

Housing Solutions

FOR SOUTHEASTERN MASSACHUSETTS

Opening Doors. Changing Lives.



What's in a name?

For much of our 45-year history, our name — South Shore Housing Development Corp. — has been somewhat misleading. Since the late 1970s, we've provided services well beyond the 20-plus towns that comprise the South Shore. In addition, housing development has been just one of many ways that we advance our overall mission.

We've had a tremendous impact as South Shore Housing, but as we enter this next period we felt it was important and timely to change our name to more accurately describe our geography and to convey the breadth of our programs and our impact. We believe our new name, Housing Solutions for Southeastern Massachusetts, accomplishes that.

Our new tag line — Opening Doors. Changing Lives. — is the simplest of logic models: We first help people secure affordable housing, and then support them to improve their economic wellbeing and change their lives for the better. As the accompanying story highlights, a few of the people who exemplify this are now on our board, where they will reinforce our commitment to this process.

We're excited to align our name with our work and mission. We're also excited about the impact we continue to have. Again this year we and our terrific community partners have housed over 1,000 homeless families through the State's HomeBASE program, and have assisted many of these to secure jobs. We house a similar number of low and moderate income families in the 400 apartments we own and operate, and we're well underway at substantially renovating 76 of these. We've assisted thousands more families maintain or secure stable housing through our rental assistance, RAFT and HCEC programs. We've helped others to buy their first home, and we've provided secure housing and supports to families fleeing domestic violence to help them reclaim their lives.

In all these ways and more we bring housing solutions to people across Southeastern Massachusetts. And now we proudly proclaim on our new webpage, letterhead, signs, business cards, and as we answer our phones that Housing Solutions for Southeastern Massachusetts is opening doors and changing lives.

Sincerely,



Mike McGowan
Board President



Carl Nagy-Koechlin
Executive Director

Housing Solutions Program Summary — Who we serve

| Program | Number Served |
|---|-------------------|
| SSTAP — Transitional Housing Program for families escaping domestic violence | 25 Families |
| Plymouth Supportive Housing for formerly homeless families with disabled family member | 10 Families |
| First-Time Homebuyer Training | 49 Households |
| Foreclosure Counseling | 14 Households |
| Housing Consumer Education Center information and referral | 10,164 Households |
| Rental Assistance — Administration of federal and state housing vouchers | 2,384 Households |
| Family Self Sufficiency — Coaching support for Sect. 8 tenants to achieve economic independence | 74 Households |
| HomeBASE — Temporary housing assistance for homeless families | 1,052 Families |
| RAFT — Homelessness prevention program | 322 Households |
| Monitoring affordability and overseeing lotteries for privately owned affordable housing developments | 245 Homes |
| Housing Development and Management — Residents of Housing Solutions-developed housing | 950 Individuals |

South Shore Housing is now:



Opening doors. Changing lives.

Visit our new website at:

www.housingsolutionssema.org

“I wondered what I could bring to a board made up of such accomplished people, However, I soon realized that I offered a different perspective.”

—Lashaunda Watson



Road to Self-Sufficiency is a Two-Way Street

For 45 years, Housing Solutions and South Shore Housing have helped low- and moderate-income people secure affordable housing and use that housing as a foundation for improving their economic wellbeing. It now turns out that some of the people who have made the most of that assistance are returning the favor. Two graduates of our Family Self-Sufficiency program have joined our board — and two others are considering doing so — to provide leadership and insights as the organization commits itself to enabling more success stories like theirs.

In 2010, as we committed ourselves to more extensively assist those we house to move forward economically, it became clear that we needed board members with some expertise in that area. We weren't looking for economists or workforce development professionals so much as individuals who themselves had taken steps toward economic independence. “Who better to inform the organization about moving out of poverty than someone who had done it?” said Mike McGowan, Housing Solutions' Board President.

At the recommendation of Joanne Wilmot, Housing Solutions' Family Self Sufficiency Coordinator, Mike and Carl Nagy-Koechlin met with Lashaunda Watson, who had recently graduated from FSS. Lashaunda, the single mother of four daughters, had made the most of the program, building an escrow account and using it to substantially pay down various debts, in addition to graduating with \$14,000 in her escrow account.

“FSS was too good to be true,” said Lashaunda. “It was hard to believe that a program existed that would reward me for what I was already doing — going to work.”

