



The Other Side Academy

2021 Annual Report

All Other Side Organizations are registered
501(c)3 non-profit organization



Letter from the CEO



Tim Stay

CEO,
The Other Side
Academy

Dear Friends,

Throughout the past year, The Other Side has focused on expansion in Salt Lake City and Denver. Our growth is reflected in

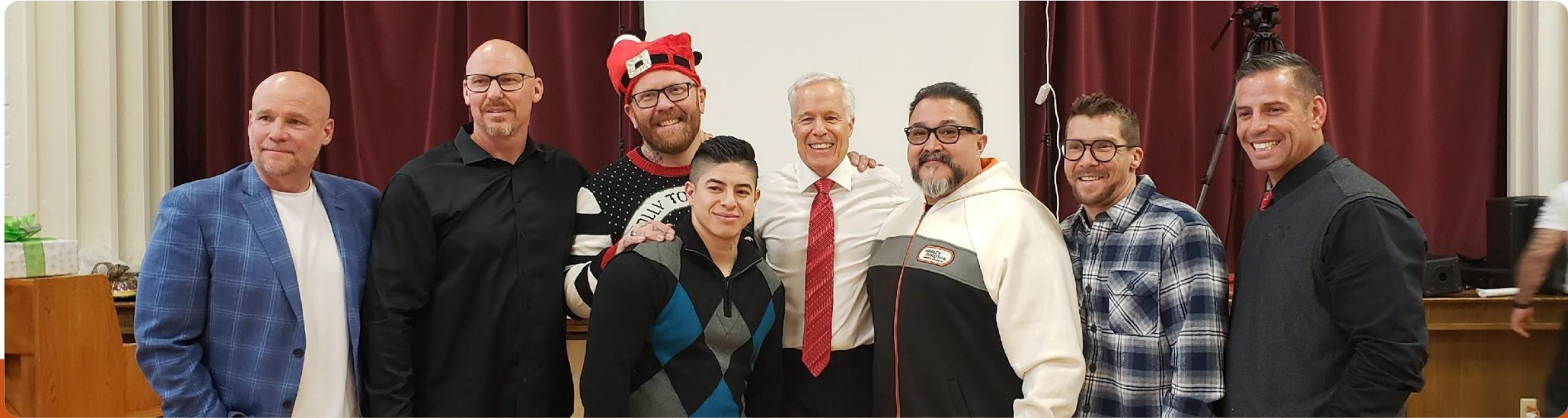
- The continued remodel and landscape design of our Salt Lake City campus will increase the number of lives impacted by 50%
- The purchase of a new warehouse and beginning the necessary upgrades making it possible for The Other Side Academy - Salt Lake to add another vocational training school and social enterprise
- Continued renovations of the Parkside Mansion in Denver, Colorado which doubles the housing available for Denverites in need of behavior retraining and vocational training as a solution to substance abuse, criminal recidivism, and homelessness
- Launched The Other Side Village project in Salt Lake City as an innovative, self-reliant master planned community aimed at alleviating chronic homelessness and the suffering we all witness every day for our unhoused neighbors

We believe the solution to many of the dysfunctional lifestyle choices present in our cities, towns, and neighborhoods can be solved by applying the “Community as Method” approach found in the Academies. We’re grateful for the number of legislators, community leaders, business owners, and families from throughout Utah that have visited The Other Side Academy in Salt Lake City this past year. They came to learn more, witness this approach in person, and understand how The Other Side Village will, for the first time in Utah, overlap our “Community as method” approach with the medical and mental health communities. The Village will be a community of healing and purposeful living for adults that have lived on the streets of Utah for a year or longer and have some type of disabling condition that has contributed to their homelessness and limited their ability to become rehoused. This is not a low-cost housing project. Rather, it’s a neighborhood that provides affordable housing, restores dignity, fosters self-sufficiency, and provides work opportunities that lead to a happy, purposeful life.

We are grateful for our advocates and supporters who continue to share the story and success of The Other Side. We are passionate about saving lives by changing behavior. We invite you to keep watching the growth and innovative approaches of the Academies and the Village in the years to come.

With gratitude,

The Other Side Academy



We save lives by changing behavior.

