



CREATING OPPORTUNITIES To SUCCEED



cots WHAT'S INSIDE



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Funded by the W.K. Kellogg Foundation

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cots LETTER OF GRATITUDE

FROM CHERYL P. JOHNSON, COTS CHIEF EXECUTIVE OFFICER



HELLO!

As I sit before you, I am reminded of a quote by the great educator, author, and civil rights hero, Booker T. Washington. *"Those who are happiest are those who do the most for others."* By that logic, there are many happy people who have helped COTS this year, and we cannot thank you enough. As we march forward into a new year, let's look back on some of the highlights of what your contributions have helped us accomplish in 2021.

- On any given day, we are housing approximately 290 families. Nearly 60% are children.
- We served 52,415 nutritious meals.
- We provided 40,212 nights of safe shelter.
- **We served 1,210 people in 462 families.**
- Due to the impact of COVID-19 on our families, and with many parents out of work, we were able to set up a virtual learning environment for our children to learn while practicing social distancing. We are so grateful for donors and funding partners who responded with increased giving during the challenges that 2021 brought. Your support made these and many other initiatives possible.

What an amazing accomplishment! Thanks to the financial contributions of our donors and our volunteers, we have directly impacted the lives of thousands of people over the last 40 years, and we truly could not do it without your support. **THANK YOU!!!!**

As we forge ahead in creating opportunities, we need your help. We anticipate the need for the resources COTS provides to increase as the housing crisis worsens. Families experiencing homelessness and housing instability face more and more challenges as time goes on. Your generosity helps us provide them with hope and a path forward, while breaking the cycle of instability.

Here at COTS, we focus on the whole person, not just the immediate need for shelter. Not only do we provide basic human needs like food and shelter, but also:

- A Child Development Center and a Learning Lab for kids
- Mobility coaching and mentorship opportunities
- Health and wellness programs
- Support groups
- Mental health resources
- Transportation assistance
- Job training and career development
- Adult education programs

Please join our movement by donating to COTS today. 83 cents of every dollar you donate to COTS goes directly to our programs and services that provides families with hope and stability that is desperately needed in these unstable and difficult times. Your donations and volunteer hours make a massive impact on people in your community who need your help today. We would not be able to do this incredibly important work without you. Together, we will face our challenges and continue to CREATE OPPORTUNITES TO SUCCEED.

With a whole universe of gratitude,

Cheryl P. Johnson
COTS Chief Executive Officer





HOUSING PROGRAMS

Data from Q4 2021 Report by Alyssa Rietveld

EMERGENCY SHELTER

Peggy's Place

ADULTS: 194
CHILDREN: 315
FAMILIES: 174

AFFORDABLE HOUSING

Peterboro Arms

ADULTS: 57
CHILDREN: 110
FAMILIES: 56

West Grand Boulevard

ADULTS: 7
CHILDREN: 6
HOUSEHOLDS: 7

SUPPORTIVE HOUSING

Buermeyer Manor

ADULTS: 14
CHILDREN: 13
HOUSEHOLDS: 14

Scattered Site Housing

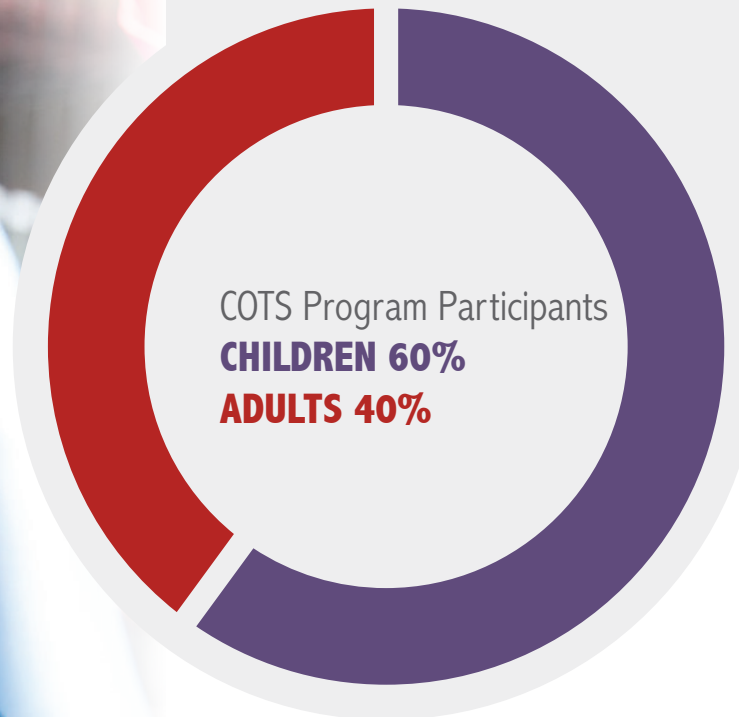
ADULTS: 254
CHILDREN: 240
HOUSEHOLDS: 211

