



2020 Annual Report



SMALL SUMS' MISSION is to outfit homeless and housing insecure individuals who have found new jobs with the specific things that they need to start back to work. We believe gainful employment is a key factor in helping individuals secure and maintain stable housing. With our practical and timely assistance we are able to meet our clients where they are at, with kindness, encouragement and respect.

Letter from the President

2020 marked an extraordinary 16 years serving the homeless communities of the Twin Cities at Small Sums. From our roots serving homeless individuals starting new work to weathering a global pandemic, Small Sums has continued to serve clients with resilience, creativity and dignity. Last year we started a new program: Keep Your Place, served our 6,000th client, and still served 500 clients through COVID, civil unrest following the murder of George Floyd, and a devastating economic shut down.

This year, we are entering a new phase at Small Sums. We are doubling down on the services we offer our Young & Hopeful clients by expanding our partnerships with youth training programs and youth focused homeless shelters, and enabling our young people to start life with stable employment. Our board will partake in a new strategic plan, and our staff are poised to expand services and continue to innovate our model. And hopefully more! Thank you for coming along with us on this journey and for your enduring commitment and partnership. We can't wait to show you where we're headed!



Connie Lewis

Connie Lewis, Board President

Our Work Is..

SIMPLE

We believe that gainful employment is a key factor in helping homeless individuals get out of their homeless situations.

PRACTICAL

We know that it doesn't take much to remove the practical obstacles that can stop a homeless worker from taking a job.

POWERFUL

We provide what homeless workers need to take care of things themselves so they can start working, get a place of their own, and support themselves.



Derrell was our first client to come in after Minnesota shut down and went into mandatory quarantine. He was one of hundreds not only juggling the challenges of homelessness, but also navigating a pandemic while seeking employment. He found work as a maintenance tech at National Choice Bakery and needed work pants, steel toe boots, and a gas card to get to and from his new job. We were able to provide all of it along with some extra masks.

WHAT WE DO

Searching for employment while housing insecure is extremely difficult. The typical stressors related to seeking work are compounded by a lack of immediate access to a computer, no mailing address, sporadic phone service, difficulty presenting themselves in interviews in a favorable light after sleeping on a mat or bed in a shelter, and the added burden presented by the need to carry much of their possessions and important documents in a backpack or a suitcase.



Dressed & Ready: providing required work clothes and industry-approved footwear for clients primarily in the fields of construction, warehousing, manufacturing, food service, and healthcare.



Tools for the Job: providing trade tools for construction workers, welders, barbers, chefs, and other trades.



On the Bus: providing 31-day bus passes for up to three months of reliable transportation that covers the first few months at their new job.



Assistance with Professional Trade Testing and Licensing: covering test fees, union dues, professional license and renewal fees.

Small Sums clients are:

Young and Hopeful: These clients are youth and young adults who may have left their homes for reasons of violence and neglect, or “aging out” of foster care, or simply may have never known stability growing up. They are now able to apply for employment and may even be starting their first job ever. They are eager to start their path into stable living, and we are there to assist them in that journey.

Survivors: Survivors may be escaping domestic violence, a history of assault and trafficking, may be refugees who fled war torn countries or immigrants. No matter their stories, these clients are survivors who lived through unimaginable trauma and are so resilient and ready to succeed.

What Now: A client in the “what now” category is starting over. Recently released from prison, out of rehab, rebounding from unexpected life circumstances, these clients are working with a clean slate, are eager to start down a new path, and have an opportunity to redefine themselves. We love serving clients at this point in their lives; they have gone through countless trials and are ready for a fresh start.

Keep Your Place: The *Keep Your Place Program* allows us to help people before they become homeless. We expanded eligibility for our assistance to include being at least one month behind on rent. This will allow them to take new jobs without the worry of where the money will come from to buy required work items like work shoes or a bus pass. The Twin Cities has faced a homelessness crisis for years, and we are going to do what we can to ensure the COVID-19 pandemic does not create a vicious cycle and worsen yet another crisis.

We stand in solidarity with our BIPOC and under-served communities and will continue to do the work it takes to bring equity to our systems.

Accessibility

We want to make common resources obtainable for anyone.

Opportunity

We believe everyone deserves a first and next chance.

Equity

We are dedicated to leveling the institutional playing fields.

