



As much as
others ignore us,
you don't have to.



samaritan
=====

walk *with*, not by.

providing *samaritan* to 10+ agencies
will help house an additional 500
individuals over 2019-2021

samaritan connects people without a home
to the financial capital and relational
guidance needed to leave the street.



COMPASS
HOUSING
ALLIANCE

Mobile
Medical
Clinic

 MARY'S PLACE

Valley
Cities



DESC

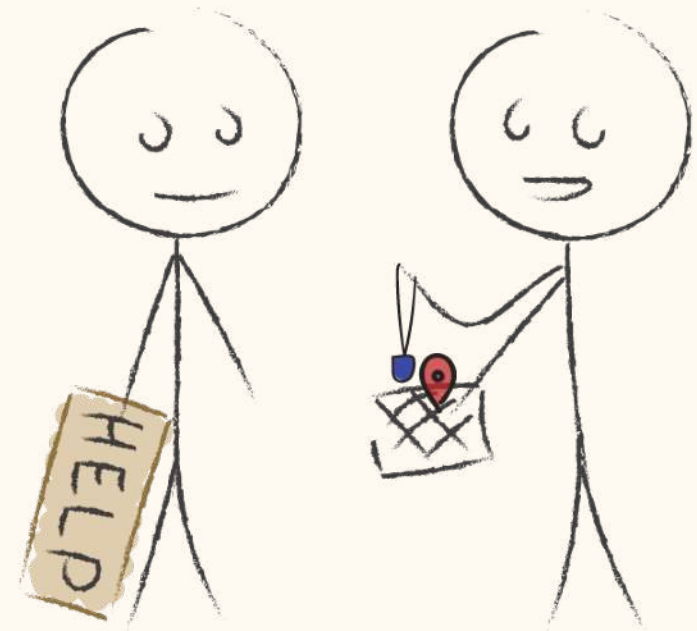
LOW INCOME
HOUSING
INSTITUTE

REST



samaritan

smart wallets called **beacons** are given to people who may normally not access services



7 of 10 people experiencing homelessness accept a beacon

good samaritans and organizations can learn a person's story and invest into their life

NORDSTROM

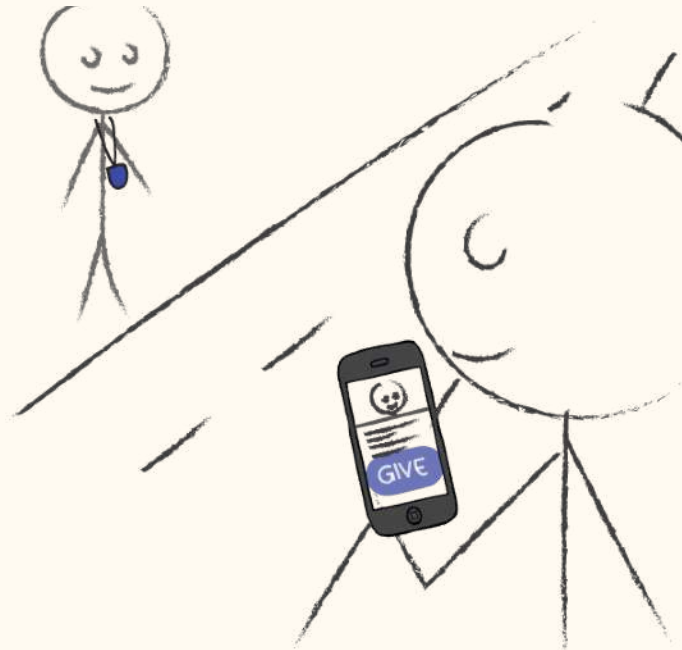
COSTCO
WHOLESALE

Deloitte.

amazon

facebook

samaritan



*seattle
pilot*

9,750+
samaritans



Michael M.

About

It's almost beneath me to repeat how I got here. I had a friend in Carnation convince me to come out from Baltimore. But when I moved, the community out there didn't respect me. I felt they wanted me gone, so I left (towards Seattle).

I used to be a professional cook, but my



Home



Settings

the beacon can be used with **dignity** with a nonprofit counselor or approved merchant



