MISSION

It is the mission of Housing First, Inc. to secure resources and assets, which lead to community planning to end homelessness through advocacy and community collaboration.

VISION

It is the vision of Housing First, Inc. that every man, woman, and child will have the opportunity to have suitable, safe, and adequate housing.
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Dear Friends, Partners, and Stakeholders,

As the newly appointed Chief Executive Officer for Housing First, Inc., it is my great honor and privilege to join this incredible humanitarian organization. I'm excited to lead an outstanding team of professionals, working alongside exceptional board members, business leaders, and elected officials, in our shared mission to end homelessness in Mobile and Baldwin counties. On behalf of the team at Housing First, Inc., I want to thank you all for your support of this organization, and the vital community work we at Housing First are dedicated to accomplish.

Housing First, Inc. is a provider of housing and case management services to those experiencing homelessness, or those families at-risk of homelessness in Mobile and Baldwin counties. As a non-profit organization that plans, develops, prioritizes and implements systemic, community-wide strategies to end homelessness in Southwest Alabama, Housing First, Inc. served over 2,738 adults and children with direct services in program year 2017-2018. The number of persons experiencing literal homelessness is at its lowest point since 2013 (551 individuals identified through the 2018 Point in Time Count). Our agency’s funding towards homelessness assistance is about 61% Department of Housing & Urban Development (HUD), 20% Veterans Administration (VA), and 5% United Way grants and corporate sponsors, along with 14% in donated materials and services.

Although federal finding is important, it’s absolutely imperative to have local support and funding in order to truly eradicate homelessness in our community. Please know, homelessness is not an agency issue, it is a community issue and it takes the entire community to resolve homelessness.

Housing costs continue to outpace incomes, pushing many into homelessness, and making the path out of homelessness more difficult. While we work to relieve the suffering of those experiencing homelessness, Housing First, Inc. is also working to change the way we view and treat our most vulnerable neighbors, advocating for lasting solutions and addressing the underlying conditions that contribute to homelessness.

Your support, through advocacy, volunteerism, and financial gifts is critical to our success and we are thankful for what you can do.

Gratefully,

Denise Riemer, LCSW-P, P

Denise Riemer
Board of Directors Chair

Derek Boulware
Chief Executive Officer
Housing First, Inc. takes its name from the Housing First model of homelessness assistance. This research-driven method seeks to provide those experiencing homelessness with rapid access to permanent housing without any preconditions. After housing has been obtained, the Housing First model provides for necessary supportive services and community-based assistance to ensure the retention of permanent housing and to prevent future episodes of homelessness.
During the last ten days of January, communities nation-wide participate in the HUD mandated annual Point-in-Time Count to capture a snapshot of homelessness in the United States. Eighty six volunteers in our community surveyed sheltered and unsheltered individuals experiencing homelessness on January 24, 2018.

551 Individuals were identified as experiencing homelessness in 2018.
HOMELESSNESS IN ALABAMA
(Data derived from state and local Point-In-Time and Housing Inventory Count [2018])

**State of Alabama**

Year-Round Beds*: 6,814

Sheltered Homeless Persons: 2,424

Unsheltered Homeless Persons: 1,010

**Mobile and Baldwin Co.**

Year-Round Beds: 698

Sheltered Homeless Persons: 318

Unsheltered Homeless Persons: 233

*Each bed is indicative of one space available to serve a person experiencing homelessness through Emergency Shelter, Transitional Housing, or Permanent Housing Projects (Permanent Supportive Housing; Rapid Re-Housing)
ANNUAL COST OF HOMELESSNESS

Homelessness does not only impact individuals and their families. Homelessness impacts entire communities.

Consider the 551 individuals identified in the 2018 Point In Time Count:

Continued homelessness means continued and increased need for mental health services, emergency medical care, emergency shelter, and interactions with law enforcement and the legal system.

Research by the U.S. Dept. of Housing and Urban Development (2010) and the U.S. Interagency Council on Homelessness (2017) indicates continued homelessness for 551 persons, based on length of time homeless and family structure, could annually cost this community $13.2+ million.
ANNUAL COST OF HOMELESSNESS

The average cost of providing Permanent Housing - based on family structure, level of need, and length of time experiencing homelessness—indicates it would cost $2.3 million to provide 551 persons with a permanent, lasting solution to homelessness.

Further, low-barrier access to permanent housing, intensive case management, and other needed services is over 80% faster at ending an individual’s homelessness than relying on traditional community supports (Urban Institute, 2018).