Children Served - **684**

Adults Served - **526**

Hours of Childcare Provided - **1,925**

Of all the heartbeats we touch on any given year, **nearly 60% are children.**



TOTAL NUMBER OF PEOPLE SERVED
1,210 PEOPLE IN 462 FAMILIES

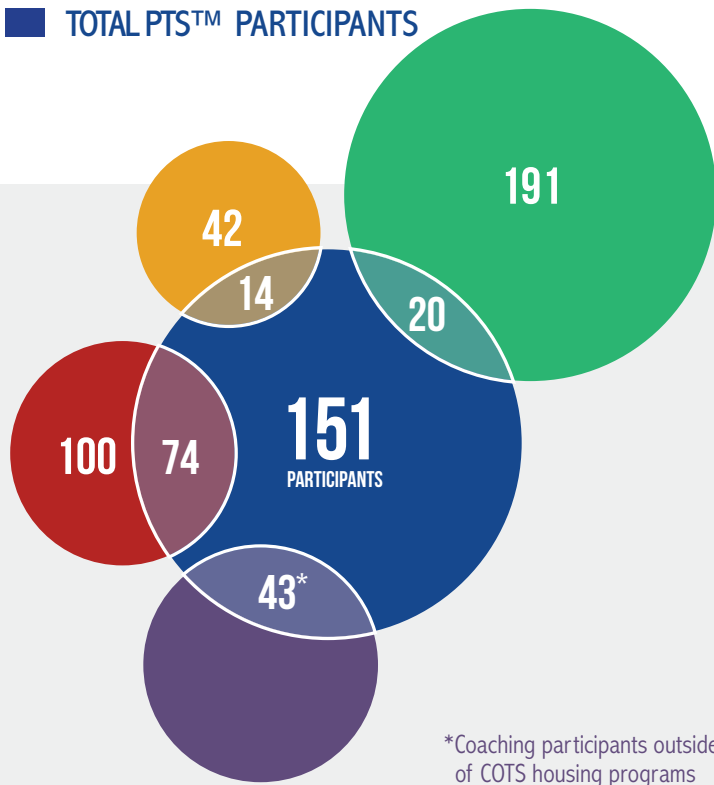


ENGAGEMENT

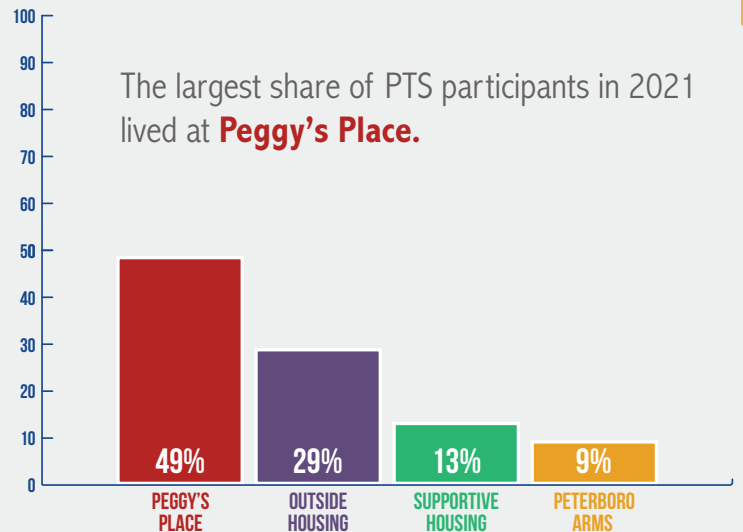
Data from Q4 2021 Report by Alyssa Rietveld

