

WHAT A HAND UP CAN DO

ANNUAL REPORT 2018



A MESSAGE FROM THE CEO & BOARD CHAIR

Dear Friends:

We frequently hear from supporters that our motto, “A hand up, not a handout,” resonates with them. But what exactly does a “hand up” look like? Thanks to you, in 2018 that “hand up” assumed many different forms, including the following:

Piloted a New Winter Warming Center:

This past winter we partnered with the County of Morris to provide overnight shelter for street homeless individuals (a worthwhile addition to our primary focus of program-based shelter). To date the program has served 62 unduplicated individuals with 984 bed nights and 1,968 meals. Thirteen of those who sought shelter at the Warming Center ultimately entered our Programs.

Created the “FAN” Program to Preserve our Transitional Housing Program (THP):

With recent drastic cuts in federal support for transitional programs, we’ve been told our funding for THP could be eliminated by 2020. THP has proven to be life changing for our guests, and we are determined to preserve it! In Fall of 2018 we created the Family Angel Network (or “FAN”). This is a platform whereby an entire company, congregation, or group of families or individuals can give a “hand up” by sponsoring a family apartment at THP



while being given multiple, direct opportunities to volunteer and engage the family and witness their impact firsthand. We welcomed two FAN supporters to the Program this year and look forward to adding more in 2019.

Relocated Administrative Offices:

After 11 years in Morristown, we moved our Administrative Offices to Cedar Knolls this Fall. While our new office is larger and better suited to our staffing needs, the lower rent offers us savings to deploy in additional aid to vulnerable households.

Our Annual Report outlines in greater detail the impact of your “hand up” in 2018. We appreciate your support and commitment this past year and look forward to your continued involvement as together we help our most fragile neighbors turn their lives around.


Dan McGuire
President/CEO


Darla Wilkinson
Board Chair

2018 HIGHLIGHTS

- **A New Warming Center**
- **Creation of a “FAN” Program to preserve THP**
- **Relocation of Administrative Offices**

676 persons sheltered, housed, or provided outreach services after exiting our Programs – a **16%** increase over 2017!

OUR PHILOSOPHY

“**A Hand Up, not a Handout.**” As a private, nonprofit organization, Homeless Solutions has been helping the homeless and working poor in our community since 1983. We are unique in what we do. It’s not just about providing a warm meal and a place to sleep. Our goal is to give those who we serve the tools and surroundings they need to rebuild their lives and become self-sufficient. What sets our nonprofit apart from others is our Continuum of Housing through our Emergency Shelter, Transitional Housing Program (THP), Mt. Kemble Home, and Affordable Housing.

MY SUCCESS STORY



Program Graduate Leslie and her son Max

“My name is Leslie. I am a graduate of the Transitional Housing Program, a program I never thought I would need.

I had a good life growing up. I went to college and got a good job in banking in NYC. I fell in love and got married, but he was unfaithful. After 13 years of marriage we got divorced. During this time, my grandmother fell ill. My son Max and I moved in to care for her. I needed a job with flexibility, so I got my license in both cosmetology and massage therapy. My grandmother passed, and things went from bad to worse. My mother and father were both diagnosed

with cancer. I stepped in to care for them, but they ultimately lost their battles. On top of this, I was trying to raise a son with severe ADHD.

My siblings insisted on selling my grandmother’s house and all of a sudden Max and I had nowhere to go. In this moment, I realized while I was so focused on others, I lost track of my well-being and my finances. Without a steady income, I could not get an apartment.

We were homeless.

For a year we bounced from friends’ couches and hotel to hotel. We basically lived out of the trunk of our car. Sometimes, I would go without a shower for a week while trying to look like I had it together for work.

When I arrived at THP I felt hopeful for the first time in a long time. Having stability helped in every aspect of our lives. I saved money, paid my bills, and repaired my credit. For Max, we were connected with a team of doctors, and this consistency boosted his confidence and independence. He no longer needs to be in a behavioral school and he now dreams of going to college.”

~ Program Graduate Leslie

OUR PROGRAMS

WHAT YOUR HAND UP DID...

