



## Choices Inc. Annual Report

**Fiscal Year: July 1, 2017 – June 30, 2018**

### Mission

Choices, Inc. is creating a place to call home for homeless women and families built on hope, opportunity, motivation and empowerment (HOME).

### Organizational Goal

Our goal is to provide the homeless community of Louisville, KY with a permanent supportive housing program which enable residents to address the issues that aggravate and perpetuate their homelessness. We encourage each resident, upon completion of the program, to move into permanent or stable housing with the skills needed for an independent, healthy lifestyle. A good way to think of Choices is that we are the "end of homelessness" for the women and families who successfully meet our program requirements.

### Because of your Support

This fiscal year has been huge for Choices! An external review of our organization identified many opportunities for us to grow and support the residents of our nine housing units. As a result of this review there have been many changes in our organization. On February 5, 2018, Michael Crenshaw was hired by our Board of Directors as our new Executive Director to help lead and support our Board as we implement many of the recommendations made in this external review. By the end of the fiscal year, Choices is now operating under a balanced budget, our Dunn & Bradstreet rating has improved greatly, cash flow challenges have been resolved and the organization has been positioned to grow and move forward in coming fiscal year.

Partnerships are an essential part of any successful organization. Choices has enjoyed many great partnerships over the years. We were actually formed as a result of many of these partners. This year we sought to build upon this great foundation by strengthening our current partnerships and looking at ourselves internally, our vision and goals of what the future of Choices should look like and to build even more partnership based on where we see our organization moving forward. We are now working with the Louisville Vacant & Abandoned Properties Administration, the Louisville Affordable Housing Trust Fund, Housing Partnership Inc., New Directions and many other organizations who have experience in revitalizing housing which we can use to provide new homes for homeless families.

### What is important to remember about this year?

Change is an important aspect of life. An organization that doesn't change and grow is doomed to failure. This year Choices has listened and has internalized the hard truth that we needed to step out of our comfortable routine and look at the way we are running our organization and to make the needed adjustments so that we can provide more homes, more services and impact more lives not to mention, make our organization more sustainable.

### Our Vision

Our Board and Staff have made the commitment to make our organization grow. We have a goal to acquire three additional housing units per year for the next two years. This is not an easy task but with the help of our supporters, we can do it.

### Impact

We have made great strides this past year. We made many needed repairs to Norma's House which was a \$3,000 commitment. We have moved from 60% occupancy to 100% occupancy for the last half of the fiscal year. We now have a goal of 90% occupancy for the coming fiscal year.

We have assisted ten families to break the chains of homelessness. Three of those families have become self-sufficient and moved to their own housing and become contributing members of our society.

Let me tell you about Mr. A. Mr. A came to Choices two years ago. He is a single father of three beautiful daughters. Mr. A. was a chronic addict and dealer in Detroit, MI. The mother of his children was incarcerated and he was given full custody of the girls. He lost a very good job with the federal government and lost his eye. His life changed after he came to Louisville and became part of the Choices family. He has been free of drugs for over two years. He is employed again. Has found a wonderful girlfriend. His daughters are honor students. One hopes to be an attorney one day and has already been offered an opportunity to work with the Sherriff's Department while she goes to school. Mr. A. is currently looking for his own home in the East End of Louisville while his daughters finish school here in Louisville then plans to move to North Carolina to be near family. He has said, "Choices has been a real Blessing to me and my family's lives. I could not have turned my life around without the support I received. Choices really is a hand up, not a hand out."

### We desperately need your help now more than ever

We cannot grow without your help. In the coming year we plan to add three additional units but we can't do that without your generosity. Could you help with a financial gift? Maybe you would like to volunteer to help revitalize a unit or property. Maybe you would like to remember Choices in your final arrangements. However you chose to get involved, we need you now more than ever. Just take a drive around downtown. You will see camps of homeless waiting for someone to offer them a hand up. We can be your hand that helps them, your arms that hug them, and your voice that says, "Welcome to your new home." Please help us make a difference right here in Louisville.

### Financial Summary

- o Total program expenses = \$86,770
- o Total admin expenses = \$72,103
- o Total fundraising expenses = \$31,007
- o Total Ending Net Assets = \$274,449