About 24% of families who lived in COTS housing programs in 2021 engaged in the Passport to Self-Sufficiency™ (PTS). Forty-three others were engaged and not living in COTS housing. Engagement is defined as the participant being actively coached and having set at least one goal in 2021.

- PEGGY'S PLACE
- PETERBORO ARMS
- SUPPORTIVE HOUSING
- OUTSIDE HOUSING*
- TOTAL PTS™ PARTICIPANTS



*Coaching participants outside of COTS housing programs



GOAL TRACKING



2022 IMPACT TRACKING GOALS

1. **Increase focus** on children's outcomes and growth, in part through a newly designed Child Mapping Tool
2. **Develop** a referral tracking system for collaborative partners
3. **Expand** our ability to track advocacy efforts and wins



FAMILY DEVELOPMENT PROGRAM

What is it?

The Family Development Program (FDP) is a new initiative at COTS funded by the W.K. Kellogg Foundation. The FDP emphasizes whole-family services and makes a renewed commitment to interrupting generational poverty by having increased programming and resources for children and parents.

What are the new services being offered?

Drop-in childcare is an amazing new service for our families! Families can request child care staffing for specific hours as needed. Latris Pointer, our Children's Engagment Coach, offers support to young children ages 5 to 9. We have added a new team member, Brandi Vaughn, our Community Support Liaison, helps families

build better relationships with schools and access community resources. We are expanding our Learning Lab where school-aged children at Peggy's Place will find the academic support they need from our teachers. Mobility coaching, employment coaching, and increased mental health resources are also available.

We would like to sincerely thank the W.K. Kellogg Foundation for their continued support and partnership in helping us to **CREATE OPPORTUNITIES TO SUCCEED.**

If you are interested or would like more information, please contact Delphia Simmons, Chief Impact Officer, dsimmons@cotsdetroit.org.



