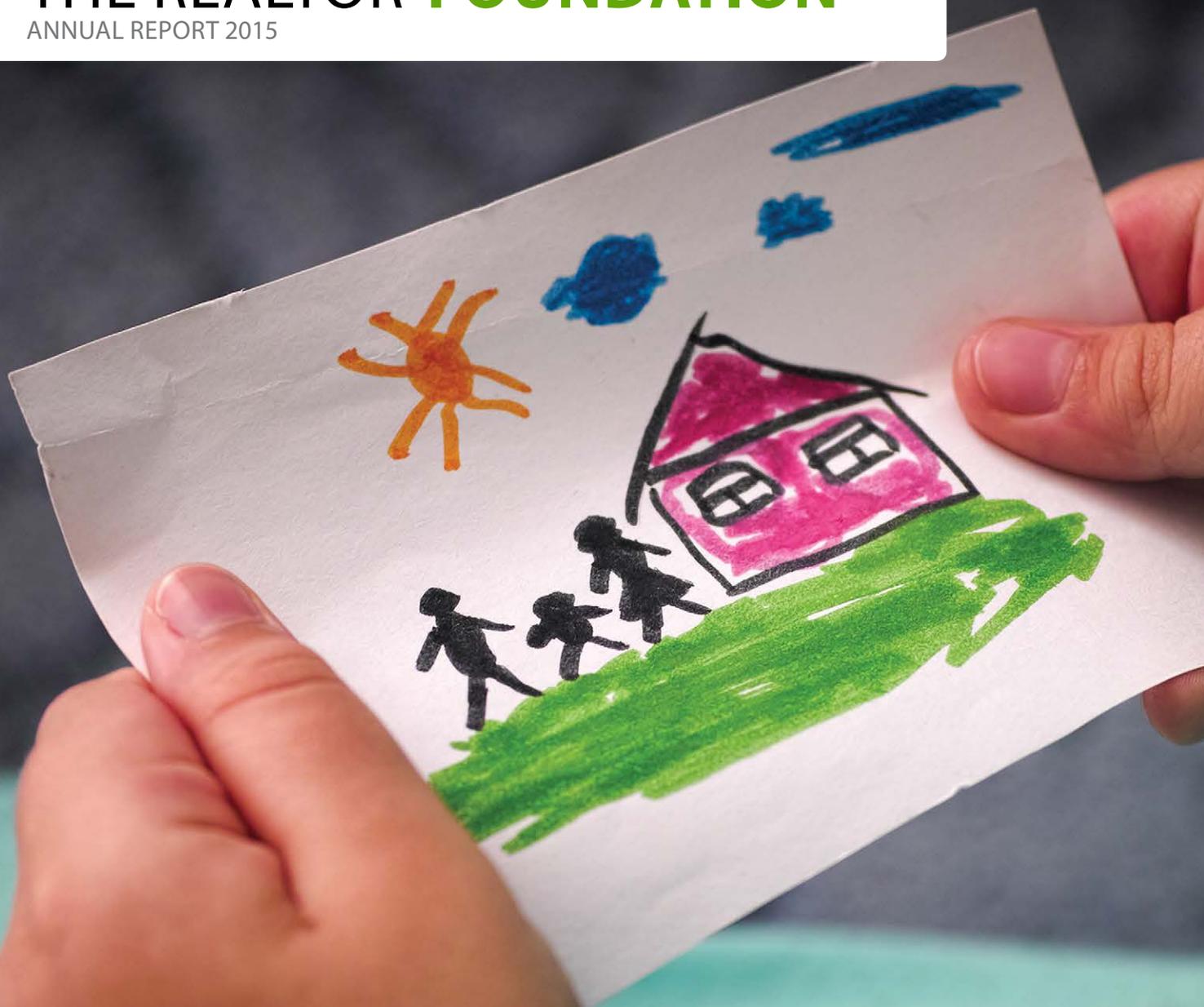


# THE REALTOR® FOUNDATION

ANNUAL REPORT 2015



**THE REALTOR®  
FOUNDATION**

*linking hope to homeless*



## OUR MISSION

To mobilize our real estate community to raise funds and foster support for organizations that transition central Indiana's homeless to safe and secure housing.

## OUR VISION

Central Indiana's homeless have access to safe and permanent housing solutions that positively change their lives.

## OUR HISTORY

Founded in 1984 by the MIBOR REALTOR® Association (then the Metropolitan Indianapolis Board of REALTORS®) and operating as its charitable arm, the REALTOR® Foundation provides REALTORS® the opportunity to make a difference by supporting the people, projects and services that shape the quality of their community.

Since its founding, the REALTOR® Foundation has awarded grants that have helped central Indiana strengthen its environment.

