

20
23



Impact Report



Dear Guild Community,

Guild's 2022 annual report predicted that courage would be required in 2023, and that has proven true! 2023 has been a year of adjustment and courage. Across the globe and across the street, we are all still finding our way into what some call the "next normal", or Covid's third stage of economic endemicity. For Guild, this has meant adapting to shifting industry standards and partnerships, adjusting to new levels of workforce churn, and embracing leadership changes within the organization. Through these adjustments, shifts, and changes, Guild staff consistently and tirelessly advocate for the needs of those we serve. They come face to face with challenges and barriers and seek to move through, around, under, or over them - or to try to remove them entirely. And they partner with each other in strong teams committed to dignified, person-centered service. This requires tremendous courage, because courage is required for consistency and commitment.

As we look forward to 2024, with new leaders, new challenges, and new opportunities, we must also look back at the rich legacy of community and service from which Guild was born. We are so deeply grateful for Guild's community of support and partnerships. We look forward to another year of growth and service together.

With gratitude,

TRISH THACKER

MICHELE LEWKOWITZ ADLER

OUR LEADERSHIP

Trish Thacker
Chief Executive Officer

Beth Scheetz
Chief Clinical Officer

Dawn Marie Nelmark
Chief Advancement Officer

Heather Besonen
Chief Operating Officer

Keith Rachey
Chief Financial Officer

Paul Bloomer
Controller

Zayed Ahmed
Director of Clinical Services

Lily Anderson
Director of Clinical Services

Diana Harris
Director of Clinical Services

Ali Butchko
Quality and Compliance Officer

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CLIENT IMPACT

Sherrie's Story

Before I found Guild, I battled depression and heartache endlessly. Losing my dog, who'd been my rock while raising my kids, was devastating. At the hospital, I choked out, "I just put my dog down. I can't see what tomorrow looks like anymore." It wasn't just a cry for help—it was me, desperate for peace.

Navigating to Guild felt like weathering a storm. Previous places didn't understand. "I've held myself together most of my life," I shared early on. The truth hit hard—I needed somewhere that valued my mental health, not just lumping me in with everyone else.

Guild was different. Their residential program in Scott County provided a calm backdrop away from city noise, crucial for my well-being.

It wasn't just another clinic; Guild prioritized my mental health. The staff were genuinely caring, noticing when something was wrong. This helped rebuild my trust, eroded by past disappointments. Every interaction at Guild felt like progress.

The little things mattered too. Even my dog, Ronan, became part of the Guild family, welcomed with open arms and special treats. "He's a client too," they joked, highlighting their all-encompassing approach.

Leaving Guild marked a new beginning. The skills and connections I gained are invaluable. "My relationship with my kids has grown immensely," thanks to the community skills honed at Guild.

Reflecting, I'm grateful for finding Guild. Despite the challenges, it showed me true support and recovery. Healing goes beyond treating symptoms—it's nurturing the human spirit within a trusting community.

"It wasn't just words,
but it was words
and also action
and follow-up
and the time and
commitment."

Hear more stories like Sherrie's:
guildservices.org/empower



“It’s been the most rewarding — the kindest people, the most intelligent people, everything about it.”

Learn more about our new Crisis and Recovery Center:
guildservices.org/guild-crisis-and-recovery-center

DONOR IMPACT

O’Gara Family Story

When we broke ground on our new Crisis and Recovery Center in West Saint Paul on October 3, 2023, the O’Gara family stood out among our generous supporters. Their donation was the largest in Guild’s history, funding the center’s first year.

Debbie O’Gara and her husband, Rick, have always supported their favorite causes with both time and money. This value was instilled in their son, Ryan, and now continues with Ryan and his wife, Luisa, and their children, making three generations of charitable O’Garas.

Debbie spent 20 years in mental health work, witnessing the challenges of fundraising due to stigma. “People love to raise money for children,” she said. “But it’s a harder sell for people with mental illness, for certain.”

Introduced to Guild through a colleague, Debbie and Rick began attending our Ladder of Hope fundraiser. “It’s people that got me involved. Every program, every class is wonderful,” Debbie said. “It’s been the most rewarding — the kindest people, the most intelligent people, everything about it.”

After selling a business in 2012, Rick and Debbie established a Family Foundation. “You can talk all you want and say all these things, but [kids] see it when you lead by example,” Debbie said. “... You have to invite them in, to experience it.”

Debbie’s personal and professional experiences inspired their support for the Crisis and Recovery Center. “It’s a population that’s underfunded, and the need is so, so great,” she emphasized.

At Guild, we ensure donors like the O’Garas see their impact. “We trust that [Guild knows] where the money should be spent and what’s going to best enhance the lives of the people you serve,” Debbie said.

Their legacy is built on the simple yet profound principle of helping people, a value we deeply appreciate and celebrate.

OUR IMPACT

Empowering people to discover their potential



CLIENTS SERVED ANNUALLY

2,185



SERVICES PROVIDED DAILY

480



MILES TRAVELLED

386,574



88% **Satisfied**
with Guild's service



79% **Housed**



69% **Employed**



Mental Health

Person-centered, community-based care that provides varying levels of intensity to prevent and quickly address crises and increase overall stability.

Housing

Permanent supports or short-term supportive services for people experiencing long-term homelessness, having difficulty maintaining housing, and those living with a diagnosed mental illness.

