

challenge, gratitude, and hope.



Some of the Homeless Solutions Frontline Staff

A MESSAGE FROM THE CEO & BOARD CHAIR

Dear Friends,

2020 was undoubtedly a year unlike any other. As you can see on the cover, we chose to highlight our front-line staff this year because of the remarkable effort and dedication the staff displayed amid the uncertainty swirling around them both at work and at home. We are so proud of the entire Homeless Solutions team, as they overcame the **CHALLENGES** and maintained highly effective operations and services throughout the year, helping over 500 adults and children during 2020. We also remain extremely **GRATEFUL** to all of you, our supporters and volunteers, who collectively stepped up at unprecedented levels to help us execute our mission despite the extraordinary circumstances.

Success Despite it all.

Over 100 people graduated from our programs and moved into permanent housing in 2020.

This outcome is especially impressive with the eviction moratorium in place and the already short supply of affordable housing options.

We expect continued hurdles in 2021 as we face the ongoing health challenges and economic reckoning from the pandemic. However, we are proud of what we were able to accomplish in 2020 and know there is more great work we can do together to provide the needed **HOPE** to the most vulnerable in our community.

Some highlights from 2020:

Continued Expansion of Affordable Housing.

We launched our collaboration with local non-profit partners that will provide permanent shared housing and Case Management to 32 women experiencing homelessness. The campus of nine homes has been named Promising Solutions, and HSI is overseeing the renovations and will serve as the property manager.

Record Generosity.

Our supporters stepped up like never before, contributing much-needed and very hard to find COVID supplies and contributing a level of financial support that exceeded all expectations. Included in this support was the resounding success of ***A Night in The Cold***. This first-time event allowed over 150 supporters to reflect on the struggles of homelessness through a participatory experience and raise over \$175,000 in the process.



With gratitude,

Dan McGuire
President & CEO

George Goldman
Board Chair

In 2020, we provided support and services to over 500 people, a third of whom were children.

Impact & Results of COVID-19

The pandemic has had profound impacts on our shelter guests, program participants, and staff. They experienced extreme hardships, unlike anything we've seen before, including being quarantined. Forced to reinvent our operations, we did not let the pandemic prevent us from fulfilling our mission.

We never closed our doors!

Here is how we faced the pandemic head-on...

MAKING IT SAFE

- relocated over 44 shelter guests into vacant buildings nearby to accommodate social distancing
- created new policies and procedures and monitored best practices to ensure a safe environment
- our frontline staff worked tirelessly to ensure no one went without food and all had access to essentials like diapers, formula, furniture, rental assistance, and more
- only 4 confirmed COVID-19 cases, all from shelter guests working in high risk jobs

THE IMPACT

Our Staff

- many needed to work remotely because of loss of childcare, having virtual learners, or living with immunocompromised family members
- suspending volunteer activities meant staff prepared meals, mentored children, provided tutoring, etc.
- procured new food sources due to the loss of our community food resource
- extended the Warming Center by two months, and made it a 24/7 program during the initial lockdown, rather than the typical overnight stay

Our Clients

- experienced job loss due to employer closings or lack of childcare due to school and daycare closures. Some had to choose between working or caring for their children
- endured an explosion in challenges regarding mental health, addiction, and domestic violence as a result of the stress and impact of the pandemic



Programs & Services

We deliver a unique range of structured Programs and Services. Case Managers work closely with each client to provide job search assistance, counseling, connections to childcare and medical services, budget planning, and housing assistance. We also offer a Life Skills Curriculum to aid in money management, resume writing, effective parenting techniques, nutrition, and more. **Our goal is to provide the tools needed to prepare our clients to return to independent living successfully.**

Though our 2020 outcomes may look different from past years, we take pride in the fact that our clients remained healthy and safe throughout the pandemic and are hopeful about the future.

1 MAIN SHELTER

Our 85-bed shelter provides dormitory-style living designed for a short-term stay. We offer four separate highly structured programs serving Families, Single Women, Single Men, and Safe Haven for individuals with a mental health diagnosis. Due to COVID-19, we operated at a reduced capacity.

2 TRANSITIONAL HOUSING PROGRAM (THP)

THP includes ten 3-bedroom furnished apartments. This program serves as an intermediate step for homeless families whose adult members are employed and are working hard to obtain permanent housing.

