



Preserving
HOPE

Providing
HEART

Restoring
HOME



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— 2010 —
ANNUAL REPORT

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GATEWAY180’S BOARD OF DIRECTORS

84% OF PEOPLE PLACED INTO TRANSITIONAL OR PERMANENT SUPPORTIVE HOUSING WILL NEVER BECOME HOMELESS AGAIN

GATEWAY180 PLACED **341** PEOPLE
INTO HOUSING IN 2010

OUR MISSION

Gateway180 is a valuable resource for women and children experiencing the unimaginable burden of homelessness. We provide safe, nurturing emergency shelter services designed to get women, children, and families into transitional or permanent homes in under 30 days.

OUR VISION & VALUES

Homelessness is complex, but our vision is clear: to end family homelessness in the St. Louis community. We do this through compassion, pragmatism, dignity, respect, empowerment, choice, partnership, and accountability.

LETTER FROM THE EXECUTIVE DIRECTOR

Dear Friends,

Gateway180 :: Homelessness Reversed is committed to ending family homelessness in St. Louis and making our community a better place for all. We work with a community of partner organizations, volunteers, and donors like you to empower homeless families—especially women and children—to move into supportive housing within 30 days or less. **In 2010, 341 homeless women and children were placed into supportive housing**, a remarkable achievement given our agency’s responsibility to provide over 40,000 bed-nights of emergency shelter and 120,000 meals annually.

On any given day, 65% of the clients at Gateway180 are children under age 11. Our goal is to make sure that these children are in housing as quickly as possible, and that will happen as we create an environment of empowerment for homeless families. Stable housing improves education, health care, and social outcomes for children and adults, greatly improving families’ opportunities for success.

As you will see in the performance section below, we strengthened our financial position by producing an operational surplus while doubling the monetary value of our organization through facilities improvements totaling \$470,000. At Gateway180, our critical work is to empower the families we serve to move from homelessness to stable, permanent housing in our community.

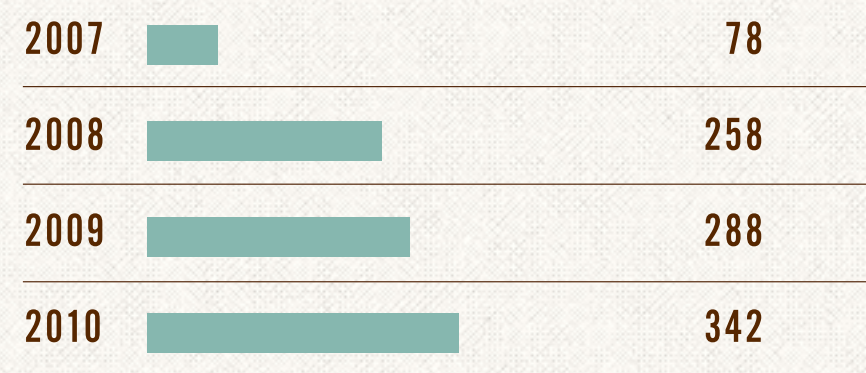
Thank you for your wonderful support and for all you do to help end family homelessness in St. Louis! We have more work to do, so we share this annual report as a way to continue our partnership with you and develop our efforts together.

