



“Saint John’s gave me my voice back.”

– IMANI O. –

CALIFORNIA POVERTY RATE: 2015

	<u>1965</u>	<u>2015</u>
• U.S. Census Traditional Measure	16.4%	15.3%
• Supplemental Poverty Rate		20.6%
• California Poverty Measure*		
– All		40.8%
– Children		51.0%

**PPIC and Stanford Center on Poverty and Inequality: “Poor or near-poor Californians”*

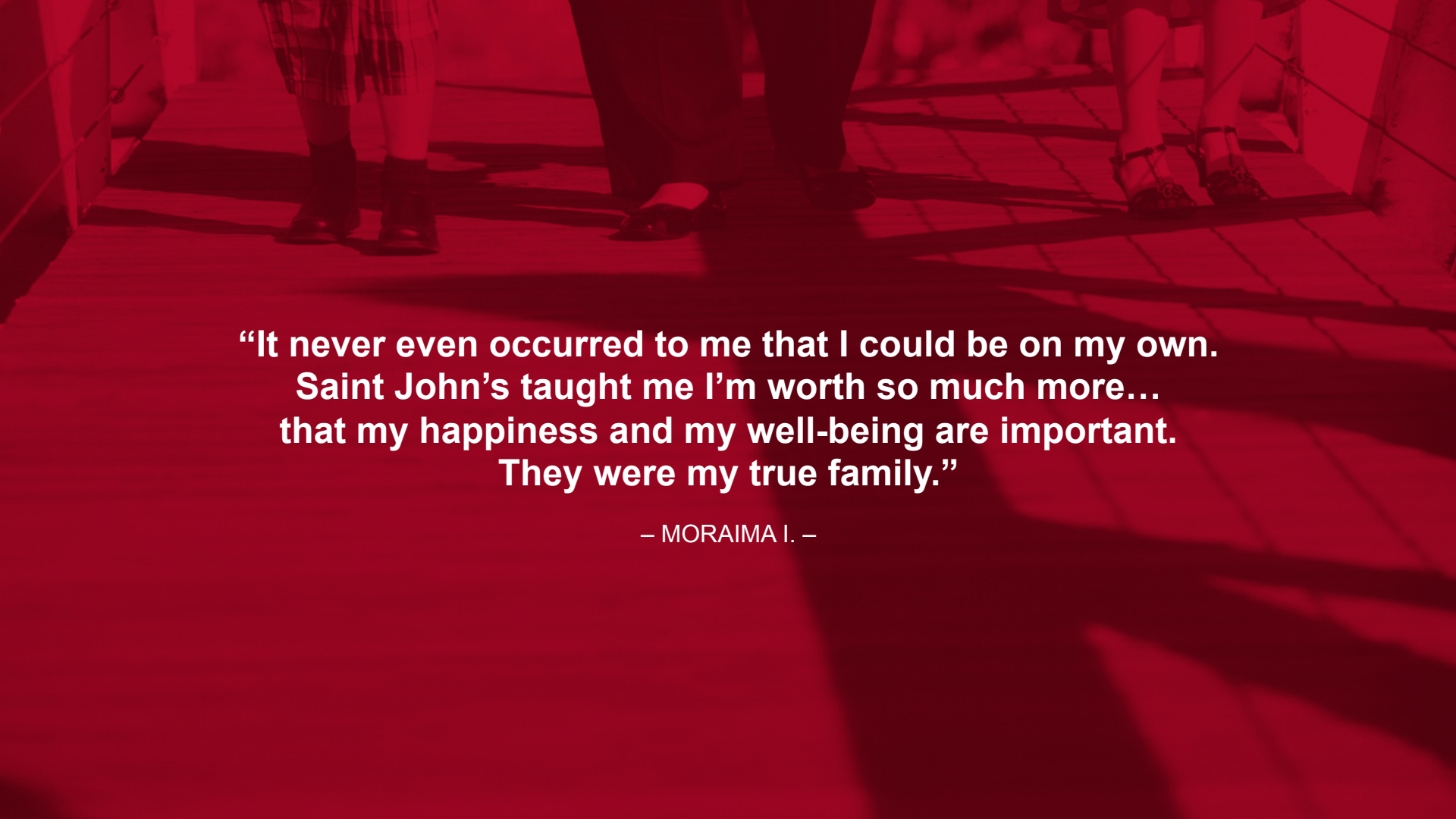


BI-PARTISAN COMMITTEE ON POVERTY

AEI/BROOKINGS INSTITUTION--TWO UNEQUIVOCAL ASSERTIONS:

