



The

switchpoint™



DIFFERENCE

2023 ANNUAL REPORT



“I’VE ALWAYS WONDERED WHY SOMEBODY DOESN’T

DO SOMETHING

THEN I REALIZED, **I AM**

SOMEBODY”

-anon

MESSAGE FROM

CEO & BOARD PRESIDENT

IN THE FACE OF EVER-GROWING CHALLENGES FOR THOSE IN POVERTY, WE REMAIN DEDICATED TO PROVIDING HIGH-QUALITY SERVICES THAT TRULY TRANSFORM LIVES

Dear Friends,

What began as a simple shelter in southern Utah nine years ago has evolved into an organization that touches the lives of thousands, now in three counties throughout the state. This last year has brought remarkable growth and expansion of resources, services and initiatives for those in need throughout Washington, Salt Lake and Tooele Counties.

The Switchpoint model has become the heart of each of our communities, offering a safe haven and unwavering support for those facing poverty, food scarcity and homelessness. From our humble beginnings, we've broadened our services to include a food pantry, soup kitchen, job training, long-term housing units, childcare and other vital resources. Our holistic approach is key to empowering individuals and families to break free from cycles of poverty.

There are several standout achievements this year including the opening of The Point Fairpark in Salt Lake City, permanently housing an additional 100 seniors and veterans previously unsheltered. The completion of the Harris Community Village complex in Tooele County is noteworthy as it is the first of its kind in the state of Utah, with an emergency shelter, soup kitchen, 24/7 childcare, and 66 units of deeply affordable, permanent supportive housing.

We took a big leap forward toward our goal of self-sufficiency in launching Switchpoint Coffee Co., adding to our diverse portfolio of businesses, each of which helps us remain sustainable while making a positive impact on the communities we serve.

None of our success is possible without the efforts of mission-driven trustees, dedicated staff, generous donors, supportive state and local officials, and hundreds of invaluable volunteers.

Together, we can continue to create positive outcomes for individuals and families in need, guiding them toward a brighter future.

With heartfelt gratitude,



Carol Hollowell

Carol Hollowell
CEO



David Dangerfield

David Dangerfield
Board President



SERVICES PROVIDED TO

8,485

PEOPLE STATEWIDE

38,690

bednights provided
in shelters



3,095,388

pounds of food
distributed via food
pantries & soup kitchen

2023 STATEWIDE IMPACT

139

previously
unemployed
adults re-entered
the workforce

574

families received housing
assistance support
through housing case
management

430

Utahns
permanently housed
in Switchpoint
housing

220

children served at
Stepping Stones 24/7
childcare

988

volunteers
served a total of
31,628
hours

1,426

people accessed
emergency
shelters

MATTHEW & MARIA

MILLIONS OF HARD-WORKING AMERICANS LIKE MARIA ARE ONLY ONE MISSED PAYCHECK AWAY FROM HOMELESSNESS



“The thing I love most about Switchpoint is making new friends,” said 11-year-old Matthew. “This is not a problem for him,” his grandmother, Maria added, beaming with pride. It’s true. Everyone at the shelter is buoyed by this social butterfly. When she lost her job, Maria, Matthew, and Matthew’s mother lost their housing due to unpaid rent. Maria is looking for a job, “hopefully at a warehouse,” she says, “because they pay enough to afford rent.”

“Switchpoint has helped us with everything—the job search, food, clothes, shelter—and they’re kind. Once I start working, I want to repay them for all they’ve done for my family.” With her determination, we are confident that will be very soon.

THE SWITCHPOINT DIFFERENCE

WE SEE PEOPLE, NOT THEIR POVERTY

SAYING YES TO HELP IS AN IMPORTANT FIRST STEP, BUT IT IS ONLY THE START. INADEQUATE HELP CAN LEAVE A PERSON FEELING MORE HOPELESS. OUR FOCUS ON EMPOWERING CLIENTS TO KNOW WHAT TO DO NEXT CHANGES LIVES

The devastating effects of generational poverty ripple through families creating a shared sense of helplessness and invisibility. In order to break cycles of poverty, these roots must also be addressed. Our clients are treated with dignity and work with trauma-informed, individual case managers who meet them where they are, giving them the tools to begin seeing themselves as worthwhile, meaningful members of their own communities.

Switchpoint understands the journey toward stability and self-sufficiency is not a one-size-fits-all approach. Thus we offer a wide range of supportive services tailored to each individual's unique needs. We are committed to empowering every client with a hand-up, not just a handout. Our ever-evolving list of programs and services is a reflection of our dedication to offering services that will make a genuine impact within our communities.