Sincerely,

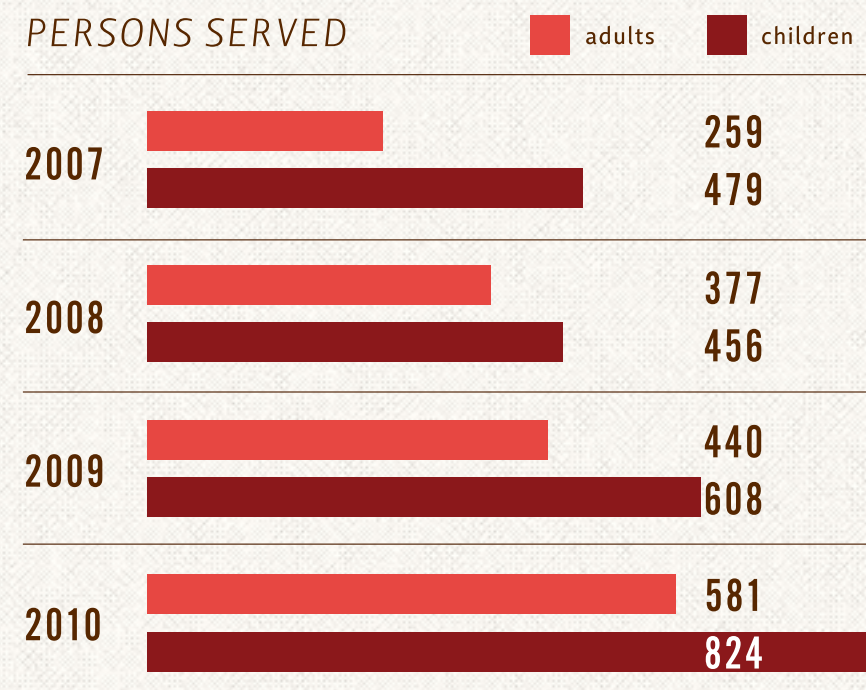
Martin Rafanan
Executive Director



PERSONS PLACED INTO HOUSING

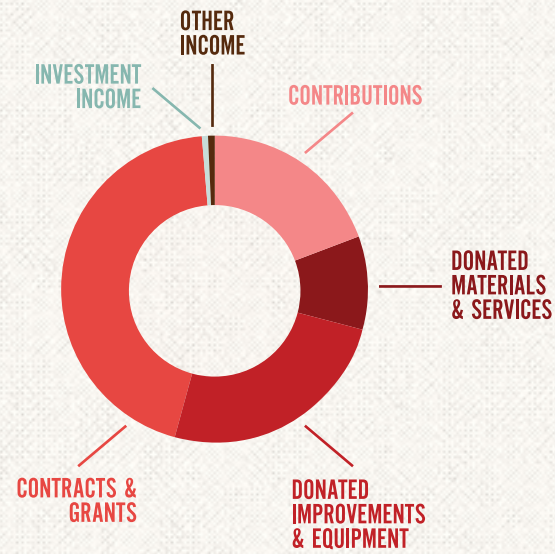


PERSONS SERVED



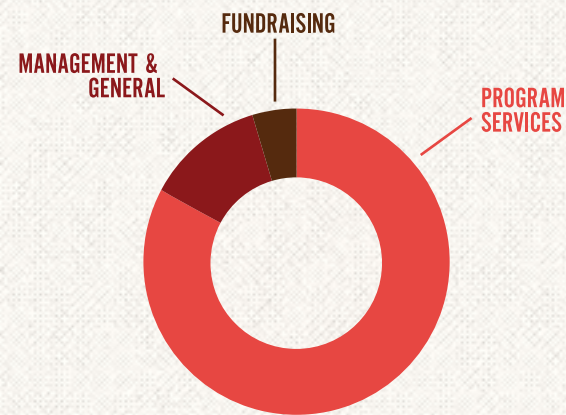
2010 OPERATING REVENUES

Contributions	352,173	19%
Donated Materials and Services	181,608	10%
Donated Improvements & Equipment	447,532	25%
Contracts and Grants	806,715	45%
Investment Income	12,013	1%
Other Income	9,473	1%
Total Operating Revenue	\$1,809,514	100%



2010 OPERATING EXPENSES

Program Services	1,075,276	83%
Management and General	159,027	12%
Fundraising	63,026	5%
Total Operating Expenses	1,297,329	100%



SUPPORT FROM THE CITY

Bill Siedhoff, Director of the Department of Human Services of the City of St. Louis

“Gateway180 :: Homelessness Reversed has made remarkable progress in the last three years as our community’s ‘go-to’ organization for addressing the needs of homeless families. **They get homeless families into housing, and they do it quickly.** They also ensure that homeless families and children get the services they need to reverse homelessness. Gateway180 is a leader in ending family homelessness, and I’m proud to strengthen their efforts in partnership with the St. Louis Continuum of Care for Ending Homelessness.”