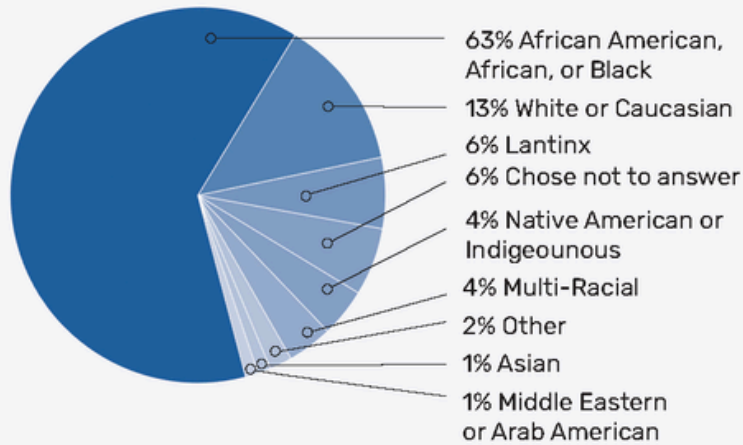
Client Demographics

Gender

69% Male

31% Female

Race/Ethnicity



Age

41% 25-39

23% 40-49

23% 50-59

8% 24 and under

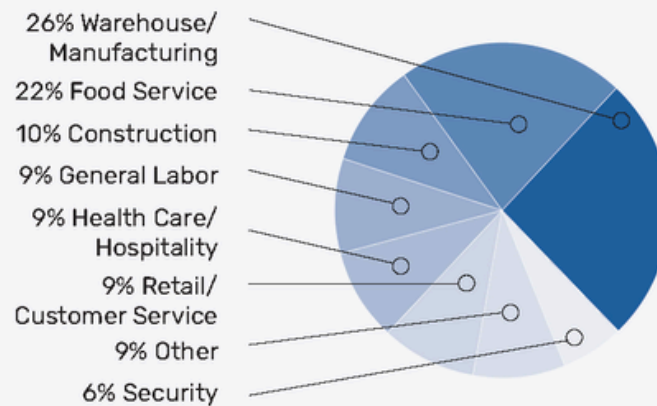
5% 60+

Children

61% no children

39% with children

Where Clients Work:



Clients Stay In

42% Shelter

26% Program/Transitional/Supportive Housing

24% Friends and Family/Other

5% Keep Your Place

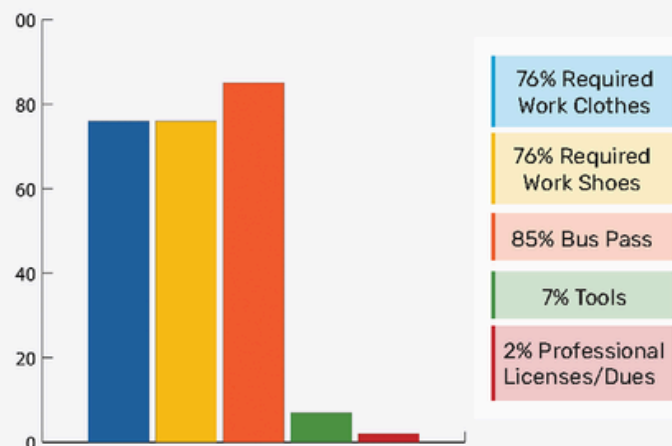
3% Car or Street

Referred by

67% Referring Organizations

33% Word of Mouth

Work items needed



Felony History

60% no history

40% of clients with felony

LEADERSHIP & FINANCIALS

2020 Leadership Board of Directors

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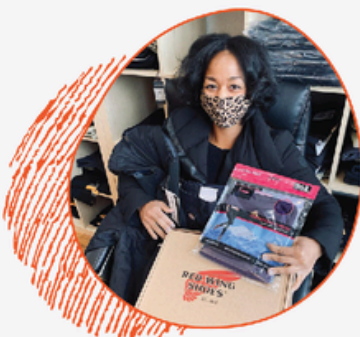
Lanex Consulting

2020 Leadership Executive Staff

Naomi Sadighi, Executive Director

Sierra Hegstrom, Assistant Director

2020 FINANCIALS	%	Amount
REVENUE		
Grants	49%	\$240,573
Board & Affiliates	3%	\$16,031
Events	11%	\$54,661
Individuals	35%	\$173,697
Clients & Copay/Doations	1%	\$2,001
Non Cash Donations	1%	\$1,823
TOTAL REVENUE		\$488,786
EXPENSES		
Operating Expenses	45%	\$201,049
Program Expenses	55%	\$245,117
TOTAL EXPENSES		\$446,166
BALANCE SHEET		
Current Assets		\$282,385
Fixed Assets		\$12,710
TOTAL ASSETS		\$295,095
LIABILITIES & EQUITY		
Liabilities		\$147,746
Equity		\$147,349
TOTAL LIABILITIES & EQUITY		\$295,095



Meet Kennoshia

"You can't skip the process - each step along the way matters to get you where you're going." Finding stable housing and employment is extremely hard after serving time in prison but Kennoshia was determined to find a way. She enrolled in a trade program that gave her the skills needed for carpentry. She found work and Small Sums outfitted her with everything she needed to show up ready and confident.

Thank You to Our Community of Supporters

In 2020, our top referring organizations were: Catholic Charities Higher Ground St. Paul & Minneapolis, Dignity Center, Harbor Light Salvation Army, United Way, Listening House, Freedom House, Union Gospel Mission, and St. Stephen's.

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