We provide temporary shelter and permanent housing, access to nutritious meals, and assistance finding stable housing. But it doesn't stop there. We also focus on equipping individuals with the tools and skills to regain their independence. Our job training programs, educational resources, and counseling services help individuals develop the necessary skills and confidence to secure sustainable employment and housing.

SUPPORTIVE SERVICES INCLUDE:

- Individualized case management
- 24/7 emergency shelters
- Food pantry - soup kitchen
- Drop-in services:
 - meals, computer lab, showers
- Education and employment programs:
 - computer literacy
 - financial literacy
- Housing assistance including veterans
- Mental health resources
- Assistance with applications for food stamps, Medicaid, CHIP, etc.
- Job coaching and training
- 24/7 childcare



DERRICK FIGHTS BACK

MISSING IDENTIFICATION DOCUMENTS LEAVE MANY WITHOUT ACCESS TO VITAL RESOURCES, OFTEN LEADING TO HOMELESSNESS



With his warm smile and relaxed demeanor, you wouldn't guess Derrick was ever a fighter. His time as a professional boxer taught him flexibility and agility which came in handy while coping with adversity. When his aging mother needed care, he relocated to St. George to care for her full-time. Sadly, her condition quickly worsened and she was placed in an assisted living facility leaving Derrick with no job and nowhere to stay.

He came to Switchpoint seeking help with housing and job prospects. With the help of his case manager Stephan, he was able to access vital identification documents needed to apply for monthly social security benefits. He can now pay rent and take care of his health. Best of all, his case manager also arranged for him to move into the same facility as his mother, who is delighted to be reunited with her son. Derrick still has a lot of "fight" in him. He's getting in shape, making friends, and thoroughly enjoying his new life.

SENIOR HOUSING CRISIS

THE GREYING HOMELESS

SWITCHPOINT ORIGINATED WITH RAY, A HOMELESS SENIOR. THE LOSS OF HIS WALLET WAS THE FIRST DOMINO TO FALL AND HE DIDN'T HAVE THE RESOURCES TO PICK UP THE PIECES. RAY'S SITUATION IS NOT UNIQUE. OUR SENIORS NEED OUR ASSISTANCE

Nearly 1 in 5 people in the U.S. without a permanent place to live are 55 and older. This very vulnerable population is one of the fastest-growing groups of people experiencing homelessness. For many of them, it is first-time homelessness.

The average income for our elder clients is just over \$800 a month, making the median rent in Utah of \$1,571 per month far beyond out of reach. It is estimated that 700 senior adults in Utah will become homeless in 2023. The displacement rate this creates is 55% greater than the available affordable housing for these older adults. The only viable solution for our seniors is more deeply affordable housing.

The expanding needs of this vulnerable population are what led to our vision for The Point. The newest in this series of affordable housing for seniors, The Point Fairpark, opened in May 2023 adding an additional 94 units to the 100 units opened in 2022 for our Seniors and Veterans.



TOOELE COUNTY

HARRIS COMMUNITY VILLAGE

OUR COMMITMENT TO THOSE IN NEED NECESSITATES INNOVATION. THIS BEAUTIFUL COLLABORATIVE EFFORT IS THE FIRST OF ITS KIND IN THE COUNTRY, OFFERING MORE ON-SITE RESOURCES THAN EVER BEFORE IN OUR STATE

Switchpoint discovered the abandoned Harris Elementary School in 2019 and immediately saw potential. The vision of repurposing the school into a 24/7 emergency shelter and resource center was born. The 10-acre parcel would take time to be transformed into a one-of-a-kind complex to address the needs of those living in poverty and homelessness.

In collaboration with the Tooele Housing Authority, the vision finally became a reality!

Harris Community Village is the first of its kind in the country! This transformative initiative integrates a 24/7 emergency shelter resource center with 66 units of permanent supportive housing. Services on-site include:

- 24/7 childcare
- Community soup kitchen
- On-site case management

This strategic approach empowers residents with the tools and resources needed to secure and maintain stable housing, fostering community resilience.

This project was made possible with generous funds from the State of Utah, Tooele County, The Church of Jesus Christ of Latter-day Saints, and private donations.



DOMINIQUE

30% OF PEOPLE EXPERIENCING HOMELESSNESS BATTLE SERIOUS MENTAL HEALTH CONDITIONS. LACK OF HELP OFTEN LEADS TO ADDICTION



Three weeks after moving into her studio apartment at The Point Redhills, Dominique is feeling hope she hasn't felt in years. "I've turned a corner that feels different. I never have to live with a roommate who could pull me back into a dangerous lifestyle—or worse, live on the streets. It's a game changer," she said.