The Honorable Francis Slay, Mayor of the City of St. Louis

“For over a quarter century, Gateway180 :: Homelessness Reversed has provided care and support to homeless families. **In the last three years alone,** this organization, in partnership with the Continuum of Care for Ending Homelessness in St. Louis and the St. Louis City Department of Human Services, has placed **883 women and children into supported or permanent housing** while providing over **120,000 bednights of shelter** and close to **500,000 meals to people in need.** I commend Gateway180 for its important role in ending family homelessness in the City of St. Louis and for its dedicated service to people in need.”

The Honorable April Ford-Griffin, Alderwoman, 5th Ward

“Gateway180 :: Homelessness Reversed has done a great job in housing homeless families. They have one of the best records in the Midwest when it comes to moving homeless families into supported housing. **I am proud that they are a strong, focused service provider in the 5th Ward that produces results for people in need.** Gateway180 works collaboratively with other services in the 5th Ward and around the City to move all of us forward to end homeless in our city. I fully support their efforts and look forward to an even stronger partnership in the future.”

Preserving **HOPE**



*Every time we use the word “hope,”
we remind ourselves that hope isn't a
vague, wishful-thinking kind of thing.
Hope is a real, feel-it-in-your-ribs longing
for the specific, often concrete things
that give our lives meaning.*



HOMELESS CHILDREN

Gateway180 :: Homelessness Reversed serves 115 clients each day. On average, between 60% and 70% of our clients are children under the age of eleven. Gateway180 is dedicated to getting families back into homes in 30 days or less because **we believe that each day without a home is a day without a childhood.** We asked some of our youngest residents a few questions about homelessness, and this is what they had to say.



THE hardest THING ABOUT BEING HOMELESS IS ...

... going to school with kids that know my family is homeless ...
- Alexis, Age 9



... it gets really noisy and is hard to sleep ...
- Shamiya, Age 9



... not getting to have a snack at night ...
- Gary, Age 10

... sometimes people argue and it makes me feel scared ...
- William, Age 8

... not having any space to call my own ...
- Jaylyn, Age 11



I LOOK FORWARD TO MOVING INTO OUR own HOME BECAUSE ...



... we'll have a bathroom just for my family ...
- Markell, Age 6

... I'll have a room to play with my toys ...
- William, Age 8



... my friends will be able to come over like they used to ...
- Gabrielle, Age 12



... there will be a place to do my homework ...
- Jaylyn, Age 11

... I like when it's just our family around the table ...
- Ashanti, Age 9



Providing **HEART**



3 meals a day

Quiet

A safety net

Protection for women escaping domestic violence

A bed, a pillow, a set of clean sheets

Reunion

Trust

Stability

“HOUSING FIRST” STRATEGY

No one organization can hope to end homelessness on its own. Gateway180 is successful in placing people into housing because our supportive housing partner organizations are successful in achieving their missions. **Success in ending homelessness for families is based on providing the right services to the right family at the right time.** The Housing Resource Center (HRC) is the point of entry into the homeless services system. The HRC assesses a family's (or individual's) needs and refers them into a shelter that will best address their need. The success of our clients in housing is based largely on our ability to refer our clients into housing opportunities best suited to their specific situations.

Gateway180 is a proud member of the City of St. Louis' Continuum of Care for Ending Homelessness. United with the 60 member organizations in the Continuum, we adopt the “Housing First” strategy of

- **Prevention:** helping families in crisis to keep the housing that they already have
- **Rapid Re-Housing:** moving families out of emergency shelters and into permanent housing as quickly as possible
- **Targeted Services:** understanding families' needs and linking them to targeted services
- **Sharing Data:** collecting and sharing data to improve program management and planning

CLIENT STORIES - The Lewises

“I would like to introduce myself. My name is Carol and I’ve been married to Robert for thirty-two years now. We have 3 children who are adults now and 6 grandchildren. My family means the world to me. Cooking family dinners and spending quality time with them was what I loved the most. Living on the north side of Saint Louis for over 8 years was a pleasure. Everyone knew me in the neighborhood and they all called me grandma and respected me like they would their own grandmother. Love was in the air and I prayed that would never change.

