



# Annual Report 2018 | 2019

Reporting period from July 1, 2018 - June 30, 2019

# About Us

Since our beginnings in 1982 in the basement of Simpson United Methodist Church, Simpson has become a leading nonprofit providing assistance to people experiencing homelessness. In response to unmet community needs, our services have grown to include five key programs: emergency shelter, supportive housing programs for youth, single adults, and families – along with developmental and educational services for children of families in our Family Housing Program.

We were one of the first Minnesota organizations to use the nationally-recognized Housing First model. Individuals and families are placed into housing immediately then supported with identified services to help address barriers. We work across the metro area partnering with landlords and developers to find sustainable housing for families and individuals. The majority of our program participants live in scattered-site housing or individual apartments in market-rate apartment buildings, with the largest number of participants living in Hennepin County.

## Mission

**To house, support, and advocate for people experiencing homelessness.**

## Values

### We:

Believe that everybody has the right to safe and affordable housing.

Celebrate and embrace the uniqueness and dignity of every person.

Encourage people to draw upon their strengths and promote self-advocacy.

Advocate against the injustices of society that cause homelessness and poverty.

Strive to create a collaborative community with the individuals we serve, within Simpson Housing Services, and with the greater community.

### SENIOR LEADERSHIP TEAM

Steve Horsfield, Executive Director  
Wendy Wiegmann, Director of Programs  
Christina Giese, Director of Volunteer Engagement  
Elisabeth Loeffler, Director of Advancement and Communications

### BOARD OF DIRECTORS

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Audra Williams  
Ryan Companies US, Inc

# Letter from Executive Director Steve Horsfield

June 30, 2020

## Dear Friends,

During the past year, Simpson has achieved many exciting milestones that bring us closer to ending homelessness in our community.

Our success as an organization is measured by the milestones achieved by each individual and family in our shelter and housing programs. It is a great privilege to walk alongside the participants we serve. Approaching each person with dignity and respect, our Simpson staff meet each individual and family where they are at, providing relationship-based support that results in access to intensive resources and long-term stable housing outcomes.

During the fiscal year 2018/2019, Simpson served 2,046 people and placed 1,446 people into housing. Through our shelter program, Single Adult Housing Program, and Family and Youth Housing Program, we are getting participants stabilized back into our communities through safe and sustainable housing.

At Simpson, we build on our strengths. We provide low-barrier shelter with intensive culturally specific resources and offer community-focused leadership, helping as many people as possible connect with available housing placements.

During the past year, we have built on our strengths and set forth a vision for the future:

From January to June 2019, Simpson served as the selected shelter operator for the Navigation Center, an innovative community partnership model built to provide safe and dignified temporary shelter for the primarily Native community members who were living outdoors at the Franklin-Hiawatha encampment in Minneapolis. Embracing a Housing First philosophy and a Harm Reduction approach, we offered a 24/7 low-barrier approach to shelter and a relationship-based, resource rich environment for 176 guests.

In April of 2019, Simpson became the grateful owners of Simpson United Methodist Church. Honoring the 38-year history of Simpson's shelter at this location, we will carry forward an important legacy of social justice by building our new shelter – a national best practice shelter model – at this site. [Click here to read more about our plans.](#)

Focusing on what we do best – building relationships – we continue to foster strong partnerships with our participants, culturally, specific organizations, corporate teams, faith communities, civic leaders, and compassionate and generous people like you to support our mission: to house, support, and advocate for people experiencing homelessness. Thank you for your commitment to Simpson during the past year.

We invite you to read more about our shelter and housing programs and outcomes. We hope you will work with us as we achieve great milestones in 2020. Together, we can end homelessness.

Sincerely,



Steve Horsfield  
Executive Director



# Our Programs

## Family Housing Program

Simpson's Family Housing Program is our largest program. Simpson serves families who are experiencing homelessness by providing intensive case management and subsidized rental housing. Emphasis is placed on helping families quickly secure stable housing. Individualized services are focused on life skills, positive parenting, education, and employment to help families achieve long-term housing stability and success.