- The most important criteria for any social program is to strengthen people's ability to take responsibility for themselves and their children
- Employment must be at the center of any strategy to reduce poverty and increase economic mobility



A photograph showing the lower legs and feet of several people standing on a wooden deck. The image is heavily tinted with a vibrant red color. The people are wearing various styles of shoes, including sandals and boots. The wooden planks of the deck are visible, and the overall scene suggests an outdoor gathering or event.

**“It never even occurred to me that I could be on my own.
Saint John’s taught me I’m worth so much more...
that my happiness and my well-being are important.
They were my true family.”**

– MORAIMA I. –

SAINT JOHN'S PROGRAM FOR REAL CHANGE

VISION

Break the cycle of poverty and
dependence one family at a time



In 2nd chances...sometimes 3rd chances.

**Everyone deserves the opportunity to live up
to their God-given potential.**

WE BELIEVE

In teaching people to fish VS giving them a fish.

In individual responsibility.

To whom much is given... much is required.



A PORTRAIT OF OUR FAMILIES

- **DEMOGRAPHICS**

34 years old with two children

36% African-American

34% Caucasian

7% Hispanic

23% Mixed & Other

- **CHALLENGES**

74% struggle with substance abuse

68% experience domestic violence

60% with criminal history

54% struggle with mental illness

52% no high school diploma/GED

**100% lack stable work history/
current employment**



A DAY-IN-THE-LIFE BEFORE SAINT JOHN'S



SAINT JOHN'S SOLUTION: ELIMINATE CHAOS. GIVE CHANGE A CHANCE.



- Completely coordinated support services
- Coordinated schedule
- Centralized support
- All transportation provided by Saint John's

A photograph of a woman holding a baby, overlaid with a red filter. The woman is smiling and looking at the baby. The text is centered over the image.

“Today, I am blessed with beautiful children who do not have to live in a life of pain, struggles and fear.

– CHERYSE C. –

A FULLY-INTEGRATED PROGRAM TO SUPPORT WOMEN AND CHILDREN IN MAKING REAL CHANGE

- **Therapy:** Alcohol and other drugs, domestic violence, individual, group and family counseling, case management
- **Classes:** Budgeting, parenting, healthy relationships, breaking habits, positive thinking, role modeling, high school, exercise, and meditation

- **Hands on Employment Training:** *Plates, Plates Midtown, First Steps*
- Career placement

DAY 1

Stabilization


Employment


Parent Development


Child Development


Housing

- Preschool programs/school readiness
- Developmental screenings and early intervention services
- Literacy programs and phys-ed
- Partnership with Boys and Girls Club and YMCA.

- Stabilization housing
- Transitional housing
- Permanent housing

12-18 MONTHS

Independence





SUPPORTING THE CHILDREN

While a woman is rebuilding herself, children experience the benefits of a structured daily routine and a safe predictable environment, including:

- *Quality early care and learning*
- *Supportive Learning-Enriched Environment*
- *Social and Emotional Support*
- *School Readiness*
- *Parental Education*



LEVEL 1 ENROLLMENT

STABILIZATION (*MONTH ONE*)

- **Highly Structured, Supported and Guided:**

- Closed campus except for Sunday
- Participation centered – no room access, sleeping, or TV during the day
- Sober and smoke-free environment
- Moms have daily chores, inside and outside of their rooms

- **Respite Program**

- Offers women and children experiencing a mental health crisis to stabilize and create a short-term action plan
- Capacity to serve 3 women and up to 7 children daily
- Up to 7 day length of stay



- **Individualized Learning Plan:**

- Assessment followed by targeted case management and mental health counseling
- Alcohol and Other Drug Therapy
- Budgeting and savings program
- Parenting
- Healthy Relationships
- Exercise and Wellness
- Employment-Training Readiness
- Active integration of children into their school community



