



BEHIND THE SCENES OF 2017

1/1/19=

FROM THE Chief executive officer

Thank you for picking up a copy of this edition of StreetWise as we reflect on 2017 and all that we have accomplished.

The year 2017 marked the 25th anniversary of StreetWise. We celebrated 25 years of giving a hand up to more than 12,000 Chicagoans who took their first steps on journeys of economic mobility.

StreetWise was born out of a concern for the limited number of options for the increasing number of people living on the streets. The sale of street papers was an opportunity to earn immediate cash to meet basic needs for food, housing, transportation, and other personal needs.

Not only are vendors given the opportunity to earn an income, they are learning transferrable skills as they hone customerservice, sales, and money management skills. As they establish and grow their street paper business, they save at least 90 cents on each sale in order to reinvest in the next week's issue.

Over the past year, we have told the stories of our vendors inside the magazine, in our monthly newsletter, on YouTube and now in the pages of this report. While the individual stories are unique, there are common themes of unexpected life events, bad choices and hard luck. But, regardless of circumstances that bring someone to StreetWise, each individual is welcomed as part of a supportive community and given an equal chance to change their lives and circumstances.

While the core of the StreetWise mission hasn't changed over the past 25 years, we will continue to evolve, grow and stretch to ensure we continue to be the go-to resource for people who need to earn money immediately.

As we look toward 2018 and beyond we will expand our sales training for vendors. We will continue to identify, train, and implement electronic and mobile payment options for vendors, as well as enhance our financial literacy training. We will seek out additional employment partners to provide more supportive jobs as our S.T.E.P. program participants seek to reenter the traditional wage market.

The hope that is created and the lives that are changed each day at StreetWise are possible because of you, our customers, donors, supporters, and volunteers who believe in second chances and believe that people matter and deserve the opportunity to change their path. Thank you!

WE LOOK FORWARD TO YOUR CONTINUED SUPPORT AS WE STRIVE TO GIVE MORE PEOPLE A HAND UP IN THEIR JOURNEY TOWARD STABILITY.

JULIE YOUNGQUIST CHEIF EXECUTIVE OFFIC

25 years immediate access to gainful employment.

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STREETWISE.ORG

STREETWISE 2017 ANNUAL REPORT 4 LOOKING BACK ON 25 YEARS 6 BOARD OF DIRECTORS **6 FINANCIALS** 7 ASSOCIATES BOARD 8 PARTICIPANT SNAPSHOT 10 **PROFILE : GWENDOLYN** 12 **PROFILE: TOMMIE** 14 ABOUT STREETWISE MAGAZINE 15 DONORS 16 CORPORATE SPONSOR: MERCHANT GIVING 17 IN- KIND DONORS STREETWISECHICAGO 18 VOLUNTEERS 🕑 @STREETWISE _ CHI 19 MEET GIVE A SHI*1

ABOUT **STREETWISE**

To empower the entrepreneurial spirit through the dignity of self-employment by providing Chicagoans facing homelessness with a combination of supportive services, workforce development resources and

and innovative employment agency that empowers people to work and provides access to the resources they need to bring dignity and self-sufficiency to their lives. The StreetWise model offers immediate access to employment through the Magazine Vendor Program. For those seeking traditional employment, the StreetWise Transitional Employment Program offers intensive job readiness and placement opportunities. These programs are strengthened by the Supportive Services program that provides direct assistance, referral and advocacy around housing, income stability, food and clothing, linkages to medical or mental health services, substance abuse or domestic violence services, as well as referrals for legal services.

StreetWise, Inc. is a dynamic



LOOKING BACK ON 25 YEARS

It's hard to believe that 25 years ago, on August 24, 1992, the first edition of StreetWise hit the streets of Chicago. Our founder, Judd Lofchie, found a practical solution to the crisis of homelessness in Chicago. The idea was simple: give homeless men and women a chance to gain economic selfsufficiency, personal dignity, and to help themselves by selling a newspaper to earn an income rather than beg. More than 350 homeless men and women purchased and sold more than 60,000 issues of StreetWise within the first five weeks!

Over the past 25 years, more than 12,000 men and women have taken a hand up - not a hand out! Collectively they have sold more than 19 million

copies of StreetWise. Selling StreetWise is a job. Our vendors are self-employed entrepreneurs.

Our success is due to the commitment, dedication, and persistence of our StreetWise magazine vendors. They go out each day to greet you – their loyal customers. It is because of your support that our vendors can pay rent, utilities, purchase food and clothing, and even save some money.

We had such a great time celebrating the founding and growth of StreetWise over the past 25 years. We hosted a VIP reception with our 25 Most Significant People in the History of StreetWise: honorees who are vital to the growth, sustainability, and future of

StreetWise. Our vendors had a party at StreetWise headquarters, and some of us hit the streets to celebrate our birthday by selling the magazine and raising awareness on August 24. All of this capped off with our annual gala on August 28 as we celebrated with more than 425 guests and raised over \$200,000. See the pictures and images below over our last 25 years and our anniversary celebrations.

