



HOUSING INDUSTRY FOUNDATION



2009

Annual Report

Helping people overcome a housing crisis through personal grants
and shelter improvements.

HOUSING INDUSTRY FOUNDATION

538-A Valley Way, Milpitas, CA 95035-4106

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www.HIFinfo.org

Housing Industry Foundation

OVERVIEW

HISTORY AND STATUS

The Housing Industry Foundation (HIF) is a non-profit charity founded in June 1989. Originally known as the Apartment Industry Foundation for Housing Assistance, it is an industry-based organization with all of its support coming from local companies and individuals, such as apartment owners, builders, realtors, mortgage bankers, accountants, attorneys, insurance companies and other related businesses. HIF is tax exempt under section 501(c)(3) of the Internal Revenue code. (Tax ID#94-3100671)

PURPOSE

HIF's mission is to help individuals and families either remain in or return to stable housing and to assist with special housing projects or renovations in San Mateo and Santa Clara Counties. In addition, HIF supports efforts to identify long term solutions to the lack of affordable housing in our community.



PROGRAMS

Emergency Housing Fund. HIF's emergency housing grants are a homeless prevention program. In collaboration with a network of social services agencies, HIF makes grants of up to \$1,000 to low-income individuals and families threatened with homelessness or uninhabitable conditions. These grants may be used for rent, mortgage, utilities and certain repairs. The situation must be due to a recent unforeseen emergency and the clients must demonstrate their ability to meet future expenses after the grant is awarded. During 2009, HIF made 314 grants for a total of \$266,392 assisting 456 adults and 478 children.

Special Requests. Each year, HIF budgets \$6,000 to assist with cases that are brought to our attention from sources outside the Emergency Housing Fund. Once the facts of the situation are substantiated by a qualified individual and upon approval of the executive director and at least two executive committee members, HIF will issue a check up to \$1,000 for one time assistance with housing expenses. In 2009, eight special requests were approved for a total of \$6,450 helping 12 adults and 11 children. This program gives HIF the flexibility to assist with cases that may otherwise "fall through the cracks" because of a technicality such as the inability to travel to a community agency because of illness.

Disaster Response. HIF also assists victims of natural disaster who have lost their housing. This assistance is provided on a case-by-case basis and may include grants for motel costs, furnishings and move-in costs. As a member of Community Agencies' Disaster Relief Effort (CADRE), HIF has partnered with other organizations to assist disaster victims such as the evacuees from Hurricane Katrina who relocated to Silicon Valley.

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RENOVATION PROJECTS

HIF works with local shelters and other non-profit housing providers to improve the living conditions for their residents. Drawing upon the expertise and resources within the industry, including in-kind donations of material and labor, HIF is able to make needed repairs and improvements for little cost. These projects range from providing a few needed furnishings to major renovations of the buildings and landscaping. During the year, HIF completed the following five projects, investing \$46,805 cash, plus \$94,327 in-kind donations.



(AFTER PICTURE: HOPE HOUSE)

Hope House. This home for women in recovery is operated by the Service League of San Mateo County. Many of the residents are from court referrals after years of interaction the justice system resulting from drug addiction and related social and medical problems. Women in this program are given the opportunity to overcome their drug dependence and prepare for a productive and stable life on their own. HIF assisted at Hope House by remodeling the kitchen and community room, converting these areas into inviting and functional space for the residents.

Stevenson House. Stevenson House is a 120-unit apartment community for low-income seniors. HIF supplemented the project completed in 2008 by painting and adding cosmetic improvements and furniture to the dining and reception area, replacing the institutional appearance with a new homey environment.

Veterans Shelter. Having worked with the Veterans Shelter many times over the past several years, HIF provided dressers and beds for 40 additional residents.

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RENOVATION PROJECTS

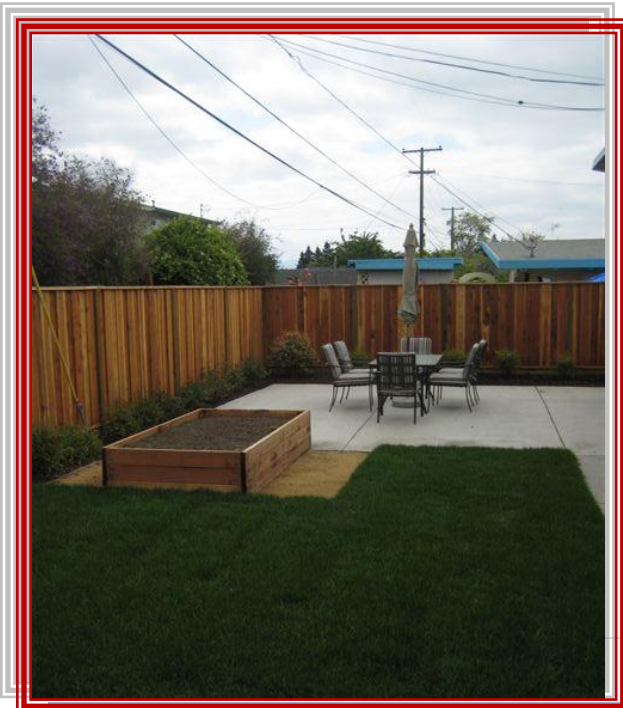
(BEFORE PICTURE: Socorro House)

Socorro House. HIF has helped Senior Housing Solutions remodel several single family homes to make them suitable for shared housing for low-income seniors.

