

Hope has an ADDRESS



HOPE
SOLUTIONS

2022-2023 Annual Report



Our Mission

We heal the effects of poverty and homelessness by providing permanent housing solutions and vital support services to vulnerable families and individuals.

Our Vision

We envision a world in which everyone has a place to call home and the support of a strong community so that they can live with dignity and reach their full potential.

On behalf of the entire staff and Board of Directors of Hope Solutions, we are proud to share our Fiscal Year 2023 Annual Report, reflecting our continued success over the past year. Our growth as a community in 2022-2023 was monumental. We welcomed 15 new staff, three new board members, three new Resident Empowerment Program Housing Advocates and hundreds of new supporters throughout the year. This expanded capacity enabled us to connect over 3,500 people with the housing and services that end homelessness and transform lives—more than any other year.

Hope Solutions continued our deep commitment to improving equity both internally and with the clients we serve. As a staff, we looked inward, acknowledging that we cannot be a mission-driven organization



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without first addressing our own inequities. We invested in continuing our work to further our diverse and inclusive culture. This process culminated in adopting our new Diversity, Equity, Inclusion, and Belonging plan and empowering an internal DEIB committee.

Looking ahead, we have much to be hopeful for. As we share in this report, we are currently exploring six potential housing development projects with faith partners—representing a new strategy to build or buy new housing. We know that to make change in our community, we must increase the housing supply.

In the meantime, we are proud of how our team continues to support our clients by identifying housing, providing mental health and case management, coordinating our emergency housing voucher program, launching supportive services at Mercy Housing’s newly opened senior housing complex (Hacienda Heights in Richmond) and adding homelessness prevention services.

We are constantly inspired by our dedicated Board and committed staff, who drive our mission to end homelessness every day. And we hold deep appreciation for you, our loyal community of supporters.

With Gratitude,

Donald O'Neal
Board Chair

Deanne Pearn
Chief Executive Officer



BOARD OF DIRECTORS

Fiscal Year 2022-2023



Donald O'Neal
CHAIR



Carol Gilliland
VICE CHAIR



Stephanie Bontemps
FINANCE CHAIR



Aaron Nissim
FINANCE CHAIR



Elaine Davis
SECRETARY



Denise Dodson



Kara Douglas



Jamie Elmasu



William Goodwin



Rabbi Noach
Lawrence



Cheryl O'Connor



Leslie Polgar



Steve Seiler

RESIDENT EMPOWERMENT PROGRAM HOUSING ADVOCATES



Irma Bodden



Deborah Carney



William Goodwin



Loren (KC) Kadar



Jacqueline Lowery

FAITH AND COMMUNITY PARTNERS

Boy Scout Troops 246 and 282
 Boys Team Charity - Walnut Creek
 Church of Santa Maria
 Clayton Valley Presbyterian Church
 Concord United Methodist Church
 Congregation B'nai Shalom
 Congregation B'nai Tikvah
 Danville Congregational Church
 Episcopal Church of the Resurrection
 First Christian Church of Concord
 First Church of Christ, Scientist,
 Pleasant Hill
 First Presbyterian Church of Concord
 Grace Episcopal Church of Martinez
 Grace Presbyterian Church
 Kiwanis Club of Moraga Valley
 Lafayette Christian Church
 Lafayette Orinda Presbyterian Church
 Lamorinda Sunrise Rotary
 Miramonte Interact

Mt. Diablo Unitarian Universalist
 Church (MDUUC)
 NCL Acalanes Chapter
 Orinda Community Church
 Our Savior's Lutheran Church
 Rotary Club of Concord
 Rotary Club of Lafayette
 San Ramon Valley United Methodist
 Church
 St. Andrew's Presbyterian Church
 St. Bonaventure Catholic Community
 St. Ignatius of Antioch
 St. Perpetua Catholic Church
 St. Perpetua School
 St. Timothy's Episcopal Church
 TAPS
 Temple Isaiah
 The Bay Church
 Walnut Creek Presbyterian Church



Housing + Services TRANSFORM Lives

Ending the Cycle of Poverty



Our housing first approach, coupled with supportive services brings dignity to our clients and helps them rebuild their community. Our proven model is healing the multi-generational impact of poverty, racism, trauma and inadequate access to healthcare.



