 3,477 visits to the Community Support Program, strengthening social and living skills.

201

adults received Crisis Stabilization services that helped them remain in the community and avoid hospitalization.

57

individuals stayed at our 24/7 Intensive Residential Treatment Services program to stabilize their symptoms and health.

Financials

Statement of Activities & Changes in Net Assets, Years Ended December 31, 2019 & 2018

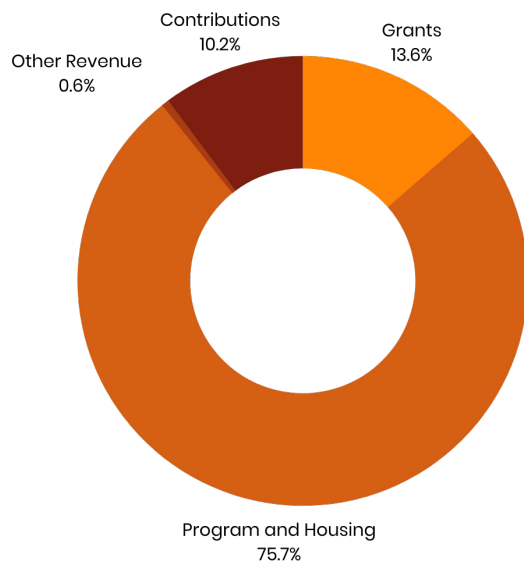
	2019		
	Without Donor Restrictions	With Donor Restrictions	Total
Revenue, Support, and Gains			
Program service fees			
MN healthcare programs	\$ 9,020,398	\$ -	\$ 9,020,398
County service fees	1,669,754	-	1,669,754
Housing subsidies	1,022,330	-	1,022,330
Resident fees	759,650	-	759,650
Private health insurance and private pay	160,093	-	160,093
Grants	2,272,144	-	2,272,144
Contributions	339,093	1,184,538	1,523,631
In-kind contributions	71,680	-	71,680
Gross event sponsorships and ticket revenue	108,180	-	108,180
Investment income	18,726	-	18,726
Other revenue	72,300	-	72,300
Net assets released from restriction	1,225,740	(1,225,740)	-
Total revenue, support, and gains	16,740,088	(41,202)	16,698,886
Expenses			
Program services	13,524,062	-	13,524,062
Supporting services			
Management and general	2,457,257	-	2,457,257
Fundraising	530,781	-	530,781
Fundraising events - costs to direct benefit to donors	-	-	-
Total supporting services	2,988,038	-	2,988,038
Total expenses	16,512,100	-	16,512,100
Change in value of beneficial interest in assets held by others	-	130,618	130,618
Change in Net Assets	227,988	89,416	317,404
Net Assets, Beginning of Year	3,778,454	2,035,551	5,814,005
Net Assets, End of Year	\$ 4,006,442	\$ 2,124,967	\$ 6,131,409

Financials

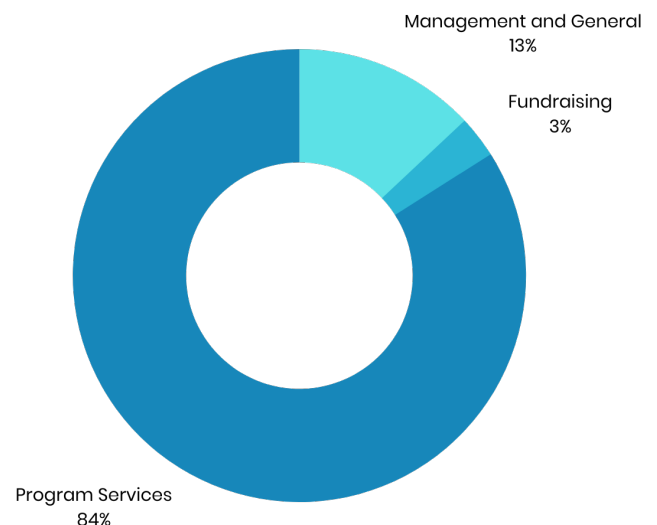
Statement of Financial Position, December 31, 2019 and 2018