3 OUTREACH FAMILY SUPPORTIVE HOUSING

This program aims to ensure our THP graduates remain housed and do not cycle back into homelessness. They have the option to receive follow-up support services for two years following their exit from THP.

4 THE MT. KEMBLE HOME

This historic rooming home built in 1883 provides 22 senior women of limited means with safe, affordable housing. Each resident has her own room with a kitchenette, shared bathrooms, living room, and a shared Dining Room.

5 WARMING CENTER

The center provides overnight shelter during the winter months for street homeless individuals—a different population from our program-based shelter. Overnight guests are referred by the county and have access to restrooms, clothing, cold weather items, and a healthy breakfast and dinner.



In 2020, over

100

program graduates moved
into permanent housing



100%

of households who graduated from the Family Program moved to positive housing destinations - a first in HSI history.



None

of our women residing at the Mt. Kemble Home for senior women were sickened by COVID-19 while living at the home.



70%

of the families at THP increased their income during their time in the program.



86%

in our Single Womens Program had income upon graduation.



1,159

bed nights provided by our Warming Center. We served 66 unduplicated people, including 7 people who entered one of our Shelter Programs.



100%

of the families in our Outreach Program remained housed, meaning no one cycled back into homelessness. This program served 37 adults and 77 children.



To date,
HSI manages 106
apartments that are
home to 113 adults
and 71 children.

Housing Development

We are proud to be a leader in the development of affordable rental housing in Morris County. Over the last 15 years, we have been doing our part to provide homes people can afford for our community's working poor. We are particularly proud of how we helped our residents this year as they struggled during the pandemic. Many found themselves out of work and struggled to make ends meet, including paying their rent. Many formerly homeless families feared becoming homeless again.

Our staff provided the support needed by connecting them to resources such as grant opportunities, government assistance, and established payment plans when possible to keep them housed.

Promising Solutions

In 2020, we launched **Promising Solutions**, a unique shared housing model using vacant houses on property owned by our valued partner, the County of Morris. It is an exciting collaboration with Family Promise of Morris County. Family Promise will provide Case Management, and HSI will serve as the Property Manager and oversee the renovations to the houses (which are being done by Morris Habitat for Humanity—our first project with them!).

The property comprises nine houses and will provide permanent housing for homeless and at-risk single women. The campus is ideally located close to many community resources and public transportation. It will eventually accommodate 32 residents. The homes need renovations to the kitchens, bathrooms, and floors, among other improvements. The first home was occupied in early December 2020, just in time for the holidays, making it an even more memorable moment. Phase 1 of the project is underway, and the expected completion is early June. Phase 2 includes renovations to the remaining five homes, with completion anticipated by the end of 2021.

Family Angel Network (FAN)

Our FAN's are helping to preserve our most transformative program, our Transitional Housing Program (THP). THP has the highest success rate of graduates that increase their income, repair their credit, obtain permanent housing, and remain independently housed. Due to changes in government funding, this program was at risk. Our solution is the FAN program.

It's a unique and rewarding opportunity to adopt a family/apartment and interact with them directly as you help them on their journey to self-sufficiency.

Becoming a FAN requires a minimum one-year financial commitment of \$25,000 that helps to defray the \$47,000 cost per family to complete the program. **Our FAN's tell us that the most rewarding part is feeling connected to the specific family/ies that benefit from their support.**

Our FAN's support and investment is applied towards:

- Subsidizing rent allowing the families to never pay more than 30% of their gross income
- The cost of the utilities in the apartment: heat, A/C, electricity, gas, water
- Subsidizing Childcare so that the children receive quality, reliable care and parents can maintain employment
- Van transportation for the family to and from public transportation hubs, work sites, and childcare centers
- Intensive, personalized services by highly skilled, experienced professionals including a Case Manager, Employment & Housing Specialist, Child Advocate, Program Manager, and Residential Support Staff
- A structured Life Skills Curriculum including courses in financial education, parenting, health and nutrition, healthy relationships, tenants' rights, homeownership, legal matters, career advancement, credit counseling, and more.



“

We were so fortunate to get into THP. I am thankful and blessed to have been here. We were always treated with dignity and respect, and I want to thank everyone at Homeless Solutions for believing in us.”