LEVEL 2 ENROLLMENT

VOC TRAINING AND SELF-DEVELOPMENT (*MONTHS TWO-FOUR*)

- **Three days/week hands-on Employment Training in two restaurants or child development center:**
 - Plates Café/Plates Midtown
 - First Steps Child Development Center
- **Children beginning to “catch up” in school**
 - Moms more active in their children’s education
- **Continued Case Management and Mental Health Therapy**
- **Expanded educational classes and activities:**
 - Exercise and Wellness
 - Alcoholics Anonymous and Narcotics Anonymous offered onsite
 - Life Skills
 - Technology-basics
 - High School Enrollment
 - Job-Readiness
 - Giving back/Community Service requirement
 - Acknowledgements/awards introduced to support positive actions



LEVEL 3 ENROLLMENT

ADVANCED EMPLOYMENT TRAINING

POSITIVE NETWORK DEVELOPMENT (*MONTHS FIVE-SIX*)

- **Lighter case management, therapy, classes**
- **Educational focus shifts to building a positive support network**
- **Hands-on employment training at least four days/week**
 - Goal: 300-450 hours of job preparation
 - Job search begins through Career Education Center
- **Communal housing facility, Our Second Story, for up to 15 Level-3 families**
 - Less structured than Levels 1 and 2
 - Several classes onsite including weekly community meeting
 - Participant-driven meals
 - Lightly-staffed
- **Childcare and transportation continue to be provided**
- **Moms playing an active role in their children's education**



LEVEL 4 ENROLLMENT

JOB ACQUISITION AND SELF RELIANCE *(MONTHS SEVEN-EIGHT)*

- **96% advancing to this stage are placed in employment**
 - Initially start at 20-25 hours/week
 - As moms stabilize in employment, support offered for advancing to full-time work
- **High School Diploma achievement**
- **Independent Housing Partnerships**
 - Individual apartment units in a community with other working families
 - Rent support continues for up to six months
 - Moms now the primary provider for their families
 - Ongoing, case management including continued:
 - Employment support
 - Mental health support
 - Educational support
 - Childcare program



LEVEL 5 ENROLLMENT

FAMILY SUSTAINABILITY AND COMMUNITY INVOLVEMENT (*MONTH NINE+*)



- **Women are paying their full rent**
- **Children continue to be active and progressing in school**
- **Well-developed planning and decision-making skills**
- **Functional support network**
- **Community connectedness and involvement**





“In 16 months, I have obtained a home, job, both a checking and savings account and a vehicle. These were goals I was unable to obtain for the four years prior to Saint John’s.”

– JANINE S. –

MEASURING SUCCESS– METRIC #1

CLIENTS SERVED

Metric	2014	2015	2016
Program Clients Served	330 Women and Children	348 Women and Children	364 Women and Children
Respite Clients Served	171 Women and Children	224 Women and Children	158 Women and Children
TOTAL	146 Women + 184 Children 437	181 Women + 167 Children 572	190 Women + 174 Children 522

Average length of stay: 186 days



MEASURING SUCCESS– METRIC #2

ACHIEVEMENTS BY LEVEL

Level
Timeline
Housing
Health and Wellness
Integrated-Services Hours
Formal Education
Employment
Financial & Legal
Privileges
Child Services



MEASURING SUCCESS– METRIC #2

ACHIEVEMENTS BY LEVEL

Level	1 - Courageous
Timeline	Month 1
Housing	<ul style="list-style-type: none"> -Jackson (Gateway) -Housing Workshop -VI-SPDAT
Health and Wellness	<ul style="list-style-type: none"> -Health Assessment -Register for PCP -CM and Therapy -AOD Support
Integrated-Services Hours	148 (cum. 148)
Formal Education	<ul style="list-style-type: none"> -Collect Transcripts -Enroll/Register <p>Orientation</p>
Employment	
Financial & Legal	<ul style="list-style-type: none"> -Money Matters -Credit Report -Organize Debts -ID Legal Issues -Documents Collection
Privileges	
Child Services	<ul style="list-style-type: none"> -School Registration -Start CPS Reunification