Employment

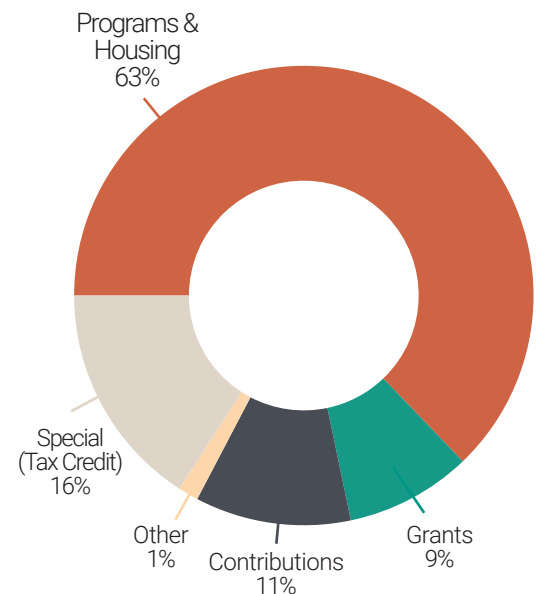
Promote employment as part of the recovery process by helping people secure, and maintain jobs. This increases self-sufficiency, improves self-esteem and supports symptom management.

Financials

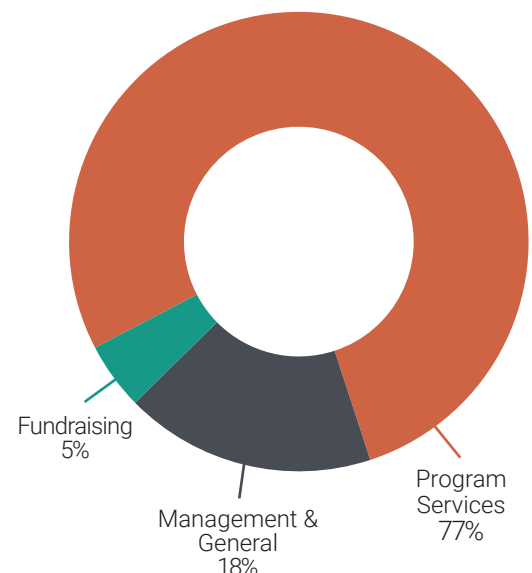
STATEMENT OF FINANCIAL POSITION | DECEMBER 31, 2023

ASSETS	2023	2022
Cash and cash equivalents	\$5,745,248	\$4,914,620
Restricted cash	314,575	96,850
Accounts receivable, net of allowance for credit losses of \$85,000 in 2023 and 2022	1,197,738	1,294,920
Promises to give, net	1,368,226	992,742
Prepaid expenses and other assets	361,934	309,713
Operating investments	1,028,776	
Property and equipment, net	1,782,406	2,006,985
Operating lease right of use asset	5,666,911	6,110,202
Beneficial interests in assets held by others	1,040,986	1,000,663
TOTAL ASSETS	\$18,506,800	\$16,726,695
LIABILITIES AND NET ASSETS		
Accounts payable	193,677	172,919
Accrued liabilities	945,756	827,599
Deferred revenue	819	18,477
Notes payable	446,386	628,474
Operating lease liability	5,790,374	6,174,301
TOTAL LIABILITIES	\$7,377,012	\$7,821,770
NET ASSETS		
Without donor restrictions	8,360,198	6,814,670
With donor restrictions		
Purpose restrictions	406,795	65,351
Time-restricted for future periods	1,321,809	1,024,241
Perpetual in nature	1,040,986	1,000,663
	2,769,590	2,090,255
TOTAL NET ASSETS	\$11,129,788	\$8,904,925
TOTAL LIABILITIES AND NET ASSETS	\$18,506,800	\$16,726,695

PUBLIC SUPPORT & REVENUE



EXPENSES



Financials

STATEMENT OF ACTIVITIES & CHANGES IN NET ASSETS, YEARS ENDED DECEMBER 31, 2023

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE, SUPPORT, AND GAINS			
Program service fees			
MN healthcare programs	\$9,523,644	-	\$9,523,644
County service fees	1,482,514	-	1,482,514
Housing subsidies	2,015,866	-	2,015,866
Resident fees	1,014,579	-	1,014,579
Private health insurance and private pay	37,473	-	37,473
Grants	1,989,029	-	1,989,029
Contributions	648,011	1,786,512	2,434,523
In-kind contributions	22,112	-	22,112
Gross event sponsorships and ticket revenue	205,790	-	205,790
Less cost of direct benefit to donors	(156,137)	-	(156,137)
Net special event revenue	49,653	-	49,653
Net investment return	117,232	-	117,232
Change in value of beneficial interest in assets held by others		78,710	78,710
Employee retention credit revenue	3,558,419	-	3,558,419
Other revenue	74,796	-	74,796
Net assets released from restriction	1,185,887	(1,185,887)	
TOTAL REVENUE, SUPPORT, AND GAINS	\$21,719,215	\$679,335	\$22,398,550
EXPENSES			
Program services	15,655,473		15,655,473
Supporting services			
Management and general	3,562,657		3,562,657
Fundraising	955,557		955,557
Total supporting services	4,518,214		4,518,214
TOTAL EXPENSES	\$20,173,687		\$20,173,687
Change in Net Assets	1,545,528	679,335	2,224,863
Net Assets, Beginning of Year	6,814,670	2,090,255	8,904,925
NET ASSETS, END OF YEAR	\$8,360,198	\$2,769,590	\$11,129,788



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