”

THANK YOU TO OUR 2020 FAN'S

Anonymous

Beth Boothe

Caren Frankel & Jory Magidson

The Hampshire Companies

Mary Ellen & Gates Hawn

Santander Bank

Stu & Jan Sendell

FAN Partners -

Corwin Family Foundation

Ralph Ferrara & Family

DREAM BUILDERS' BASH



Tamala Reynolds



Vince, Phyllis & Tony Lia

2020 was the year of our epic Black & White Dream Builders' Bash and the last event many attended before lockdown. We honored **Vince and Tony Lia of Lia Construction** and **HSI Volunteer Manager Tamala Reynolds**. The highlight for many was hearing from program graduate Julia, as she shared her terrifying story of driving aimlessly with her three children to flee from domestic violence. When a police officer pulled her over for a broken tail light, she broke down and told him her story, and he immediately led them to safety. At the end of Julia's speech, amidst the tears and applause, she was surprised as that same police officer entered the ballroom and they were reunited in a touching moment. The reaction was simply extraordinary. We are so grateful to everyone that helped us raise record-setting proceeds, allowing us to continue helping many guests like Julia.



The Dream Builders' Bash Committee

YOUNG PROFESSIONAL ADVISORY COUNCIL WINE TASTING

Our first-ever virtual event was a sold-out success. Our attendees got the chance to hang out virtually with **Jockey Hollow Bar & Kitchen owner Chris Cannon** in his backyard as he shared his immense wine knowledge and personal stories. The event was presented by the Young Professionals Advisory Council (YPAC) and our engaging co-hosts **Wendi Zimmerman of HSI** and **Andrew Lewis, Associate Principal at NK Architects** and a YPAC member. The attendees enjoyed sampling three different wines curated by Chris and had a lovely evening knowing they were raising money to help keep our shelter guests and staff safe and supported during the pandemic.

A NIGHT IN THE COLD

It was a bitter cold and windy night on Saturday, December 5th, but that did not stop the 150 participants from sleeping outside to raise awareness about homelessness in our community. They were ambitious in their fundraising efforts, and we are overwhelmed by the remarkable support of this first-time event – it exceeded all of our expectations! Many shared how it was a humbling experience and inspiring to hear from HSI shelter graduate Melody. She shared how she went from being street homeless with no food or money to being back on her feet today, living in one of HSI’s permanent affordable housing properties. And, congratulations to our top fundraisers! We enjoyed seeing them proudly sport their well-earned event sweatshirts and winter pom hats.



Kathryn Tucker



Sarah & James Heck

TOP INDIVIDUAL FUNDRAISERS		A NIGHT IN THE COLD 		TOP FUNDRAISING TEAMS	
1. Gary Pancoast	6. Steve Trozinski	1. Keller Williams Metropolitan	6. The Sleepy Swaggy Sisters	1. Keller Williams Metropolitan	6. The Sleepy Swaggy Sisters
2. Dan McGuire	7. Colleen Bondy	2. Freezing Our Schmitt's Off	7. Cold Dreams	2. Freezing Our Schmitt's Off	7. Cold Dreams
3. George Goldman	8. Jim Nason	3. Valley Bank	8. Team Young	3. Valley Bank	8. Team Young
4. Steve Schroeder	9. Wes Gaynor	4. Team Cicale	9. MHS Interact Club	4. Team Cicale	9. MHS Interact Club
5. Dan Jago	10. Kara Gropler	5. The Fine Nine	10. The Greystoners	5. The Fine Nine	10. The Greystoners

WOMEN'S DAY



Camilla Silvertsson & Chloe Millea

Our 13th Annual Women’s Day event went entirely virtual this year and gave attendees a one-of-a-kind experience. We were thrilled to “see” 145 returning and new participants join us. The day included a yoga session, a rosé sampling curated by Chris Cannon, and a live cooking demonstration with south + pine owner **Chef Leia Gaccione**. We enjoyed being able to see attendees during the curbside event pick-up the day before, including the wine, a hard-to-find secret cooking ingredient, and a homemade dessert from The Artist Baker. Attendees truly enjoyed our first-ever virtual Women’s Day and generously funded childcare scholarships for families in need.

Volunteers

The contributions volunteers made to show their support in 2020 were extraordinary. We are ever so grateful for all they did to help us work through this unprecedented time.

We usually rely on over 600 volunteers to help across our organization throughout the year. Their contributions range from cooking at the shelter to leading educational workshops for our program participants, shelter room makeovers, planting in our gardens, joining our Special Event committees, hosting donation drives, and much more. The pandemic changed how we operated and limited our ability to accept help, but this did not stop the outpouring of support.

