ANNUAL REPORT







2019



Kelly Matter, President & CEO

2019 Annual Letter An Essential Presence in the Community

from Kelly Matter, President & CEO

A stabilizing force and steady presence for our communities' most vulnerable members — that is what describes Avivo as we persevere alongside Minnesotans working so hard to achieve recovery, move out of poverty, or escape homelessness. As you read this, our state and nation continue to advance measures to respond to the effects of COVID-19. Amidst it all, Avivo remains the combination of hands, help, and hope families rely on during times of health crisis and immense social and economic stress. For 60 years, we have been a pivot for many to live well and work well. Today is a time like no other. With the unfailing support of our partners, donors, volunteers, and friends, we remain a transformational force in the lives of people we serve.

Because of your commitment and generosity, at least three hallmarks point to our progress in 2019. We significantly advanced our work in helping end homelessness; piloted a new, evidence-based approach to helping families out of poverty; and saw increased access to treatment and recovery for individuals and families.

- We helped 813 individuals transition from homelessness to housing with supports.
- Nearly 3,000 individuals found employment or entered careers, and 2,000 individuals moved off of public assistance completely.
- And more than 4,000 individuals increased their health and recovery through Avivo's chemical and mental health services.

We have a remarkable partnership with Red Lake Nation to help address homelessness among Native Americans. Avivo launched a new street outreach team and will be providing mental health services for supportive housing currently being built by partners for our native neighbors. We're working with Boston-based nonprofit Economic Mobility Pathways, or EMPath, to create an even more successful bridge to moving our families out of poverty.

Innovation and collaboration are paramount as we move forward into 2020. Avivo remains on the frontlines of helping our communities' most vulnerable members during the pandemic — individuals experiencing homelessness, dealing with substance use disorders, and living with mental illness or in poverty. We're advancing telehealth services, adopting mitigation procedures for in-person treatment and recovery housing programs, providing virtual employment services, and implementing online learning in career education. We are depending on our partners, funders, and community more than ever to accelerate innovation in response to such urgent needs and this rapidly changing landscape.

Action, together, during such periods in history is what makes all of us stronger. In the face of community-wide challenges ahead, thank you for standing with Avivo, financially and collaboratively. Together, we will ensure everyone can live well and work well, today and in the future.

With gratitude,

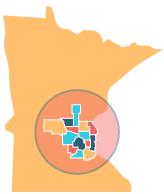
Kell Matter

Kelly Matter President & CEO

Look at what we accomplished together

Because of you — our volunteers, partners, donors and funders — individuals, who face complex barriers of poverty, homelessness, unemployment, chemical addiction or mental health concerns, are achieving recovery and economic mobility.

12,751 People Served across the Twin Cities Metro and the St. Cloud area





16,250 children benefitted from Avivo services

96% of Avivo participants live at 100% poverty level and below

(family of 4 living on annual salary of \$25,100)

813 individuals find housing and supportive services to avert homelessness





4,420 access substance use treatment & mental health services 2,861 individuals entered jobs or careers

83% graduate from Avivo's career education programs compared to 54% and 68% from Minnesota two-year state colleges and private career schools, respectively (MN Department of Higher Education, 2017)





64% people of color served

8 OUT OF 10 participants retained employment after 6 months





1,972 moved off of welfare and into work

Living well and working well

Read what happens when Avivo participants discover their unique abilities, connect to community, and realize paths to healthy futures!



"There are really no programs like this," shares Bailey, Avivo treatment graduate and mother of two. "I can't speak highly enough of Avivo." Bailey's addiction started while in high school. Her addiction sent her spiraling downward, and she dropped out of high school. After being in jail several times, she changed her mind-set and chose treatment at Avivo. Staff helped her reunite with her daughter so they could recover together. Avivo counselors helped her look for a job. Now she is working as an office assistant in another treatment center and supporting her family.



"Avivo works with people with disabilities, and I wanted to get back to where I'd be able to work," tells David, Avivo career education student. In a very short time, David's career in maintenance halted when he experienced sight loss and an episode of heart failure. He needed to be retrained with the help of visual and audio supports. Avivo also connected him to external resources for people living with blindness. Now David works in building maintenance at the YMCA, and his doctors report that he is the healthiest he's been in years!



"I can't believe where I am now," shares Melissa Bringsthem, a tribal member of Red Lake Nation. "Avivo helped me get better. I am really grateful. With my place, I am healing." Melissa described herself as a raging alcoholic. Homeless and actively using, she lived in the homeless encampment in Minneapolis. She was the first of more than 150 individuals Avivo housed from the encampment and Navigation Center. Today, she is sober, living in her own apartment, and working part-time. She is going to school to achieve her dream of running her own native business.