GROCERY
OUTLET

goodwill

King County
METRO

Outdoor
Emporium

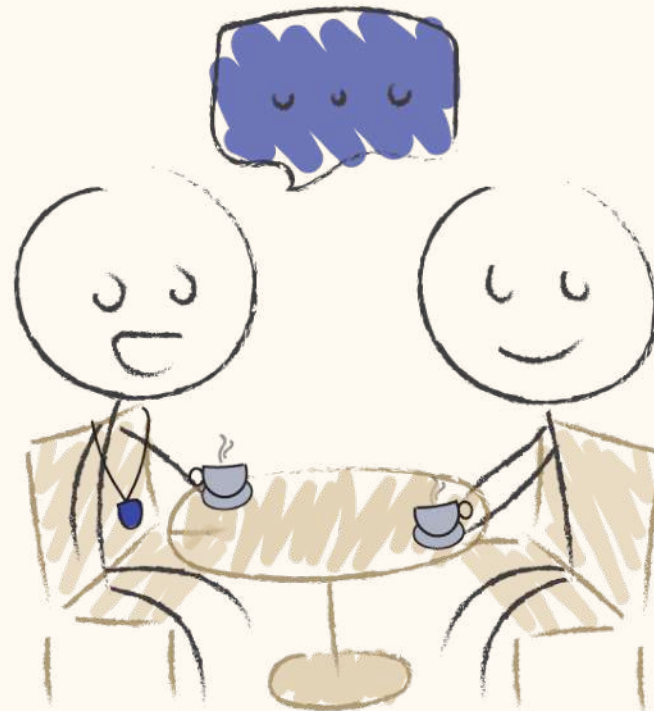
FLAME
CAFÉ

samaritan

*seattle
pilot*

\$8,785 invested
in beacon holders
in Oct. 2018

every month, beacon holders meet with a counselor or clinician to keep their beacon active



*seattle
pilot*

53% of beacon holders meet with counselor
(Dec. 2018)

< Charles V.
Balance: \$25.00



Transport



ORCA - Seattle

Clothes



Goodwill

Groceries



Safeway

Phone Bill



Any Carrier

Storage



Public Storage

Medicine



Any Pharmacy

Rent



Any Housing

Package



Online Retail



these new relationships and financial resources have led to
housing, employment, and treatment admittance

 MARY'S PLACE

 goodwill

King County
METRO

 Millionair Club
CHARITY

facebook

samaritan




*seattle
pilot*

43 successful
street diversions

case study

(michael – 500+ days
without a home)

receives
beacon

good samaritans
invest in his life

meets clothing
and nutrition needs

read case studies
samaritan.city/pilot

finds housing
through counselor

seattle

(2018)

500 beacons
funded by Vulcan

9,750+ samaritans
equip the app

beacon holders meet
emergency and
strategic needs

beacon holders
connect monthly
with counselors

avg. outcome
6mos + \$444

43 early beacon holders
attain life-changing
outcome

five critical outcomes for City of Seattle

walk *wit:h*, not by

A person with a beard and long hair is wearing a blue hoodie. The hoodie has the text "walk wit:h, not by" printed on it, with "wit:h" in a stylized font. Below the text is a graphic of a person walking. A small tag is hanging from the zipper.