	2019	2018
Assets		
Cash and cash equivalents	\$ 2,596,501	\$ 1,939,069
Accounts receivable, net	1,222,883	1,222,367
Promises to give, net	867,783	921,472
Prepaid expenses and other assets	175,073	183,240
Property and equipment, net	1,318,583	1,464,269
Beneficial interests in assets held by others	954,666	858,991
	<u>\$ 7,135,489</u>	<u>\$ 6,589,408</u>
Liabilities and Net Assets		
Accounts payable	\$ 135,519	\$ 12,628
Accrued liabilities	747,664	707,719
Deferred revenue	120,897	10,819
Notes payable	-	44,237
Total liabilities	<u>1,004,080</u>	<u>775,403</u>
Net Assets		
Without donor restrictions	<u>4,006,442</u>	<u>3,778,454</u>
With donor restrictions		
Purpose of time restrictions	1,341,001	1,251,585
Perpetual in nature	783,966	783,966
Total net assets with donor restrictions	<u>2,124,967</u>	<u>2,035,551</u>
Total net assets	<u>6,131,409</u>	<u>5,814,005</u>
	<u>\$ 7,135,489</u>	<u>\$ 6,589,408</u>

Public Support and Revenue



Expenses



Donors and Volunteers



Donors

In 2019, we had **1,334** donors help us meet our mission. We are forever grateful to each and every donor!



Volunteers

In 2019, we had **189** volunteers lend their talents to Guild.

Volunteer Reflections

"Volunteering gives me a sense of joy, purpose, thankfulness, and energy!" - Pam, Guild Volunteer.

"Jim (my Guild buddy) and I have enjoyed sharing simple but rich conversations, meals, and going fishing together for the past 10 years!" - John, Guild Volunteer.

Honorary and Memorial Gifts

The following gifts were made in honor or in memory of a loved one during 2019 (*indicates memorial gift):

