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WATLOW

Robin Adkins, Vice President
JANSSEN PHARMACEUTICALS

Bob Brown, Treasurer
WHITE-RODGERS, A SUBSIDIARY OF EMERSON

Dennis Wells, Secretary
ST. VINCENT DEPAUL CHURCH

Nicholas Ayling
COMMUNITY VOLUNTEER

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BAILEY & GLASSER LLP

Bob Busch
GUNDAKER COMMERCIAL GROUP

Allie Chang Ray
MUTARE NETWORK LLC

Dr. Kimberly L. Coley**
SPECIAL SCHOOL DISTRICT

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RALCORP HOLDINGS, INC. (RETIRED)

Dr. Thomas Horn*
MERCY CLINIC ADULT PSYCHIATRY

Michael Johnson
WORLD WIDE TECHNOLOGY

Kevin Kissling
COMMUNITY VOLUNTEER,
FORMER OPERATING EXECUTIVE

Joe Kline
EATON CORPORATION

Dave Page***
BUSINESS CHANGE ADVISORS, LLC

Henry Rzonca
RUBINBROWN LLP

Joe Stoff
COMMUNITY VOLUNTEER

*Joined board in FY18
**Departed board in FY18

Our Mission

Our mission is to provide caring, effective services to help those with the greatest challenges recover from mental illness, substance use disorders and associated chronic illnesses.

A turning point

In Fiscal Year 2018, Places for People celebrated its 45th Anniversary. The grassroots organization started in 1972 by Dr. Hilary Sandal and Mildred Dunn has now grown into an organization with more than 300 employees and an operating budget exceeding $20 million.

Three monumental milestones occurred during our 45th year.

- Our organization began operating in July as the only Certified Community Behavioral Health Clinic in St. Louis City or County. The goal of the CCBHC program is to improve the quality of mental health and addiction services. A CCBHC must provide services across the lifespan, from youth to adults, using evidence-based practices, and must measure and report outcomes about the efficiency and effectiveness of services. Missouri is one of eight states participating in the two-year demonstration project.

- We completed the transfer of management of properties on January 1, 2018, with our partners at Gateway Housing First. This allows Places for People staff to concentrate on providing on-site clinical support at CJ’s Place, West Pine Group Home, and Places at Page. Gateway Housing First is responsible for all of the duties that come as a landlord.

- The foundation was set for Places for People’s future with a study of our current operational facilities and a feasibility study of our organization’s fund-raising capacity for a capital campaign.

This is not to mention the launch in February of our new brand to better represent the work that happens every day at Places for People. This included updated messaging, a new logo, colors and tagline, and a new way to tell the story of the individuals we serve.

Through it all, our dedicated staff continued to provide a human approach to health + healing for the individuals and families we serve.

Our Board of Directors provided leadership and guidance through all of these changes, and our supporters and partners continued to advocate for people living with mental illness and substance use disorders.

Thank you for your support of our organization in the past, right now, and what promises to be an exciting future.

Sincerely,

Joe Yancey
Executive Director
When I see someone who is struggling I know the difference that support can make.

- Kathleen Murray
  Youth and Family Services Intake and Outreach Coordinator
Income

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>71%</td>
<td>$13,050,688</td>
</tr>
<tr>
<td>Contributions &amp; Grants</td>
<td>18%</td>
<td>$3,390,337</td>
</tr>
<tr>
<td>Other Income</td>
<td>11%</td>
<td>$2,031,896</td>
</tr>
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</table>

**PUBLIC SUPPORT AND REVENUE**

<table>
<thead>
<tr>
<th>Source</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program revenue</td>
<td>15,267,317</td>
<td>-</td>
<td>15,267,317</td>
</tr>
<tr>
<td>Contributions and grants</td>
<td>3,019,637</td>
<td>370,700</td>
<td>3,390,337</td>
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<tr>
<td>Rental income</td>
<td>192,533</td>
<td>-</td>
<td>192,533</td>
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<tr>
<td>Fundraisers, net of $48,656 in expenses</td>
<td>46,772</td>
<td>-</td>
<td>46,772</td>
</tr>
<tr>
<td>Interest income</td>
<td>18,249</td>
<td>-</td>
<td>18,249</td>
</tr>
<tr>
<td>Loss on disposal of partnership interest</td>
<td>(423,206)</td>
<td>-</td>
<td>(423,206)</td>
</tr>
<tr>
<td>Loss on disposal of assets</td>
<td>(52,103)</td>
<td>-</td>
<td>(52,103)</td>
</tr>
<tr>
<td>Miscellaneous income</td>
<td>33,022</td>
<td>-</td>
<td>33,022</td>
</tr>
<tr>
<td><strong>Total Public Support and Revenue</strong></td>
<td>18,102,221</td>
<td>370,700</td>
<td>18,472,921</td>
</tr>
</tbody>
</table>