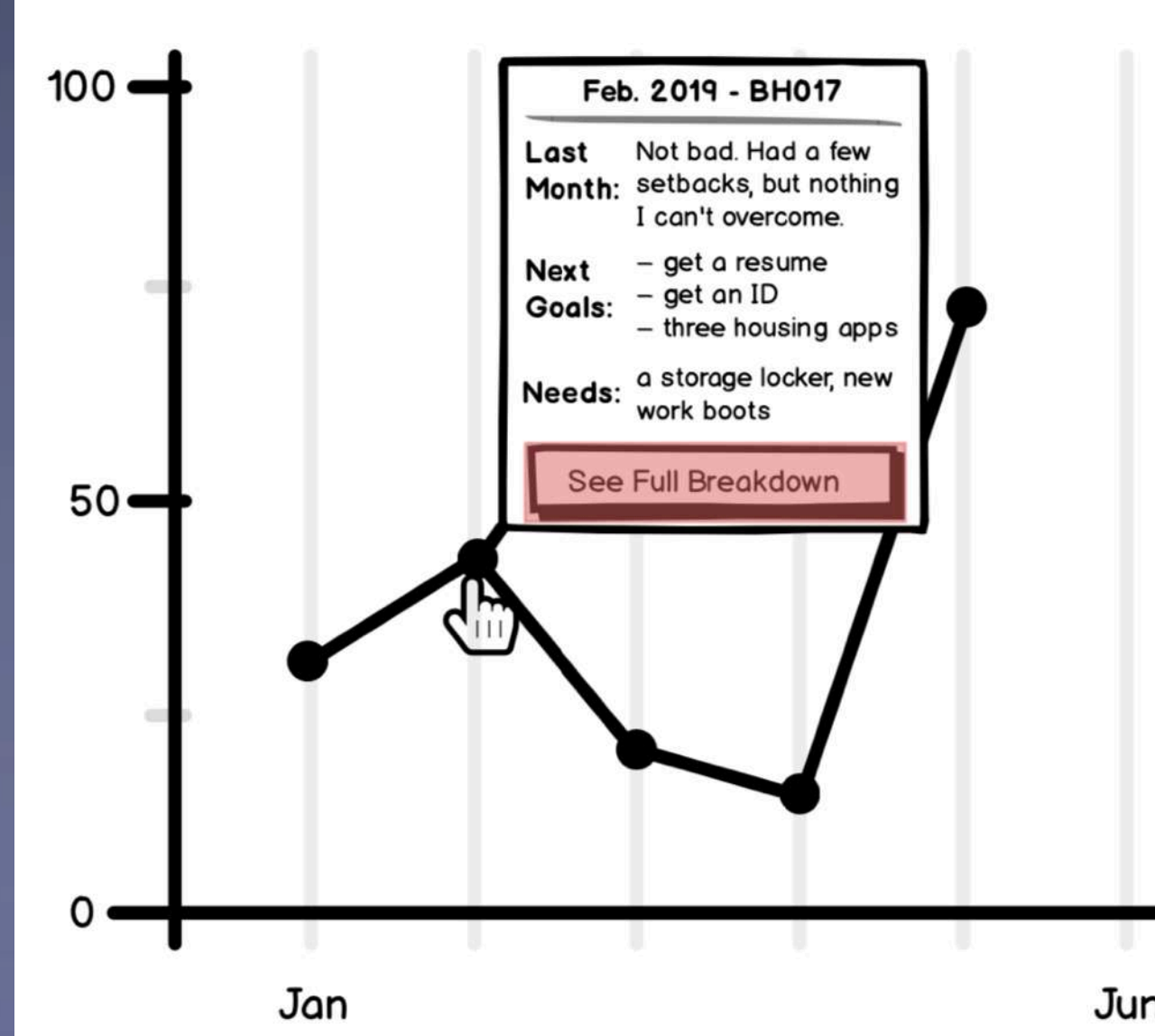
raised service acceptance rate



reduced program recidivism



engagement from thousands of city residents



informed interventions and thought leadership
through real-time data



\$40 million

in cost savings to our city,
including goods and services
that can be used for others*

*Puget Sound Business Journal 11-16-2017 - The Price of Homelessness

*hope, housing and better health for
for 2,000 of our city's most vulnerable*

<i>Seattle Expanded Pilot</i>	Y2019	Y2020	Y2021
New Beacons Holders (BH)	750	1,250	2,500
Nonprofits Using Samaritan	8	10	12
FTEs for Lead Agency	1	1	2
Total Rollout Budget	\$164,000	\$202,200	\$298,900
<i>Target Outputs</i>			
Encouraging messages per BH per month	4	6	10
Avg. \$ per BH per month	\$50	\$65	\$80
Aggregate \$ invested into BHs	\$63,281	\$237,188	\$652,500
% of BHs having lifecare visits	50%	50%	50%
<i>Target Outcomes</i>			
<i>BHs meeting critical needs with funds</i>	334	573	1146
<i>New housing/employment/treatment outcomes</i>	75	150	275
<i>Reduced EMS utilization</i>	TBD	TBD	TBD

<i>Budget Breakdown</i>	Y2019	Y2020	Y2021
Beacon Hardware	\$5,500	\$9,500	\$19,100
Platform Development / Data Provision	\$75,000	\$100,000	\$125,000
FTE(s) for Lead Agency	\$40,000	\$41,600	\$86,400
\$10 Credit for New Beacon Holders	\$7,500	\$12,500	\$25,000
Advertising for New Samaritans	\$23,000	\$25,100	\$27,700
Transport / Printing / Misc.	\$7,000	\$7,500	\$11,700
Accounting / Legal	\$6,000	\$6,000	\$6,000
Total Expenses	\$164,000	\$202,200	\$298,900
<i>City ROI</i>			
(Est.) value capture per housing outcome	\$20,000	\$20,000	\$20,000
BHs meeting critical needs with funds	334	573	1146
% converting into housing outcome	23%	26%	24%
New outcomes	75	150	275
Net Savings	\$1,336,000	\$2,797,800	\$5,201,900
ROI	8.15	13.84	17.40

pilot evaluation

- what % of beacon holders have elevated their life compared to control group and/or historical data?
- do agency teams love using Samaritan in their work?

- initial contract to provide platform for 2019, with two-year extension possible
- Revisit metrics quarterly, identifying and agreeing to improvements



uncommon efforts produce uncommon results that eliminate homelessness, one person at a time.



thank you to the following for making statements available:

Salvation Army — Mickey Jordan, Scott Moorhouse, Aiden & Brian

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Pike Market Community Center — Danielle Montrose


Compass Housing — Steven Weir

Union Gospel Mission — Jeff Lilley

Harborview — Steven Mitchell, MD

St. Vincent De Paul — Jim McFarland

Low Acuity Response — Jon Ehrenfeld



give people access to the
financial capital and
relational guidance
needed to find a home

samaritan


walk **with**, not by.

samaritan.city/pilot