Simpson's dual focus on family support and children's programming is unique among organizations providing services to families experiencing homelessness. Dedicated advocates help connect parents to our Children and Youth Services Programs to provide specific support to children, including:

### Early Childhood Program

The Early Childhood Program uses a home visiting model to promote the healthy development of young children and their families. Goals for the program include on-track developmental growth, parental engagement in literacy and language activities, and placement in high-quality childcare. Staff partners with parents to provide support and resources to ensure their children are ready for kindergarten through a combination of wellness, developmental, and educational support services.

### Passage Tutoring Program

Educational support advocates and highly-trained literacy volunteers work closely with children and families to improve reading and academic skills through weekly tutoring specifically designed to meet the needs of each individual student. Goals for the program include improved academic performance, increased attendance, improved self-efficacy, and strong parental involvement in their child's education.

### Mentoring and Youth Development Program

For school-aged children in our Family Housing program we offer two mentoring programs, one for students grades K-5th with a focus on literacy skills and one for students grades 5-8th focusing on leadership and personal exploration. The Mentoring and Youth Development programs pair youth with highly qualified volunteer mentors for weekly meetings that explore mentees' areas of interest in academics and enrichment opportunities to help them build skills in a supportive relationship with caring adults.



Simpson helped  
**275 families +  
 593 children**

**132 children**  
 participated in the Children  
 & Youth Services Programs

# Our Programs

## Youth Housing

Simpson Housing Services provides comprehensive supportive housing to transitioned-aged youth in two programs.

### Young Parent Program

Simpson's Young Parent Program provides permanent supportive housing to parenting youth, ages 18-24, who have experienced homelessness. Participants have young children, ages 0-5, and live in both site-based and scattered-site housing in Hennepin County. Support services focus on goal setting around education and employment, as well as early childhood home visiting with an emphasis on child development and positive parenting skills.

### 66 West

Simpson provides supportive services to 39 youth transitioning out of homelessness, ages 16-24, at 66 West. Services are focused on setting and working toward personal goals in education, employment, and wellness. This site is a housing development in Edina owned by Beacon Interfaith Housing Collaborative.

## Single Adult Housing

Simpson provides support to single men and women who have experienced homelessness through three programs: The Women's Housing Partnership, Opportunity Housing Partnership, and Rapid Rehousing. Intensive support and advocacy services are a key component of participant success.

**The Women's Housing Partnership** is a supportive housing program for women who face long-term-homelessness. Staff work intensively with program participants to forge ongoing relationships that foster individual strength, housing stability, and progress toward personal goals.

**Opportunity Housing Partnership** is a collaboration between Simpson, Aeon, and Avivo to provide increased supportive services in two housing communities in downtown Minneapolis. The properties offer efficiency apartments for long-term homeless individuals. Residents are connected to ongoing case management and opportunities for community engagement.

**Simpson's Rapid Rehousing Program** is a shorter intervention program that provides financial assistance and services to help individuals experiencing homelessness by quickly rehousing and stabilizing them in their community.



Provided supportive housing services to

**244 single adults**

# Our Programs

## Emergency Shelter

Simpson began as an emergency overnight shelter in the basement of Simpson United Methodist Church. Today, we continue to provide critical services for 44 men and 22 women at our shelter, 365 days per year.

At the shelter, guests receive access to a number of basic services. These include showers, laundry, toiletries, mail, and a savings program. We also provide on-site healthcare, and referrals for mental health, and veteran's services.

Guests are diverse in background, employment status, and physical abilities. Our guests also have a variety of experiences with domestic violence, mental illness, or chemical dependency. With dignity and respect we welcome each guest, recognize each person's personal strengths and barriers, and offer a safe space where guests can explore stable housing options and resources.

Through our person-centered work, we build meaningful relationships with each shelter guest and create a unique sense of community. When our shelter doors open, each guest is greeted by name. Advocates listen and meet guests where they are at, connecting them to resources, reducing risks that come from living on the streets, and creating paths to housing stability and improved well-being.

Each night at the shelter, there is conversation and laughter between the shelter guests, staff, and volunteers. Shelter guests have the chance to connect with staff or just unwind by playing board games or watching TV. A hot, home-cooked meal is served to more than 100 dinner guests by caring volunteers each night.

## Adult Shelter Connect

Hennepin County Adult Shelter Connect (ASC) is a collaboration between Simpson and four other emergency shelter providers serving single adults in Hennepin County. Selected as the operator of ASC by Hennepin County, Simpson oversees the day-to-day operations of ASC on behalf of the Minneapolis shelters. Single adults in need of emergency shelter visit Adult Shelter Connect for assessment, placement at one of the shelters, and connection to community resources.