These celebrations have been a reminder of the community of support that has kept us going for 25 years. THANK YOU!

And HERE'S TO THE NEXT 25 YEARS.

On Thursday, October 28, StreetWise held its largest fundraiser yet with over 450 attendees and earned more than \$200,000 for the organization. The program included a welcome from CEO Julie Youngquist and Board Chair and honoree Pete Kadens, followed by enlightening words from honoree and former vendor Lonnie Mosley and honoree Michael Clune, a live auction, and an empowering speech from JB Pritzke



On August 17, honorees, StreetWise Board members, Associates Board, staff, and vendors gathered to share stories, view memorabilia and mingle to start out StreetWise's month of celebration at the Weinberg/ Newton Gallery VIP reception.

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FINANCIALS

38% EVENTS \$284,571 27% MAGAZINE SOCIAL ENTERPRISE \$203, 879 24% FUNDRAISING \$179,937 11% PROGRAMS \$79,813



EXPENSES

16% OPERATIONS/ADMINISTRATION \$119,571 13% DIRECT PROGRAM EXPENSES \$102,963 12% EVENTS \$90,912

6

STAFF JULIE YOUNGQUIST Chief Executive Officer

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ANTHONY SPINA Old Style Beer

PATRICK WELBY Pro-Ject

SNAPSHOT OF **PARTICIPANTS**

IN THE STREETWISE CAFÉ



NDIVIDUALS VISIT STREETWISE TO GET A **MEAL**, USE PHONES, USE COMPUTERS, AND **BUILD COMMUNITY**

OUSING

HOMELESS/UNSTABLE HOUSING

41:13

REETWISE CAFÉ

The StreetWise Café provides open access for all individuals to have hot meals each day, as well as access to a phone, emergency clothing, and hygiene kits. It also provides a computer resource center for job searching, email, communications access, computer training, and research. Over 15,000 meals were served at the StreetWise Café in 2017 alone.

7% VETERANS



SUPPORTIVE SERVICES

Supportive Services provide additional support and break down barriers to support and break down barriers to personal stability and employment. Supportive Services provide access to hot meals on-site each day through StreetWise Café, access to a phone, emergency clothing, and hygiene kits. Supportive Services also provide direct support and linkages to an array of social service programs, including housing and shelter placement, public benefits assistance, medical referral, legal assistance, and financial literacy.

SUPPORTIVE SERVICE VISITS 42% 21% HOUSING/SHELTER ASSISTANCE 15% STATE ID/DOCUMENTS 14% HEALTH/MENTAL HEALTH/OTHER REFERRALS 8% OTHER SUPPOR



GWENDOLYN

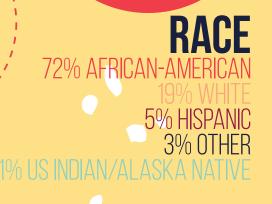
StreetWise vendor Gwen has lived in Chicago her whole life. Before coming to StreetWise she relied on panhandling as her main source of income. It wasn't until the police stopped her on the corner of Roosevelt and Wabash and told her about StreetWise, where she could make money selling papers, that she decided to make a change and join the StreetWise community. Gwen started selling StreetWise a short time after the magazine launched in 1992 and remains a part of the team today. She has since moved locations, "I came up on Broadway and Roscoe... but now I'm in Andersonville, on Catalpa and Berwyn." She's been selling there for the past three years.

Over the years Gwen has gained a lot of experience that has helped her learn new techniques when it comes to selling. She tries to remain positive and friendly, "I like to communicate with people, I talk to people, I go out there every morning faithfully." Her go-to slogan when selling the magazine has always been, "Good morning, StreetWise today." But the communication doesn't end there. Gwen likes to build personal relationships with her customers and says she feels a growing amount of support and love from the community. "I'd like to thank Andersonville for their love and support through the tragedy I went through losing my fiancé. I want to thank them for their support in everything." Gwen smiled as she reflected on the relationships she has built throughout the years.

If it weren't for StreetWise Gwen mentioned that she would probably still be panhandling for money. Selling StreetWise has given her communication skills, love and support that panhandling never did. "I got to know a lot of people in the neighborhood... I love the kids and they love me. I watch the dogs for a customer while he goes and gets his coffee," said Gwen. These relationships keep her positive and continue to give her a reason to wake up every morning and sell the magazine.

Although Gwen has found success and happiness selling StreetWise, things haven't always been easy for her. She has been clean for years now since her past drug addiction, "I overcame it because I was tired of being sick and tired. I joined a church: the Apostolic Church of God, and I got saved three years ago. I'm positive about myself today, when I wasn't before. I thank God today that I'm positive and that God is leading me through life today."