Contact Volunteer Manager Tamala Reynolds at TamalaReynolds@hsinj.org or call 973-993-0900 x213 to learn how you can help.



36,483
meals provided



9,300
diapers donated



3,901
volunteer hours



The Westin Governor Morris Executive Staff



Spring Brook Country Club

We are thankful to our volunteers for all they do and, in particular, to this group of volunteers. They came weekly to serve dinner at the shelter at the height of the pandemic. Their commitment and dedication were invaluable.



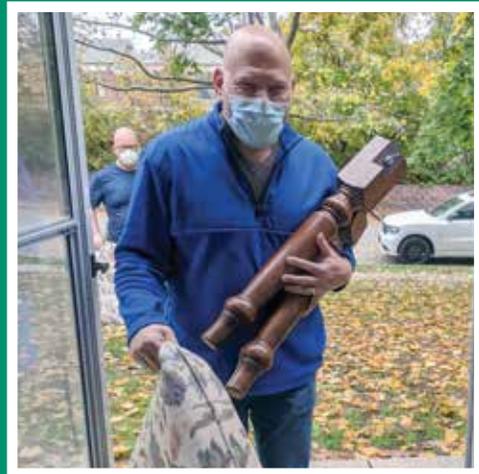
The Klein Family



Santander Bank



Catriona & Kieran Lucas



Hayes Williams



Javid Hakakian of J&S by STARK



Dan Jago & Jeremy Gulish

Vic Bader
Tim Braun
Mike Carrubba
James Fitzpatrick

Michele Jarvis
The Klein Family
Penny & Steve Manser
Diane Martin

Leah Rider
Christi & Ken Sauter
Chris Schuette
Anneliese Staiger

Sandy Stiles

Financials

Homeless Solutions has total assets of over \$23 million under management as of December 31, 2020. Our portfolio consists of 106 apartments across 14 locations throughout Morris County. We also operate a Transitional Housing facility and the historic Mt. Kemble Home. The financial data presented is unaudited and intended to convey a general overview. The most recent audit report is available online at www.homelessolutions.org

REVENUE SOURCES 2020 \$5,661,000

\$ 2,075,000 / **37%**

Contributions

\$ 1,326,000 / **23%**

Government Grants

\$ 963,000 / **17%**

Property Revenue

\$ 786,000 / **14%**

Events

\$ 388,000 / **7%**

Donations In Kind

\$ 123,000 / **2%**

Other

EXPENSES 2020 \$4,971,000

\$ 3,877,000 / **78%**

Total Program Services

\$ 696,000 / **14%**

Development

\$ 398,000 / **8%**

General/Administrative

Success Story



- Kennedy & Carol
Program Graduates

“

Today, things are good, actually really good. It wasn't long ago my family and I were homeless. We had to flee our unsafe living situation and had no family or friends nearby to turn to for help. I was struggling to make ends meet as a single parent and spent all of our savings. I'm not sure where we would be without Homeless Solutions. Things were hard, especially during the pandemic with my kids attending school virtually. I got the support I needed and got a job, and saved money. They helped us find a home we could afford and even connected us to resources to get it furnished. I don't even know how to thank everyone that made it possible for us to be in this happy place today.

”

Staff

In 2020, our staff's true colors and their work's essential nature shone brightly through uncertain times. Our heroic staff made a conscious decision early on in the face of the pandemic that we would continue our work and keep our promises to those we serve. We learned a lot, worked as a team to face the daily challenges, and the organization and our donors supported these efforts admirably.

We are so grateful to our staff of over 50 individuals, along with a core of dedicated volunteers, for making personal sacrifices to ensure the well-being of the most vulnerable in our community. As a result of their diligence, our facilities stayed safe, and everyone came out on the other side healthy and ready to face the future - many in new homes and with renewed hope.



Case Managers Elizabeth Rogers and Osman Davies prior to the pandemic

Executive Staff

Dan McGuire – Chief Executive Officer
Stephanie Cicale – Chief Development Officer
Wesley Gaynor – Director of Programs & Services
Awilda Perez – Director of Asset Management
Christine Sutherland – Director of Finance
Kari Szary – Director of Human Resources



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www.homelessolutions.org

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Our philosophy

"A Hand Up, not a Handout."

As a private, nonprofit organization, Homeless Solutions has helped 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 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.

Thank you for
helping those in need!



By 8 yr. old supporter Eleanor Kimball