**SOCIAL PROBLEM**

Addiction is at the root of our most destructive and costly social, health and public safety problems. It’s also a tremendous economic drain due to lost productivity and higher turnover, absenteeism and hidden healthcare costs. Everything we think and do about addiction has to change.

**THE IMPACT OF THIS ORGANIZATION**

At Face It TOGETHER, we believe people impacted by addiction, including their loved ones, deserve the same dignity and respect as anyone else affected by a serious illness. That’s why we work hard to make sure our clients feel welcome and at ease as soon as they connect with us. We do purposeful, mission-driven work as a business in the social sector. We see ourselves as change agents, using innovations in customer experience, technology and data science to deliver personalized health coaching that transforms the lives of people impacted by addiction.

**ADDICTION MANAGEMENT COACHING**

We provide one-on-one Addiction Management Coaching (AMC), based on best practice models for peer-based support and proven, field tested tools and techniques. AMC helps our clients manage the complex issues around addiction, with a focus on achieving wellness in all respects. We provide this coaching to those suffering with addiction as well as their loved ones. Coaches have lived experience with addiction and are matched with clients based on best fit.

**FIT STORY**

Our story began in 2009 in Sioux Falls, SD when the community, frustrated by the old way of doing things, came together to find new, shared solutions to drug and alcohol addiction. In 2018, we moved our headquarters to Denver and have coaching centers in CO, SD, ND, and MN, and clients in more than 16 states.

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**Coaching Impact Value Summary** Benefit-Cost Analysis

This prospectus outlines the social value created by Face It TOGETHER through its coaching of Persons with Addiction (PWA) and Loved Ones (LO) of a person with addiction. The goal of this document is to communicate the benefit-cost ratio of this coaching that goes above and beyond traditional financial returns.

**UN SUSTAINABLE DEVELOPMENT GOALS (SDGs)**

The following SDGs are addressed with these programs:

<table>
<thead>
<tr>
<th>SDG</th>
<th>Target 1.3</th>
<th>Target 3.3</th>
<th>Target 4.7</th>
<th>Target 5.4</th>
<th>Target 8.6</th>
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**RECOVERY CAPITAL INDEX (RCI)**

Face It TOGETHER’s instrument to measure an individual’s addiction wellness, the RCI, uses three domains and 22 components in areas covering personal, social and cultural capital. The RCI was externally validated with the research published in the May 2018 issue of South Dakota Medicine.

**SOCIAL RETURN ON INVESTMENT OVERVIEW**

<table>
<thead>
<tr>
<th></th>
<th>Person with Addiction</th>
<th>Total SROI</th>
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<tbody>
<tr>
<td>Loved Ones</td>
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<td>Victims of Crime</td>
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<td>$6.32</td>
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<td>Government</td>
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<td>$2.88</td>
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<tr>
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<table>
<thead>
<tr>
<th></th>
<th>Loved One</th>
<th>Total SROI</th>
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<tr>
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<td>$0.35</td>
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<tr>
<td>Employer</td>
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<td>$0.27</td>
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Coaching Impact Value Map

This diagram shows the value FIT’s coaching creates, and to whom those benefits accrue.

Social Return on Investment

<table>
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<tr>
<td>Loved Ones</td>
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</tbody>
</table>

Person with Addiction

Core Assumptions

✓ Person with Addiction is engaged for 120 days
✓ Costs of coaching each client are equal
✓ Coaches work at full capacity for cost structure
✓ Multi-year impacts taken at present value with 3% discount rate

Estimated Return on Investment $31,496

Who Benefits?

Individual $16,063

Government (Taxpayers) $4,237

Employer $7,317

Victim of Crime $1,721

Loved Ones $331

Hospital Uncompensated Care $1,827

Avoided Homelessness Costs $414 (Over 1 year)

Future Earnings Increase $5,925 (Over 3 years)

Healthcare Costs Avoided $5,640 (Accrued once)

Criminal Justice Costs Avoided $3,442 (As lifetime average)

Employer’s Avoided Costs $6,000 (Over 1 year)

Quality of Life $1,591 (Over 3 years)

Avoided Homelessness Costs $414 (Over 1 year)

Avoided Medicaid Expenditures
Avoided Healthcare Expenditures
Avoided Medicaid Expenditures
Avoided Employer Provided Insurance Expenditures
Avoided Hospital Uncompensated Care

Additional Income Earnings
Additional Income Tax Revenue
Avoided Healthcare Expenditures
Avoided Medicaid Expenditures
Avoided Employer Provided Insurance Expenditures
Avoided Hospital Uncompensated Care

Reduced Spending on Substance

Avoided Costs of Arrest and Incarceration
Avoided Costs to Victims

Avoided Cost of Absenteeism, Presenteeism and Turnover Only
Avoided Cost of Shelter Provided
Improved Quality of Life

Substance Use Savings $8,484 (Over 3 years)

Avoided Cost of Absenteeism, Presenteeism and Turnover Only
Avoided Cost of Shelter Provided
Improved Quality of Life

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Loved One

Core Assumptions
- Loved one is engaged for 60 days
- Coaches work at full capacity for cost structure
- Multi-year impacts taken at present value with 3% discount rate

Additional Outcomes that Could not be Monetized
- Increased hope and happiness
- Increase in family cohesion and less family conflict
- Decreased isolation
- Healthy boundaries established
- Stronger community connections
- Improved sense of purpose and spirituality

Average Program Cost per Participant
$2,540

Estimated Return on Investment
- $6,562

Who Benefits?
- Individual $4,993
- Government (Taxpayers) $877
- Employer $692

This diagram shows the value FIT's coaching creates, and to whom those benefits accrue.

Avoided Medicaid Expenditures
Avoided Expenditures: Direct Healthcare, Medicaid and Employer Provided Insurance
Avoided Cost of Absenteeism, Presenteeism and Turnover Only
Avoided Expenditures: Direct Healthcare, Medicaid and Employer Provided Insurance

Healthcare Spending Avoided $336 (Over 3 years)
Mental Health Spending Avoided $1,516 (Accrued once)
Loved One's Avoided Spending on Person with Addiction $2,589 (Over 3 years)
Quality of Life $1,527 (Over 3 years)
Benefits to Employer $594 (Over 3 years)

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