Quality Permanent Housing Solutions

- Quality Housing
- Creative Housing Navigation Services
- Responsive Landlord Relationships
- Trauma-Informed Property Management



Client-Centered Support Services

- Clinically-Informed Services
- Economic Stability
- Youth Enrichment
- Support to Achieve Life Goals



Collaborative Leadership with Community

- Partnerships with Community Service Providers
- Quality Data to Drive Results
- Engaged Volunteers
- Productive Relationships with Policymakers and Funders

Financial Stewardship

Ninety-one cents of every dollar goes directly to benefit our clients. We are lean, efficient, data driven and focused on outcomes to change lives.



"Hope Solutions has enabled me to build a better life for my family and give my son the stability he deserves and needs to thrive."

— Kristina, Hope Solutions' Client

The Challenge

The primary cause of homelessness is the lack of affordable housing. California & Contra Costa County continue to face an extreme shortage of housing.

2% rental vacancy rate in Contra Costa County

34,065 low-income renter households in Contra Costa County do not have access to affordable housing

Who is homeless in our county?

7,725 households comprised of **10,600 individuals**

3% increase in households since 2019

32% increase of homeless households with children since 2019

69%

of households had a member with at least one disabling condition

20%

of households experienced domestic violence

41%

of all households accessing services have a veteran in the household

36% increase in the number of seniors 65+ since 2019

People experiencing homelessness in California are Californians



Nine out of ten homeless people lost their last housing in California

75%

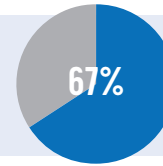
of participants lived in the same county as their last housing

Housing inequity is racial inequity

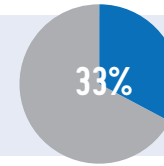
Homeless data across California and Contra Costa County demonstrates that Native Americans and Black/African Americans are disproportionately represented in the homeless population compared to the overall population by **7x** and **4x**, respectively.

Our Impact

OUR FOCUS



of programs focus on families



of programs focus on adults

Ending Homelessness

Our model is ending homelessness for families and at-risk individuals

94% of clients in our new Rapid Exit program exited to permanent housing

92% of households in our Prevention/Diversion programs retained their housing

Improving Self-Sufficiency

Our intensive case-management increases housing stability and self-sufficiency

100% of Permanent Supportive Housing clients gained health insurance

81% of Permanent Supportive Housing residents maintained or improved their employment status

74% the average increase of monthly income for clients that worked with a Hope Solutions' education and employment specialist

Youth Success



of students in our youth enrichment programs advanced to the next grade level



of parents attending support groups maintained or improved their parental stress level



average increase in reading level for the youth in our enrichment program

Sources: 2022 Annual Report, Contra Costa County Continuum of Care Health Housing and Homeless Services. The California Statewide Study of People Experiencing Homelessness (CASPEH), conducted by The University of California, San Francisco Benioff Homelessness and Housing Initiative (BHHI).

WALKING THE PATH TOGETHER

When their twin sons were six months old, Margus and Deysi moved to Los Medanos Village apartments. Their twin boys started to crawl the day they moved, and their parents were thankful for more space for their boys. "It was a blessing. We went from living in one bedroom as an entire family to a spacious two-bedroom apartment," says Margus.

As grateful as they were for the apartment, they were equally grateful to connect with the Hope Solutions' onsite Youth Enrichment Coordinator, RoseMary.

"It was funny; our boys thought RoseMary lived in the community center because she was always there," says Margus. "Our apartment was upstairs from the computer lab, and when the boys would jump and run, we would tell the kids, remember, RoseMary lives downstairs. You need to behave."