The Other Side Foundation believes there is immense potential to thrive in even the most marginalized populations. The Foundation encompasses three organizations;

The Other Side Academy
Salt Lake City

The Other Side Academy
Denver

The Other Side Village



The Other Side Academy

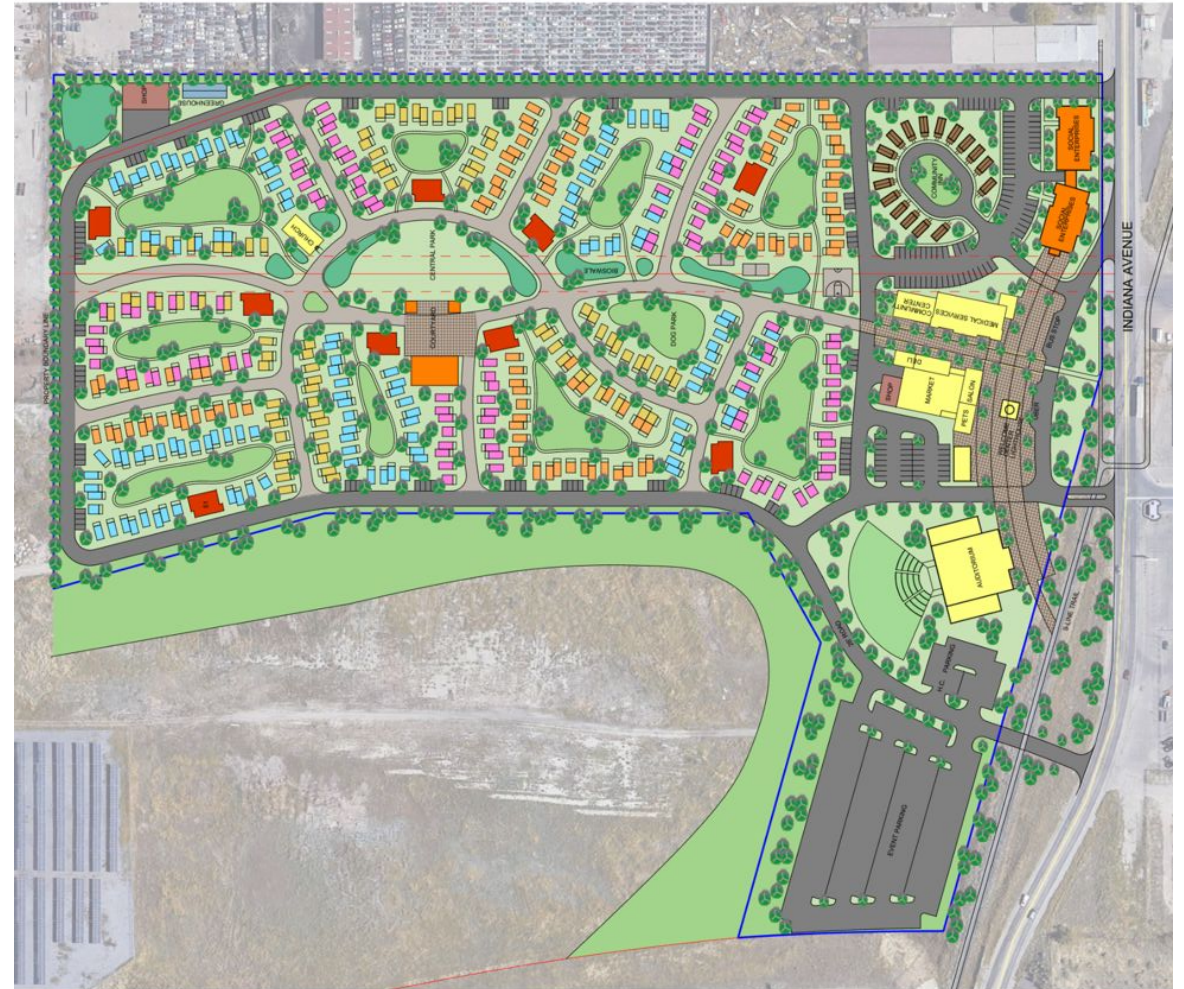
Who We Are

- ✓ The Other Side Academy Salt Lake City was founded in 2015 and the second campus opened its doors in 2019 bringing The Other Side Academy to Denver, Colorado.
- ✓ Determined to break the cycle of long-term criminality, substance abuse, and homelessness, many men & women change their lives through critical peer feedback.
- ✓ The Academies are residential, vocational, and life skills training programs.
- ✓ Both organizations are self-supportive through their social enterprises. Students are not charged tuition or fees to attend.