cots FINANCIALS 2021

FISCAL YEAR ENDING 6/30/2021



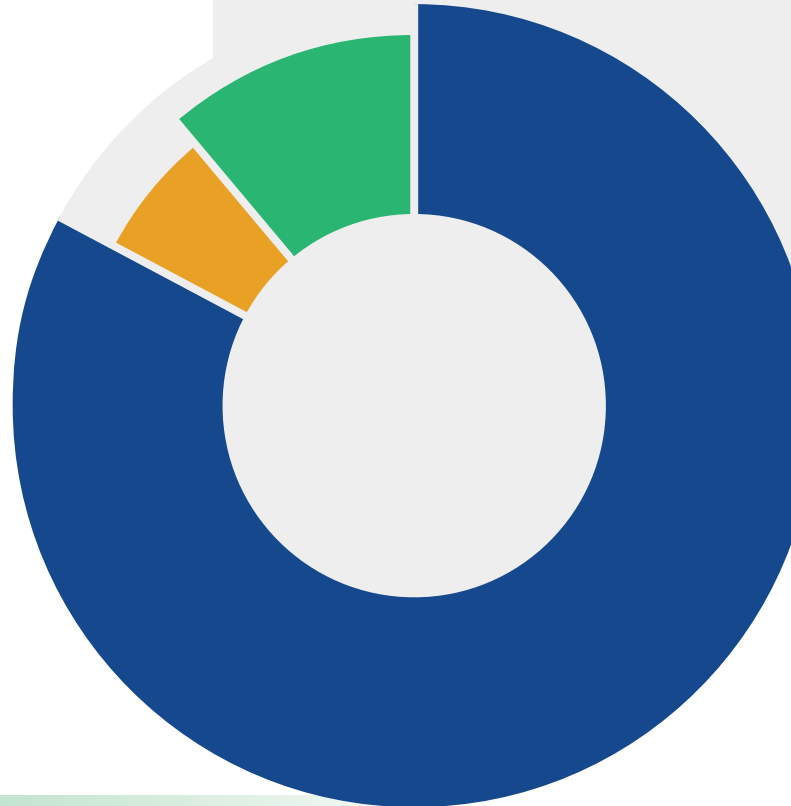
REVENUE

General Contributions	1,394,870
In-Kind Contributions	122,240
Foundation Grants	1,858,974
Federal Grants	3,080,748
State Grants	478,116
Reimbursement for Services	8,785
Net Realized and Unrealized Gain on Investments	274,548
Interest Income	120,255
Endowment Contributions	1,500
Rent and Miscellaneous Income	327,053

TOTAL REVENUE AND SUPPORT: 7,667,089

83 cents of every dollar donated to COTS goes directly to our programs and services that provides families with hope and stability.

Your Charitable Dollars at Work
Programs & Services 83%
General Management 6%
Fundraising 11%



EXPENSES

PROGRAM SERVICES:

Emergency Shelter	3,125,708
Supportive Housing	2,699,216
Affordable Housing	127,148
Transitional Services	88,511
Counseling and Housing Support	427,746
TOTAL PROGRAM SERVICES	6,468,329

SUPPORT SERVICES:

Management and General	501,611
Fundraising	814,090
TOTAL SUPPORT SERVICES:	1,315,701

TOTAL EXPENSES: 7,784,030

COTS FUNDING SOURCES

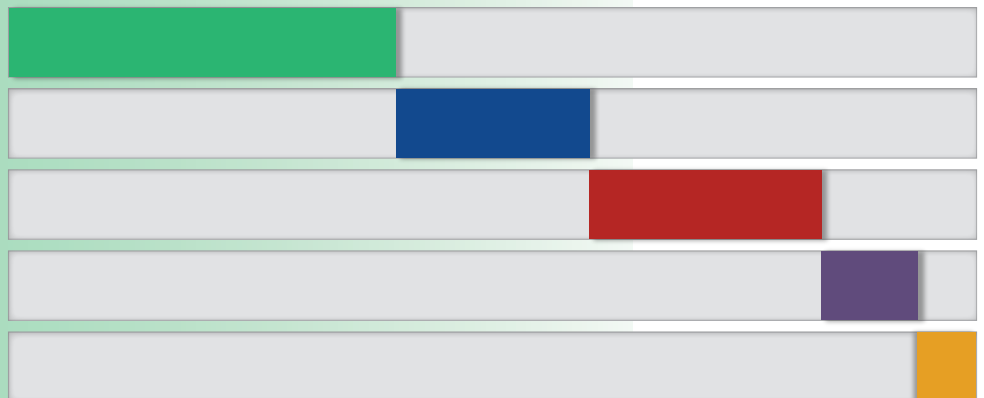
Federal Grants 40%

Individual Contributions 20%

Foundation Gifts 24%

Income & Other 10%

State Grants 6%





There's a new way to get inspired on the go! The Art of Family Podcast is a unique opportunity to inform hearts and minds about what it means to experience homelessness as a family in Detroit. Led by Cheryl P. Johnson, and Art of Family veterans who now serve as peer mentors and encouragers, this podcast shares conversations with COTS families, team members, volunteers, partners, and donors. Conversations are focused on life, goals, challenges, and dreams for the future in what is sure to be an emotional journey of discovery, hope, and love.

Aisha Morrell-Ferguson, Chief Development Officer for COTS, says that using a podcast is a great way to share these important personal reflections.



**REAL CHANGE
HAPPENS
THROUGH
PARTNERSHIP”**

- Aisha Morrell-Ferguson

“Stories are so important, and each story has tremendous value and insight that can inspire us all. The Art of Family is about bringing people together because real change happens through partnership.”