"The youth program started in 1st grade, but RoseMary said I could come with my boys when they were in preschool and gave me a table where they could color and learn and borrow books. She made time for me," says Deysi.

The kids in the Youth Enrichment Program support each other. RoseMary knows the homework for each grade and encourages them to help

"I would have never been able to achieve this without Hope Solutions' support, with the whole community support we have here," says Margus.

each other. Now the boys help the program – they have volunteered at summer camps and now tutor the younger kids.

Margus graduated from Los Medanos College with AA's in Administration of Criminal Justice, Liberal Arts & Humanities and Spanish. William Goodwin, Hope Solutions' Resident Empowerment Program Leader, and RoseMary were there to celebrate the event. He used the Youth Enrichment Program's computer lab to complete his essays and assignments. Deysi is also enrolled in college, finishing the ESL program at Los Medanos College and working on her degree. She wants to be an interpreter to help people like herself. There were several semesters that both Deysi and Margus were enrolled in school at the same time. "Some couples have hobbies they like to do together; we did homework together."

Last summer, Margus graduated from San Francisco State University with a BA in Criminal Justice Studies and a Minor in Spanish, and RoseMary was there again to celebrate.

"I went to school to give my family better opportunities and a better future. I made a goal to finish school before they went to high school, and I did."

Margus recently started a new position working for the probation department at juvenile hall. "As soon as I graduated, I started looking for positions. It took a while, but it's awesome to work with kids. It's an opportunity to encourage them to behave better and do better when released. I remind them they are not alone," says Margus.

"By seeing their parents furthering themselves, the boys focus more on their education," says RoseMary. This fall, the boys are starting high school. They both finished middle school with GPAs over 4.0 and are looking forward to new activities in high school.

"RoseMary is our second mom. She's always been there for us. She has a big heart. She helped with everything, finding services and learning English. It was good to always have that support," says Deysi.



Deysi (R) and Margus (L) , their boys, and RoseMary (middle)

Volunteers: The Heart of Hope Solutions

Over the year, our volunteers helped us multiply the impact of our work by providing direct service to our clients.

1,893

Homework Club volunteer hours

538

backpacks donated

729

people received holiday donated gifts

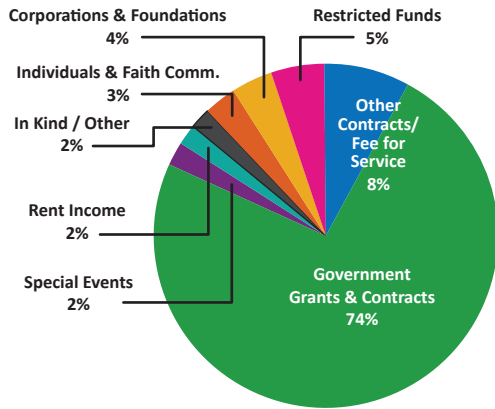
2,993

total volunteer hours

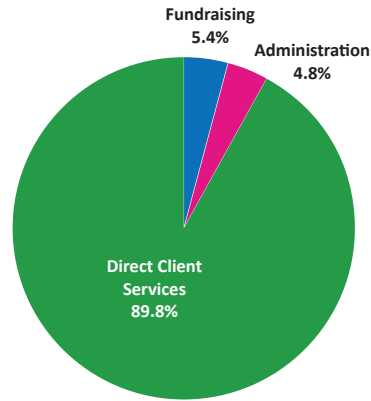


FINANCIAL SUSTAINABILITY

Source of Funds



Use of Funds



Source of Funds

Government Grants & Contracts	74%	\$ 10,070,590
Other Contracts / Fee for Service	8%	1,089,798
Restricted for Capital Campaign	5%	706,207
Corporations and Foundations	4%	609,275
Individual Contributions and Faith Communities	3%	388,304
In Kind / Other	2%	276,327
Rent Income	2%	246,059
Special Events, Net	2%	239,984

Total 100% \$ 13,626,544

Use of Funds

Direct Client Services	89.8%	\$ 11,883,436
Fundraising	5.4%	718,839
Administration	4.8%	638,088