# 568

Men and women  
received services at the  
emergency shelter

# 6,262

Individuals experiencing  
homelessness accessed  
the ASC office

A man in a dark jacket and jeans stands in a laundry room. He is holding a bag and glasses. The room has clotheslines with various items, including a large white sheet and a patterned blanket. There are also some electrical units on the wall.

# MINNEAPOLIS NAVIGATION CENTER

## LEARNINGS AND OUTCOMES

In November 2018, Simpson Housing Services was identified as the shelter operator for the Navigation Center. This service-enriched temporary shelter was a ground-breaking approach to help people experiencing homelessness in our community. The shelter opened its doors on December 11, 2018, and ended operations on June 3, 2019.

# Simpson's Pivotal Role in Operating the Navigation Center

## Collaboration Leads to Safety and Stability

The Navigation Center was an innovative community partnership model built to quickly accommodate safe and dignified temporary shelter for the primarily Native community members who had lived outdoors at the Franklin-Hiawatha encampment in Minneapolis.

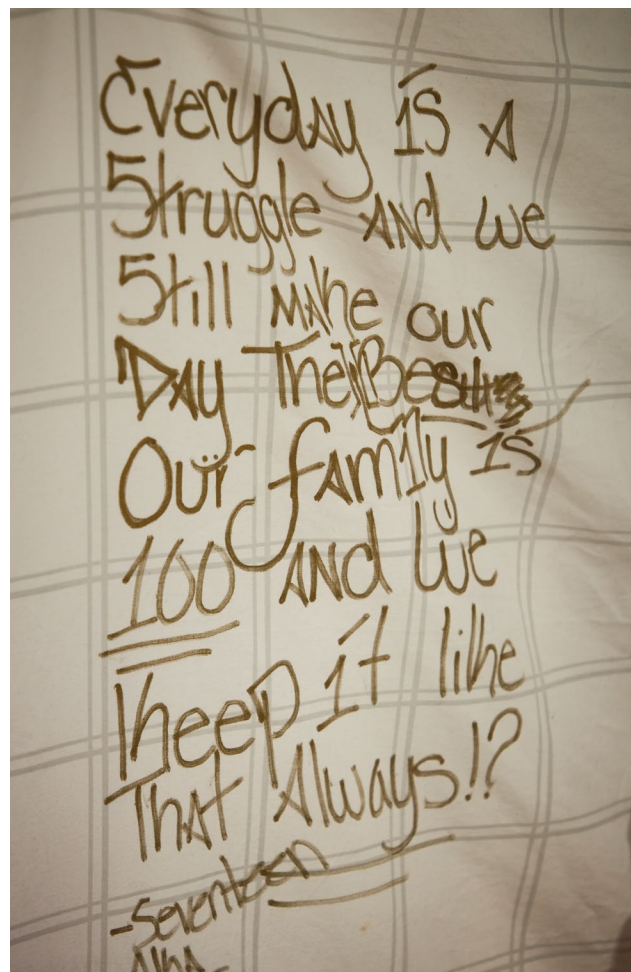
The eight-week collaborative effort of creating the Navigation Center engaged the leadership of Red Lake Nation, the City of Minneapolis, Metropolitan Urban Indian Directors, Hennepin County, State of Minnesota, and shelter providers in the Minneapolis shelter collaborative, which includes Simpson Housing Services. Additional community partners for the project included the Minnesota Department of Transportation, the Minneapolis police and fire departments, other Native-led organizations, and several social service providers.

Simpson's approach to operating the Navigation Center incorporated guidelines that created a safe, welcoming, and respectful environment for guests. Using Simpson's current emergency shelter program model, staff developed a low-barrier and service-rich shelter that afforded flexibility for guests to exit and reenter the premises according to their own schedules. Guests connected with on-site community services focused on stable housing, as well as physical, mental, and chemical health resources.

Marian Wright, a Leech Lake tribal member and 10-year Simpson shelter staff member, was selected to serve as the manager of the Navigation Center. With her strong ties to the Native community and valued expertise in providing support to vulnerable populations, her presence and contributions were instrumental in the success of operating the temporary shelter.