Our goal is to provide the tools needed to prepare our guests to successfully return to independent living. We provide a Life Skills Curriculum and Case Managers work closely with each guest, providing job search assistance, counseling, connections to childcare and medical services, household budget planning, and housing assistance. Our guests work hard to get back on their feet.



NEW WARMING CENTER

During the winter of 2018, we initiated a pilot program with the County of Morris to provide overnight shelter for street homeless individuals, not the population we traditionally serve as a program-based shelter. The center is located within our Main Shelter and can accommodate up to 12 people. Overnight guests have access to restrooms, as well as clothing and cold weather items. Dinner and breakfast, along with coffee, tea, and water are provided during their stay.

YOUR HAND UP IMPACT

- 984** total bed nights provided
- 62** unduplicated participants sheltered
- 13** entered HSI's Shelter Program
- 1,968** meals provided



296

SERVED AND SHELTERED
242 ADULTS & 54 CHILDREN

Main Shelter

The Main Shelter is open 24/7 and includes 85 beds in dormitory-style living that accommodates single men and women, families, and Safe Haven for those with a mental health diagnosis. It's a safe, drug and alcohol free environment with a structured program including a Life Skills Curriculum and Case Management. It is a place where homeless people can get the tools they need to get back on their feet.

YOUR HAND UP IMPACT

- | | |
|---|---|
| Family Program
93 people served
(39 adults, 54 children) | Single Women's Program
34 women served |
| Single Men's Program
109 men served | Safe Haven Program
60 people served
(42 men, 18 women) |



111

SUPPORTIVE SERVICES
PROVIDED
40 ADULTS & 71 CHILDREN

Outreach Program

Our Family Supportive "Outreach" Program is for our THP graduates. They have the option to receive follow-up supportive services for two years following their exit from THP. The goal is to ensure they remain housed and do not cycle back into homelessness.

YOUR HAND UP IMPACT

100% of the Outreach Program families that moved out in the last 2 years remain housed.



58

SERVED AND SHELTERED
22 ADULTS & 36 CHILDREN

Transitional Housing Program (THP)

THP has 10 furnished apartments that serve as an intermediate step for homeless families whose adult members are working. Case Managers provide structured support and a variety of workshops designed to develop and strengthen skills in the areas of budgeting, parenting, and employment. Staff and volunteers also provide academic assistance and social support to children in the Program. This Program is also staffed 24/7.

YOUR HAND UP IMPACT

100% of the families that graduated the Program in 2018 successfully moved to permanent housing.



24

SENIOR WOMEN OF
LIMITED MEANS HOUSED

Mt. Kemble Home (MKH)

Homeless Solutions also operates the historic Mt. Kemble Home for 22 senior women of limited means. Each resident has her own room, with shared bathrooms, a common sitting room, and dining room. Our Senior Residential Support Staff member lives onsite, ensuring the residents' safety.

YOUR HAND UP IMPACT

Priceless Weekly trips to the supermarket and activities twice a month, like arts & crafts, game nights, special holiday themed dinners, and gifts have greatly improved the quality of life for our seniors.

HOUSING DEVELOPMENT

Over the last 14 years, our Housing Development team has been transforming communities by taking derelict buildings or underutilized lots and creating safe, affordable homes throughout Morris County. It's a desperate need as rent increases have far outpaced wage growth, particularly for low-wage workers. Plus, new apartment construction has focused on luxury or other high-end markets. The result is over 40% of Morris County renters (19,000 households) spend more on their housing than is considered affordable.

2018 HIGHLIGHTS

- Ribbon cutting for our two-family home on Walnut Street in Morristown.
- Completed development and held a ribbon cutting of a two-family home on Abbett Avenue in Morristown.
- Began construction on our 8-unit property on Martin Luther King Avenue in Morristown. The property will be our first to offer 4-bedroom apartments, to accommodate larger families in our community.

In 2018...

HSI owned and managed **66** apartments

that were home to **158** adults & children.

