Do the right thing, at the right time.

Impact Report 2017-2018

THE LORD’S PLACE

Breaking the Cycle of Homelessness
"I try to do the right thing at the right time. For me it’s the little things like listening to a client’s life story or sleeping outside one night a year to raise awareness. It’s not much but sometimes being there for others, doing the small things, can lead to accomplishing what may seem like the impossible. If we all direct our seemingly small but timely actions to a social issue like homelessness perhaps, just maybe, we will achieve the impossible and break the cycle of homelessness once and for all."

— Cornelia Thornburgh, Board Chair
The Lord’s Place

“This fiscal year, the staff and board collaborated on and approved a three-year strategic plan for The Lord’s Place. We spent weeks deliberating on our focus, but in the end it was clear that if we did the right thing now – expand housing, improve job training and employment, increase social enterprise, strengthen street engagement and advocate for reentry services – the future would be brighter for our clients. With this strategic vision, our staff has been more determined than ever to provide superior programs and services to our clients.”

— Diana Stanley, CEO
The Lord’s Place

Our employees have created and adopted these values. We...

Champion hope, change and community.

Make it happen.

Color outside the lines.

Do the right thing, at the right time.

Serve with compassion and kindness.

Empower, respect and encourage all who enter our world.

Never say never.
When The Lord’s Place CEO Diana Stanley noticed Andrew James living at a bus stop on Dixie Hwy. outside a local drugstore, she alerted the agency’s street outreach team. Team member Kevin Scully began visiting Andrew a few times each week and the two became friends. He learned that Andrew had been living on the street for about two years, he was in poor health, and that he was often abused by local residents who pelted him with debris and shot at him with bb guns.

The Lord’s Place serves those who are homeless by meeting individuals where they are on their life journey, building trust-based relationships and inviting them to access services that can change their life. To help make this happen, the agency partnered with the City of West Palm Beach to establish an engagement team that helps those living on city streets.

“Mr. Andrew taught us patience,” Diana said. “We were called to go to sit next to him to let him know we cared about him. We built a relationship with him. That was the impetus for Mr. Andrew to think about leaving the street.”

Asked why it took time for him to accept services that The Lord’s Place offered, Andrew told Kevin, “I was scared. It took time to get to know you, but in time we became friends.”

Now that he is off the street, has housing and has his medical needs met, Andrew said, “I’m happy. Thanks for everything The Lord’s Place did. It’s a beautiful thing to help poor people.”
The Lord’s Place received a $1 million gift in May 2018 for the Boynton Beach facility, which houses 50 men who were formerly homeless. The gift was from Anna Mann, of Palm Beach, in memory of her late husband William H. Mann. The campus, formerly known as the Men’s Campus, is now named the William H. Mann Place.

The gift was earmarked for renovation of the facility, and for ongoing and long term operational needs of the campus. The donation will allow The Lord’s Place to upgrade the facility including the 20 two-bedroom apartments. Acquired 30 years ago, the building is in need of significant renovations. In addition, the gift will support the ongoing services at the campus including mental health, substance use disorder, reentry and employment.

Diana Stanley, Agency CEO, commented, “We are blessed to receive this extraordinary donation, reflecting Anna’s commitment to our life-changing work. This gift recognizes The Lord’s Place’s readiness to receive sustainable gifts to ensure that our programs continue.”

“A donation of this magnitude represents a momentous occasion for The Lord’s Place,” said Cornelia Thornburgh, Board Chair. “Only rarely does an agency receive a transformational gift that truly changes the lives of those we serve. This is such a gift. We are further inspired by Anna Mann’s generosity to continue to find solutions to homelessness. This gift now sustains our efforts for a particularly vulnerable group and, hopefully, will inspire others to continue to support our mission.”

“I am so very pleased to be able to make this donation that will have such a significant impact on the work of The Lord’s Place. I am extremely touched by the important work that The Lord’s Place does, and I hope that this gift will help these men for years to come.”
— Mrs. Anna Mann
This past May, Steven Coufal walked across the stage at Florida Atlantic University and received his diploma for his Master’s Degree in Social Work. It may have been a short walk across that stage, but it was the next big step in a long journey out of homelessness.

Steven was raised in a loving home but yet, was an alcoholic by the age of 25. By age 57, he was homeless, living on the streets of South Florida. Arrested for trespassing, he learned about The Lord’s Place while in jail and became a resident of the Men’s Campus. But he relapsed and suffered a traumatic brain injury while drunk, requiring brain surgery and a five-week hospital stay. “When I was to be released I couldn’t write my name. I had difficulties speaking, dressing myself, and I had no place to go,” he said. But The Lord’s Place staff did the right thing, followed his journey and welcomed him back. “I was determined that I would not squander this second chance,” he said.

The Lord’s Place provided Steven access to the medical and psychological treatment he needed to heal. He recovered from the traumatic head injury and has not had a drink since.

He returned to college in 2013 and earned his associate’s degree from Palm Beach State College and his Bachelor’s Degree in Social Work from FAU, leading to his Master’s Degree.

“I chose social work because I want to advocate for those who have little hope and are not heard: the homeless people who deserve a second chance at a better way of life.” — Steven Coufal

This is Steven’s challenge to us all: “Next time you see a homeless man, woman or family, instead of looking the other way, treat them with respect and try to understand that there is more to them than is evident to you now. They, too, have a story and a journey that with the help of The Lord’s Place, can have a happy ending like mine.”

76% of those in recovery avoided relapse while in our housing programs.

The Lord’s Place admitted 84 NEW households to our housing programs this year.