Housing is over 5X cheaper than homelessness.
COORDINATED ENTRY

Coordinated Entry is a system designed to unite service-provider efforts, create a real-time list of individuals in the community who are experiencing a housing crisis, and efficiently link applicants with the resources needed to prevent or end a housing crisis. Coordinated Entry uses standardized screening tools to ensure all people experiencing a housing crisis in Mobile County and Baldwin County are equally and fairly assessed. Coordinated Entry also ensures resources are first applied to those with the greatest service needs and highest levels of vulnerability. The system takes a “no wrong doors” approach and can be accessed through outreach efforts, via telephone, or in person to provide services with as few barriers as possible.
WHO IS EXPERIENCING A HOUSING CRISIS IN OUR COMMUNITY?

(Data obtained through community’s Coordinated Entry system.)

- Veterans: 7%
- Sleeping on streets or in shelter: 41%
- Families with children: 24%
- Experienced domestic violence: 14%
- < $1,000 monthly income: 78%
- Mental health issues: 8%
- Disabled: 10%
- Children: 43%
- Adults: 57%
Gender

- Male: 57%
- Female: 43%
- Other: <1%

Age Distribution:

- UNDER 18: 43%
- 18-24: 8%
- 25-34: 15%
- 35-44: 12%
- 45-54: 12%
- 55-61: 7%
- 62+: 3%
FAMILY AND YOUTH SERVICES

Family and Youth Services (FYS) is a rapid re-housing project aimed at ending homelessness for unaccompanied youth and families with children. The goal of rapid re-housing is to ensure homelessness is brief and that the effects of homelessness are not felt for an extended period of time. FYS provides regular case management combined with rental assistance, connections to mainstream benefits, and supportive services. The goal of these short-term services is to provide families and youth experiencing homelessness with the skills and resources necessary for long-term housing stability.

117 Individuals Obtained Permanent Housing

354 Individuals, Representing 111 Households Served in 2018
SUPPORTIVE SERVICES FOR VETERAN FAMILIES

Housing stability can be drastically impacted by joblessness, limited income, substance use, disability, mental illness, criminal history, poor credit, and traumatic life experiences. The Supportive Services for Veteran Families (SSVF) program seeks to address these issues for veterans and their families. SSVF provides short-term, intensive case management and temporary financial assistance designed to link veterans and their families with permanent housing solutions to prevent and end veteran

175 Individuals Obtained Permanent Housing

289 Individuals, Representing 167 Households Served in 2018
The Community Housing Program consists of two HUD-funded Permanent Supportive Housing projects that provide services for individuals and families. These projects lease rental units from apartment complexes in the community and use the units to provide housing and supportive services to program participants. The goal of the Community Housing Program is to equip participants with the skills and resources necessary to achieve housing independence and avoid re-entering homelessness. Program participants with income are expected to pay a portion of their rent to build habits associated with housing stability.

141 Individuals, Representing 123 Households Served in 2018

19 Participants achieved independent housing through successful completion of their case plan.
HOMELESS MANAGEMENT INFORMATION SYSTEM

The Homeless Management Information System is a locally operated information system used to collect data about individuals and families seeking services to prevent and end homelessness. The system is an integral part of the community’s collaborative efforts as it allows providers to track the provision of services, maintain current case plans, and efficiently coordinate with other agencies.

HMIS 2018 Partners

- AltaPointe Health Systems
- Dumas Wesley
- Family Promise of Mobile
- Franklin Primary Health Care
- Lifelines Counseling Services
- McKemie Place
- Mobile Area Interfaith Conference
- Salvation Army of Coastal Alabama
- Volunteers of America

Users in 2018

75
Project Homeless Connect is an annual event which provides a centralized location for services desperately needed by homeless citizens in Mobile and Baldwin counties. PHC provides health and wellness services, legal assistance, dental and vision screenings, and access to housing assistance and mainstream resources (ID cards, food stamps, etc.). All services are provided free of charge for participants.