At Socorro House, HIF provided new appliances, window coverings, complete landscaping front and back, and fencing on both sides of the house.

AACI Women's Shelter. Asian Americans for Community Involvement operates this program that provides a safe haven for victims of domestic violence and their children.

This is a confidential site in a middle class neighborhood in San Jose. HIF improved the bathrooms with paint and fixtures, installed new appliances, countertops and flooring in the kitchen, created new storage and dressing area in the garage, and upgraded the landscaping, both front and back.



(AFTER PICTURE: Socorro House)

Housing Industry Foundation

MAKING A DIFFERENCE - ONE HOUSEHOLD AT A TIME

WAYS YOU CAN HELP

When you support the Housing Industry Foundation, you become part of a network of people who are committed to keeping individuals and families off the streets.

It is often not the first crisis that places a household in crisis – it is typically the third or fourth crisis in a series that places people in a situation where they cannot afford the next month’s rent. You can help us fund emergency housing grants and shelter improvements.

Thank you for supporting these life-affirming efforts. We invite you to continue your generous support by giving in any way that is convenient for you.

<p>Direct Donations</p> <p>Mail: 538A Valley Way, Milpitas, CA 95035</p> <p>Phone: 408.935.9201</p> <p>Online: www.hifinfo.org</p>	<p>Sponsor Events</p> <p>California Apartment Association Tri-County Charity Golf Tournament - June 28, 2010</p> <p>September Summit Dinner - September 7, 2010.</p>
<p>Join our Board</p> <p>Our board is comprised of multi-family industry executives who manage the organization. There are six board meetings per year, along with various working committees, which board members attend.</p> <p>Board members are highly encouraged to be regular ambassadors of HIF including speaking to those in his/her “sphere of influence” about who we are and what we do.</p>	<p>Volunteer and In-kind</p> <p>Corporate Champion is a company-sponsored employee volunteer workday where staff can participate in a team-building experience helping HIF on a renovation project.</p> <p>In-kind company sponsor donates labor, materials and/or expertise on an HIF renovation project</p> <p>Committee Volunteer provides an individual the opportunity to assist HIF through his/her network and personal experience.</p>

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MAKING A DIFFERENCE – ONE HOUSEHOLD AT A TIME



GIVING HELP – GIVING HOPE

A single mother and her four year old son had lived in their apartment for four years. She was laid off and did not qualify for unemployment benefits because she had worked for a private school. Her only income was from babysitting and \$200 per month in child support. Three months later, she started a new job. HIF provided a \$1000 emergency housing grant to help this mother get caught up with her past due rent and expenses.

A widow had lived in the same apartment for ten years. Her income was derived from social security and two part-time jobs. She lost one of her jobs when the company went out of business and she was unable to pay a portion of her rent. She secured a new part-time job that would provide the necessary income in the future. HIF funded \$600 to help keep her in her permanent home.

A woman with custody of her eight-year-old granddaughter became homeless after the home they were renting went into foreclosure. They slept in their car for almost three months. Prior to this ordeal, they had been waiting for almost two years to be accepted into Sobrato Transitional Apartments, which is a two year program. After \$741 move-in costs provided by HIF, the woman was able to afford the rent on her meager income.

A young couple with two babies lived in an apartment. The husband was laid off from work and unemployed for over two months. In the interim, the wife's parents and sister arrived from New York after losing their home to foreclosure due to loss of employment. The extended family of seven began living together in one apartment. They were able to raise \$200 toward their rent and HIF supplemented the remaining \$800. The two men have since found employment and the wife's mother is looking for employment, so they should be able to sustain their housing hereafter.

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MAKING A DIFFERENCE – ONE HOUSEHOLD AT A TIME

COLLABORATION



HIF has followed two basic premises in developing its programs. (1) We can maximize our capabilities by leveraging cash contributions with donations of material and labor; and (2) We want to build upon what is already being done in the community rather than duplicate existing services or programs.

As a result, all HIF activities are done in collaboration with local businesses and community based organizations. We partner with other non-profits who provide the casework for our emergency housing grants, we call upon those

within the industry to help support our renovation projects with donations of material and labor, as well as cash, and we are part of a network of local organizations designed to provide secondary response in case of natural disaster.

Asian Americans for Community Involvement

Coastside Hope

Community Services Agency of Mountain View and Los Altos

Daly City Community Services Center

Ecumenical Hunger Program

EHC LifeBuilders

El Concilio Emergency Services Partnership

Fair Oaks Community Center

Family Supportive Housing, Inc.