In 2003, the REALTOR® Foundation announced its new mission to assist in fighting the serious problem of homelessness in our area. The Foundation made a long-term commitment to working with organizations in and around central Indiana that reach out to victims who have lost their homes due to domestic violence, natural disaster, job loss and other tragedies. Our focus is on breaking the cycle of emergency shelters and homelessness, putting victims on the path to stability. Since 2003, the Foundation has granted more than \$1,500,000 to local homeless service providers.



## LETTER FROM THE PRESIDENT

I have been honored to serve as the REALTOR® Foundation President in 2015.

The Foundation had another banner year thanks to the combined generosity of individuals and businesses in our real estate community. The success of our fundraising efforts, combined with a healthy real estate market resulted in growth in our grantmaking, donor base and endowment fund. I'm so proud of the hard work of our board, committee members, and staff that helped to make 2015 a tremendous year.

The Foundation Board of Directors is more committed to this cause than ever. Although we saw growth in our fundraising, we also received a record number of grant requests totaling more than \$400,000. The need is great in our community. That is why your support is so important.

When you make an investment in the REALTOR® Foundation – personally, through a division, or through your company – your dollars are carefully invested to have the greatest impact on central Indiana's most vulnerable population. Learn more about the impact of your gift on page 4 and 8.

I hope you will take this opportunity in 2016 to get involved in your REALTOR® Foundation. See all the ways you can get involved on page 19.

Thank you for standing with the Foundation. Together we are linking hope to homeless.

Sincerely,



Tom Johnson  
2015 REALTOR® Foundation President

## 2015 REALTOR® FOUNDATION BOARD OF DIRECTORS

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Gabie Benson

## 2015 GRANT RECIPIENTS

Coburn Place Safe Haven  
\$7,500

Craine House  
\$7,500

Damien Center  
\$6,000

Dayspring Center  
\$10,000

Desert Rose Foundation  
\$7,500

Family Promise of Greater Indianapolis  
\$10,000

Family Promise of Hendricks County  
\$10,000

Gennessaret Free Clinic  
\$10,000

Holy Family Shelter  
\$10,000

HVAF of Indiana  
\$6,000

Pathway to Recovery  
\$10,000

Project Home Indy  
\$8,000

Stopover Inc.  
\$5,000

Turning Point Domestic Violence Services  
\$7,500

### REALTORS® GIVING BACK: GRANT GIVEAWAY WINNER

Grace Care Center  
\$5,000

## YOUR GENEROSITY IN ACTION

### A SIGH OF RELIEF

Eighteen-year-old Elaine did not have anywhere to go. She had been living with a relative, but she could no longer stay there. Elaine and her 2-month-old daughter were facing homelessness, and then Elaine found Project Home Indy.

**Project Home Indy (PHI) serves teen mothers and their children on the path to self-sufficiency. Through a grant from the REALTOR®**

**Foundation, their program aims to break the cycle of poverty by providing support to young mothers and by helping them develop the skills to live independently. Through**

**intensive support, their goal is to ensure that young moms can achieve housing security and financial independence.**

In central Indiana, there are few options for stable housing for homeless pregnant and parenting teens. This population does not have the same needs as the typical homeless population; their needs are often more critical because they are minors. Additionally, 100 percent of PHI residents have suffered trauma in the past. PHI works to help young moms heal from past trauma so they are better equipped to move forward and achieve independence.

When Elaine came to PHI, she immediately met with a case manager to discuss her long-term goals and to figure out what she needed to do to achieve them. Together, they created a plan for her treatment so she could reach self-sufficiency.

**Within a few days of living at PHI, Elaine was able to breathe a sigh of relief. She felt comfortable. She felt supported. She felt like she could succeed as a mother.**

Elaine always had been a good student, and she continued to shine academically while at PHI. She began pursuing her bachelor's degree from Marian University earlier this fall, and plans to eventually work as a physical therapist. She is now ready to move into her own apartment. She feels nervous about being on her own, but she knows she is ready. She has learned about budgeting, nutrition, and parenting while at Project Home Indy, so she has the tools she needs to succeed. Plus, she knows that she will always have PHI's support.

**A year ago, Elaine was on the verge of homelessness. And now, thanks to her hard work and support from Project Home Indy, she is on the verge of having her own apartment and advancing her educational goals. We are so proud of Elaine and what she has achieved!**



## ASKING FOR HELP

Jerry had been living outside at one of the homeless camps on the White River for years. He had a severe alcohol problem and had given up on ever having any kind of productive life. Finally, he asked an outreach worker for help and the outreach worker brought him to Pathway to Recovery, a comprehensive housing program for homeless individuals with mental illness and addiction.