OUR LOCATIONS

Morristown
30
apartments

Morris Twp
17
apartments

Rockaway Boro
5
apartments

Washington Twp
10
apartments

Roxbury
4
apartments

Through the years...



1996

2004

2006

2007

2008

2009

2011

2012

2013

2018

Note:
date reflects
when completed



OUR EVENTS

DREAM BUILDERS' BASH

A Nor'easter didn't dampen the night! Over 200 guests weathered the storm to attend our 18th Annual Dream Builders' Bash and raised over \$348,000 for our Shelter Programs. Guests enjoyed an evening of cocktails, dinner, dancing, a Wine Pull, Raffle, and Silent & Live Auctions. With a theme of Riding Home Together, HSI honored Gran Fondo NJ founders Marty Epstein and Bill Ruddick with our Dream Builder Award. Also recognized was longtime dedicated HSI volunteer Diane Martin who received our Mary E. Van Kirk Volunteer Spirit Award. Hearing Program Graduate Rebecca share her emotional journey from homelessness to purchasing her own home was inspiring to all.



Dream Builders' Bash honorees Bill Ruddick, Diane Martin, and Marty Epstein.

FOOD TRUCK FESTIVAL

In August 2018, the 1st Annual Morristown Food Truck Festival took place and HSI was honored to be the sole beneficiary of the event. The festival was organized by longtime HSI supporter and Morristown business owner Mag Irizarry and his cofounder Morristown resident Heather McDermott. The day was filled with vendors, games for both adults and children, and over 20 food trucks. It was a tasty, fun day for all that raised just over \$4,000 for our Shelter Programs.



Food Truck Festival founder Mag Irizarry with HSI supporter Elsie Greene.



Our Women's Day attendees having fun in our TapSnap Booth while fundraising for HSI.

WOMEN'S DAY

Our 11th Annual Women's Day was held in October at Hamilton Farm Golf Club in Gladstone. The Club was buzzing with activity and lively conversation with over 150 women from Morris and Somerset Counties in attendance. Morning activities were followed by mimosas and mingling, services from DePasquale the Spa, pictures in our TapSnap booth, a Ticket Auction, and a Champagne Pull. The group was moved by the video highlighting the struggles and accomplishments of Program Graduate Megan, a single mother of two young boys. Together we raised a record high of \$68,211 to help provide childcare scholarships, allowing the mothers in our Programs to continue working while providing for their families.

GRAND FONDO NJ (GFNJ)

We are proud to be one of the beneficiaries of the GFNJ bike ride since its inaugural year in 2011. The ride attracts over 2,200 riders and offers 5 scenic routes throughout Morris County. Riders look forward to the amazing rest stops where they feast on handmade food from some of NJ's top chefs including brick oven pizza, cheesecake, cannoli, and more! The best part for us is our *Riding for Homes* team. Over the years, we've grown from 3 to over 60 riders, including HSI staff and Board Members. This year, our team literally rode for homes in our signature bike jerseys raising over \$65,000 to support our newest housing project on Martin Luther King Avenue in Morristown.



2018 Riding for Homes team in our signature jersey.

Our 2018 Gran Fondo Team *fundraisers

Chris Astrella
Dan Astrella
Ben Baker
Ara Barotilla*
Tom Bishop*
Lou Bodian*
Colleen Bondy*
Dave Butts
Janine & Scott Chilson*
Jeff Cohen*
Justyn Comer*

Frank Farrell*
Jeff & Lou Ann Fellers*
Jim Geswelli
Larry Goldfarb
George & Tobi Goldman*
Cahal & Gale Grennan*
Jeremy Gulish*
Bill Johnson
Paul Kenah
Clare Kendall
Elias & Michael Kischelev*
Jerry Korey*
Laura Lannin*
Mary LeBlanc*

Eric Leonard
Steve Leonard
Andrew Lewis*
Michelle Mendez & Christine Sutherland*
Tom Murphy
Sally Muscarella*
Barbara Pantazopoulos*
Carole Rawding*
Eileen Riddle*
Alex Ryan*
Rusty Schommer
Buddy & Karen Scott
Kathy Seabrook*