HIP Housing

Homeless Veteran Emergency Housing Facility

InnVision

North Peninsula Neighborhood Services Center

Pacifica Resource Center

Sacred Heart Community Service

Salvation Army

Samaritan House

Senior Housing Solutions

Service League/Hope House

St. Joseph's Family Center

Stevenson House

Sunnyvale Community Services

West Valley Community Services

Housing Industry Foundation

2009 HIF REVENUE AND EXPENSES SUMMARY BY DOLLARS AND PERCENTAGE

FINANCIAL DATA

HIF's annual budget has grown to over \$700,000, including in-kind donations. All administrative costs are covered by donations by HIF board members, so 100% of all additional funds are available for HIF programs.

REVENUES - \$530,088

Board Contributions - \$138,405 or 26%

September Summit - \$163,210 or 31%

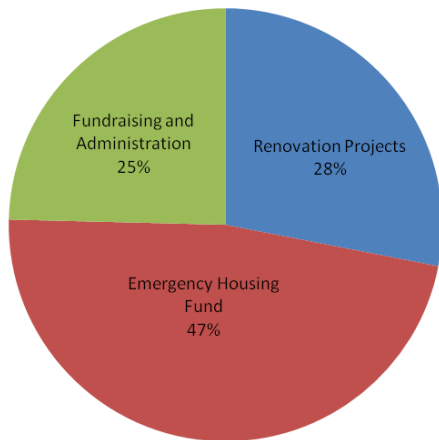
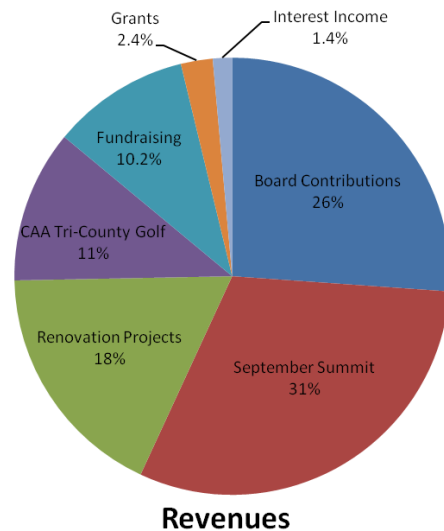
CAA Tri-County Golf - \$60,000 or 11%

Fundraising - \$54,084 or 10.2%

Grants - \$12,500 or 2.4%

Interest Income - \$7,562 or 1.4%

Renovation Projects - In Kind - \$94,327 or 18%



Programs and Expenses

PROGRAMS AND EXPENSES - \$683,379

Renovation Projects - \$191,747 or 28%

Emergency Housing Fund - \$323,457 or 47%

Fundraising and Administrative Expense - \$168,175 or 25%

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HOUSING INDUSTRY FOUNDATION BOARD MEMBERS*

Officers

Andrew Hermer, President, Arcadia Management Services Co.
Mark Plenge, President-elect, Berkadia Commercial Mortgage
Dennis Young, CFO, Young, Craig & Co., LLP
Colin Gray, Vice President, JSM Enterprises
Lynn Pierce, Corporate Secretary, Prodesse Property Group
Karen McCay, Past President, Pahl & McCay

Directors

Brian Avery, Avery Construction Company
James Blake, The Matteson Companies
Paul Cardus, Silicon Valley Association of Realtors
Brian Cox, The Sobrato Organization
Jeffrey Draeger, Draeger Construction
Ron Granville, Woodmont Real Estate Services
Richard S. Gregersen, Peninsula West
Jake Harrington, On-Site.com
Joshua Howard, California Apartment Association
David Lee/Sherry Ramirez, Braddock & Logan
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Egil Rosten, Cort Furniture Rental
Mike Scrabis, Brook Furniture Rental
Heather Slack, Alliance Residential
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Terri Stinson, Cambridge Management Company
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Lauren Castle, Cort Furniture Rental
Matthew Cox, Apartment Guide
Emme Dahlin, RealPage
Joyce Dawson, Medallion Landscape
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Craig Holmes, For Rent Magazine
Fred Kriebel, Kriebel and Associates
Fran McManus, Apartment Finder
Michelle Meier, All Seasons Roofing

Associate Members (continued)

Marlee Murdock, Apartments.com
Vince Raciti, Regency General Contractors
Randy Reid, Web Service Company
Steve Seligman, Marcus & Millichap
Michael Stephenson, Platinum Roofing

Founders

Rick Alhona, R. W. Zukin
Burt Avery, Avery Construction Company
Duncan L. Matteson, Sr., The Matteson Companies
James S. Morley, JSM Enterprises.

Staff

Debbie Wade, Executive Director
Meta Ware, Development Director

*Executive Committee members shown in red

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CONTACT INFORMATION

FOR FURTHER INFORMATION, CONTACT:



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Check out our website at www.HIFinfo.org or find us on Facebook at www.facebook.com/HousingIndustryFoundation.