The Art of Family Podcast is a vehicle for sharing stories directly from the source. It allows us to step outside of our own experiences and learn new perspectives. Each episode gives us the opportunity to learn and grow together as a community, and we look forward to sharing many more episodes with you in the future.

Have a suggestion for a future episode or feedback for us? Email us at theartoffamily@cotsdetroit.org!

COTS SUCCESS STORIES



ARTIST SPOTLIGHT: ETHEL RUCKER



Ethel RUCKER

Ansel Adams once said, “You don’t take a photograph, you make it”. Ethel Rucker is making wonderful things happen as a skilled photographer and entrepreneur. Photography has always been a passion for her, and after some personal challenges, Ethel is making her dreams come true.



Ethel has flourished in photography and has launched her own business, Hart Eclectic. As a former COTS program participant, Ethel has had great opportunities partnering with COTS for numerous photo shoots including The Art of Family spotlight

spreads, graduations, family photo shoots, and headshots of COTS CEO, Cheryl P. Johnson, to name a few. Her biggest success to date was capturing headshots for the Detroit Opera House staff. Her work has also been prominently featured in campaign literature and on area billboards..

Ethel is living her truth. Not only a student, a mentee, and an entrepreneur, but she is also a single mother to four beautiful children. She is continuing to pursue her goals by being a member of supportive and uplifting women’s groups such as Warrior Woman Against Poverty and The Ladies League of Detroit. And she’s not stopping there. Some of her other entrepreneurial talents include customizing items such as shoes, mugs, clothes, and wooden artwork. We are truly blessed to collaborate with such a talented artist and businesswoman and look forward to sharing her work in the future.

To book Hart Eclectic or for further information, please contact Ethel Rucker at harteclecticcd@gmail.com

TCOTS DONOR ROLL CALL

CALENDAR YEAR ENDING 12/31/2021



CORPORATE AND FAITH-BASED ORGANIZATIONS

Presented in alphabetical order

THANK YOU.

A. Alfred Taubman Foundation
Advisors Capital, Inc
AFGE
Ajemian Foundation
Albert & Doris Pitt Charitable Trust
Ally Financial
Ally Matching Gift Program
Amazon Smile
America's Boating Club Of Southeastern Michigan
Amica Companies Foundation
Applegate & Thorne-Thomsen, P.C.
Arts, Beats & Eats
Attendance On Demand
Authority Health
Ayurveda Hydration
Bank Of America Charitable Foundation Inc
Barton Malow Foundation
Behavioral Ideas
Better Options, LLC
Bill.Com Online Memorial Donations
Bingham Medical Center
Blessed Seeds
Borgwarner Foundation
Brilliant Detroit
Brown Family Foundation
Burke Video Company
C Community
Carbonari Family Foundation
Centerplate
Chapel Hill Baptist Church
Charities Aid Foundation Of America
Chesapeake Community Advisors, INC.
Christ The Redeemer Church
Citizens Charitable Foundation
Clannad Foundation
Community Caring Progam
Community Foundation For a Greater Richmond

Community Foundation For Southeast MI
Consumers Energy
Dakota Integrated Systems, LLC
David Hackney Foundation
Detroit Cristo Rey High School
Detroit Regional Chamber
Detroit Towers Condominium Association
Dominican Cloistered Nuns
DTE Energy Foundation
Edsel B. Ford II Fund
Elizabeth, Allan & Warren Shelden Fund
Eppert Family Foundation
Ethos Development Partners
Facebook
Families Advancing Through Empowerment (Fate)
Fews Memorial
First Baptist Church Of Birmingham
First Family Counseling
First Presbyterian Church Of Brighton
First Presbyterian Church Of Farmington
Flowers For Dreams Foundation
Founders Brewing Company
Frontstream Panorama
Full Gospel Christian Church
Fusco Shaffer Pappas
G&M (Give & Move)
GBU Life
Gerry and Bill Cowlin Foundation
Glamour Salon
Grace Neonatologist PC
Great Faith Ministries Int'L Inc.
Greater Wayne County Chapter Of The Links, Incorporated
Greater Works Inc.
Grosse Pointe Congregational Church
Hartford Memorial Baptist Church
Holy Cross Lutheran Church
Huntington Bank
Insignia Training Partners, LLC
James and Lynelle Holden Fund
Jeff and Melissa Joy Family Foundation
JP Morgan Chase Bank
Junior League Of Detroit Inc.
Kapor Center For Social Impact
KMG Prestige Inc.
KPMG LLP
Kroger Community Rewards
Lilly Of The Valley Community
Lincoln Dental Group PC
Lineage Logistics