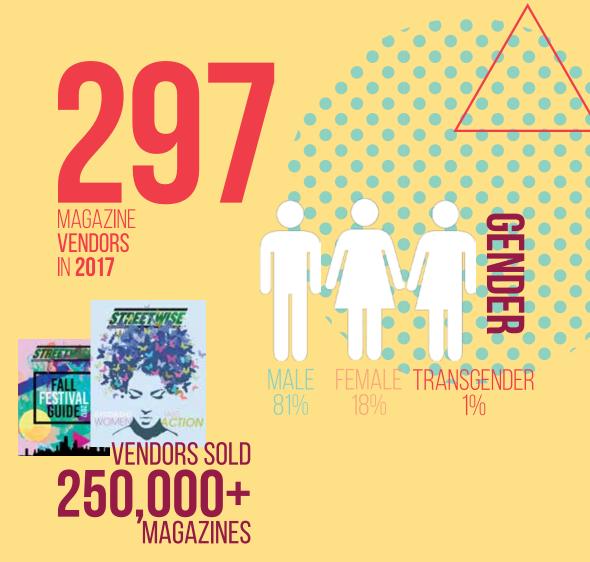
Spending time with her family, playing dominos with her grandkids and getting her alone time are all things she does to stay positive and focused. Gwen says she wants to continue to attend her church and help others to keep herself on this successful journey.



StreetWise

/endor in Training

Date: 02-55-2016



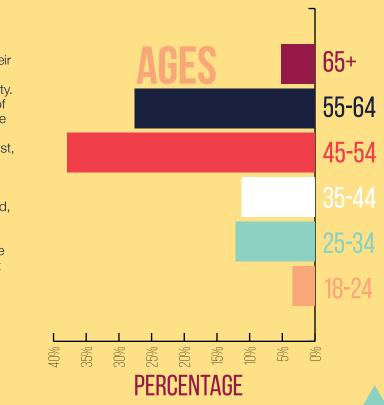
THE MAGAZINE VENDOR PROGRAM

The StreetWise vendors are entrepreneurs. They earn their money! The StreetWise badge has more than their picture or identification number. The badge gives a vendor the right to sell the magazine on public property. But it is so much more than a badge - it is a symbol of pride, human dignity, and making an honest living. The badge distinguishes a vendor from a panhandler. The badge also is a symbol of community as vendors assist, support and advocate for their fellow vendors.



LOOK FOR THE BADGE!

Behind the badge is a trained, recognized, and legitimate entrepreneur looking for a hand up, not a hand-out. For more information about the magazine sales program contact Amanda Jones at ajones@streetwise.org or call (773) 334-6600.



TOMMIE

I found StreetWise, or better yet, StreetWise found me, at a time when my primary focus was getting back to work and school. My experience with the job transition program (STEP) has been overwhelmingly positive. For me, the STEP program is more than just finding a job. In addition to helping me with my resume and assisting me in locating employment opportunities, the program has been great with helping me research and find resources for my health care needs so I can get back on my feet, pursue my passions, and be successful.

Computers are my first love. I attended college for computer technology and multi-media web design. I'm passionate about anything tech-related, so exploring opportunities where I could expand my knowledge on the topic is what brought me to MicroTrain computer training school. I chose MicroTrain so I could learn at my own pace and develop my computer skills. With this education, I hope to bring these skills with me to the workforce. Coupled with the STEP program, the certifications I get through MicroTrain get me that much closer to my goal of landing a steady job in which I can share my skills with other people.

To those who don't know me, I am just your average everyday dude who likes the simpler things in life. I try to avoid unnecessary complication at all costs. If I had the opportunity, I would teach simple computer skills in a way that the average person could understand. I can break down the complex into its simplest forms to help people grasp the concepts so they have the tools to succeed as well. Ultimately, knowledge and spreading education is my passion these days. I want to know as much as I can about as many different possible subjects so I can share the truth with others. I refuse to be ignorant.

I like to engage in conversation and talk about the issues that affect society. The STEP program is equipping me with resources so I can secure employment and continue to enlighten my community in a meaningful way. Sharing knowledge with other people who may not have access to the resources to stay informed is essential in order to strengthen our communities. Regardless of the complexities of the situation at hand, just remember-keep it simple.

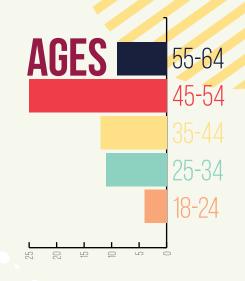
68% AFRICAN-AMERICAN 5% ASIAN 4% HISPANIC 1% OTHER

OND

EMPLOYMENT PROGRAM (STEP)

StreetWise's Transitional Employment Program is aimed at assisting hard-to-employ job seekers in gaining sustainable employment in the formal labor market. This program emphasizes communication, problem-solving, workplace behavior and other life skills aimed at eliminating personal barriers to employment. Employment Specialists assist with resumé development, interview skills, job search techniques, and job placement. All participants have access to ongoing support from a job coach to maintain employment with our partners in the hospitality, home healthcare, event security and light manufacturing sectors.