"I want to help others and let them know that if I can come out of the depths of hell and find direction in life, anyone can do it," shares Jeff, Avivo treatment program graduate. According to Jeff, he was heavily addicted to drugs and hopeless. He was homeless and ready to change when he entered treatment and recovery housing at Avivo. Taking advantage of all Avivo offered, he found employment after graduating from treatment and is now attending school to become an addiction counselor.

The Avivo Way

For each unique individual, Avivo pairs services whenever necessary for a foundation that helps participants achieve health, social, and economic wellness that transforms lives.

Chemical & Mental Health Services

Substance use treatment with recovery housing, mental health services, housing and housing support, and care coordination



Launched brain-science-based, mobility mentoring approach in 2019

Partnership with Boston-based EMPath will help Avivo re-imagine even more successful paths for people out of poverty.

they are in treatment Avivo offers one of very few programs in Minnesota that allows children over age 12 to live with mom during treatment.

Avivo Institute of Career & Technical Education

Short-term training courses that launch individuals on career paths for in-demand jobs

Employment Services

Career services for youth, un- and under-employed adults, immigrants, and people with disabilities

Unique Approaches



AVIVO

Children, infant to age 17, can live with their mothers while



Culturally-specific and culturally-responsive mental health staff

Avivo implemented an internal workforce development program to increase diversity of mental health professionals.

Thank you!

Here's to our continued work together in giving everyone the chance to live well and work well.







Deloitte volunteers chose Avivo for Deloitte Impact Day and created a new patio area for families in recovery, painted furniture, planted annuals and perennials, and painted playground equipment.



Code42 employee volunteers cleaned and mulched garden boxes for family housing, trimmed bushes, painted interiors, and helped demo apartments in our family recovery housing renovation.



Advent Talent Group

volunteers adopted Avivo for their Breaking Barriers campaign. They led two, three-hour interview prep sessions for participants, created job-search readiness kits, and helped demo three apartments Avivo was renovating.



UPS employee volunteers led participants through practice interviews and helped organize and distribute suits to participants during the Men's Wearhouse Suit Drive.



US Bank employee volunteers painted garden boxes, cleaned and updated our child development center, and donated and prepared welcome baskets for our recovery housing residents.

Corporations and businesses making a difference. AVIVO

Avivo Night of Champions, Mission & Mingle, and Achieving Dreams are vital for growing our chemical and mental health services, housing, career education and employment services. Check out the fun, meaningful experiences.



Avivo Night of Champions is a gala-like fundraising event that also recognizes champions who are making a notable difference in transforming the lives of people Avivo serves. Award winners are announced and honored for leading the way in propelling Avivo's mission forward. Nearly 300 people attend annually, now hosted at the spectacular Minneapolis Renaissance Hotel — The Depot in February.



Event Chairs Dan Jaeger and Meg Jaeger

Event Sponsors





Avivo holds three, unique fundraising events each year that bring together corporations and businesses to support Avivo's mission - partners who believe everyone deserves the chance to live well and work well.



WCCO-TV reporter & Emcee Reg Chapman and Kelly Matter, Avivo President & CEO



Highlighting our Champion Award recipients



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ACHIEVING dreams

Achieving Dreams is a one-hour, fundraising breakfast for corporate leaders, business partners, and community members who are passionate about helping individuals overcome barriers to stability and employment. Guests are inspired by Avivo participant successes made possible by Avivo's unique pairing of recovery, career training, and employment services to help individuals live well and work well. Nearly 250 guests attend the event, hosted at the Minneapolis Hyatt in early fall.



Pictured right: Dr. Penny Wheeler, President & CEO of Allina Health receives Celebrated Community Leader Award.



Avivo President & CEO Kelly Matter addresses event guests.

Avivo's mission is to increase well-being through recovery and career advancement while working to end homelessness.



Networking and socializing build connections before the event.



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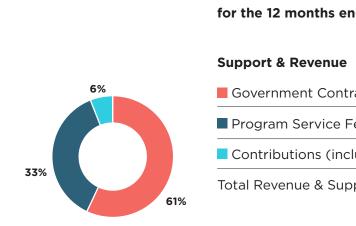
FINANCIALS

Mission + Mingle

Mission & Mingle is a marguee event that mixes fashion, philanthropy, and women who are passionate about helping other women overcome barriers to wellness and lasting success. The event raises funds and awareness for the life-changing recovery, career education, and employment services Avivo provides for women. Nearly 100 people are inspired by fashions showcased by three to five vendors. They enjoy party-style food, and connecting with friends and other professional women! The event has been hosted at a retail location and virtually.