MEASURING SUCCESS– METRIC #2

ACHIEVEMENTS BY LEVEL

Level	1 - Courageous	2 - Learning
Timeline	Month 1	Months 2-4
Housing	-Jackson (Gateway) -Housing Workshop -VI-SPDAT	-Jackson (Gateway) -Ready to Rent
Health and Wellness	-Health Assessment -Register for PCP -CM and Therapy -AOD Support	-CM and Therapy -AOD Support
Integrated-Services Hours	148 (cum. 148)	432 (cum. 580)
Formal Education	-Collect Transcripts -Enroll/Register	-High School On-site
Employment	Orientation	Training: -264 cum. hours (NHS) -216 cum. hours (HS) -Transportation Plan -Childcare Plan
Financial & Legal	-Money Matters -Credit Report -Organize Debts -ID Legal Issues -Documents Collection	-Budget Development -Payment Plans -\$500 saved
Privileges		-Dream Builder -Leadership (SFC, TS)
Child Services	-School Registration -Start CPS Reunification	-Apply for Child Action -Reunification Visits



MEASURING SUCCESS– METRIC #2

ACHIEVEMENTS BY LEVEL

Level	1 - Courageous	2 - Learning	3- Determined & Confident
Timeline	Month 1	Months 2-4	Months 5-6
Housing	-Jackson (Gateway) -Housing Workshop -VI-SPDAT	-Jackson (Gateway) -Ready to Rent	-OSS (Transitional)
Health and Wellness	-Health Assessment -Register for PCP -CM and Therapy -AOD Support	-CM and Therapy -AOD Support	-CM and Therapy -AOD Support
Integrated-Services Hours	148 (cum. 148)	432 (cum. 580)	292 (cum. 872)
Formal Education	-Collect Transcripts -Enroll/Register	-High School On-site	-High School On-site
Employment	Orientation	Training: -264 cum. hours (NHS) -216 cum. hours (HS) -Transportation Plan -Childcare Plan	Training: -456 cum. hours (NHS) -360 cum. hours (HS) -Job Readiness -Food Handlers Cert. -PT employment
Financial & Legal	-Money Matters -Credit Report -Organize Debts -ID Legal Issues -Documents Collection	-Budget Development -Payment Plans -\$500 saved	-Financial Focus -Debt Barriers Resolved -\$750 saved
Privileges		-Dream Builder -Leadership (SFC, TS)	-Dream Achiever -External Speaking
Child Services	-School Registration -Start CPS Reunification	-Apply for Child Action -Reunification Visits	



MEASURING SUCCESS– METRIC #2

ACHIEVEMENTS BY LEVEL

Level	1 - Courageous	2 - Learning	3 - Determined & Confident	4 - Prepared with Expectations
Timeline	Month 1	Months 2-4	Months 5-6	Months 7-8
Housing	-Jackson (Gateway) -Housing Workshop -VI-SPDAT	-Jackson (Gateway) -Ready to Rent	-OSS (Transitional)	-OSS (Transitional) -Apartment Search
Health and Wellness	-Health Assessment -Register for PCP -CM and Therapy -AOD Support	-CM and Therapy -AOD Support	-CM and Therapy -AOD Support	-CM and Therapy -AOD Support
Integrated-Services Hours	148 (cum. 148)	432 (cum. 580)	292 (cum. 872)	292 (cum. 1,164)
Formal Education	-Collect Transcripts -Enroll/Register	-High School On-site	-High School On-site	-HS Diploma/Grad
Employment	Orientation	Training: -264 cum. hours (NHS) -216 cum. hours (HS) -Transportation Plan -Childcare Plan	Training: -456 cum. hours (NHS) -360 cum. hours (HS) -Job Readiness -Food Handlers Cert. -PT employment	-Plates Graduation -PT/FT employment
Financial & Legal	-Money Matters -Credit Report -Organize Debts -ID Legal Issues -Documents Collection	-Budget Development -Payment Plans -\$500 saved	-Financial Focus -Debt Barriers Resolved -\$750 saved	-Financial Capacity -Budget -\$1,000 saved -Deductions and Employee Benefits
Privileges		-Dream Builder -Leadership (SFC, TS)	-Dream Achiever -External Speaking	
Child Services	-School Registration -Start CPS Reunification	-Apply for Child Action -Reunification Visits		