Mark Sebree
Don Shauger
Don Shauger Jr.
Bobek Shayegani
Noelle Shea
Jim Sonneborn
Charlie Stoia*
Philip Sturno*
Gene Sullivan
Trish Titone
Steve Trozinski*
Garth Weber
Pete & Wendi Zimmerman

YOUNG PROFESSIONALS

Our Young Professionals are more than just advocates for HSI. We rely on them in so many ways, from helping to provide Thanksgiving Baskets to securing auction items and volunteering at our events. Because of this group we were able to provide our Shelter guests with almost \$4,000 in gift cards to stores like Walmart and ShopRite. They donate gift cards during our social events—a Cinco de Mayo Happy Hour and Party with a Purpose in December. It's an impressive community-minded group under 40 that live and work in Morris County. They band together to give back through fundraising and volunteerism to help the most vulnerable in our community.



Our Young Professionals Advisory Council at our Winter Party with a Purpose.

Contact LaceyAstrella@hsinj to learn more

OUR VOLUNTEERS

Homeless Solutions was founded by volunteers in 1983 as the Morris Shelter, and volunteers remain a crucial part of our organization 35 years later. They are the lifeblood of HSI. Over 600 volunteers work tirelessly across our organization throughout the year, from cooking at the shelter to leading educational workshops for our program participants, hosting birthday parties, planting in our gardens, joining our event committees, hosting donation drives, and much more.



Pilar Endara of Deloitte cooking dinner at our Shelter.



41,016 meals served at the shelter and **16** cereal drives



32 game nights hosted for the children



19 birthday parties thrown for the children in our Programs



Led **36** workshops provided to our Shelter guests and Transitional Housing Program



45 backpacks provided to the children in our Programs



922 holiday gifts donated for our Shelter guests, THP participants, and Mt. Kemble Home residents



17 Buddies Mentor matches made since the Program's inception



49 one-on-one employment and financial coaching sessions



Untracht Early Intern Group held a luau for our MKH residents.



Eagle Scout Candidate Matthew DeSimone building a peaceful garden area at Mt. Kemble Home.



Pfizer after their redesign of our Family Lounge!



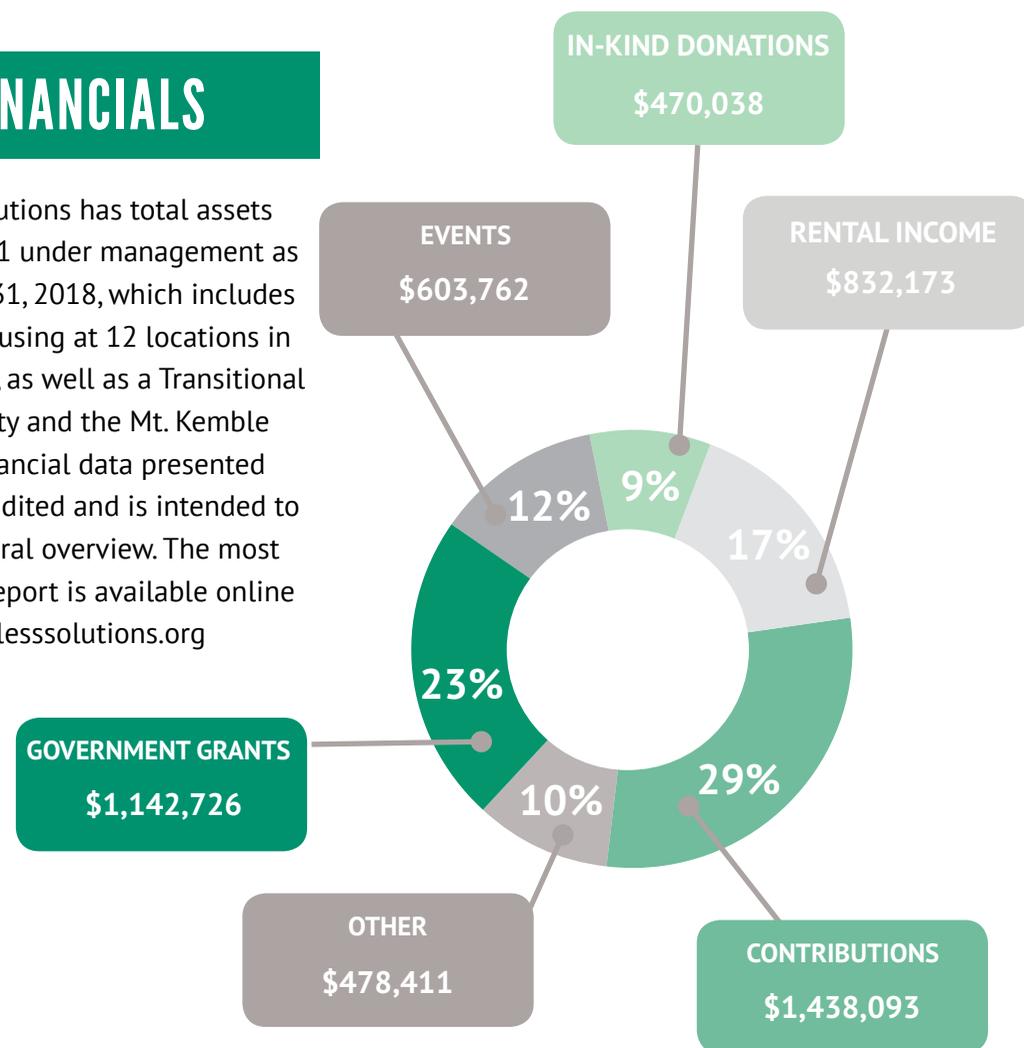
Scott Mariani, Ken DeGraw, and Donna Nevolo of Withum ready to cook!