352
Clients Attended

760
Volunteers Assisted

109
State ID Cards Issued

151
Participants Seen in Health and Wellness Clinic

90
Participants Received Legal Services

53
Service Providers
HOUSING FIRST, INC.

STATEMENTS OF ACTIVITIES

<table>
<thead>
<tr>
<th>Year Ended September 30</th>
<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td><strong>SUPPORT AND REVENUES</strong></td>
<td></td>
<td></td>
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<tr>
<td>Department of Housing and Urban Development pass-through grants</td>
<td>$ 401,934</td>
<td>$ 402,641</td>
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<tr>
<td>Department of Housing and Urban Development grants</td>
<td>2,983,990</td>
<td>3,034,625</td>
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<td>Department of Veterans Affairs grant</td>
<td>1,190,486</td>
<td>1,167,219</td>
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<td>Emergency Solutions grants</td>
<td>151,737</td>
<td>422,502</td>
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<td>Community Development Block grant</td>
<td>-</td>
<td>9,929</td>
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<td>Project Homeless Connect grants</td>
<td>-</td>
<td>7,500</td>
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<tr>
<td>Program service fees</td>
<td>410,596</td>
<td>387,961</td>
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<tr>
<td>Administrative income pass-through grants</td>
<td>24,328</td>
<td>23,458</td>
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<td>HMS fees</td>
<td>12,239</td>
<td>47,388</td>
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<td>Performance contracts</td>
<td>10,000</td>
<td>10,000</td>
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<td>United Way allocation</td>
<td>50,309</td>
<td>49,530</td>
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<td>Donated materials and services</td>
<td>401,190</td>
<td>232,718</td>
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<td>Community Rehabilitation Program</td>
<td>1,000</td>
<td>2,030</td>
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<td>Donations</td>
<td>44,388</td>
<td>38,690</td>
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<td>Miscellaneous</td>
<td>13,021</td>
<td>49,879</td>
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<tr>
<td>Interest income</td>
<td>-</td>
<td>325</td>
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<tr>
<td><strong>Total support and revenues</strong></td>
<td>5,695,218</td>
<td>5,886,109</td>
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<tr>
<th><strong>EXPENSES</strong></th>
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<tbody>
<tr>
<td><strong>Program</strong></td>
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<tr>
<td>Department of Housing and Urban Development (HUD) programs</td>
<td>3,634,380</td>
<td>3,294,399</td>
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<tr>
<td>Emergency Solutions (ESG) programs</td>
<td>157,074</td>
<td>431,128</td>
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<tr>
<td>Supportive Services for Veteran Families (SSVF) programs</td>
<td>1,174,780</td>
<td>891,731</td>
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<tr>
<td>Other programs</td>
<td>47,153</td>
<td>135,861</td>
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<tr>
<td><strong>Total program expense</strong></td>
<td>5,013,387</td>
<td>4,753,119</td>
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<tr>
<td><strong>Management and general</strong></td>
<td>701,681</td>
<td>883,336</td>
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<tr>
<td><strong>Total expenses</strong></td>
<td>5,715,068</td>
<td>5,636,455</td>
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| Change in net assets | (19,850) | 249,654 |

**Net assets**

<table>
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<tr>
<th>Beginning of year</th>
<th>320,697</th>
<th>71,043</th>
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<tbody>
<tr>
<td><strong>End of year</strong></td>
<td>300,847</td>
<td>320,697</td>
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See accompanying notes to financial statements
HOUSING FIRST, INC.

STATEMENTS OF FINANCIAL POSITION

<table>
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<tr>
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<th>September 30</th>
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<tbody>
<tr>
<td></td>
<td>2018</td>
<td>2017</td>
</tr>
</tbody>
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**ASSETS**

Current assets
- Cash and cash equivalents $120,969 $ 2,965
- Cash held on behalf of Mobile County Board of School Commissioners $627 $56,589
- Total cash and cash equivalents 121,596 59,554
- Grants receivable 80,778 323,836
- Accounts receivable 10,149 14,726
- Prepaid expenses 6,873 57,004
- Total current assets 219,396 455,120

Property and equipment
- Furniture, fixtures and equipment 610,400 444,810
- Vehicles 356,757 284,417
- Less accumulated depreciation (462,232) (327,178)
- Property and equipment, net 504,925 402,049

Property held for sale, net 15,500 21,400

$739,821 $878,569

**LIABILITIES AND NET ASSETS**

Current liabilities
- Cash overdraft $ - $34,431
- Accounts payable and accrued expenses 17,744 30,462
- Accrued payroll and related taxes 21,975 24,125
- Accrued vacation pay 61,446 57,683
- Deferred revenue 207,602 250,833
- Current portion of obligations under capital leases 3,808 3,676
- Current portion of notes payable 23,649 14,901
- Lines of credit 63,500 37,291
- Due to Mobile County Board of School Commissioners 627 56,589
- Total current liabilities 400,351 509,991