*Phillip Adams**

Carol L. Ferris

Joanie Alworth & Peter Ackroyd

Amy Alworth

Mollie & Nina Alworth

Amy Alworth

Susan Alworth & Carl Mattson

Amy Alworth

*David L. Andreas**

Michael & Anita Cook

Janet Arend

Richard & Judith Vogen

*Patricia Bearth**

Nancy J. Martin

David & Margaret McDonell

*Sam Beattie**

Chris Bremer

*Jean Brase**

Wendell Brase

*Lois LaVon Brase**

Carrol S. Brase

Steven & Carol Brase

Carolyn Koehler

George Broostin

Renee Levesque & Joal Hegvik

Randi Livon

Cindy Buckett

Cynthia Grimm

*Jerry Charipar**

Jo Brown

*Drew Christensen**

Shari Brandt

Jeff & Nancy Christensen

Tona & Colin Kerslake

Ann M. McKinstry-Luepke

Sally Verrilli

Christine Corley

Rebecca J. Sago

John & Jean Corley

Steven & Raquel Corley

Bernadette Corley Troge

Melissa Duvernaix

Debra S. Johnson

*Monica Engel**

Joy & Kent Robbins

*Julie Fahrenkrug Lawrence**

Rob & Sharon Bryant

Pam Fuzzey

Richard & Mari Carlson

*Kirsten Girard**

Petra Blix & Benjamin Gruber

*Ann Goldberg**

Richard Hjelm

*Scott Goldberg**

George Broostin & Jake Borst

Roy & Joyce Brothers

Betty Ruth Clark

Sue & Mark Courteau

Betty Danielson

Pamela Flenniken

Skip & Pat Kiland

Anna Mae Marschall

Donna M. O'Brien

Plumbers Local #15

Debbie Potts

Steve Susens

Grace & Richard Tangjerd

Schmitt

Rick & Sis Van Putten

Caryl & Quentin Zimmerman

*Jack Haverkamp**

Skip & Pat Kiland

Pat & Tom Rolewicz

*John M. Hemann**

Brian J. Hemann

*Donna Rae Johnson**

Karen E. Johnson

*Irene Johnson**

Nancy Johnson

*Valerie Johnson**

Nancy Johnson

Charles Kealy

Joanne Kealy

Jajaime Kiland

Bob & Andrea Sledz

Phil & Kathy Thorson

*Anne LaFave**

Susan Roe & Joshua Glenn

*Sam G. Lange**

Michael Rigney

Nik & Valerie Larsen

Jean Lindquist

*Diane Loeffler**

Caryl Wogensen

*Lindsay "Erin" Lough**

Bill Lough & Barbara Pinaire

*Mary Kay Marcum**

Brian Marcum

*Frank Martin**

Patricia Berendt

Nancy J. Martin

*Lindsay Frances Moosbrugger**

Janet & Wayne Belisle

*Steven Morrison**

Mary Bonnerup

Delores Morrison

Karen Nelson

*Charles Moss III**

Pat & Karin Mascia

Gerald E. Mudek

Leo & Dolores Mudek

*Michael Ohmann**

Kay Carda

*Julie Penley**

Pamela Jessup

*Mary Radman**

Mathew Murphy

Todd Rapp

Lee Schafer

Patricia Rolewicz

Mary Lind

Gerald Schommer

Katharine & David Frederick

Mira Vandermyde

John & Darlene Vandermyde

*Tom Veenstra**

Ryan Companies

Leadership

Leadership Team



Julie Bluhm
Executive Director
| CEO



Tiffany Grandchamp
Chief Operating
Officer



Beth Scheetz
Chief Clinical
Officer



George Broostin
Director of
Development



Neeyada Santopietro
Director of Human
Resources



Rich Aylward
Director of Community
Treatment Services



Julie Groethe
Director of Integrated
Services



Mary Beth Fessler
Director of Coordinated
Health and Residential
Services



Robert Muller
Director of
Operations



Paul Bloomer
Director of
Finance

Current Board of Directors

Julie Bluhm
Executive Director | CEO

Joe R. Clubb
Board Member

Diane Wakefield
Board Member

Ross Eggers
Chair

Kyler Harder
Board Member

Bjorn Westgard
Board Member

William Marzolf
Vice-Chair

Michele Lewkowitz-Adler
Board Member

Jeanne Mork
Board Member

Rachel T. Schromen
Secretary

Desiree Wallace
Board Member

Ross Owen
Treasurer

Jenni Pinkley
Board Member



You Make a Difference. Thank you!




Guild's strong roots go back to the 1970s with the Guild of Catholic Women. In 1990, Guild Incorporated was formed as a separate non-profit organization. In 2020, we dropped Incorporated and just became Guild.

Now, Guild serves Minnesota communities by providing **quality, cost-effective services** for those living with mental illness or experiencing long-term homelessness. Our services aim to prevent homelessness, unemployment, involvement in the criminal justice system, and the use of high-cost emergency and hospitalization services. By offering person-centered health, housing, and job services, we continue to directly benefit our community members, their families, and our larger community.


Our rich history and current position as an industry leader situate us well for our future. As we expand our reach, we will stay resolute in our commitment to meeting unmet needs, as identified by the communities we serve. We are excited and ready for the future. And, we hope you will support us along the way.

On behalf of our Leadership Team, thank you. We couldn't provide our lifesaving services without your support.

Sincerely,
Guild's Leadership Team

 guildservices.org  (651) 450-2220  info@guildservices.org

 [guildservices](https://www.facebook.com/guildservices)  [guildservices](https://twitter.com/guildservices)  [guildservices](https://www.instagram.com/guildservices)  [guildservices](https://www.linkedin.com/company/guildservices)


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Empowering Change.