Tastemakers' personal stylists Anthony Chow and Jessica Bergsten with KARE-11 Sunrise reporter Kiya Edwards.



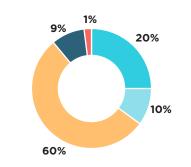




Guests enjoy fancy hors d'oeuvres with silent auction before the program.



A model shows new spring fashion to guests.





Deloitte





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For more information on becoming a sponsor or on joining any of our event steering committees, please contact Bruce Wenger at bruce.wenger@avivomn.org or 612-752-8031. avivomn.org

Avivo Mission & Mingle



Avivo Minneapolis, MN 55404 **m** 612-752-8000 **f** 612-752-8001

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Statement of Activities (audited) for the 12 months ended December 31, 2019

racts	\$ 17,325,325	61%
ees & Other	\$ 9,591,580	33%
luding United Way)	\$ 1,724,836	6%
port	\$ 28,641,741	100%

Chemical & Mental Health	\$ 17,194,515	60%
Employment Services	\$ 5,665,950	20%
Career Education	\$ 2,861,915	10%
Management & General	\$ 2,538,822	9%
Fundraising	\$ 442,059	1%
Total Expenses	\$ 28,703,321	100%
Change in Net Assets	\$ (61,580)	

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You made the difference!

Thank you to our amazing donors, volunteer, and partners for believing everyone deserves the chance to live well and work well.

7,634 hours donated by 2,868 volunteers

\$191,844 dollar value by independent sector of volunteer hours

\$1,702,493 contributed

through charitable giving including United Way

2019 SUPPORT

We remain grateful to the following individuals and funders for their financial support!



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Consecutive years of giving: ● 3+ ■ 5+ ▲ 10+ ◀ 15+ ◆ 20+

Inkind Donors

The following individuals, businesses, and groups donated items and services on behalf Avivo participants. Many participated in our 2019 Adopt-A-Family Initiative and Build-A-Backpack Drive as well as provided silent auction items for Avivo's Night of Champions and Mission & Mingle events.

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Volunteers

Avivo volunteers donated 7,634 hours to strengthen the lives of individuals we serve. We recognize the following for their skills and time they shared to help make our mission come alive.

Business Partner Council

Business Partners share time and talents to oversee training curriculum design, facilitate trainings and student seminars, and serve as hiring partners for our career education graduates.

Paul Ahlers Walgreens

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Avivo 2019 YEAR IN REVIEW

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Lauren Hooker Unison

Nicole Howell

Michael Hreha Minncor

Census 2020

Mystic Lake

Kenneth Hudoba

Lauren Hunter Minnesota Department of Human Services

Sean Irwin Ovative Kelli Jellots-Diamond Genuine Parts Company

Anje Jeltema Dominium

Tori Johnson Kemps

Jordan Jones Mall of America

Megan Kallberg Amazon

Brittney Kessel Kelly Services

Hope Presbyterian Church Lisa Larson Sojos Pet Food

Justine Launert Code 42

Keith Koenig

Karen Leddy Enterprise Holdings

Karen Lee

Lydia Leon Mystic Lake

Samantha Leuang Minnesota Department of Human Services

Ali Loomis Randstad

Claire Mathias Verizon

CJ McMunn Aerotek

Dan Moldan Prospect Foundry

Stefanie Mooney Mall of America

Doug Muller

Joe Mumford Wells Fargo

Melissa Neville Twin Cities Orthopaedic

Amy Nighswander Red Cross

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Raquel O'Brien

VOLUNTEERS continued

Patrick Stone

Ashley Sturges

Mall of America

Gogo Suapaia

York Solutions

Nolan Swalve

Janet Thies

Golia Thor

Elim Care

Pitney Bowes

Nicolet Vevea

Sheng Vue

Anita Vue

City of St. Paul

Velvet Walker

Jessica Westberg

Athelgra Williams

Minneapolis Parks and

Department of Revenue

Individual Volunteers

hours of service)