MEASURING SUCCESS– METRIC #2

ACHIEVEMENTS BY LEVEL

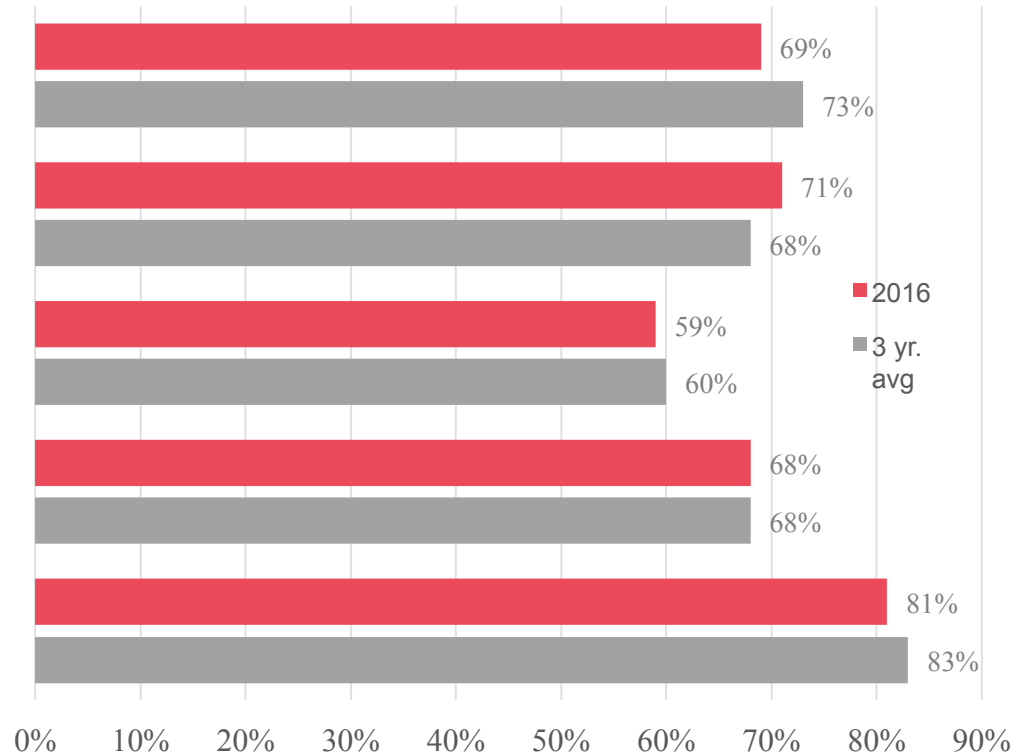
Level	1 - Courageous	2 - Learning	3 - Determined & Confident	4 - Prepared with Expectations	5 - Experienced & Flourishing
Timeline	Month 1	Months 2-4	Months 5-6	Months 7-8	Months 9 +
Housing	-Jackson (Gateway) -Housing Workshop -VI-SPDAT	-Jackson (Gateway) -Ready to Rent	-OSS (Transitional)	-OSS (Transitional) -Apartment Search	-Apartment
Health and Wellness	-Health Assessment -Register for PCP -CM and Therapy -AOD Support	-CM and Therapy -AOD Support	-CM and Therapy -AOD Support	-CM and Therapy -AOD Support	-CM and Therapy -AOD Support
Integrated-Services Hours	148 (cum. 148)	432 (cum. 580)	292 (cum. 872)	292 (cum. 1,164)	
Formal Education	-Collect Transcripts -Enroll/Register	-High School On-site	-High School On-site	-HS Diploma/Grad	
Employment	Orientation	Training: -264 cum. hours (NHS) -216 cum. hours (HS) -Transportation Plan -Childcare Plan	Training: -456 cum. hours (NHS) -360 cum. hours (HS) -Job Readiness -Food Handlers Cert. -PT employment	-Plates Graduation -PT/FT employment	-FT employment
Financial & Legal	-Money Matters -Credit Report -Organize Debts -ID Legal Issues -Documents Collection	-Budget Development -Payment Plans -\$500 saved	-Financial Focus -Debt Barriers Resolved -\$750 saved	-Financial Capacity -Budget -\$1,000 saved -Deductions and Employee Benefits	- Financial Stability - Long-Term Goals - Maintain/Grow Savings
Privileges		-Dream Builder -Leadership (SFC, TS)	-Dream Achiever -External Speaking		
Child Services	-School Registration -Start CPS Reunification	-Apply for Child Action -Reunification Visits			