WAYS TO ENGAGE

- 1 BUDDIES MENTORING PROGRAM**
Our Buddies Mentoring Program aims to match children in our Shelter, THP, and Outreach with one-on-one Mentors who will take them for regular outings and provide important social support. The children currently involved in our Buddies Program are thriving – **improved grades, more confidence, and one mentee even became the MVP of his baseball team!**
- 2 JOIN OUR MOVING SOLUTIONS TEAM (MST)**
Virtually none of the individuals or families at HSI have their own furniture. On top of this, most families are headed by single parents with little or no family support. This is why they need that final “hand up” as they move to permanent housing. Our MST is on call to help with move outs. Volunteers can sign up to be a transporter/driver, mover, furniture assembler, or babysitter. You see the impact of your volunteer efforts that day!
We have 27 MST volunteers and had 75 move outs in 2018!
- 3 BECOME A FAN**
A new initiative that provides corporations, faith communities, and other generous individuals with an opportunity to help families working to propel themselves out of poverty. As a Family Angel Network member, you “sponsor” an apartment in our Transitional Housing Program. Regular updates on the progress of the family living there are sent to you. You have the opportunity to interact directly with the family and be part of their journey to self-sufficiency.
2018 brought our first two FANs! We are working to find sponsors for all 10 apartments.
- 4 DONATE TO CLOTHING FOR A CAUSE**
We introduced a clothing and item donation fundraising program in 2018. Clean out your closets while helping families in need. All of the proceeds support our Shelter Programs and Services.
In 2018 we collected 11,348 pounds of clothing.