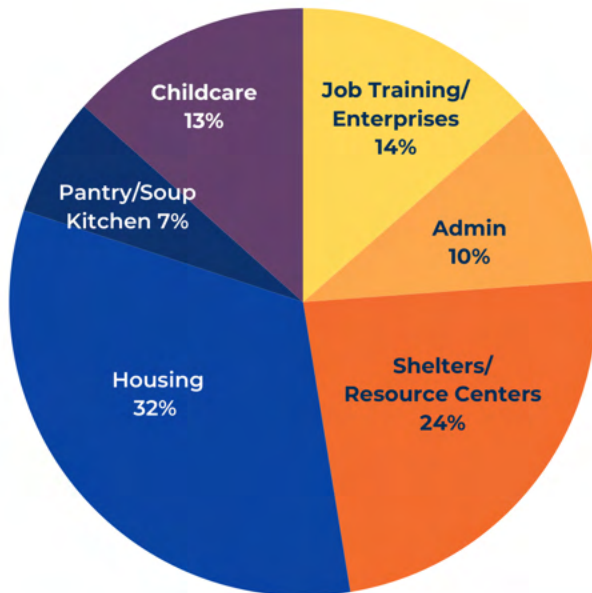
Prolonged, severe trauma in her early 20s left Dominique with complex PTSD. Without the treatment she needed for her mental health condition, she attempted to escape her unrelenting mental distress by self-medicating. Decades of suffering, addiction and chronic homelessness led to further health challenges and barriers to independence. A true survivor of life's hardest struggles, she is optimistic, passionate and eager to get to work. As she continues to heal, she hopes to help others find the support they need to prevent them from enduring what she has. Dominique has survived the worst and grown into a wise, resourceful, empathetic human being.

OPERATIONS

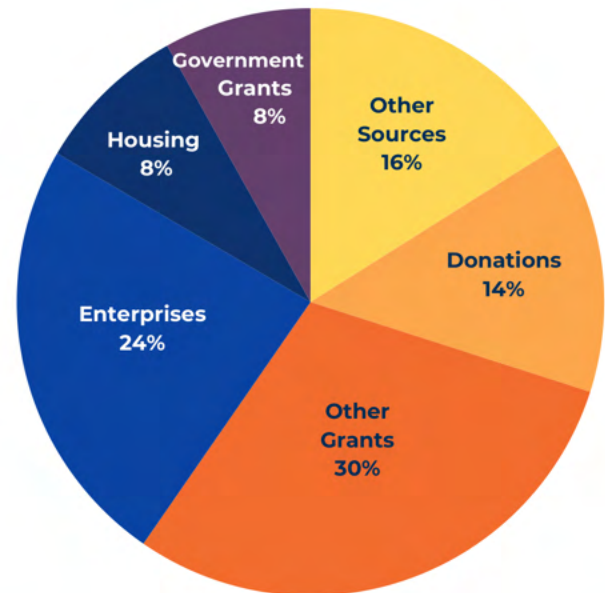
SOURCE AND USE

SWITCHPOINT RELIES ON A VARIETY OF SOURCES TO FUND OUR SERVICES AND PROGRAMS
76% OF FUNDING COMES FROM PRIVATE DONATIONS AND OUR ENTREPRENEURIAL VENTURES

2023 FUND USE



2023 FUND SOURCE



EXPENSES:

Job Training/Enterprise	\$1,580,293
Housing	\$3,801,368
Shelter/Resource Centers	\$2,746,454
Stepping Stones Childcare	\$1,559,528
Administration	\$1,196,766
Pantry/Soup Kitchen	\$764,746
Total 10/22-9/23 FY Budget	\$11,649,155

SUMMARY:

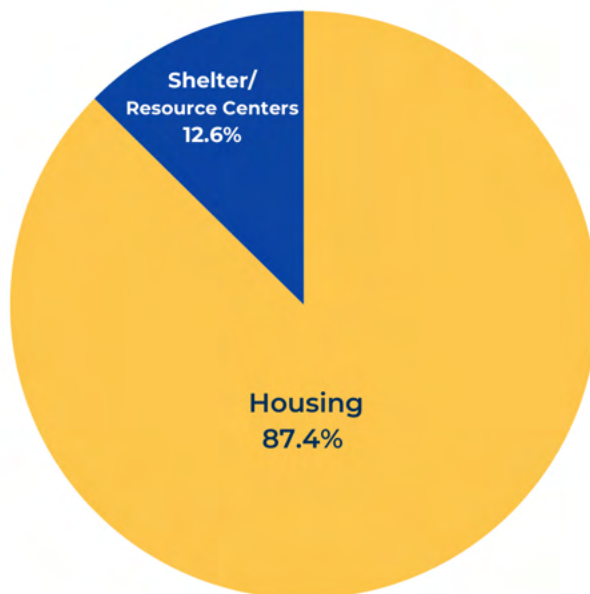
Earned Revenue from Enterprises	\$3,029,704
Federal & State Grants	\$1,032,901
Private Donations	\$1,765,958
Other Sources	\$2,043,791
Other Grants	\$3,776,801
In-kind donations; food and thrift	\$4,433,887