Maner Costerisan
Manifold Glory Apostolic Church
Masco Corporation
McGregor Fund
McKeen & Associates PC
Meijer
MGM Grand Detroit
Michigan Community Service Commission
Michigan First Credit Union
Michigan Reproductive Medicine
Michigan State Housing Development Authority
Mightycause Charitable Foundation
MLG Foundation
Moshiach Ministries Outreach
Motown Soup
Mutual Of America
Nancy Alpern Levin & Nina Jackson Levin Philanthropic Fund
Network For Good Organization
Nicholas Martin Jr. Family Foundation
Olson-Kulka Foundation
Orchard Lake Community Presbyterian Church
PayPal Giving Fund
Peggy Young & Associates, Inc.
Pepsico Foundation - Yourcause LLC
Plante Moran
PNC Foundation
Preferred Title Agency
Presbytery Of Detroit, Inc.
Price Waterhouse
Ralph C. Wilson, Jr. Foundation
Ralph L. and Winifred E. Polk Foundation
Ram Construction
Rimer Giving Fund
Rodger & Loree Wasserman Philanthropic Fund
Rose Family Foundation
Say Detroit Foundation
Shelley and Marc Willner Hineni Fund
Sisters, Servant Of The Immaculate Heart Of Mary
So We Go Ye Ministries
Southwestern Church Of God
St. Anne Catholic Church
St. John's Lutheran Church
St. Kenneth Roman Catholic Church
St. Michael's Episcopal Church
St. James Presbyterian Church
TD Ameritrade Clearing
The Aoun Giving Fund

The Benevity Community Impact Fund
The Children's Foundation
The Coville-Triest Family Foundation
The Detroit Unity Association
The Elmira L. Rhein Family Foundation
The Elwood & Carol Simon Family Foundation
The Grosse Pointe Memorial Church
The Hope Foundation
The Hurvitz Family Fund
The Jamie and Denise Jacob Family Foundation
The Jewish Fund
The Kresge Foundation
The Samuel L. Westerman Foundation
The Sigmund and Sophie Rohlik Foundation
The University Of Michigan-Ssc A/P
The Wilkinson Foundation
The Foley and Fredendall Charitable Fund
Thomas F. Tipi Revocable Living Trust
Thomson Reuters (Tax and Accounting) Sevices, Inc
Transfer Stripe (Handup Pbc)
UBS Financial Services Inc.
United Way Of Alabama
United Way Of Metropolitan Dallas
United Way Of Rhode Island
United Way Of Southeast Michigan
Urban Science
Urbanum
Venteon
W. K. Kellogg Foundation
Wachlarz Family Charitable Fund
Warwick Group & JDP Consulting
Wines For Humanity
Xklusively Plush LLC
YourCause, LLC
Zampani Giving Fund
Zatkoff Family Legacy Fund, LLC