Long-term liabilities
- Obligations under capital leases, net of current portion 3,841 7,650
- Notes payable, net of current portion 34,782 40,231
- Total long-term liabilities 38,623 47,881
- Total liabilities 438,974 557,872

Net assets
- Unrestricted 300,847 320,697
- Total net assets 300,847 320,697

$739,821 $878,569

See accompanying notes to financial statements
Funding Sources

Federal Grants 4,174,476.00
Federal Grants to Subrecipients 401,934.00
State of Alabama 151,737.00
Local Grants & Public Donations 155,285.00
Program Income 410,596.00
Donated Materials and Services 401,190.00

5,695,218.00
I lost my home in 2017. Following several hospitalizations and subsequent diagnoses concerning deterioration of my health, I was referred to Housing First and began working with a case manager. She was very supportive, and I was placed into a nice, comfortable, quiet apartment complex with all the comforts of home. I am continuing to face challenging health issues, but thanks to God for placing Housing First and my exceptional case manager in my path. I am looking forward to a brighter, stable future.

- Nick D.

Thank you all so very much. Housing First has blessed me through every single one of your acts of kindness. Like many, I hold you in high esteem. I know that you are here for me when I have nowhere else to turn. My case manager literally saves my life by picking up my daily medication. It might be a small thing to some, but it’s everything to me. Thanks be to God for you all.

- Paul R.
# TEAM MEMBERS

**Eric B. Jefferson, Former Chief Executive Officer**

**Derek Boulware, Current Chief Executive Officer**

<table>
<thead>
<tr>
<th>Monica Washington</th>
<th>Director of Supportive Services for Veteran Families Program</th>
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<tr>
<td>Melanie Butler</td>
<td>Phelon Carter</td>
</tr>
<tr>
<td>Kristen Cook</td>
<td>Roland Harper</td>
</tr>
<tr>
<td>Lametrius Houston</td>
<td>Janae Ivory</td>
</tr>
<tr>
<td>Nathan Mosley</td>
<td>Christina Smith</td>
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<tr>
<td>Tim Stevenson</td>
<td>Dedrick Tyler</td>
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<tr>
<th>Sharon Algood</th>
<th>Tina Blackmon</th>
<th>Ron Andress</th>
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<tr>
<td>Executive Assistant</td>
<td>Chief Financial Officer</td>
<td>Director of Compliance</td>
</tr>
<tr>
<td>Crystal Hiatt</td>
<td>Andrea Justiniano</td>
<td>Jared Lowe</td>
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<td>Janie Lumpkin</td>
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<thead>
<tr>
<th>Ed Aikens</th>
<th>Laurie Anne Armour</th>
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<tr>
<td>Director of Community Housing</td>
<td>Alex Argiro</td>
</tr>
<tr>
<td>Rhonda Faulk</td>
<td>Cheyenne Gates</td>
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<tr>
<td>Keuler Gates</td>
<td>Carry Herron</td>
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<tr>
<td>Darrell Mitchell</td>
<td>John Lebatard</td>
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<tr>
<td>Jaquese Rease</td>
<td>Meneko Nettles</td>
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<tr>
<td>Lonnie Richardson</td>
<td>Adrianne Portis</td>
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<tr>
<td>Katelynn Underwood</td>
<td>Nikki Scheuer</td>
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<tr>
<td>Mullaney Wilson</td>
<td>Kathy Scroggins</td>
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**Housing First, Inc.**

**Eric B. Jefferson, Former Chief Executive Officer**

**Derek Boulware, Current Chief Executive Officer**
Denise Riemer
President

Dr. Nicole Carr
Vice President

Walter J. Brand, Jr.
Treasurer

Janice Small
Secretary

Garrad Green
Member

Dr. Kenneth Hudson
Member

Fran Eaton
Member

George Hunter
Member

Cynthia Nelms
Member

Herman Tinsley
Member

Amy Weaver
Member

T. Bruce MacKinnon
Member
Capt. Billie L. Rowland  
Member

Pam Maumenee  
Member

Betty Fain  
Member

David Betler  
Member

Rev. Trey Doyle  
Member

Terry Harbin  
Member

Derek Boulware  
Chief Executive Officer

PHOTO NOT AVAILABLE

BOARD OF DIRECTORS
HOUSING FIRST, INC.

WISHES TO THANK ALL COMMUNITY PARTNERS AND VOLUNTEERS WHO MADE 2017-2018 A SUCCESS.

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