CAPITAL FUNDS

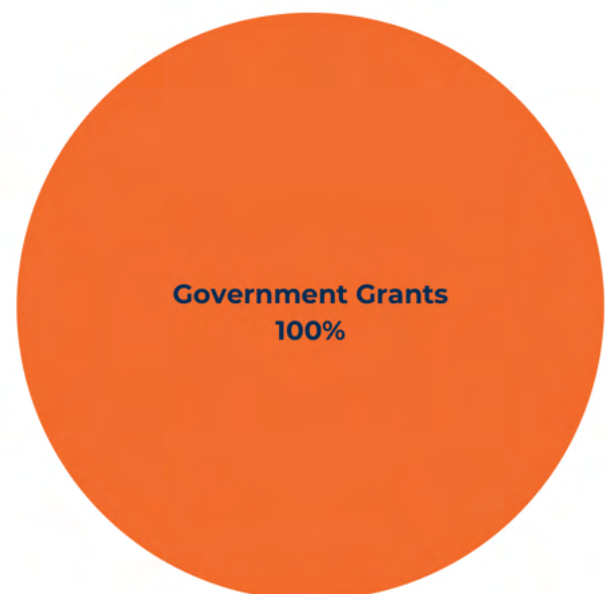
SOURCE AND USE

THE STATE OF UTAH, SALT LAKE COUNTY, SALT LAKE CITY, AND THE CITY OF ST GEORGE, WITH PRIVATE DONORS MADE OUR HOUSING EXPANSION IN ST GEORGE AND SALT LAKE CITY POSSIBLE

2023 USE



2023 SOURCE



REPORT DATA FOR FISCAL YEAR 10/22 - 9/23

"The Switchpoint model works to change lives, impact homelessness, and build solutions. People are treated with love, respect, and a hand up, not a hand out – it makes a difference."

-Mary Helen Stricklin, MSN, RNC, Board Member

REVENUE AND JOB TRAINING

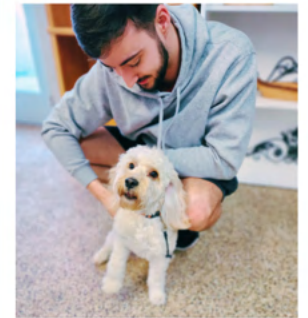
7 SUCCESSFUL BUSINESSES

76% OF SWITCHPOINT FUNDING IS PROVIDED BY PRIVATE DONATIONS AND PROFITS FROM OUR ENTREPRENEURIAL VENTURES

Switchpoint is committed to helping those in need to become self-sufficient and confident in their ability to care for themselves. We believe in our clients and help them feel valued and respected, which is a new experience for many.

Most shelters offer little more than a one-night-at-a-time place to sleep, sending those in need out on their own every morning. Without resources and guidance to make meaningful changes, poverty becomes virtually inescapable. One way we help people regain their power is through job training. This includes job shadowing, beginning with volunteering in exchange for 'Switch Bucks' (our own economy). Then, moving into full employment.

Through all of our entities, Switchpoint has created 183 jobs.



INNOVATIVE SOLUTIONS TO SUSTAINABILITY

SWITCHPOINT COFFEE CO

RICH IN FLAVOR, RICH IN PURPOSE. 100% OF PROCEEDS TO END HOMELESSNESS

Our goal of self-sufficiency has led to many innovations, the latest of which is our flagship product, Switchpoint Coffee Co. Switchpoint began over a cup of coffee between Carol and Ray. Coffee is one of the most traded commodities in human history so it made sense that it would be our first product. 'Ray of Sunshine' became our first blend, a light roast to honor the man who was the 'switch point' for Carol, totally changing the trajectory of her life.

Switchpoint Coffee Co. is being launched in local grocery stores, boutique shops, and nationwide online. More cups of coffee equals less homelessness in Utah. Small batch roasted here in St George, you can be assured you are receiving the freshest roast possible.

Embracing our commitment to social responsibility, Switchpoint Coffee Co. operates under fair trade and organic farming principles. We believe in fostering ethical relationships with coffee growers, ensuring they receive fair compensation for their hard work. Our dedication to organic practices extends beyond the cup, promoting environmental sustainability and community well-being in coffee cultivation.