scots DONOR ROLL CALL

CALENDAR YEAR ENDING 12/31/2021



MAJOR DONORS

Presented in alphabetical order by surname

Mr. Ronald Acho
Ms. Nancy Altschuler
Ms. Gretchen Anderson
Mrs. Mary Andreovich
Mr. and Mrs. Frank Angileri
Mr. Robert Anthony
Dr. Harold Arrington
Ms. Debra Barry
Mr. Donald Baty
Margaret Baxter
Dr. William Beauregard
Mr. James Berch
Judith and William Berk
Mr. Richard Bisio
Dorothy Black
Mr. Leroy Bliven
Mr. Glenn Bogus
Corey Bordine
Mr. Mark Borin
Timothy Bradley
Ms. Marcie Brogan
Mr. Bruce Brorby
Dr. Malaney Brown
Mr. Richard Brown
Mr. Cyril Buesmeyer
Mr. Paul Burbach
Mr. Don Burton
Judge John Callahan
Mr. Ronald Case
Ms. Katherine Cashen
Mr. Kenneth Cauvin
Mr. Melvin Cherry
Mr. Michael Coleman
Mr. Dennis Colling
Mrs. Barbara Cooper
Mr. Michael Corrigan
Mr. Christopher Cox
Mrs. Debra DeFour
Ms. Diane Denis
Mr. Donald Dillon
John Dinan
Mr. David Domzal
Mr. David Dumouchel
Mr. John Dunn
Mrs. Susan Durance
Ms. Nancy Dwyer Chapman
Jim Ernst
Mr. Stephen Ernst
Randy Eschels
Ms. Ina Fernandez
Mr. and Mrs. Randolph Forester
Adam Forste

Charity Fort
Dr. and Mrs. Michael Frank
Gary & Stefany Freeman
Mr. Bernard Friedman
Mr. and Mrs. Daniel Frohardt-Lane
Andrew Gilroy
Mr. David Ginsburg
Mrs. JoAnne Godfrey
Mr. and Mrs. Eric Gold
Ms. Lisa Goldstein
Diana Goode
Mr. and Mrs. Mary Ann Gorlin
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Mr. Zigmund Grutza
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Mr. and Mrs. David Jakubowski
Mrs. Cheryl Johnson
Mr. Richard Johnston
Ms. Deborah Jones
Ms. Katherine Jordan
Ms. Judy Judd
Mrs. Florence Kassab
Mr. Harold Kassab
Mr. David Keeler
Mr. James Keller
Mr. Philip Kennedy
Mr. Thomas Klein
Mr. Jerry Knoppow
Lynne Kogel
Rosemarie Kurzynski
Mrs. Prindle La Barge
Carol Lake
Ms. Linda LaMoreaux
Mr. Terry Lanzen
Mr. and Mrs. Bob Lenard
Mr. Timothy Lennon
Mr. Richard Lewnau
Mr. and Mrs. Donald Little
Mr. and Mrs. Stephen Lloyd
Ms. Beverly Luria
Mr. Joseph Malloure
Mr. Dale Manor
Kevin Marchetti
Mr. and Mrs. Kirk Martin

Ms. Rebecca McCabe
Mr. Douglas McKeon
Ms. Susanne McMillan
Mrs. Geraldine McMillan
Thomas & Joan Mellnick
Mr. John Metzler
Mr. Michael Mihalich
Mrs. Leslie Miller
Mr. Stanley Moore
Mr. James Morton
Mr. Cyril Moscow
Mr. Jerome Mrokowski
Ms. Amy Muawad
Mr. Thomas Mudie
Mr. David Mullett
Mr. Robert Muncey
Mr. Andrew Muth
Mr. Michael O'Bryan
Ms. Kathleen O'Gorman
Mr. Larry Oman
Mr. Donald Paquette
Mr. Matthew Peabody
Ms. Janet Peceny
Ms. Antoinette Pilzner
Mr. Charles Polzin
Mr. Robert Randlett
Mr. Christopher Ratkowski
Martha Ratliff
Mr. Donald Regan
Jeffrey Rivera
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Mr. George Rochette
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Mr. Albert Schweickart
Ms. Gail Scott
Mr. Paul Seibold
Ms. Janet Shenefeld
Ms. Delphia Simmons
Mrs. Judith Sims
Mrs. Bonita Singal
Kushal Singh
Mr. Raymond Sisan
Mr. Alan Smith
Kenton and Evelyn Smith
Mrs. Angeline Special
Mrs. Kathleen Spillane
Mr. Edward Sponseller
Meena Srinivasan
Mrs. Shirley Stancato
Ms. Patricia Stock
Ms. Sandra Summer
Mr. Jeffrey Supowit
Mr. Robert Svatos
Mr. Robert Swaney
Mr. Pdraic and Julie Sweeny,
Mr. John Talbot
Sudarsan Thattai
Krishna Thavarajah
Mr. Alan Thayer
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Marshall Widick
George Williams
Mrs. Sally Wilson
Stephen Wilson
Ms. Ayanna Yearby