Net assets released from restrictions                 | 142,680      | (142,680)              | -         |

**TOTAL PUBLIC SUPPORT AND REVENUE**                  | 18,244,901   | 228,020                | 18,472,921|

Expenses

<table>
<thead>
<tr>
<th>Source</th>
<th>Percentage</th>
<th>Amount</th>
</tr>
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<tbody>
<tr>
<td>Program Services</td>
<td>84%</td>
<td>$15,995,055</td>
</tr>
<tr>
<td>Administration</td>
<td>14%</td>
<td>$2,622,941</td>
</tr>
<tr>
<td>Fundraising</td>
<td>3%</td>
<td>$498,487</td>
</tr>
</tbody>
</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Source</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community based mental health</td>
<td>11,631,521</td>
<td>-</td>
<td>11,631,521</td>
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<tr>
<td>Community based substance use</td>
<td>728,360</td>
<td>-</td>
<td>728,360</td>
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<tr>
<td>Children services</td>
<td>1,470,473</td>
<td>-</td>
<td>1,470,473</td>
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<tr>
<td>Research and evaluation</td>
<td>200,129</td>
<td>-</td>
<td>200,129</td>
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<tr>
<td>Residential</td>
<td>1,960,808</td>
<td>-</td>
<td>1,960,808</td>
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<tr>
<td>Other</td>
<td>3,764</td>
<td>-</td>
<td>3,764</td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>2,622,941</td>
<td>-</td>
<td>2,622,941</td>
</tr>
<tr>
<td>Fundraising</td>
<td>498,487</td>
<td>-</td>
<td>498,487</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>19,116,483</td>
<td>-</td>
<td>19,116,483</td>
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**CHANGE IN NET ASSETS**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Net assets at beginning of year</td>
<td>8,589,308</td>
<td>83,597</td>
</tr>
<tr>
<td>Net assets at end of year</td>
<td>7,717,726</td>
<td>311,617</td>
</tr>
</tbody>
</table>

**Net assets released from restrictions**            | 142,680      | (142,680)              | -         |

**TOTAL Net assets released from restrictions**      | 142,680      | (142,680)              | -         |

**Net assets at beginning of year**                  | 8,589,308    | 83,597                 |
**Net assets at end of year**                         | 7,717,726    | 311,617                |

**TOTAL Net assets at beginning of year**            | 8,589,308    | 83,597                 |
**Net assets at end of year**                         | 7,717,726    | 311,617                |

**TOTAL Net assets released from restrictions**      | 142,680      | (142,680)              | -         |

**Net assets released from restrictions**            | 142,680      | (142,680)              | -         |

**变动后净资产**                                     | 7,645,024    | 150,000                |

**TOTAL Net assets released from restrictions**      | 142,680      | (142,680)              | -         |

**Net assets released from restrictions**            | 142,680      | (142,680)              | -         |

**变动后净资产**                                     | 7,645,024    | 150,000                |
FY2018 Highlights

JANUARY 8, 2018
Meier Jost presented results of its feasibility study.

JANUARY 25, 2018
Places for People’s Kim Warden served as Point-in Time Count Chair for St. Louis City Continuum of Care’s Point-In Time Count.

FEBRUARY 2018
Staff titles were changed from Community Support Specialists to Integrated Health Coach to promote an emphasis on health.

FEBRUARY 1, 2018
Places for People launched a refreshed brand to better reflect the depth and breadth of the work we do here, as well as our human approach to healing.

FEBRUARY 17, 2018
Trivia Gras, presented by West Pine Pharmacy, was sold out at Crestwood Community Center!

MARCH 7, 2018
Research and Evaluation Team Leader Nathan Dell is in Washington D.C. today, participating in the National Council for Behavioral Health Integrating Care for Americans with Mental Illness and Addiction congressional staff briefing.

APRIL 6, 2018
Places for People was informed by CARF of a full three-year accreditation in several program areas.

APRIL 24, 2018
An event, Raise Your Voice, was held at Venture Cafe in an effort to remove the common perceptions and myths surrounding mental illness and substance use disorders.

MAY 10, 2018
Places for People and Gateway Housing First were recognized with a What’s Right with the Region Award for Fostering Regional Cooperation by FOCUS St. Louis.

MAY 12, 2018
Nearly 80 runners and walkers participated in the 3rd Annual Health Hustle 5K at Tower Grove Park.

JUNE 12, 2018
Places for People Vice President of Finance Laura McCallister was selected for the 2018-19 FOCUS St. Louis Leadership St. Louis Class.