Switchpoint Coffee Co. is a beverage with beautiful flavor notes. It's a testament to our values and a bridge between our mission and the global community. As we sip our coffee, we're reminded of the interconnectedness that fuels positive change.

SWITCHPOINT
COFFEE CO SWITCH - SIP - SUPPORT

SWITCH

to a coffee that
makes a difference

SIP

and feel the buzz
of doing good

SUPPORT

and end the cycle
of poverty



WINNING AWARDS

PROPELS OUR VISION

THE WORK ITSELF IS THE REWARD. RECEIVING RECOGNITION EXTENDS OUR MISSIONS REACH

Switchpoint was recognized by the Kem C. Gardner Policy Institute for exemplifying a genuine commitment to the community. Award recipients are passionate people who are referred to as “Informed Decision Makers”. The selection process is based on criteria consistent with the Institute’s core values: responsibility to the community; research integrity and relevance; accountability; collaboration, positivity, and passion. The Institute applauds Switchpoint’s work ethic, values, and dedication.

We are honored to have been awarded the prestigious Governor’s Spirit of Service Award, celebrating collective efforts that enrich the lives of our fellow Utah residents. This award, presented by Governor Spencer Cox, highlights the extraordinary dedication to volunteerism and community service that fuels our organization.



"Individually, we are drops;
together, we are an ocean of impact."

-Unknown

THANK YOU

YOU MAKE THE SWITCHPOINT DIFFERENCE POSSIBLE

In 2023 your generous support had a profound impact on the fight against poverty in Utah. Because of you, we extended our reach throughout St. George, Tooele, and Salt Lake City, forging invaluable partnerships.

As Switchpoint continues to be a stepping stone to independence for individuals, we remain steadfast in breaking down the barriers of poverty in every location we serve. Together, we've expanded a proven model to address the needs of individuals, families, children, seniors, and veterans in a climate of rising living costs. Your dedication empowers vulnerable individuals, providing hope and breaking down barriers.

Thank you for being an integral part of our journey. Your generosity remains a beacon of hope, and we deeply appreciate your support in our shared mission. Your contributions have lifted hearts, opened new opportunities, and made possibilities accessible for those who need it most. Words cannot adequately describe the depth of our gratitude, for it is through the collective efforts of compassionate individuals like you that Switchpoint is a transformative force, changing lives for the better.

As we move forward, we take strength from the knowledge that "it takes all of us" to be the Switchpoint.

2023

Board of Directors

David Dangerfield
Board President

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Bob Nicholson
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Shawn Guzman

Jimmie Hughes

Jeri Schnitker

Mary Helen Stricklin

Doug Thomas



switchpoint™

2023 ANNUAL FUND DONORS

Fiscal year: October 2022 - September 2023 Donations totaling \$1,765,958

\$50,000+

BE THE SWITCHPOINT SOCIETY

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Tech Ridge LLC

\$10,000-\$24,999

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Matthew Winkley

“Think of giving,
not as a duty, but as a
PRIVILEGE.”

-John D. Rockefeller Jr.



2023 DONORS

Fiscal year: October 2022 - September 2023

\$5,000-\$9,999

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Marjorie Budd
Willy & John Bullard
Todd Bulloch

2023 DONORS

Fiscal year: October 2022 - September 2023

\$1,000-\$4,999

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Lana & Derrill Larkin
Mary Laubscher
Pam & Brent Layton

2023 DONORS

Fiscal year: October 2022 - September 2023

\$1,000-\$4,999

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Fiscal year: October 2022 - September 2023

\$500-\$999

1 Peter 4:10 Stewardship Fund

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Dee & Greg Murray

Mark Nash

Dana & Mike Naylor

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Marilyn & Magnus Nelson

2023 DONORS

Fiscal year: October 2022 - September 2023

\$500-\$999

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Elaine Vickers
Lori Viets
Voyager Wealth Advisors
Cecil C. Wall Family Trust
Vickie Warner
Washington Lions Club
DS Wilkins LLC
Paul Williams
Sheila & Lance Williamson
Linda Wilson
Lorri Witkowski
Melodie Wolfe
Logan Wrigley
Troy Wynn
Anthony Zillmer
ZONOS



Always remember you have within you the strength, the patience, and the passion to reach for the stars to change the world.

-Harriet Tubman

OUR VISION

Every individual embodies their worth and value, with self-esteem, hope and abilities restored, thriving in affordable housing.



OUR MISSION

To empower those in need by addressing the underlying cause of poverty, providing a comprehensive plan to support the journey to self-sufficiency.