Total 100% \$ 13,240,363

Reserves

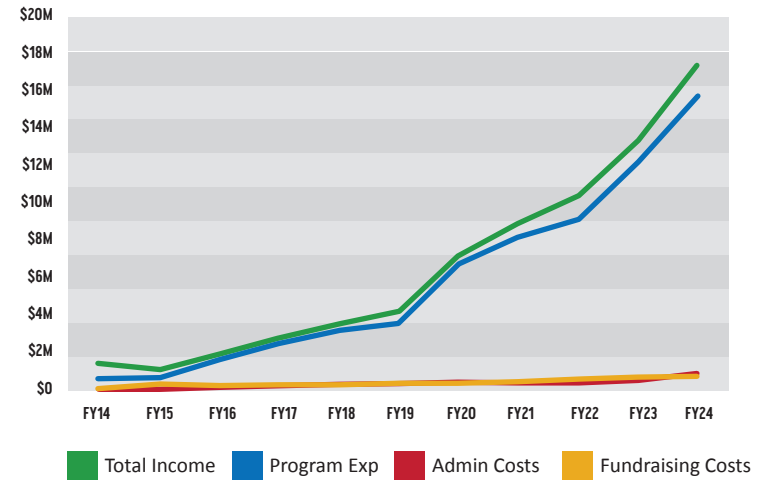
Total \$ 386,181

*unaudited

For nearly four decades, Hope Solutions has balanced diverse revenue streams to support our work to end homelessness.

Our revenue streams include public government contracts and private philanthropic support from a wide range of individual donors, foundations, and corporations. In FY 2023, we increased our budget from \$10.3 million to \$13.0 million dollars.

Growth - 10-year Trend



THANK YOU TO OUR SUPPORTERS!

We are grateful to our donors and supporters for helping us end poverty and homelessness for so many households in our community this past fiscal year. Our donor roll recognizes all your gifts, including "Legacy Circle" planned giving donors, "Sustaining Hope" donors who have committed to ongoing contributions, first-year donors, and those who have been with us for 10+ years. We are so grateful for your support! To reduce our environmental footprint, we have moved our donor roll online this year.

Future Plans

While our community still faces incredible challenges in solving poverty and homelessness, we are optimistic based on our past success and future opportunities.

We are completing our Five-Year Strategic Plan and beginning the creation of our next plan. We are kicking off this process and expect our new plan to be published in Spring 2024.

A significant part of our 2019 Strategic Plan was to commence work to increase the housing supply in our community. This is a daunting task but one we know we must undertake to make change. We are partnering with several faith communities to explore the construction of cottage communities to add more affordable housing in the County. These developments range in size from six to twenty units that are built on foundations, with private bathrooms, kitchens, and all amenities. They will consist of studio, one- or two-bedroom unit cottages, shared common space, and most importantly, onsite services consistent with our permanent housing and support services model. If you are interested in being part of this vital effort, please contact us about our *Homes Heal Hearts* Capital Campaign to raise private funds to support this effort.



Design concept: shared outdoor space.



Young adult cottage housing concept.



How You Can Help

Our supporters have been at the heart of Hope Solutions since day one. There are lots of ways to make a difference:

DONATE ITEMS

backpacks, spring baskets, holiday gifts, auction baskets

VOLUNTEER

to help kids in our after-school programs

HELP

welcome a new resident by setting up their home

DOUBLE YOUR IMPACT

by leveraging your company match

FORWARD

our newsletter to a friend

INCLUDE

Hope Solutions in your estate planning

ASK

friends to support Hope Solutions in lieu of birthday gifts

JOIN US

at our annual gala, Ruby Boots

FOLLOW US

on social media and share with your friends

ADVOCATE

for affordable housing in our community



HOPE SOLUTIONS

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RUBY BOOTS

There's No Place Like Home
2024 GALA

SATURDAY, APRIL 20, 2024