Of the 84 new households,

57% entered the program unemployed

31% were struggling with alcohol or drug abuse

76% of those in recovery avoided relapse while in our housing programs.
**HOUSING**
We provide housing to men, women and families, with an emphasis on the chronically homeless. We offer our clients a range of housing options, from supportive housing to safe and affordable housing for program graduates.

**JOB TRAINING & EMPLOYMENT**
At Cafe Joshua, our diverse programming includes intensive job-readiness training to assist clients in developing vocational and educational skills, which ultimately leads to their employment and self-sufficiency.

**SOCIAL ENTERPRISES**
Our core social enterprise businesses, Joshua Catering and Joshua Thrift, create a supportive environment where disadvantaged job seekers can have real-world experiences and overcome barriers to employment. The Lord's Place continues to expand to additional social enterprises and partnerships throughout the community to help financially support agency programs.

**STREET OUTREACH AND ENGAGEMENT**
Our street team engages with those in West Palm Beach who are chronically homeless with a goal to build a trusting relationship to begin their journey to self-sufficiency. Our trained case managers and peer specialists provide the following services:

- **Benefits Navigation:** Access to resources such as health insurance, mainstream benefits and Social Security Disability Assistance for those with significant mental health or physical needs.
- **Peer Specialists:** Personalized engagement by peer specialists to build trust and ultimately encourage the transition to stable housing.

**CARE TEAM**
Comprehensive wraparound care coordination for clients with intensive behavioral health, substance abuse and serious medical concerns.

**REENTRY SERVICES**
We have a myriad of services to specifically meet the needs of those in or recently released from incarceration. These services are designed to break the cycle of homelessness and provide clients the tools they need to find housing, employment and sustainability.

**GENDER SPECIFIC SERVICES**
We provide services to clients in a supportive atmosphere based on specific gender needs through workshops and therapeutic services.

**CHILDREN’S SERVICES**
Through our specialized Youth Center, we work with children in a safe environment to stop intergenerational homelessness with mentoring, tutoring and pro-social activities to encourage scholarship, independence, responsibility and team-building.
“We felt compelled to give, sitting there that night at SleepOut. Everyone around us had given their hearts to these clients and we wanted to honor all of them by matching their gifts. We knew at that moment we were investing in the right thing.”
— The Honorable Ann Brown and Don Brown

SleepOut inspired so many people, including The Honorable Ann Brown and Don Brown, who made a matching gift of $311,000.

Volunteers
Regular volunteers gave more than 9,300 hours of service to The Lord’s Place, with organizations such as The Breakers, FPL, Palm Beach Atlantic University and GL Homes contributing an additional 672 hours of service. Volunteers make our events, and so much more, a reality.
1,565 CLIENTS SERVED

OUTREACH
We provided outreach and engagement services to 344 individuals and 99 were successfully connected to housing.

HOUSING
We provided housing for 383 individuals. Of 99 individuals and 23 families who left our housing programs during the year, 82% and 91% respectively, left to stable housing.

EMPLOYMENT
61% of those who exited the Transitional Work Experience programs gained employment, and 64% maintained their jobs for at least 90 days.

JOB TRAINING
315 individuals enrolled in our Job Training Programs. Job coaches conducted 1,168 job coaching sessions with 267 individuals.

61% of those who exited the Transitional Work Experience programs gained employment, and 64% maintained their jobs for at least 90 days.

CARE TEAM
113 clients have participated in our CARE Team program. 97% of those who were discharged from CARE Team had health insurance and were connected to a medical home in the community.

CHILDRENS SERVICES
We served 113 children. 47 children participated in the Youth Services Program. 87% remained on track for grade promotion.

SOCIAL ENTERPRISE
Vouchers for clothing and household items valued at $25,569, and 5,145 meals were provided to our clients through Joshua Thrift and Café Joshua.

92% of clients served in 2017-2018 were no longer homeless at the end of the year.
The Lord’s Place is audited by the independent CPA firm of Templeton & Company, LLP which conducted its examination in accordance with Government Auditing Standards. Templeton & Company, LLP rendered an unqualified opinion (typically called a “clean opinion”) on The Lord’s Place’s financial statements for the fiscal year ending June 30, 2018. Highlights of The Lord’s Place’s financial position and results of operations are presented here.

### REVENUE

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<tr>
<th>Source</th>
<th>Amount</th>
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<tr>
<td>Contributions</td>
<td>$4,166,132</td>
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<tr>
<td>Government Grants</td>
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<td>Social Enterprises</td>
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<td>Special Events</td>
<td>$751,863</td>
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<td>Services &amp; Materials</td>
<td>$373,917</td>
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<td>Other</td>
<td>$292,114</td>
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<td><strong>Total Income</strong></td>
<td>$9,031,625</td>
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### EXPENSES

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<td>Housing</td>
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<td>Social Enterprises</td>
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<td>Job Training &amp; Employment</td>
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<td>General &amp; Administrative</td>
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<td>Fundraising</td>
<td>$545,009</td>
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<td>Clinical Services</td>
<td>$437,962</td>
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<tr>
<td>Community Engagement</td>
<td>$290,767</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$8,697,768</td>
<td>100%</td>
</tr>
</tbody>
</table>
The Lord’s Place is successful because of our generous supporters. Every donation, large or small, is impactful and has a lasting effect on the future of our clients. Rest assured: your donation is used wisely and changes lives.

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Those who have donated $5,000 or more to The Lord’s Place

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Donations recognized between July 1, 2017 and June 30, 2018
"The Lord’s Place is dedicated to breaking the cycle of homelessness by providing innovative, compassionate, and effective services to men, women and children in our community."

The Lord’s Place
2808 N. Australian Avenue  I  West Palm Beach, FL 33407

For more information, please call us at: 561.494.0125 or visit us at TheLordsPlace.org

RECOGNITIONS: