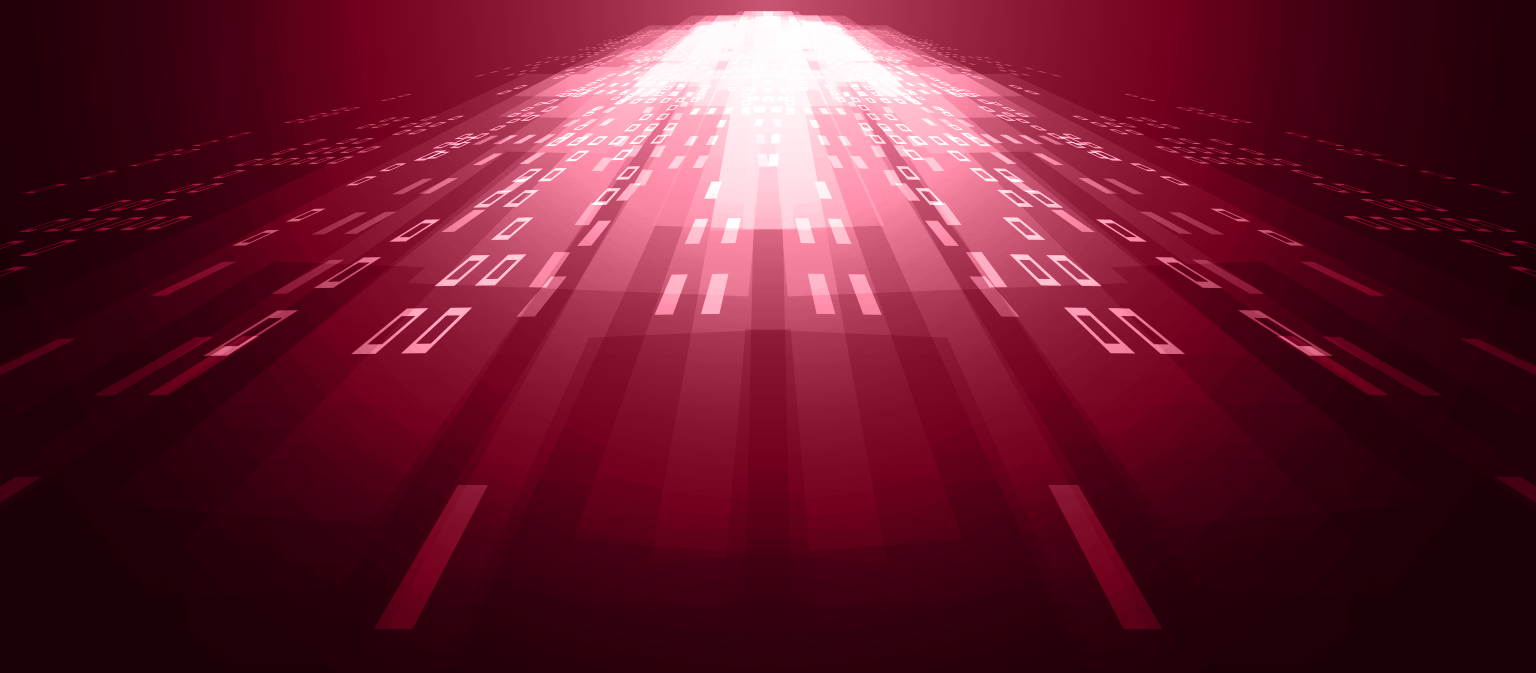


PEOPLE
INCORPORATED
MENTAL HEALTH SERVICES

ANNUAL
REPORT
2022



A Letter from our Board Chair and CEO

In an environment that is changing so quickly, the biggest risk is standing still. People Incorporated committed to the development of a new three-year strategic plan in 2022 to support and grow our charitable mission as we move into our 54th year of service. Recognizing the unprecedented challenges of the last three years, and fully acknowledging that many of those challenges continue currently, our strategy is to move forward with confidence.

As we began our strategic journey, we recognized that moving forward was equal parts risk and reward. In such a fluid environment, a deliberate focus on the clarity from our strategic work, as well as a well-informed, data-driven business practice that is aligned with our mission, vision, and values, will help us manage those risks. As a part of this important work, we began to refresh our mission, vision, and values to confirm that they supported the environment we found ourselves

in and the anticipated needs of the next few years. We also further ignited our commitment to becoming a data driven organization, acknowledging the needs in our field for information supporting equitable service access, care excellence, and improved and sustainable outcomes. The work of creating this strategic plan would not have been possible without confirming conversation that took us back to our roots, revisiting why People Incorporated does the work we do — why it matters and is necessary to our communities. Which brings us to the reward portion of this paradigm. People Incorporated is poised with our new strategic plan to continue forward, meeting our community where they are while providing excellence in access, care, and education, all of this predicated on data that drives us to innovate, grow, and establish better practices. We are committed to driving this vital work through our People, our Partnerships, and our Passion for community wellness.



Susan M. Ernster, FSA

Sr. Sue Ernster
Board Chair
People Incorporated



Jill Wiedemann-West, MA
Chief Executive Officer
People Incorporated

Board of Directors

Sr. Sue Ernster, *Chair*
Heidi Fisher, *Vice Chair*
Trisha Stark, PhD, LP,
MPA, MJ, *Secretary*
Ellen Sue Ewald, *Treasurer*

Jennifer Anderson
Bruce Bobbitt, PhD, LP
Doug Elsass
Emily Essert, PhD
Nancy McKillips

Seth Paradis, PhD
Chad Saunders
Kyle Thomas
Sharon Williams
Matt Winston

10,973

Discrete Clients
Served

698

People Incorporated
Employees

\$541,059

Contributed to
Unreimbursed Care

The number of clients receiving more than one service increased by **15%** in 2022 to **28%** with an increase of **3,072** clients

20 Programs at **27** Locations including Intensive Residential Treatment Services (IRTS), Hybrid Crisis & IRTS, Long-Term Residential, and Outpatient Mental Health Clinics

► Income Reimbursement Sources \$54,107,308

Medical Assistance	Prepaid Medical Assistance Program	State + Federal Grants	Housing Support + Service	Contributions + Grants	Commercial Insurance	County Sources	Private Pay
\$21,211,309 39.2%	\$20,126,958 37.2%	\$3,295,009 6.1%	\$2,507,722 4.6%	\$2,026,679 3.7%	\$1,987,910 3.7%	\$1,584,638 2.9%	\$1,367,083 2.5%

► Expenditures by Major Program (IN THOUSANDS)

Supportive Services	Supported Housing	Youth and Family	Outpatient Clinics	IRTS + Crisis Residential	Homeless Outreach	Total
\$10,396	\$7,460	\$5,102	\$4,604	\$16,614	\$4,267	\$48,443

► 2022 Organizational Revenue

\$47.655

(IN MILLIONS)

Program Revenue

\$2.026

(IN MILLIONS)

Grants and Contributions

\$4.426

(IN MILLIONS)

Government Grants

\$54.107

(IN MILLIONS)

TOTAL REVENUE

► 2022 Organizational Expenditures

\$48.039

(IN MILLIONS)

Program Services

\$7.630

(IN MILLIONS)

Management and General

\$0.494

(IN MILLIONS)

Development

\$56.163

(IN MILLIONS)

TOTAL EXPENDITURES

HIGHLIGHTS



January/February

Two People Incorporated employees were awarded Capella Fellowships – Brandy Fountain and Zachary Hubinger – which grant them full-tuition scholarships for a Capella graduate program of their choice. The Capella University Fellows Program addresses education disparity in the nonprofit sector so that recipients can further their education and continue to change lives where they work and live.



March/April



NCSP'S NEW FRONT-ENTRANCE MURAL COMMISSIONED BY LOCAL ARTIST TOM JANSSEN.

Northside Community Support Center was refinished and reopened with brand new amenities for client-

requested activities like a pool table and an artmaking space. NCSP served 166 North Minneapolis community members in 2022, providing them with the capability to wash their clothes, create resumes, cook healthy meals, get haircuts, and much more – all free of charge.



We expanded our Pathways Trainee Program to fill gaps in the mental health profession and provided

avenues for 24 more young trainees to enter the field. Since the program's 2016 inception, it has graduated 56 trainees in total, 21 of which are current People Incorporated employees.



May/June



We celebrated Mental Health Awareness Month with some of our leaders having public conversations with

media outlets: CEO Jill Wiedemann-West as a guest on Medical Alley's podcast, and Training Institute Director Russ Turner appearing in a conversation with CCX Media.



Ten years ago, we would only be training our staff, and now we're getting calls and inquiries from different people. The bubble that we used to operate in has kind of burst," said Russ.



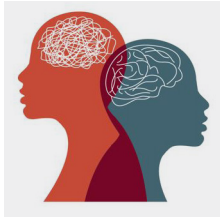
We had a strong presence at the Twin Cities PRIDE Festival, celebrating the myriad identities of all the clients we serve and asserting that mental health is community health.



July/August



We hosted important conversations about "Bridging the Gap" on topics like mental health and policing, continuing our work with embedded social workers in Metro area police departments. We ignited a public dialogue on August 17th through a community panel at Roseville Public Library.