The Other Side Village

Who We Are

- ✓ The third organization is The Other Side Village which began in 2021 as an innovative solution to alleviating homelessness.
- ✓ The Village will provide affordable permanent quality housing for adults who were chronically homeless with an accompanying disability: mental health, physical challenges, and substance abuse
- ✓ Residents will receive mental health, medical, and dental services from community partners as well as mentoring and daily community engagement from Village Coaches.
- ✓ On-site employment and educational opportunities will be built into the fabric of this uniquely structured neighborhood.



We look forward during the next calendar year to working closely with the State of Utah, Salt Lake County, and Salt Lake City officials to finalize the lease agreement and obtain City Council approval of the rezoning necessary to begin construction

The Problem – National Incarceration Crisis



59.3 million
people used illicit drugs



>600 billion
was spent on drug addiction and substance abuse in the US in 2021.



41.1 million
people needed SUD treatment



77.6%
rate of reincarceration



1%
received treatment at a special facility



326,000
people experienced sheltered homelessness in the United States on a single night in 2021

“Every dollar invested in addiction treatment programs yields a return of between \$4 and \$7 in reduced drug-related crime, criminal justice costs, and theft.”

How We Help



We believe people can change

Instead of incarceration, The Other Side Academies provide a way for students to rehabilitate their lives through community, work, and education. They earn their GED, learn business skills, and gain experience in a variety of trades. Adults accepted to the Academy change old and harmful patterns of thinking and behavior. They take time away from their lives to spend two and a half years in-program learning to keep promises, choose integrity, accountability, and honesty. Our students have the opportunities to work in several vocational training schools; The Other Side Moving & Storage; The Other Side Thrift Boutiques; The Other Side Builders, automotive, corporate development, medical and legal communications, office management, and culinary.

Statistics of incoming student:

- **100%** of students presented with SUDs
- **~90%** of A students came with criminal backgrounds
- **>90%** lived at or below the poverty level and had extreme difficulty maintaining employment.



Statistics of students' cumulative success since 2015 following graduation completion:

- **86%** remain Crime Free
- **89%** remain Employed
- **75%** remain Drug-Free

The Twelve Beliefs

1 You alone can do it, but you can't do it alone

2 Make and keep promises

3 Self-reliance. There is no free lunch

4 Impeccable honesty

5 Act as if

6 Embrace humility

7 Each one teach one

8 200% accountability

9 Forgiveness

10 Boundaries

11 Faith friendly

12 Pride in work



The Other Side Academy Salt Lake City

Highlights from 2021



Dave Durocher

Executive Director

The Other Side Academy

- May 2021: Won Best of State in Humanitarian Operation, Vocational Training, & Adult Education.
- September 2021: Hosted the second Therapeutic Community Summit in Salt Lake City, Utah.
- December 2021: Graduates complete first Financial Literacy course.
- South Salt Lake Police come to the Academy for training
- Fall 2021: Dave Durocher highlighted in Nugent Good News
- Dave Durocher speaks at 14th Annual Criminal Law Conference.
- Warehouse remodel begins

Denver Campus Highlight

Introduction to Our Managing Director



Lola Zagey Strong

Managing Director

The Other Side Academy Denver

As a young woman, Lola Zagey always dreamed of making a difference in the world. Her progress was completely derailed in 1998 when her addiction to prescription painkillers grew into a battle with heroin. After her fourth prison sentence, she knew she had to try something different.

The judge agreed to her plea to join the Delancey Street Foundation program - if she could complete two years at Delancey Street, she would be forgiven of her five-year prison term.

She excelled at Delancey Street. Lola worked her way up to the finance department in which she learned skills in accounting, auditing, and bookkeeping. After finishing her agreed-upon two years, Lola chose to stay an additional three years as a volunteer and helped manage the Los Angeles campus.