Mike and Carl invited Lashaunda to join the board. “I wondered what I could bring to a board made up of such accomplished people,” said Lashaunda. “However, I soon realized that I offered a different perspective. If you haven't experienced poverty, single parenthood and those circumstances, you can't really understand it.”

That perspective and Lashaunda's contributions were instrumental in the commitments the board subsequently made to advance economic mobility initiatives, including committing funds for workforce programs for formerly homeless HomeBASE families. Meanwhile Lashaunda has grown personally and professionally through her experience helping to govern the organization.

Lashaunda's perspective and personal commitment to economic independence was reinforced last month when Nicole Brienzi, another FSS graduate, joined the

board. Three important and interrelated milestones came together for Nicole recently. Within a few weeks she turned in her Section 8 voucher, closed on the acquisition of a house in Holbrook, and attended her first Housing Solutions board meeting.

For Nicole, the single mother of two daughters and a son, the journey out of poverty to homeownership and organizational leadership started when she got her Section 8 voucher in 2008. Within a few months she had signed on to the FSS program.

“Developing my FSS contract helped me focus on my goals by putting them down on paper,” Nicole said. Chief among these was to clean up her credit, which had been badly damaged when a messy divorce led to bankruptcy and foreclosure.

Nicole diligently and systematically worked to repair her credit. In addition, her income increased as she won promotion to Accounts Payable Lead at a medical specialties company. As a result, her FSS escrow account grew to \$15,000 by the time she graduated from the program. These funds plus her much-improved credit made it possible to buy her new home.

The same drive that enabled Nicole to emerge from her financial challenges is now at the service of Housing Solutions. She’s committed to helping others move along the same path that she traveled, and she sees her membership on Housing Solutions’ board as the best way to have that impact. “I think I can help the board understand how important it is for us to continue and expand this work,” said Nicole.

Nicole’s mother questioned whether Nicole would have the time for the board. After all, she has a demanding job, is settling into a new home and is raising three kids. “I told her that I’ll make time for Housing Solutions,” said Nicole, “because when I needed them they were there for me.”

Housing Solutions is moving enthusiastically into a new era, and doing so with a name that better conveys our geography and impact. With Lashaunda and Nicole stepping up into leadership roles — not long after moving their own families forward — Housing Solutions is putting its faith into two young women that it has believed in since they first walked through our doors. At that moment they were looking for our help. Now we are counting on theirs to make real our commitment to open doors and change lives for others like them.



“I’ll make time for Housing Solutions because when I needed them they were there for me.”

— Nicole Brienzi



Housing Solutions’/South Shore Housing’s Income Statement

12 Months Ended June 30, 2015

Revenues

| | |
|----------------------------|------------------|
| Housing - Program Revenue | |
| Administrative Fees | 5,355,582 |
| Reimbursements | |
| Real Estate Income | 108,482 |
| Donations | 47,144 |
| Interest & Dividend Income | 106,211 |
| Investment Gain/(Loss) | (461,466) |
| Development Income | 327,928 |
| Miscellaneous Income | 2,570 |
| Total Revenues | 5,486,451 |
| Subcontractor Expenses | 1,823,348 |
| Net Revenue | 3,663,103 |

Operational Expenses

| | |
|-----------------------------------|------------------|
| Client Services | 219,133 |
| Wages & Benefits | 2,808,800 |
| Payroll Tax & Benefits | |
| Telephones | 34,711 |
| Office Supplies | 89,721 |
| Professional Services | 371,809 |
| Travel & Vehicles | 69,641 |
| Miscellaneous | 162,114 |
| Office Equipment | 85,567 |
| Liability Insurance | 26,324 |
| Operational Interest | 1,181 |
| Total Operational Expenses | 3,869,001 |

Facility Expenses

| | |
|--------------------------|---------|
| Utilities | 33,000 |
| Janitorial & Maintenance | 59,312 |
| Property Taxes | 10,280 |
| Rent & Condo Fees | 40,916 |
| Property Insurance | 10,197 |
| Mortgage Interest | 46,026 |
| Depreciation | 124,014 |

Total Facility Expenses **323,745**

Bad Debt & Asset Impairment Loss **6,865**

Net Profit (Loss) **(536,508)**