**Jerry was intoxicated and crying. He was embarrassed and ashamed of his situation. He said he didn't want to take up a bed at Pathway and prevent someone "more deserving" from having it.** He also said there wouldn't be anyone to take care of his campmate who was physically disabled and unable to carry firewood to keep a fire going to stay warm. His last worry was that no one would feed his cats. The outreach worker agreed to check on the disabled man daily to make sure he was warm and to feed the cats. As a result, Jerry agreed to give Pathway a try.

Homeless people dually diagnosed with addiction and mental illness face obstacles that prevent them from entering shelters and they are at an increased risk of chronic homelessness. **Before Pathway, these individuals lived in conditions unimaginable to most people, and were shuffled among psychiatric units, jails, emergency rooms, shelters and the streets.**

Pathway operates six facilities and provides an entire continuum of care beginning with transitional housing and ending with permanent housing for over 90 men and women, including families. Their programs were created by transforming vacant, dilapidated properties into safe, secure, substance-free housing, thereby improving lives and communities. Because of this, neighborhoods welcome Pathway's presence. The REALTOR® Foundation is proud to support Pathway to Recovery's entry level program for men and women right off the street who are facing a mental illness and addiction giving them the foundation they need to be independent once again.



# DID YOU KNOW?

**6**

The average age of a homeless child in central Indiana.

**9,000**

The number of people officials estimate will experience homelessness in Indianapolis in a given year.

**1/2**

of the local homeless population is made up of families.

**\$7.62**

The average hourly wage of working families assisted through welfare in Marion County.

**40%**

of young adults who age out of foster care will become homeless.

**\$15.41**

The hourly wage needed to afford a two-bedroom apartment in the Indianapolis area.

**THOUSANDS**

The potential number of local families every year that could become homeless due to domestic violence.

**#1**

reason for homelessness in Indianapolis is lost employment

**2X**

The amount of homeless children that are likely to develop learning disabilities.

## FAMILY HOMELESS SHELTER LAUNCHES IN HENDRICKS COUNTY

Family Promise of Hendricks County was formed in 2012 by a group of concerned citizens who saw that homelessness was impacting families in Hendricks County. These citizens began meeting to develop a community solution because there were no shelter options for homeless families with children in Hendricks County. Their purpose is to serve low income families in the county who are experiencing homelessness, permitting them to maintain their family unit while taking positive steps to live independently in housing they control. They harness the power of local congregations to house these families (one week at a time) while they assist the families in acquiring the skills and resources needed to live independently. After much planning and preparation, the program launched in early March 2015 and has remained at capacity since that time with a growing wait list. **A grant from the REALTOR® Foundation helped launch these much needed services in Hendricks County.**

On September 8th, Jill and her family joined the Family Promise of Hendricks County program. Jill was living with a friend at the time and needed to stay longer than expected due to job loss, a messy divorce, and inability to get ahead of expenses to find and move into a home of her own. Jill made the choice to come to Family Promise with the hope that she would be able to save up enough money through a newly acquired job to obtain a home for herself and her two daughters.

In addition to the natural stressors of being without a home, Jill's daughter had been diagnosed with Crohn's disease and had several flair-ups in the short few months they spent at Family Promise. One flair-up resulted in a several day hospitalization to get her stabilized. Jill often worried that Lily's medical condition would compromise her job as it had once before. Jill maintained open communication with her employer and found other family members to stay with Lily at the hospital while she worked her scheduled shifts.

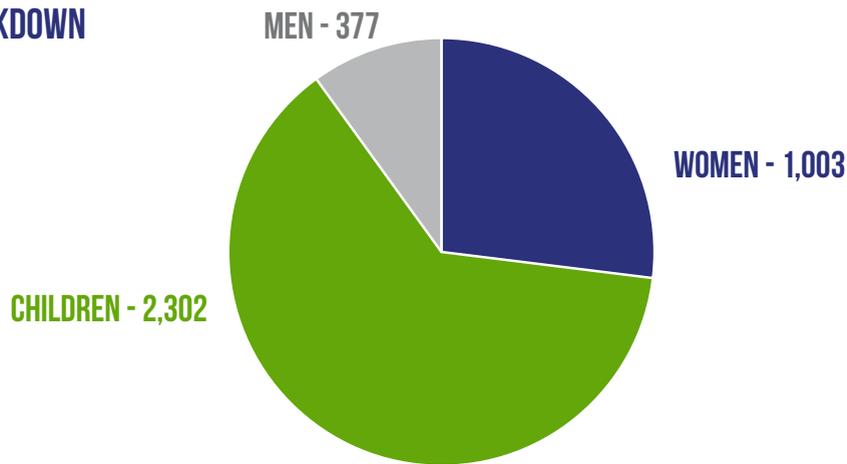
Jill did not have an easy path to endure to get housing. She worked so hard to save money, sought out housing options that fit her needs, and provided for her girls along the way. She had a positive attitude and often would offer support to others families throughout her time at Family Promise.