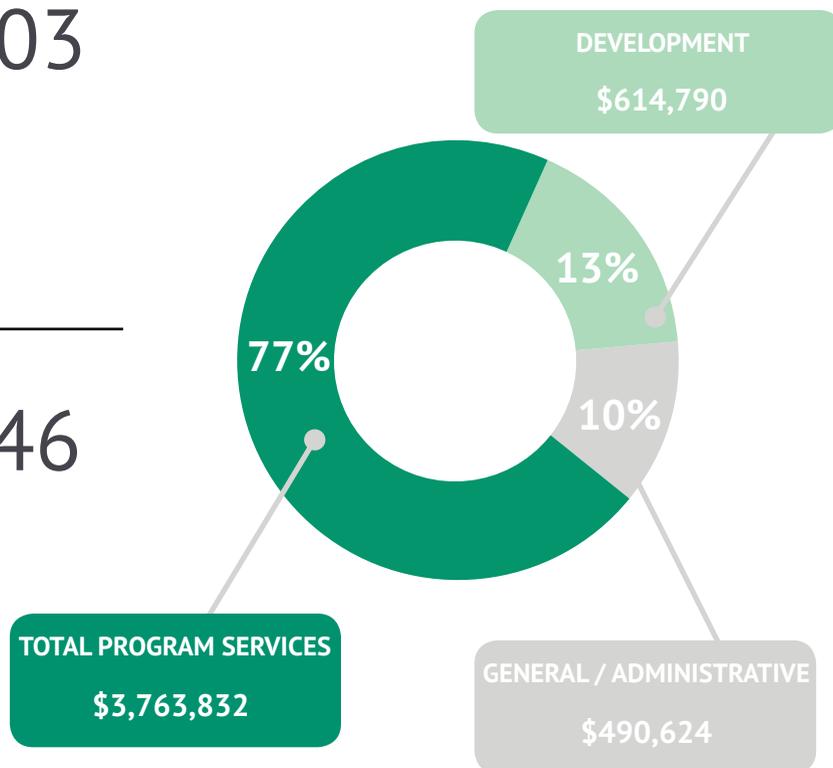
OUR FINANCIALS

Homeless Solutions has total assets of \$20,716,091 under management as of December 31, 2018, which includes 66 units of housing at 12 locations in Morris County, as well as a Transitional Housing facility and the Mt. Kemble Home. The financial data presented herein is unaudited and is intended to convey a general overview. The most recent audit report is available online at www.homelessolutions.org



REVENUE SOURCES
\$4,965,203

EXPENSES
\$4,869,246



OUR STAFF

Our staff can be described in one word: AMAZING. In 2018, we had a combination of 53 full-time and part-time employees. They are compassionate and dedicated individuals who work hard each day to make a difference in the lives of the men, women, and children in our Programs. Our staff believes in our mission and are also personally invested. We are proud that 75% of our employees are also donors.



Pictured here are some of the staff from our Main Shelter who supported HSI's "Not All Superheroes Wear Capes" staff appeal with monthly donations.

For many of our part-time staff, their role with HSI is a second job. Their full-time jobs include everything from working in education and other social service positions to being paralegals and business professionals. Many work with us to fulfill their passion for helping others toward a better life. And, in addition, they are active and regular volunteers for other organizations which helps HSI maintain partnerships in the community.

We are very proud of the commitment and dedication of Team HSI.

YOUR HAND UP

We are grateful to our donors and supporters for their hand up in 2018. You are vital to the success of our Programs and the impact it makes on our neighbors in need.



Randolph Church of Christ hosting a cookout at our Shelter.



Jada Clark and Kristi Telschow of Jersey Staffing.

There are many ways to provide a hand up...

- Cook & serve a meal at the Shelter
- Organize a Food Drive for our pantry
- Organize a Clothing Drive
- Become a Mentor in our Buddies Program
- Lead an Education Workshop
- Become a FAN Sponsor
- Be an Event Sponsor or join the planning committee
- Sponsor a Summer Camper
- Join our Young Professionals Group



Jeremy & Christina Gulish delivering Thanksgiving baskets to THP.

Interested in Volunteering?

Contact Tamala Reynolds at TamalaReynolds@hsinj.org

LEADERSHIP GIVING CIRCLE

HSI's Leadership Giving Circle is an initiative created to formally acknowledge our most generous benefactors (contributors of \$1,000 or more annually). We are grateful to our Leadership Giving Circle members for their generosity and commitment to our mission.



Trustee members of our Leadership Giving Circle at our Abbett Avenue ribbon cutting.

