



Dear Guild Community,

We are grateful for the partnership and support that has anchored us through a year full of challenges—a new CEO, rising costs, tight budgets, staffing shortages, and growing need. Even with these pressures, we stayed focused on what matters: serving people with dignity and providing steady support when it's needed most.

In 2024, Guild served 2,128 people across the Twin Cities. With each interaction, our goal is to communicate that:

We see you. You matter. You're not alone.

We also:

- Partnered with Dakota County in developing a new Crisis and Recovery Center in West St. Paul, offering both residential and crisis mental health services and providing a peaceful, supportive space when life gets overwhelming.
- Rolled out a TigerConnect pilot with goals to both better connect with clients and to provide secure virtual mental health care.
- Invested in our team through training, support, and appreciation—because caring for caregivers is just as important as the service itself.
- Started a Work Culture Group to nurture collaboration, trust, and a healthier workplace for everyone.

Thanks to this steady, community and person-centered approach, 79% of Guild clients found and kept stable housing, and we reduced hospital readmissions by 16%. As one client put it, "Guild gave me skills that made me confident that I could try this on my own. But they also told me that if I ever need them again, their door is always open. I can come back any time."

Looking ahead, we recognize that uncertainty in funding and policy exists at many levels. Nevertheless, our commitment to showing up every day for the people we serve, and for each other, keeps us grounded. We are committed to providing uninterrupted person-centered services. We will continue adapting, innovating, and stewarding our resources well. The chance to make a difference, together, is something we don't take for granted.

With gratitude,



TRISH THACKER



OUR LEADERSHIP

Trish Thacker
Chief Executive Officer

John Adams
Chief Clinical Officer

Dawn Marie Nelmark
Chief Advancement Officer

Ali Butchko
Director of Operations

Diana Harris
Director of Clinical Services



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Empowering people to discover their potential



CLIENTS SERVED ANNUALLY

2,128



SERVICES PROVIDED DAILY

494



79% **Satisfied**
with Guild's service



79% **Housed**



54% **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

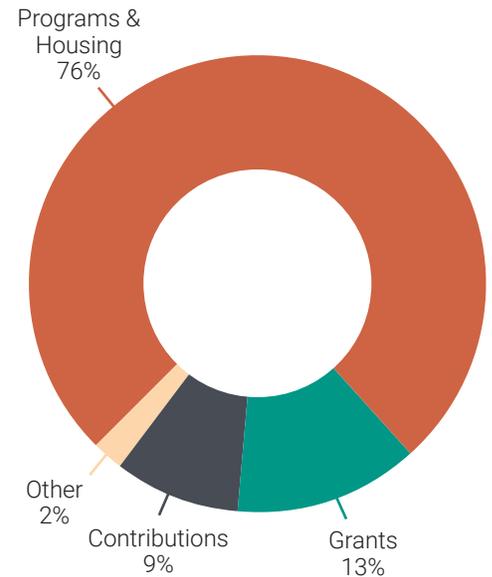
Promote employment as part of the recovery process by helping people secure, and maintain jobs. This increases self-sufficiency, improves self-esteem and supports symptom management.

Financials

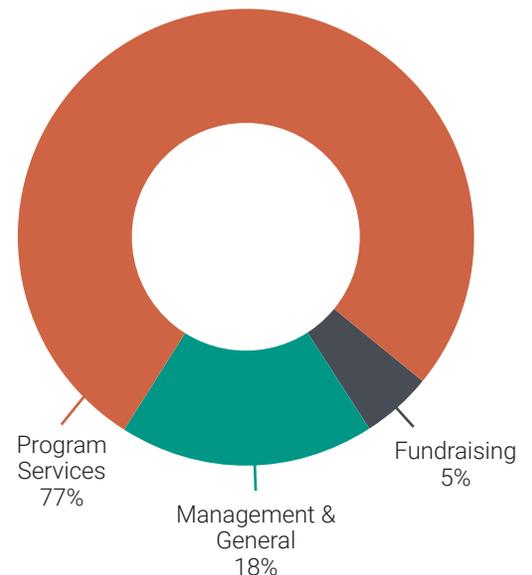
STATEMENT OF FINANCIAL POSITION | DECEMBER 31, 2024

ASSETS	2024	2023
Cash and cash equivalents	\$3,371,747	\$5,745,248
Restricted cash	424,633	314,575
Accounts receivable, net of allowance for credit losses of \$259,000 in 2024 and \$85,000 in 2023	1,655,741	1,197,738
Promises to give, net	1,138,591	1,368,226
Prepaid expenses and other assets	207,576	361,934
Operating investments	1,105,924	1,028,776
Property and equipment, net	1,774,550	1,782,406
Operating lease right of use asset	5,197,905	5,666,911
Beneficial interests in assets held by others	1,083,766	1,040,986
TOTAL ASSETS	\$15,960,433	\$18,506,800
LIABILITIES AND NET ASSETS		
Accounts payable	96,104	193,677
Accrued liabilities	873,266	945,756
Deferred revenue	55,869	819
Notes payable	308,958	446,386
Operating lease liability	5,362,772	5,790,374
TOTAL LIABILITIES	\$6,696,969	\$7,377,012
NET ASSETS		
Without donor restrictions	6,576,473	8,360,198
With donor restrictions		
Purpose restrictions	484,633	406,795
Time-restricted for future periods	1,118,592	1,321,809
Perpetual in nature	1,083,766	1,040,986
	2,686,991	2,769,590
TOTAL NET ASSETS	\$9,263,464	\$11,129,788
TOTAL LIABILITIES AND NET ASSETS	\$15,960,433	\$18,506,800

PUBLIC SUPPORT & REVENUE



EXPENSES



Financials

STATEMENT OF ACTIVITIES & CHANGES IN NET ASSETS, YEARS ENDED DECEMBER 31, 2024

	Without Donor Restrictions	With Donor Restrictions	Total
REVENUE, SUPPORT, AND GAINS			
Program service fees			
MN healthcare programs	9,911,033	-	9,911,033
County service fees	1,512,659	-	1,512,659
Housing subsidies	1,733,543	-	1,733,543
Resident fees	997,931	-	997,931
Private health insurance and private pay	271,759	-	271,759
Grants	2,428,339	-	2,428,339
Contributions	725,547	874,556	1,600,103
In-kind contributions	5,787	-	5,787
Gross event sponsorships and ticket revenue	176,765	-	176,765
Less cost of direct benefit to donors	(42,525)	-	(42,525)
Net special event revenue	134,240	-	134,240
Net investment return	265,347	-	265,347
Change in value of beneficial interest in assets held by others	-	82,776	82,776
Employee retention credit revenue	-	-	-
Other revenue	57,998	-	57,998
Net assets released from restriction	1,039,931	(1,039,931)	-
TOTAL REVENUE, SUPPORT, AND GAINS	\$19,084,114	(\$82,599)	\$ 19,001,515
EXPENSES			
Expenses	16,103,305	-	16,103,305
Program services	3,834,822	-	3,834,822
Supporting services Management and general	929,712	-	929,712
Fundraising	4,764,534	-	4,764,534
TOTAL EXPENSES	\$20,867,839		\$20,867,839
Change in Net Assets	(1,783,725)	(82,599)	(1,866,324)
Net Assets, Beginning of Year	8,360,198	2,769,590	11,129,788
NET ASSETS, END OF YEAR	\$6,576,473	\$2,686,991	\$9,263,464



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