“Our income was very slim, and sometimes we had to choose between staying warm and eating. I knew that I needed to be strong for our family. I understood that they looked up to me, so I tried my best to make ends meet and continue to look happy. That lasted until one day the city placed a bright orange sticker on my front door explaining to me that they were taking over my neighborhood for a redevelopment plan. I called my sister, who was also my landlord, and explained the horrific news. I pleaded and begged her to do something. I just knew that there was something that could be done.

“Robert and I had 30 days to move. This broke us down. Our smiles turned to frowns because we had no place to go and no money to move.

“My daughters heard about the situation and spoke with my husband and convinced him that moving into a shelter was the best move. I thought this was a horrible idea. I had all these visions in my head about shelter. I just knew all shelters were like the ones you saw in the movies. I was afraid that with us being elderly we would get treated differently. All these stereotypes left me with sleepless nights.

“With our 30 days getting closer and closer I knew we had to do something quick. I sat down and had a long talk with Robert. We cried and cried, but finally packed our things and called Housing Resource Center. After letting the worker know our problem, she directed us to Gateway180.

“We arrived at the shelter and I felt welcomed. The first thing that surprised me was that the workers were nice. They made me feel like it wasn’t the end of the world. I needed that comfort feeling.

“To have a beautiful room with new linen and furniture was a blessing. 3 hot meals a day was a gift from above because I didn’t know where our next meal would come from. I appreciate all that they have done and continue to do for my husband and me.

“Recently our file was presented to transitional and was accepted to the Hope House. We are grateful for this. Just knowing that we get another chance is what makes me feel so blessed. I don’t know where we would be if it wasn’t for Gateway180. Now, I come to the shelter a few times a week to give back. Volunteering in the kitchen with Ms. Gladys is a small way I can thank Gateway180 for their work and help inspire others going through a challenging time.”

CLIENT STORIES - Leslie

Leslie and her three young sons (6, 5, and 3) came to Gateway180 after “doubling up” with family and friends for years. After leaving a violent family situation, Leslie loaded the boys in the car and began driving, not knowing where to go.

She was referred to the shelter’s referral agency by her local police department. **Since arriving at the shelter, Leslie is sleeping better than she has in a long time and feels like everything will be okay for her and her boys.**

After just a few days at the shelter, Leslie gained the confidence to approach a manager at a local retail store. She asked the manager to hear her out as she shared her story of being a single mother to three boys, living at a homeless shelter and wanting to work. She promised the manager that she wouldn’t let him down, and within a few weeks, she was called for an interview and landed the job. On her second day of work, Leslie had the opportunity to meet that manager and personally thank him and reassure him that he could depend on her.

Leslie is quick to share her story with others and isn’t ashamed of being homeless. Thanks to her new job and the benefits it will bring her family, she’s confident she’ll never have to go down that road again. “This job is everything to me,” she says often, and she’s hopeful that her openness and honesty about her experience is a reminder to her coworkers “not to worry about the insignificant things in life and to focus on what’s important.”

After a childhood of abuse and living in challenging situations as an adult, Leslie describes her experience at the shelter as something of a retreat. **She feels at peace now that the “noise” in her life has gone away. She is grateful for the support that she and her family received at the shelter and is anxious to give back to others.** Eager to complete her probationary period at work, Leslie looks forward to the security of becoming a full-time employee and the generous benefits that will provide. She is proud of the 180-degree transformation that she’s making for her family at the shelter and is confident that she’ll be able to provide a stable and nurturing childhood for her boys. “That’s all I’m looking for,” she says.

Now living in Humanitri’s Transitional Housing Program, Leslie admits she is still struggling to get it all together. This is Leslie’s first time maintaining a full-time job and living independently. She is a woman of faith and is confident that, with the support of Gateway180, things will continue to improve for her and her children.