MATCHING GIFT ORGANIZATIONS

YOUNG PROFESSIONALS ADVISORY COUNCIL

Daniel Jago, YPAC Chair,
Main Street Wealth Management, LLC

Ara Barotilla,
Savoy Associates

Andrew Buttitta,
Moretrench

Chris Dzera,
Willis Towers Watson

Mike Fattorusso,
Moretrench

Olivia Ford,
Siemens Healthineers USA

Jeremy Gulish,
The Gulish Group

Andrew Lewis,
NK Architects

Josh McKelvey,
Emerson

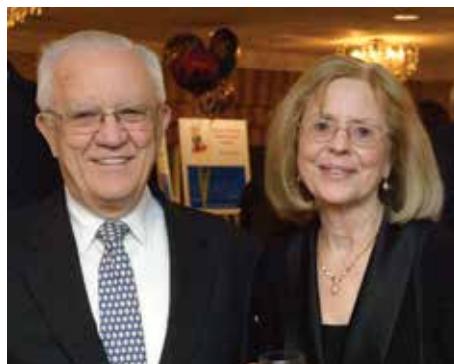
Matt Mignon,
RegentAtlantic

Alex Ryan,
Quest Diagnostics

Brian J Stellingwerf

LEGACY SOCIETY

Members of our **Legacy Society** are providing their Hand Up by including Homeless Solutions in their estate plans. **Their generosity and long term commitment to our mission and programs help to ensure the ongoing operation of our services.**



Jack & Joslin Ruffle

Anonymous
Stephanie Cicale
John Duffy
Frances Fitzgerald
Jim Fleischmann
Mary Ellen & Gates Hawn
Betsy & Bill Johnston
Joslin & Jack Ruffle
Candace & Richard Weeks

If you would like to learn more about HSI's Legacy Society or how to make a planned gift, please contact **Stephanie Cicale**, CFRE, Chief Development Officer at StephanieCicale@hsinj.org

EXECUTIVE STAFF

DAN MCGUIRE – CHIEF EXECUTIVE OFFICER

STEPHANIE CICALE – CHIEF DEVELOPMENT OFFICER

LAURA LANNIN – CHIEF FINANCIAL OFFICER

WESLEY GAYNOR – DIRECTOR OF PROGRAMS & SERVICES

PATRICK MORRIS – DIRECTOR OF HOUSING DEVELOPMENT

BOARD OF TRUSTEES

Darla Wilkinson, Chair

Jim Nason, Vice Chair

Dan McGuire, CEO

Colleen Bondy

Sarah Canberg

Warren Estey

Mike Gayda

George Goldman

Mary LeBlanc

Diane Mann

Ed Moriarty

Rob Schmitt

George Scott

Lee Taurman

Steve Trozinski

Tom Uhlman

Megan Young

CORPORATE ADVISORY COUNCIL

Mo Bauer, Norris McLaughlin

Lynn Borelli, Valley National Bank

Chris Cannon, JH Bar & Kitchen

Bob Daleo, Riker Danzig

Doreen Devine, Willis Towers Watson

Kimberly Doyle, Barnes & Noble Education

Ralph Ferrara, Finance Executive

Neal Godt, EisnerAmper LLP

Tim Knierim, Morgan Stanley

Kevin Long, Weichert Realtors

Sally J. Mulligan, Santander

Jonathan Panik, JP Morgan Chase

Susan Rennie, Avis Budget Group

Peter Rohr, Qualcomm

Tony Scavone, Pfizer

Steve Schroeder, Atlas Refinery

Anne Siotka, Verizon Wireless

Charlie Stoia, Porzio,

Bromberg & Newman

Phil Sturno, Bausch Health

Jonathan Villahermosa,

The Loews Corporation

Elaine Vincent, JCP&L

Shermon Williams, PBF Energy

Michael Witko, CHILMARK



www.homelessolutions.org

3 Wing Drive, Suite 245
Cedar Knolls, New Jersey 07927
973-993-0900



CELEBRATING HSI'S 2018 GIVING TUESDAY CAMPAIGN

“There are few things more satisfying than helping those that have become homeless in our community find a safe and permanent place to call home. Homeless Solutions and their incredible team address that mission every single day. It is an honor to be able to contribute and we happily share with and encourage our friends and family to do so as well.”

~ HSI Trustee George & Tobi Goldman