MEASURING SUCCESS– METRIC #3

ENROLLMENT AND PROGRESSION BY LEVEL

LEVEL 5 (Months Nine+)	Family Sustainability/ Community Involvement <i>2016 = 86 achieved</i>
LEVEL4 (Months Seven-Eight)	Job Acquisition and Self-reliance <i>2016 = 120 enrolled; 86 completed</i>
LEVEL3 (Months Five-Six)	Advanced Training/Positive Network Development <i>2016 = 201 enrolled; 120 completed</i>
LEVEL2 (Months Two-Four)	Employment Training/ Self Development <i>2016 = 296 enrolled; 201 completed</i>
LEVEL1 (Month One)	Stabilization <i>2016 = 364 enrolled; 296 completed</i>



MEASURING SUCCESS – METRIC #4

ANNUAL DOLLARS SAVED--\$13M

Metric	2016
Program Clients Served	364 Women and Children
Costs Per Person– SJP	\$14,000
Costs Per Person– HUD EST	\$50,000
TOTAL ESTIMATED SAVINGS PER PERSON PROVIDED TO TAXPAYERS	\$36,000

For the 364 women and children served in 2016, there was a net savings of \$13M to taxpayers.



A photograph showing the lower legs and feet of several people standing on a wooden deck. The image is heavily tinted with a vibrant red color. Long, dark shadows are cast across the deck, suggesting bright sunlight from a low angle. The people are wearing various styles of shoes, including sandals and boots. The overall mood is contemplative and serene.

“Saint John’s taught me that I’m responsible for my own life. I never grasped that before. I learned to take charge.”

– CYNTHIA B. –

BREADTH AND DEPTH OF MANAGEMENT TEAM

- **Michele Steeb, CEO | 2007**
 - 20+ years experience in business and campaign management
 - Expanded Saint John's from an emergency shelter serving 100 women and children daily with a \$1.2 M budget to a 12-18-month transformation program serving up to 180 women and children daily with a \$4.5M budget
- **Marc Cawdrey, COO | 2016**
 - 25+ years of management, business ownership, marketing and product development expertise
 - Founded one of San Francisco's largest integrated Marcom firms that achieved \$50M in annual billings and included an international portfolio of clients
- **Sasha Wirth, Director of Development | 2015**
 - 11 years' experience at UC Davis in executive team leadership, project management, customer relations, and team building
 - Proven success in application, development, budget preparation and management for multimillion dollar grants
- **Phil MacDougall, Director of Education and Business Development| 2016**
 - 20+ years of management experience, including product marketing and sales
 - Developed sales and marketing campaigns in professional sports, electronics and state/regional chambers of commerce
- **Heidi Stauffer, Director of Finance | 2016**
 - 12+ years in Non-Profit Financial and Human Resources Management experience
 - Formerly Director of Finance and Human Resources, Habitat for Humanity, Greater Sacramento

“Saint John’s helped me learn that there’s always room to push – there’s always room to grow.”

– Trina M.




BREADTH AND DEPTH OF MANAGEMENT TEAM (CONTINUED)

I thought entering Saint John's was my worst day. But looking back, I know it was my best day.
– *Stephanie N.*

- **Susan Barron, Director of Integrated Health | 2012**
 - 20+ years in mental health/human services program development and training
 - Licensed psychologist; licensed clinical social worker
- **Abra Ruthenbeck, Children's Program Director | 2012**
 - 20 years experience with Head Start, State Preschool and private programs
 - Council Chair, Sacramento County Local Child Care and Development Planning Council
- **Ursula Whitfield, Operations Director | 2015**
 - Over 20 years Organizational Leadership/Management experience
 - Certifications in Workforce Planning and Analytics and Integrated Talent Management
- **Kelvin Kimball, Food and Beverage Director | 2015**
 - 20 years Food and Safety Management, including multi-unit management, training, menu development and new store concepts