The selection and hiring of the diverse staff were critical to the success of shelter operations. Staffing decisions supported the cultural heritage and specific needs of guests. More than 30 staff members including three case managers and a large team of shelter advocates were entrusted with the responsibility of supporting the safety and needs of guests.

Simpson welcomed and coordinated with more than a dozen on-site housing, health, and culturally specific resources offering a groundbreaking approach that accelerated housing and other positive outcomes for guests.



## Housing First and Harm Reduction

Embracing a Housing First philosophy, each guest was welcomed with dignity and provided safe shelter no matter what their current or past life circumstances. Having a safe place to stay at the Navigation Center, guests could address other issues such as substance use, mental health concerns, or other barriers.

Harm Reduction strategies were implemented at the Navigation Center and expanded based on guest needs. Simpson case managers, Native Navigators, and Harm Reduction specialists talked openly with guests about chemical use and offered resources to reduce risks and enhance well-being.

## Grounded in the Community's Culture and Values

The Navigation Center incorporated culturally specific resources that supported the strengths, needs, and rich heritage of the Native guests. Staff and volunteers engaged in training that examined the historical trauma of the Native community and focused on cultural sensitivity.

Native Navigators provided support and healing through case management, clinical support, traditional practices, and access to other community resources. Traditional activities led by Native resource providers included beading, making dream catchers, naming ceremonies, and more. Respected elders led drum and talking circles, teaching Native songs and providing a time for guests to connect and build community.

## Relationships: At the Heart of Our Work

Central to the Navigation Center's success – and a cornerstone of Simpson's philosophy – was its focus on building relationships. The round-the-clock dedication of the Navigation Center staff paired with this strength in relationships created a supportive environment in which guests found stability.

A close-knit community emerged at the Navigation Center. The mutual support of guests was evident, and the celebration of success for one community member inspired a sense of hope for other Navigation Center guests.

*"When we had guests who were packing up and moving out, everyone crowded around the Simpson van. They were so happy for them, saying, 'You're moving out! You're leaving.' They were just so excited about it. That was the perfect time to say, 'What about your plan?' And they would say, 'Yeah, I think it's time to talk about it.' "People saw positive things happening, and it was real. When people saw other people moving out it encouraged them to work on housing and their goals as well."*

– Marian Wright,  
Navigation Center Manager



# 176 Individuals stayed at the Navigation Center

**74 individuals** achieved positive destinations like housing, nursing homes, or treatment programs. **64** of these were an affordable housing placement.

**67 individuals** did not achieve positive housing outcomes but received safe shelter and supportive services at the Navigation Center. These individuals were restricted due to behavior, or individuals were not active in engagement and services on the site.

**13 individuals** had a housing move-in date at the closing of the Navigation Center. These individuals were offered beds at a shelter or stayed with family temporarily while they waited until their housing move-in date.

At the time of closing, **22 individuals** were still actively working towards a housing placement option and were offered a bed at a shelter.

“ *I liked being there. I was warm, and I had food. I could get help. There's no help on the street.*

— Navigation Center guest

Staff helped this guest connect with a chemical health treatment program, and they are working diligently toward housing and sobriety.

“ *The staff was wonderful. There was mutual respect. They went out of their way to help people.*

— Navigation Center guest

**Thank you to the community partners who provided support to Navigation Center guests.**



Livio | EPF | Sage Prairie

## Over 100 volunteers

helped serve meals at the Navigation Center.

We greatly appreciate their support and commitment to volunteering with us.

# THANK YOU!

Special thanks for a service funding grant from an Anonymous Family Fund at the Catholic Community Foundation of Minnesota.

# 2018 | 2019 IMPACT

## Shelter

**568** MEN & WOMEN  
RECEIVED SERVICES AT THE SHELTER

**90** INDIVIDUALS MOVED DIRECTLY  
INTO HOUSING

**327 MEN & 241 WOMEN**  
RECEIVED A BED

## Family Housing

**275** families  
WITH  
**593** children  
RECEIVED SUPPORTIVE HOUSING



## Adult Shelter Connect

**6,262** PEOPLE WERE SERVED  
AT ASC

**33,388** BEDS WERE  
RESERVED

almost  
**half**   
of families are  
long-term homeless

**88%** of families maintained  
safe, stable housing for  
one year

## Mentor & Tutoring Programs

20 middle school **students** & **mentor**  
**volunteers**

**16** K-5th GRADERS &  
literacy mentor volunteers

**87%** of mentees participated  
in at least 3 activities  
they have never  
experienced before

**60%** of students improved  
their school attendance

## Supportive Housing for Single Adults

 **244** INDIVIDUALS RECEIVED  
SUPPORTIVE HOUSING

Individuals spent an average of  
**8 YEARS HOMELESS**  
before entering the housing program

**71%** of all participants served  
maintained their housing  
in 2019



**25 children** were served in  
tutoring and educational support programs

**100%**  increased participation in reading  
activities and **96% improved**  
reading and literacy skills

## Early Childhood Program

**82%** OF CHILDREN RECEIVED  
EARLY INTERVENTION

**88%** of parents demonstrated  
positive parenting techniques

43 families with   
**68 CHILDREN**  
birth to 5 years old were served

## Volunteer Support

**3,666**  
volunteers

**28,916 HOURS**  
equivalent to 14 full-time employees

# Statement of Financial Position

## Fiscal Year 2018 | 2019

### ASSETS

Cash & current investments .....	\$1,255,105
Restricted cash .....	\$259,199
Receivables .....	\$423,155
Prepaid expenses .....	\$49,889
Promises to give .....	\$224,079
Temporary investments .....	\$2,524,450
<b>TOTAL CURRENT ASSETS .....</b>	<b>\$4,735,877</b>
Property & equipment - Net .....	\$1,734,449
<b>TOTAL ASSETS .....</b>	<b>\$6,470,326</b>

### LIABILITIES

Current liabilities .....	\$374,212
Long-term liabilities .....	\$1,097,906
<b>TOTAL LIABILITIES .....</b>	<b>\$1,472,118</b>

### NET ASSETS

Unrestricted .....	\$2,155,961
Temporarily restricted .....	\$2,842,246
<b>TOTAL NET ASSETS .....</b>	<b>\$4,998,207</b>

<b>TOTAL LIABILITIES AND NET ASSETS .....</b>	<b>\$6,470,225</b>
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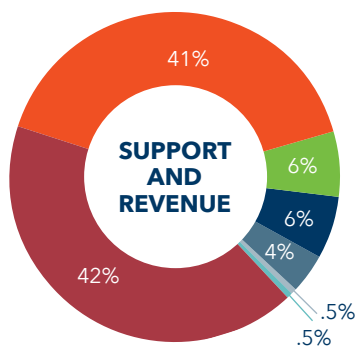
### SUPPORT & REVENUE

Contributions .....	\$5,333,902
In-kind contributions .....	\$777,466
Government contracts.....	\$5,141,142
Contract income .....	\$783,962
Rental income .....	\$478,449
Special event income .....	\$71,036
Other income .....	\$45,254
<b>TOTAL SUPPORT &amp; REVENUE.....</b>	<b>\$12,631,211</b>

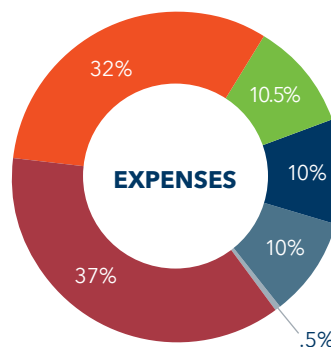
### EXPENSES

Shelter .....	\$899,328
Navigation Center .....	\$975,617
Family housing .....	\$3,392,339
Single adult housing.....	\$2,949,675
Advocacy .....	\$23,178
<b>TOTAL PROGRAM SERVICES .....</b>	<b>\$8,240,137</b>
Administration & fundraising .....	\$933,396
<b>TOTAL EXPENSES .....</b>	<b>\$9,173,533</b>

<b>CHANGE IN NET ASSETS .....</b>	<b>\$3,457,678</b>
<b>NET ASSETS - BEGINNING OF PERIOD.....</b>	<b>\$1,540,529</b>
<b>NET ASSETS - END OF PERIOD.....</b>	<b>\$4,998,207</b>



- Contributions
- Government contracts
- Contract income
- In-kind contributions
- Rental income
- Special event income
- Other



- Family housing
- Single adult housing
- Navigation Center
- Administration & Fundraising
- Shelter
- Advocacy



Visit us at [simpsonhousing.org](https://www.simpsonhousing.org).

