CREATING OPPORTUNITIES TO SUCCEED
1 LETTER OF GRATITUDE
  From Cheryl P. Johnson, COTS Chief Executive Officer

2-4 IMPACT 2021
  HOUSING PROGRAMS
  ENGAGEMENT
  GOAL TRACKING
  FAMILY DEVELOPMENT PROGRAM
  Funded by the W.K. Kellogg Foundation

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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

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

Children Served - 684
Adults Served - 526
Hours of Childcare Provided - 1,925

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

The largest share of PTS participants in 2021 lived at Peggy’s Place.

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
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 Engagement 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@cottsdetroit.org.
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

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%

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

“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!
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
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
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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 Program
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 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
Motorown 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
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PepsiCo Foundation - Yourcause LLC
Plante Moran
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Presbytery Of Detroit, Inc.
Price Waterhouse
Ralph C. Wilson, Jr. Foundation
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Ram Construction
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Rodger & Loree Wasserman Philanthropic Fund
Rose Family Foundation
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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 Covielle-Triest Family Foundation
The Detroit Unity Association
The Elmla. 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
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The University Of Michigan-Ssc A/P
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The Foley and Fredendall Charitable Fund
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United Way Of Alabama
United Way Of Metropolitan Dallas
United Way Of Rhode Island
United Way Of Southeast Michigan
Urban Science
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W. K. Kellogg Foundation
Wachlarz Family Charitable Fund
Warwick Group & JDP Consulting
Wines For Humanity
Xclusively Plush LLC
YourCause, LLC
Zampani Giving Fund
Zatkoff Family Legacy Fund, LLC
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Presented in alphabetical order by surname

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YOUR SUPPORT MEANS THE WORLD TO US.
PASSPORT TO SELF-SUFFICIENCY™ PARTNERSHIPS

**Family Stability**
- LifeFullyLived
- 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**
- 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 tailored 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

![COTS Social Media Icons]

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