**YOUR SUPPORT MEANS
THE WORLD TO US.**

cots PARTNERSHIPS



PASSPORT TO SELF-SUFFICIENCY™ PARTNERSHIPS

Family Stability

1LifeFullyLived
Brilliant Detroit
Children's Hospital of Michigan
(Kohn's SAFE 4 Kids)
Detroit People's Platform
Furniture Bank of SE Michigan
HandUp Detroit
Ladies League of Detroit
Black Family Development
Humble Design
Lakeshore Legal Aid
Mariners Inn
Birthday Party Project
Jack and Jill
Detroit Housing Trust Fund Coalition

Health & Well-being

Development Centers
Starfish Family Services

Advantage Health
Authority Health
Covenant Care Community Health
Detroit Symphony Orchestra (DSO)
Journey 2 Healing
Planned Parenthood
Soil2Service
Street Medicine Detroit
The Yunion
Warrior Women Against Poverty
Central City Integrated Health

Financial/Economic Empowerment

Ally Bank
Center for Working Families (LISC)
Community Economic Development
Association of Michigan (CEDAM)

Education & Job Training

Detroit Job Corps
Detroit Reconnect - Detroit Drives Degrees

Dominican Literacy Center
St. Vincent and Sarah Fisher Center
Work Skills Corporation
Phlebotomy Express Training
Centers, LLC.
Ser Metro - Youth Build
Brightmoor Alliance
Gingras Global

Employment & Career

Better Way Detroit
Brilliant Mindz
Center for Employment Opportunities
(CEO)
Detroit at Work
Downtown Detroit Ambassador - Block by
Block Program
Empowerment Plan
Goodwill
Jewish Family Services

John Evans Montessori School
Malace HR
Michigan Rehabilitation Services
Prosper Us Detroit
Rebel Nell
Restaurant Opportunities Center (ROC)
Southwest Solutions
Detroit Chamber of Commerce

Other

Community Development Advocates of
Detroit
Economic Mobility Pathways (EMPath)
Michigan Coalition Against Homelessness
(MCAH)
Operation Hope

PASSPORT TO SELF-SUFFICIENCY™ COACHING EVENTS

COTS had a total of 152 coaching events in 2021. This number includes 14 Affinity Groups and 45 Partner Events. A Partner Event is an event hosted by COTS and facilitated or co-facilitated by a partner organization or a guest speaker.

Group Coaching - COTS Mobility Coaches hosts a variety of group engagements with PTS participants. Group sessions are held with participants residing in Peggy's Place Emergency Shelter, focus is tailored to the beginning journey of self-sufficiency. Group sessions are also held with participants in housing who have committed to long term coaching, focus is tailed for those further on their journey of self-sufficiency. Group session topics are in the five domains of The Passport to Self-Sufficiency (PTS). Examples include:

- Family Stability - Being a good neighbor, and home ownership education
- Financial Empowerment - How to develop a household budget, and credit building
- Health & Well-Being - Developing healthy relationships, and mental health resources for parents and children
- Education & Job Training - Connection of education to career options, and trade school and/or college options
- Employment & Career Development - Difference between a job and a career, and career option overviews

Group Coaching sessions are facilitated by the Mobility Coaches, and guest presenters are welcome. Community resources related to the topic of discussion are often shared. Participants are included in discussions, and their input for topics are incorporated. Group Coaching engagement have been a success since the beginning of PTS in 2015, and have continued to be exceptionally beneficial.

To support COTS, visit:

cotsdetroit.org



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