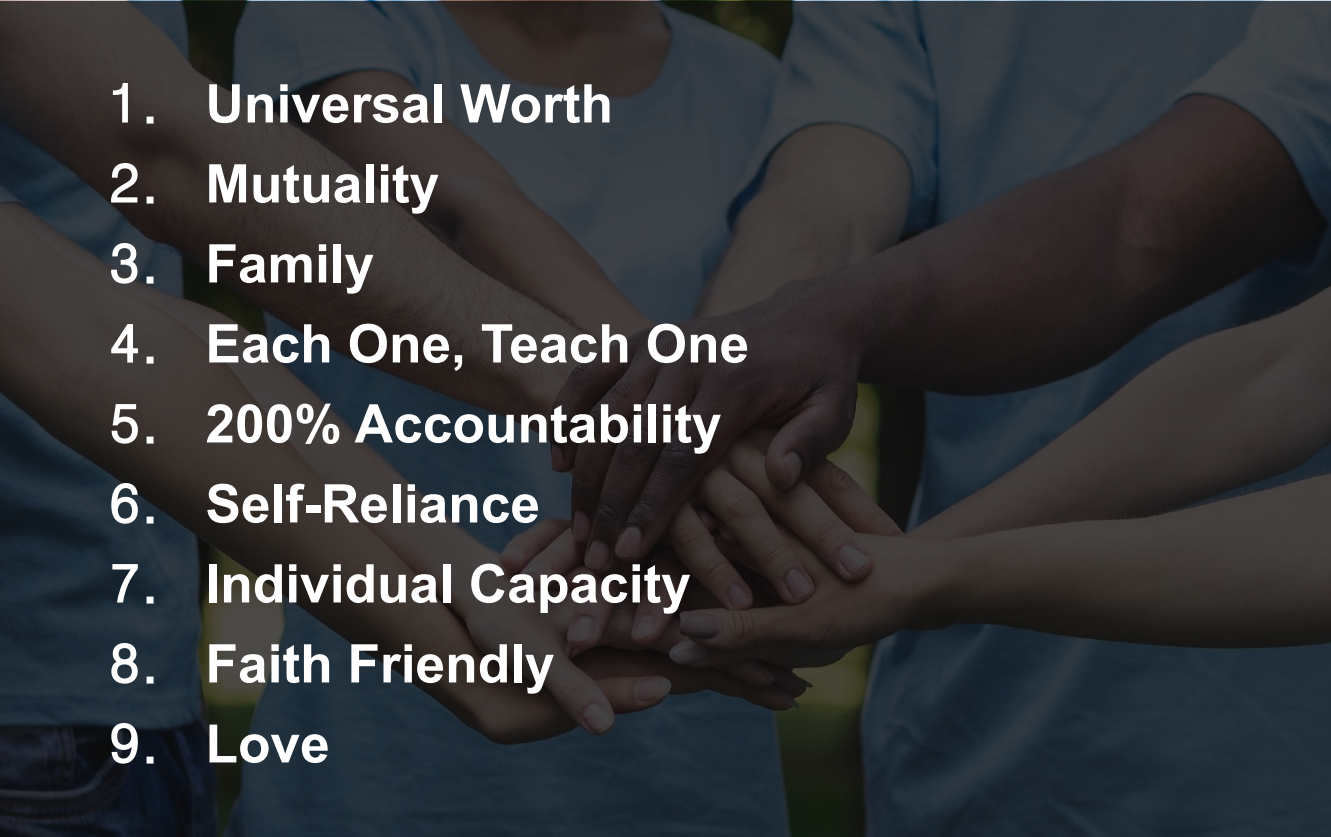
After graduating, Lola found work in the medical field as well as in property management. She lived an idyllic life in a beach-front home, surrounded by friends, reunited with family, and earning a good income. But something was missing. She felt the pain of her past life gave her a special responsibility that she needed to find a way to fulfill. **In 2015 she gave up her comfortable life and moved to Salt Lake City to help start The Other Side Academy.**

Under Lola's leadership, The Other Side Academy Denver campus has made strides in progress:

- Parkside remodel commenced in January 2021
- Denver campus becomes self-supportive in 2021
- Online Furniture Thrift Boutique goes in-person in warehouse July 2021
- Storage Business launched
- Martin Luther King Award Jan 2021
- First TOSA Denver Grads May 2021
- Impact 100 Grant Recipient to help with commercial kitchen in Parkside