We made great strides in our Data Enterprise effort, through which we will learn how to present our already astounding amount of data to the most influential institutions in health care, improving quality of care and analyzing how social determinants of health affect mental health outcomes.



September/October

The Training Institute conducted mental health training for major public-facing entities like the Saint Paul Fire Department and Saint Paul Public Libraries.



Libraries are a community space, so whatever happens in our community happens in our libraries. I'm hoping to give the staff the tools they need to feel empowered," said Katrina Hartz Taylor, Public Services Manager at SPPL.



We reimaged person-centered care at Huss Residence and reopened the program in October under a new 16-bed residential treatment model, partnering with volunteer painters from Ryan Companies to prepare it for clients. We also expanded all of our crisis programs to simultaneously offer up to 90-day treatment.



Artability Art Show & Sale was back in-person for the first time since 2019, showcasing over 460 pieces of client-made artwork and raising over \$10,000 to go right back to the artists. The 2-day event took place at the beautiful Union Depot in St. Paul. For the first time ever, we hosted a teaser event 3 weeks prior to the Show & Sale at Rosedale Center.



November/December



We participated in Give to the Max Day, Minnesota's annual giving holiday, and improved on last year's fundraising campaign by \$2,000, all funds going towards our children's mental health programs.



We're a bridge between schools and their built-in services. We build a team with the parents, and we're another adult to talk to," said Meghan Cain-Moss, School-Based Mental Health Program Manager



CEO Jill Wiedemann-West named one of Minnesota Monthly's Most Powerful Leaders in Minnesota.



Mike Turpin named a 2022 Notable General Counsel by Twin Cities Business in their Best of Business Reader's Choice awards.

► Training Institute

Total number of people trained	12,700	252 Customized classes	7 Customized classes in other states/countries
240 Organizations completed Public Classes	1,700 Individual organizations completed public classes sponsored by multiple external organizations	55 Organizations completed customized projects	

► Artability



60 Free Public Workshops at People Incorporated Program Locations	205 Free Public Workshop Attendees	259 Hours of Music Therapy
327 Workshop attendees through	3 Rural mental health provider collaborations, providing virtual Artability Workshops via a library of on-demand art videos	Top 3 Art Videos: Animal Symbols, Blooming Intention, Draw Yourself as a Tree
8 People Incorporated Program Locations hosted art workshops for clients	75 Clients attended weekly workshops and received their own art kit	281 Art kits provided to external public workshop attendees

► Development + Donors

Friends	660	Sustainer's Circle	70	Heritage Circle	21	Maghakian Circle	119		
Individual donors	591	Foundations	32	Organizations	9	Churches	9	Businesses	21
Volunteers	55	770 Hours	\$26,542 Value (\$34.47/hour)	In-kind Donations	66	\$50,715 In-kind Value			

► Volunteers, Donors, & Drives



CREDENTIALLED ART INSTRUCTORS
VOLUNTEERED AS JUDGES AT THE 2022
ARTABILITY ART SHOW & SALE.



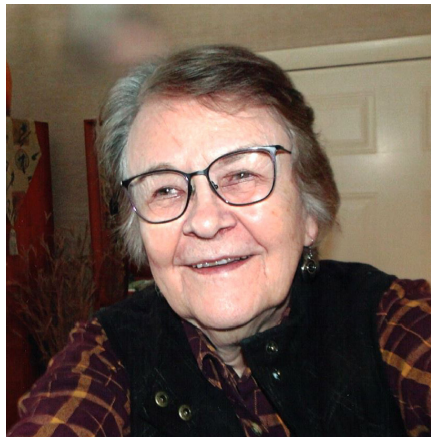
OVER 2,100 PAIRS OF SOCKS DONATED
BY COMMUNITY PARTNERS DURING
OUR SOCKTOBER CAMPAIGN.



VOLUNTEERS FROM MAIRS & POWER
CREATING HYGIENE KITS FOR OUR
STREET OUTREACH TEAM.



STAFF RECEIVING SUPPLIES DONATED BY
MERCER DURING OUR BACK-TO-SCHOOL DRIVE.



NANCY SAATHOFF, PEOPLE
INCORPORATED DONOR SINCE 2005.



LANDSCAPING VOLUNTEERS FROM
SURLY BREWING COMPANY.



STAFF VOLUNTEERS ENJOYING THE
2022 ARTABILITY ART SHOW & SALE.



VOLUNTEERS FROM RYAN COMPANIES
PAINTING HUSS RESIDENCE.



LANDSCAPING VOLUNTEERS FROM
SUCCESS COMPUTER CONSULTING.