Tobio Cooperman

Kristalena Herman

Ellie Hollenberger

Nancy Feinthel

Nicole Anderson-Weir

(with a minimum of 20

Recreation Board

FedEx Ground

Yer Winder

Maili Yang

Nancy Zylla

Impact Group

Aerotek

Tim Clark

Minnesota of

Normandale

UPS

Nycor Technical

Dannette Turner-Strickland

Experience Leadership

Coaching & Training

Community College

Aerotek

Wells Fargo

Park Nicollet

Michelle O'Kelley Advent Talent Group

Heather Orth Twin Cities Orthopaedic

Jeff Otto Otto Pallet Recycling

Katie Palmer

Aerotek

Dungarvin Matt Peterson

Stephanie Pleasant UPS

Mike Pretzel LSC Communications

Phil Proell Indrotec

Patrick Quigley Award Staffing

Diane Richard Minnetronix

Javier Robles Personnel Plus

Michelle Roddie Macy's

Kari Rosand Scanlon Touchstone Mental Health

Brad Rudolph On Demand Group

Tyler Sadek Parsons Electric

Dara Salvevold Caterpillar

Vielka Sanchez Payday Staffing

Rvan Seleski

Land O'Lakes

David Siegel

Housing First

Judy Stolley

Atterro

Linellis Santiago-Bernier FedEx Freight

Minnesota Foundation

Avivo 2019 YEAR IN REVIEW

Reuben Jackson Natasha Krause **Casey Lagueras** Steven Ludwig Faiza Mohamed Katie Neff Mary Olympia Catherine Ost **Catherine Peterson** Terry Robertson Kelsey Rose Julia Russo Jude Schaaf Yuliya Shveykina Janis Sines Tess Spence-Sing Sherry Stern Nancy Twidwell Deb Varner Elena Wexler Glenn Wm Wymore lvet Zhagui

Volunteer Groups

1010 Washington Wine & Spirits Advent Talent Group Aimia US. Inc. Air Liquide Allina Health Highland Park Clinic Avivo Community Support Program Participants Barrell Theory Beer Company Best Buy Tax & Treasury Department **BMS** Group Boom 10 Bremer Bank Bumbershute Capella University Cassandra Spear's State Farm Agency Caterpillar

Clear Channel Outdoor MSP Branch CliftonLarsonAllen Code 42 Collegiate Concepts, Inc. Comcast Coulee Bank Cub Foods – Maplewood Dakota County Lumber Deloitte Design 1 Digi International Digital River, Inc. Dominium **Electrical Association** Elsevier **Enterprise Holdings** Ferguson Bath, Kitchen & Lighting Gallery General Mills -**GBS** Community Action Committee Global Traffic Technologies **Greater Twin Cities** United Wav Harrington + Associates Plastic Surgery HealthPartners Credentialing Crew Hennepin County Medical Examiner's Office Hennepin Healthcare Henson Efron P.A. Hewing Hotel Holiday Inn St. Paul Downtown **IMAGEHAUS** Kimberly-Clark Leonard, O'Brien, Spencer, Gale & Sayre, Ltd. LitinPak, Inc. Mainfreight Mairs & Power Martin Williams Advertising McKinsey and Company Mead & Hunt Medtronic

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VOLUNTEERS continued

Minnesota Newspaper **PricewaterhouseCoopers** LLP – WNC Minneapolis Association Minnesota Tesla Prime Therapeutics — **Owners** Club Enterprise Integrations Team Minnesota Twins **Baseball Club Prudential Financial** Minnesota Vikings **RBC** Wealth Management Minnetonka Moccasin Robert Half -**Bloomington Office Team** Modern Piping, Inc. & Accountemps MONO Robert Half Technology NAMSA **Rugged North Fitness** New Horizons Russel + Hazel Computer Learning Self Esteem Brands North Star Imaging U.S. Bank SFM — The Work Comp Northmarg Experts nVent South Minneapolis Quilters Optum St. Philip the Deacon Pacifier Lutheran Church Parsons Electric Strategic Education, Inc. Pinnacle Synergy Associates Performance Group Target - RTW Group Target — Talent &

Change Team

Target SHIPS Merchandising Team Tastemakers, etc. TempWorks Software, Inc. **Tennant Corporation** The Church of St. Patrick of Cedar Creek The Elevate Team with **RE/MAX** Results The Firm Facility Services The Hershey Company The Toro Company Three Rivers Park District U.S. Department of Housing and Urban Development UHC E&I Healthcare Economics -**Central Region** UnitedHealth Group UnitedHealth Group EO&S

UnitedHealth Group Internal Audit

UnitedHealthcare UnitedHealthcare -Inside Sales UPS Veritae Group VSA Minnesota W2O Group Walser Automotive Group Wells Fargo Wells Fargo Bank, NA -Central MN Region Wells Fargo Loan Center Group Wildwood Theater Company Winnebago Industries WolfNet Technologies Wolters Kluwer Xcel Energy Xi Beta Nu

Avivo's mission is to increase well-being through recovery and career advancement while working to end homelessness.

Avivo envisions our communities free of health and economic inequities.

Founded in 1960, Avivo provides chemical and mental health services, housing and housing supports, career education, and employment services. We specialize in helping individuals and families who face personal or systemic barriers — poverty, homelessness, joblessness, chemical addiction or mental health concerns — achieve recovery and economic stability. We believe everyone deserves the chance to live well and work well. For more information, visit avivomn.org.



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