The Other Side Village

The 9 Beliefs that Guide Us

- 
1. **Universal Worth**
 2. **Mutuality**
 3. **Family**
 4. **Each One, Teach One**
 5. **200% Accountability**
 6. **Self-Reliance**
 7. **Individual Capacity**
 8. **Faith Friendly**
 9. **Love**

The Other Side Village is a master-planned neighborhood that will provide affordable, permanent quality housing for people coming out of chronic homelessness. The Village is founded on the conviction that housing alone will never solve homelessness, but community will. Our community residents (referred to as “neighbors”) cope daily with lived trauma, mental health disorders, physical limitations, and learning disabilities. Veterans are also a part of this therapeutic community.

The combination of high-quality, permanent housing and a strong culture of personal growth, support, and connection is the heart of our model. Our neighbors will begin by staying at our Welcome Neighborhood to learn about the aspects that make a community holistically itself; accountability, mutuality, teamwork, and acceptance. After the neighbors learn these habits, they will get to move into their forever home in one of the carefully designed Other Side Village neighborhood homes.

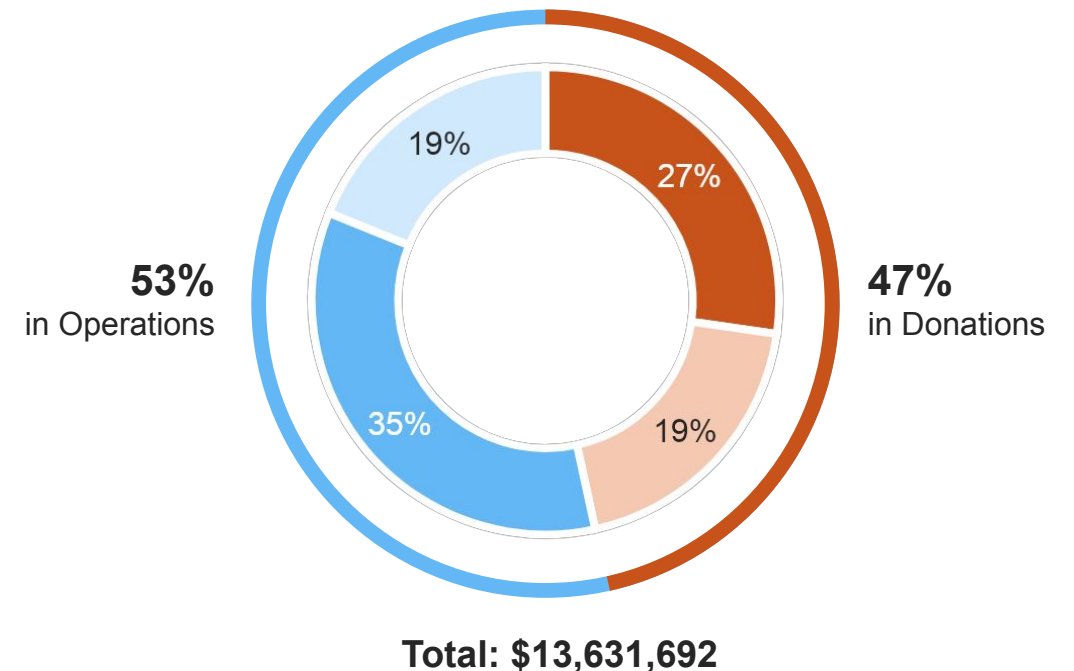
Summary Financials

The Other Side Academy Statement of Activities
Years Ended December 31, 2021, and 2020

Summary of Operations (\$)	2021	2020
Net Assets Without Donor Restrictions:		
Revenue and support:		
Services and sales revenue	4,711,057	3,015,542
Thrift store revenue, net cost of sales	2,567,630	1,595,186
Other	2,305	12,281
Total revenues and support	7,280,992	4,623,009
Expenses:		
Program services		
Vocational and life skills training	5,180,964	3,957,838
Management and general	717,148	375,267
Fundraising	170,191	77,170
Total expenses	6,068,303	4,410,275
Net Income (w/o Depreciation)	1,212,689	212,734
Net Assets at Beginning of Year		
In-Kind donations (Not included)	2,633,886	1,378,884
Donations	3,716,814	2,297,227
Less Depreciation	-598,403	-583,457
Net Income	1,212,689	212,734
Net Assets at End of Year	19,545,840	15,214,840