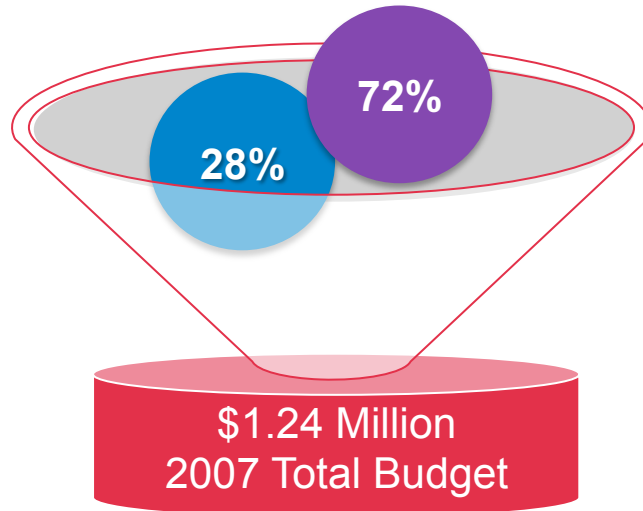


**“Saint John’s helped me learn what I am capable of.
When I accepted what I had been through, and I asked
for help, my weaknesses became my strength.”**

– CHRISTINA C. –

FUNDING PICTURE 10 YEARS AGO

An Emergency Shelter serving up to 100 women and children/day



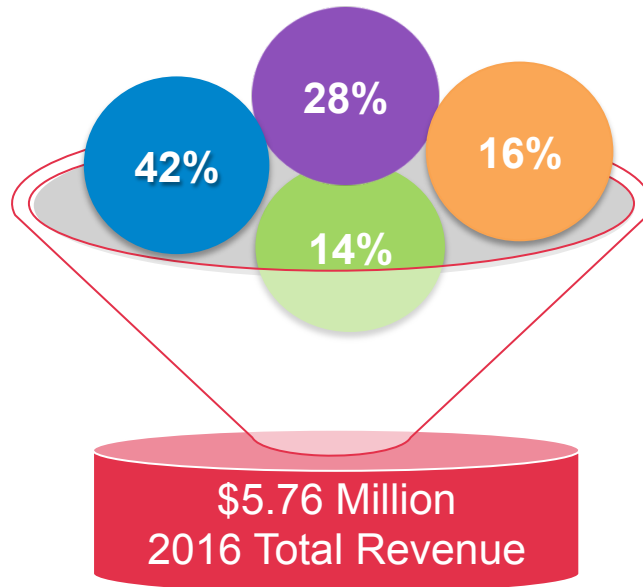
2007 Sources of Funding

- Public
- Corporations, Individuals, Foundations



FUNDING PICTURE TODAY

A 12-18 month program serving up to 180 women and children/day



2016 Sources of Funding

- Public Funding
- Individuals, Foundations, Corporations, Special Events
- Earned Income
- Volunteers/In-kind Donations



OUR IMPACT

— **\$13 MILLION** —

Taxpayer Savings in 2016

- Saint John's served and housed **522** women and children in 2016
- Clients receive up to **460** hours of “hands-on” employment training services
- Clients receive up to **1,200** hours of mental health counseling, education and fiscal training
- Clients remain drug and alcohol free for up to **18 months...** and beyond
- **96%** of clients who complete employment training are placed in non-subsidized employment
- Budget expanded from **\$1.1 M** emergency shelter— one that was 80% reliant on public funding-- to a **\$5.7 M** program helping women and children change the trajectory of their lives