VOMEN

StreetWise is proud to be part of the INTERNATIONAL NETWORK OF STREET PAPERS (INSP)

INSP provides support, advice, and resources to 100+ street papers in 34 countries, bringing content to 5.5 million readers and supporting 9,300 vendors worldwide.

STALE WISE



144

AKING

ACCESSIBLE FOR

EVERYONE

International Network of Street Papers

StreetWise magazine is among the largest "street papers" in the United States and serves as a model for street papers across North America. The editorial staff works hard to provide intriguing articles about today's important issues as well as entertaining stories to enhance the reader's daily life. By engaging the unemployed and underemployed as vendors, StreetWise is able to personalize the face of Chicago's poor, while providing each person with a viable income opportunity.

STREETWISE MAGAZINE

STREENVIS

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2017 COVER STORY SUZETTE BROSS JONATHAN CORVIN-BLACKBURN NINA DONG **EAMONN FORDE STEFANO LAMPERTICO DAVE HAMILTON SUZANNE HANNEY ALEXANDRIA JOHNSON** LAURA KELLY JENNA MARCEL **SOPHIE NIBBIO RANYA O'CONNOR REBECCA PARKINSON ANASTASIA SAFIOLEAS ALEXANDRIA SPILLMAN JENNI SPINNER JASMINE STEWART** KIMBERLY WONG

GIFTS FROM \$25,000 -\$50,000 Anonymous Daily planet productions. Ltd.

THE JOSEPH AND BESSIE Feinberg Foundation Giveashir*t Judith Zwirn

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MERCHANT GIVING PROJEC CREATES POSITIVE SOCIAL CHANGE

Merchant Giving Project is a social enterprise helping businesses make a positive impact through charitable giving. Jeff Campion, founder of Merchant Giving Project, set out to build the ideal merchant services business. "After creating a portfolio of 3000+ processing businesses, I thought it was time to put my knowledge to good use," Campion said. He began an electronic payments company that offers clients lower processing fees and a convenient way to support nonprofits.

By setting up charities as beneficiaries for businesses, Merchant Giving Project creates a win-win situation for its clients and nonprofits. Nonprofits enjoy a new revenue stream and businesses enjoy lower cost electronic payment fees while providing a positive social impact to their local community.

In fact, the first charitable organization affiliated with Merchant Giving Project was StreetWise. Former Associate Board member Matt Odem introduced Campion to StreetWise. Since then Merchant Giving Project has provided over \$3,000 to StreetWise. StreetWise is extremely grateful to Merchant Giving Project and the businesses that direct a portion of their electronic payment fees to StreetWise.

Working with business owners and charities alike, Campion prides himself on the business community he has created. He continues to develop Merchant Giving Project as a social enterprise that offers more than merchant services

To learn more about how your business could support StreetWise by processing electronic payments with Merchant Giving Project visit, http://www. merchantgivingproject.org/services.

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REETWIS

STEAT

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100% proceeds to support locals in Scott Marvel, president of Daily Planet (a full-service Chicago video production company) and founder of Teetsy (a T-shirt and poster design company) was looking for a way to bring his resources and network together to make a difference in Chicago. In a chance encounter, Tony, a homeless man, happened to ask Scott for help to get clothing for a job interview. Scott did one better. He created a custom design,

hand screened the T-shirts and gave them to Tony to sell. An idea was born. Now in its third year, Giveashi*t has grown in size and scope but has remained true to the core vision - to harness the creative power of local artists who create custom designs that are hand screened onto T-shirts that are sold by and with StreetWise vendors to make a powerful impact on the community. This year, 20 local artists, including Jeff Tweedy from Wilco, designed T-shirts - you can see the designs at www.giveashirt.net - and so far, raised \$43,000. Since the Daily Planet donates all the materials, supplies, and time, 100 percent of the proceeds from each sale benefits StreetWise and StreetWise vendors. We truly appreciate this partnership and are so inspired by the generosity of Scott Marvel, Judith Zwirn, Jeannine Ringland-Zwirn, Pam Marvel and the entire Daily Planet team.

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> STREETWISE ANNUAL REPORT 2017 MPILED BY JULIE YOUNGQUIST AND DAVE HAMILTON. Profiles by Sophie Nibbio & Nina Dong.

PHOTOGRAPHY BY **Alexandria Spillman, Sara Gentis,** & **Dave Hamilton**.

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