Income Breakdown (2021)

Donations	\$ 3,716,814
In-kind donations	\$ 2,633,886
Moving services revenue	\$ 4,711,057
Thrift store revenue, net of cost of sales + Other	\$ 2,569,935



Leadership Team

Board of Directors



Joseph Grenny

Chairman of the Board



Ted Broman

Board Member



Tim Stay

CEO

Executive Team



David Durocher

Executive Director



Lola Zagey Strong

Co-Founder



Cathy Holt

Director of Development



Lindsey Nelson

Executive Assistant

Staff

SLC Program Staff

Chris Nelson (Manager, Delancy Grad)

Sharon Nelson (Manager, Delancy Grad)

Robert Davalos (Manager, Delancy Street Foundation Grad)

John Branham (Program Staff, Class of 2021)

Matthew Sims (Program Staff, Class of 2019)

John Libutti (Program Staff, Class of 2019)

Leticia Ledezma (Program Staff, Class of 2021)

Tiffany Blair (Program Staff, Class of 2019)

Tori Dixon (Program Staff, Class of 2019)

Robyn Sims (Program Staff, Class of 2019)

Diego Cortez (Program Staff, Class of 2021)

Dylan Gibson (Program Staff, Class of 2021)

Denver Staff

Steve Strong (Director, Delancy Grad)

Bruce Steck (Program Staff, Class of 2021)

Justin Allen (Program Staff, Class of 2019)

Ashlee Uden (Program Staff, Class of 2021)

The Village Staff

Maurice “Moe” Egan (Director of Neighborhood Recruitment, Delancy Street Foundation Graduate)

Camille Winnie (Director of Community Outreach)

Jordan Hosman (IT Department)

Nicholas Smith (IT Department)

Support Us



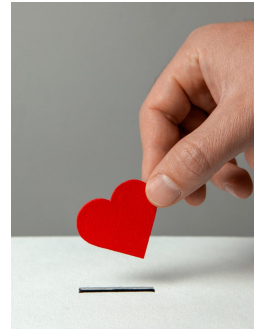
HIRE US AND SHOP WITH US

The Other Side Academy has launched several social enterprises that continue to receive five-star reviews consistently. The Other Side Movers can help you with your moving needs. The Other Side Builders can help you tackle your upcoming remodel. We also have two thrift boutiques and a furniture boutique. For more information go to: [The Other Side Moving & Storage](#) (SLC / Denver), [The Other Side Builders](#), [The Other Side Thrift Boutique](#) (SLC), [The Other Side Furniture Boutique](#) (Denver)



VOLUNTEER

The Other Side Academy is grateful for the time, talents, and support of our surrounding communities. Opportunities to volunteer with our organization include mentoring and teaching life skills, and donation of professional expertise in areas like graphic design, website design, social media, advertising, marketing, accounting, legal, construction, and more. If you are interested in volunteering in our organization, please email us at volunteer@TheOtherSideAcademy.com



DONATIONS

Although our social enterprises provide the funding needed to support our programs and students' basic needs, we continue to seek funding to expand residential capacity, and launch additional vocational training components; all of which leads to increased organizational self-sufficiency. The Other Side Academy is a 501(c)(3) public nonprofit organization. Your thoughtful donations are tax-deductible and critical to our ability to grow and save more lives. We are grateful for all donations and will happily provide information for making one-time or ongoing individual, foundation, and corporate monetary gifts.

[Click Here to Donate Now](#)



IN-KIND DONATIONS

All donations clothing, food, supplies, tools, gear, etc. help reduce our operating expenses. They also allow us to achieve self-sufficiency sooner. If you or your business can provide these items, please contact us. We will come to your location to pick up these in-kind items, making your thoughtful contribution hassle free. In-kind donations are also tax deductible.

SHOP ON AMAZON SMILE

Once you set your [Amazon Smile](#) charity designation to "Other Side Academy," Amazon will donate a percentage of each purchase to our organization.



**Thank
You**



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The Other Side Academy is a registered
501(c)(3) nonprofit organization