THE RIGHT SERVICE, THE RIGHT FAMILY, THE RIGHT TIME

- **Hope House Transitional Housing Program** – No income required, two year stay, intense case management services, onsite childcare facility, 24-hour onsite staff, onsite GED classes, summer youth programs, no utility expenses and 3% of income toward rent. One- and two-bedroom units and mostly for families.
- **Humanitri Transitional Housing Program** – Scattered site housing, so must be mature and able to live independently. Two years of supportive services which includes case management; must have income and must be employed within six to eight months of program entry. 30% of income is used for rent, but 15% is refundable if client exits successfully. These are 1-, 2-, 3-, 4-, and 5-bedroom units.
- **Humanitri Anchors Program** – Permanent supportive housing. Must be employed. Program provides six months of supportive services and helps with first month's rent and security deposit.
- **YMCA Transitional Housing** – Single women only. No income is required upon move-in but must be willing to find employment.
- **Almost Home Transitional Housing** – For pregnant teens.
- **Almost Home Apartments** – For single mothers with one or two children. Must be employed to cover utility and rental cost.
- **YEHS Section 9 Housing** – Must have income, no prior evictions or serious criminal activity. YEHS added in 2001 to its many community services a HUD-certified housing counseling program. This program targets homeless persons, low and moderate income St. Louis residences, and YouthBuild students and graduates. The program provides classes and counseling in financial education, pre- and post-home purchase, fair housing, predatory lending, and mortgage delinquency. In 2010, YEHS partnered with Gateway180 to provide financial education classes and counseling for the families of Gateway180. YEHS has a comprehensive approach to community services and embraced the opportunity to provide for the clients of Gateway180 and to give them priority for the Section 8 based project with follow-up services provided by Gateway180. The collaboration has been very successful, with 5 families already in permanent housing.

Restoring **HOME**



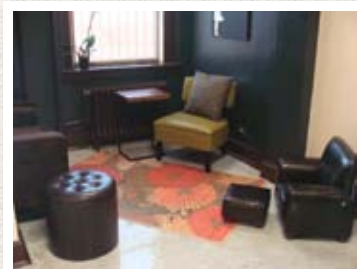
*We know how lucky we are
to have a building we can call home.
Thank you for giving your time and
resources this year to make
our home a better place.*

FACILITY IMPROVEMENTS

2010 was an outstanding year for facilities improvements at Gateway180. With the help of Roofers Local 2; the Roofing & Siding Contractors Alliance Inc. (RSCA); and Kirberg Company, Gateway180 received the gift of a new roof valued at \$120,000. In addition, the Urban League of Metropolitan St. Louis, Inc., through the Energize Missouri Housing Initiative of the Department of Natural Resources of the State of Missouri, provided over \$300,000 to Gateway180 in weatherization funding to replace our boiler and water heater, repair radiator systems, and complete overall weatherization work in the shelter. A local contractor provided the gift of \$20,000 in asbestos remediation and \$20,000 in electrical and fan installation.

Creating a welcoming environment for families to feel protected and comfortable during their short stay with us was something our generous community responded to in a big way in 2010. Eagle Scouts, faith groups, businesses, and families worked hard to transform our building, completing over \$50,000 worth of room makeovers.

We don't have the room here to feature them all, though we hope you'll come down and see for yourself what they've done to restore our home. In the meantime, here's a look at what our friends at Cure Design Group accomplished in foyer, the place where the experience of homelessness becomes a reality for many of our clients.



GATEWAY180's BOARD OF DIRECTORS

- Robert Barrett**, Gladys Manion Real Estate
- Kathleen Beach**, St. Michaels Emergency Rooms
- Henish Bhansali**, Washington University School of Medicine
- Nicholas Clifford**, Episcopal Church of St. Michael and St. George
- Kathy Connors**, Duke Partners / J.W. Cole Financial, Inc.
- Tad Dageforde**, Bank of America
- Kevin DeGraw**, Ameren
- Paul Eckrich**, Community Volunteer
- Dave Edwards**, Express Scripts
- Terris Grimes**, Saint Louis Science Center
- Herman Hanner**, Professional Environmental Engineers
- Rob Harding**, FormFast
- Jim Holbrook**, EMAK Worldwide
- Jennifer Jones**, Rubin Brown
- Rosemary Lawton**, First Unitarian Church
- Gregory Miday**, Washington University School of Medicine, Department of Internal Medicine
- Bruce Morgan**, KMOV
- Sharon Morgan**, Washington University School of Medicine, Department of Internal Medicine
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