IN A NUTSHELL

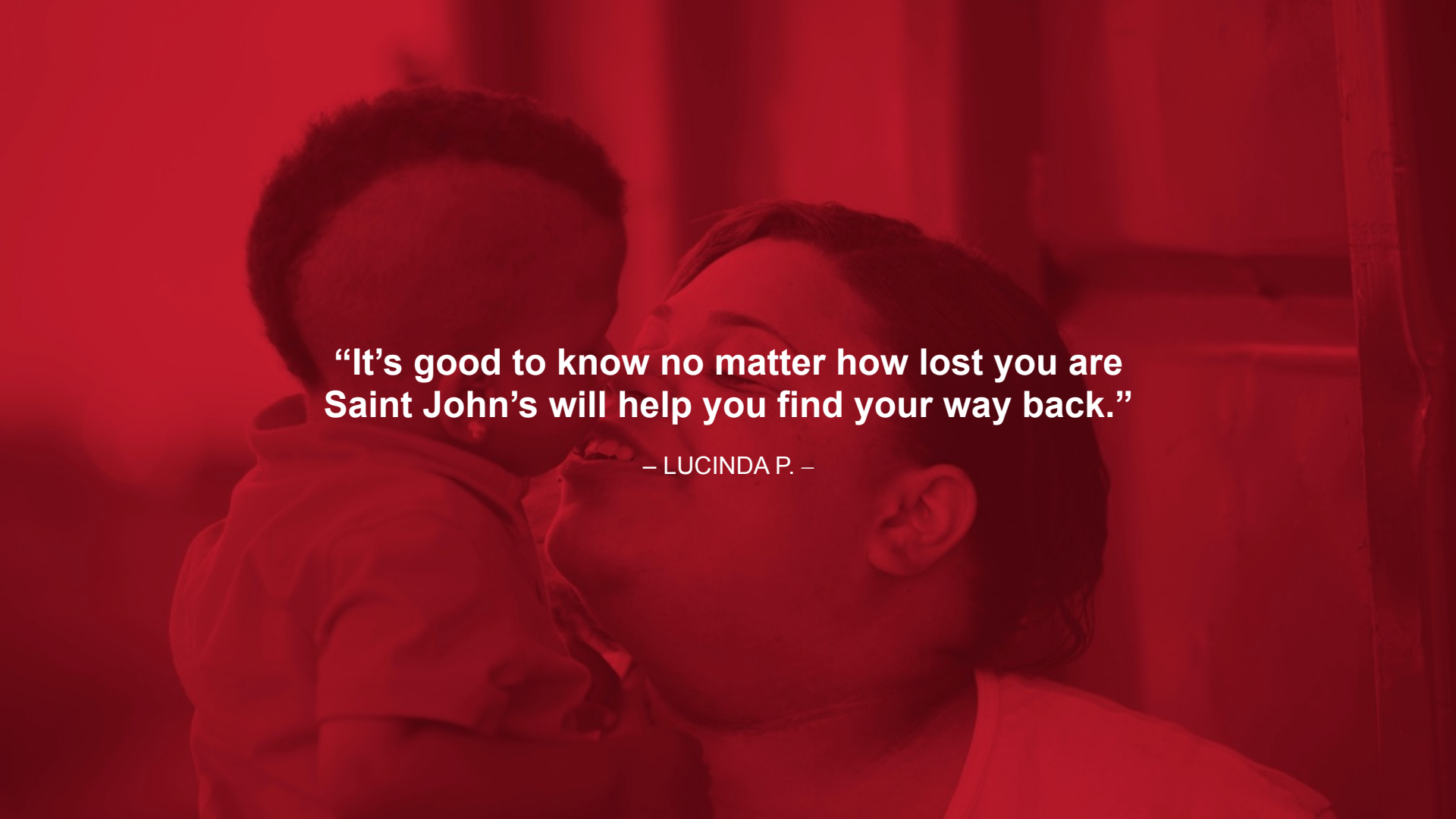
Real Change Is Possible

- It begins by approaching each woman and child as an **individual**
- It includes **self-reliance** versus an entitlement
- It includes structure and 'life rules' (*giving back, budgeting, etc.*)
- It includes providing **comprehensive** 'dependence-to-independence' services, all-under-one-programmatic roof and is unparalleled in the state*

* Sacramento's Center for Strategic Economic Research

This replicable model is key for single-mother led families to overcome multiple barriers and permanently escape the cycle of poverty and abuse...



A photograph of a woman with dark hair, seen in profile, kissing a young boy on the cheek. The boy is wearing a light-colored hoodie. The entire image is overlaid with a semi-transparent red filter. In the center, there is a white text quote.

**“It’s good to know no matter how lost you are
Saint John’s will help you find your way back.”**

– LUCINDA P. –



saint john's
PROGRAM FOR REAL CHANGE

**THANK YOU FOR HELPING US TO
PERMANENTLY BREAK THE CYCLE OF
POVERTY AND DEPENDENCE FOR WOMEN
AND CHILDREN!**