FINANCIAL RECORDS FROM FY18 AUDIT BY BROWN SMITH WALLACE, LLC

Assets

Current Assets
- Cash and equivalents $3,252,241
- Cash - restricted client funds 362,960
- Accounts receivable, net of $61,559 allowance 2,373,559
- Prepaid expenses and deposits 64,585
- Due from client accounts 39,791
- Total Current Assets $6,093,136

Property and Equipment, net 3,641,099

Note Receivable - related party 977,184

TOTAL ASSETS $10,711,419

Liabilities and Net Assets

Current Liabilities
- Current maturities of long-term debt $70,053
- Accounts payable 318,501
- Accrued vacation 401,045
- Taxes and Benefits payable 222,986
- Other accrued expenses 504,280
- Funds held for clients 376,253
- Deferred revenue 40,048
- Total Current Liabilities 1,933,166

Long-Term Debt, less current maturities 748,910

Net Assets
- Unrestricted 7,717,726
- Temporarily restricted 311,617
- Total Net Assets 8,029,343

TOTAL LIABILITIES AND NET ASSETS $10,711,419

FULL FINANCIAL STATEMENTS FOR FISCAL YEAR 2018 ARE AVAILABLE AT WWW.PLACESFORPEOPLE.ORG.
Whom we served
JANUARY 1, 2018 - DECEMBER 31, 2018

2,404 people

<table>
<thead>
<tr>
<th>Age</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>0-10</td>
<td>52</td>
<td>2%</td>
</tr>
<tr>
<td>11-20</td>
<td>242</td>
<td>10%</td>
</tr>
<tr>
<td>21-30</td>
<td>296</td>
<td>12%</td>
</tr>
<tr>
<td>31-40</td>
<td>455</td>
<td>19%</td>
</tr>
<tr>
<td>41-50</td>
<td>475</td>
<td>20%</td>
</tr>
<tr>
<td>51-60</td>
<td>613</td>
<td>25%</td>
</tr>
<tr>
<td>60+</td>
<td>271</td>
<td>11%</td>
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<table>
<thead>
<tr>
<th>Gender</th>
<th>Count</th>
<th>Percentage</th>
</tr>
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<tr>
<td>Female</td>
<td>1,061</td>
<td>44%</td>
</tr>
<tr>
<td>Male</td>
<td>1,313</td>
<td>55%</td>
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<tr>
<td>Transgender</td>
<td>30</td>
<td>1%</td>
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<table>
<thead>
<tr>
<th>Race</th>
<th>Count</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>African</td>
<td>16</td>
<td>1%</td>
</tr>
<tr>
<td>African American</td>
<td>1,531</td>
<td>63%</td>
</tr>
<tr>
<td>Alaska Native</td>
<td>1</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>American Indian</td>
<td>3</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Asian</td>
<td>10</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Bi-Racial</td>
<td>48</td>
<td>2%</td>
</tr>
<tr>
<td>Caucasian</td>
<td>722</td>
<td>30%</td>
</tr>
<tr>
<td>Declined to Answer</td>
<td>4</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Hispanic</td>
<td>22</td>
<td>1%</td>
</tr>
<tr>
<td>Middle Eastern</td>
<td>7</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>N/A</td>
<td>65</td>
<td>3%</td>
</tr>
<tr>
<td>Native American</td>
<td>2</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>Pacific Islander</td>
<td>2</td>
<td>&lt;1%</td>
</tr>
<tr>
<td>South Asian</td>
<td>1</td>
<td>&lt;1%</td>
</tr>
</tbody>
</table>

CARF has accredited Places for People for the following programs:

Case Management/Services Coordination:
- Integrated: ADD/MH (Adults)
- Integrated: ADD/MH (Children and Adolescents)
Community Integration: Integrated: ADD/MH (Adults)
Crisis Intervention:
- Integrated: ADD/MH (Adults)
- ADD/MH (Children and Adolescents)
Health Home:
- Comprehensive Care (Adults)
- Comprehensive Care (Children and Adolescents)

Outpatient Treatment:
- Integrated: ADD/MH (Adults)
- Integrated: ADD/MH (Children and Adolescents)
Community Employment Services:
- Employment Supports
- Job Development

RESEARCH AND EVALUATION
- Connect
- Incredible Years
- Thrive

SUBSTANCE USE
- Reach
- Rise
- Suboxone Clinic

OUTREACH
- PATH (HIV Services)

RESIDENTIAL SUPPORT
- CJ’s Place
- FACT Cottages
- Places at Page
- West Pine Group Home

HEALTH HOME
- Comprehensive Care (Adults)
- Comprehensive Care (Children and Adolescents)

PHIT

MEADICAL SERVICES
- Health Home

OUTPATIENT THERAPY

YOUTH AND FAMILY SERVICES
- Connect
- Incredible Years
- Thrive
For three years, Jerry lived on the streets. “It was rough. Can’t eat, can’t sleep. People tell you to get the heck away from them. It was just terrible,” he said. “That world is no joke out there.” With the help of Places for People, Jerry started regular doctor’s appointments for the first time in more than seven years, and is focused on his health + healing.

“I feel like I’m living again.”