Jill is now stably housed, fully employed, and self-sufficient. She has overcome so many barriers to get to where she is today. We are thankful that we were able to share part of her journey with her. Without the services offered by Family Promise, Jill would not have been able to get out from under her debt, save up enough for new housing, and provide for her family. Jill is a perfect example of the mission of Family Promise and the potential impact we can have on the Hendricks County community of children and families temporarily experiencing homelessness and hardship.

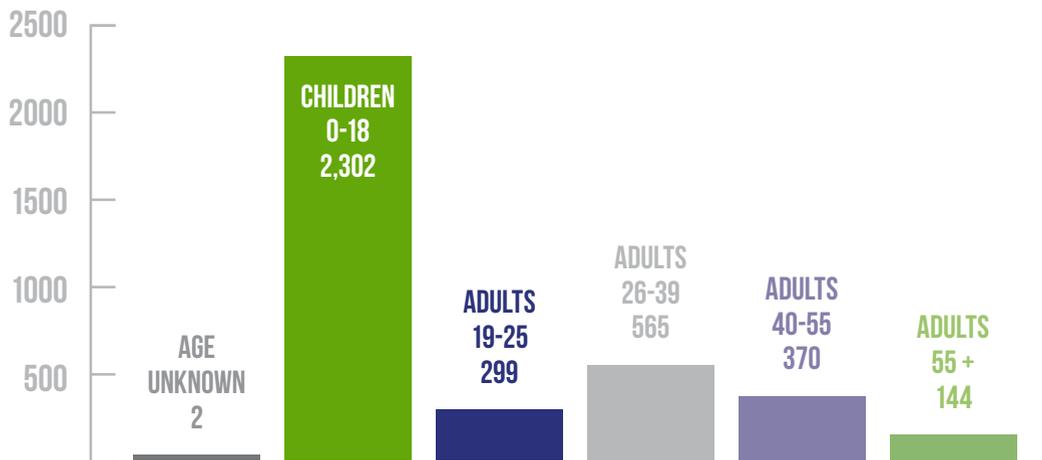


## PEOPLE SERVED IN 2015

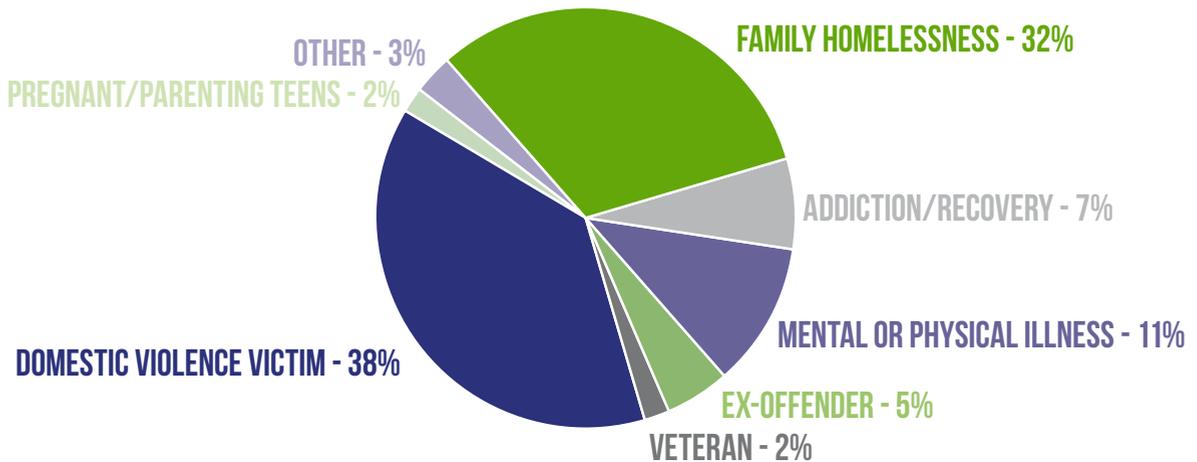
### BREAKDOWN



### SERVICE BY AGES



### SERVICE/TREATMENT





## ANDERSON/MADISON COUNTY REALTORS® GIVE LARGEST GIFT

As the Anderson/Madison County Association of REALTORS® merged with the MIBOR REALTOR® Association, their members made a historic gift to the Foundation. Anderson-area REALTORS® contributed a \$100,000 gift to create an endowed fund that will provide grant dollars to Madison County charities in perpetuity. This is the first restricted gift of its kind and the largest single donation ever received by the Foundation.

“I am so proud of the REALTORS® and affiliates who have worked diligently to give back to our community in many different ways,” noted Patty Kuhn former Executive Director of the Anderson/Madison County Association of REALTORS®. “The ability to make this significant gift means that people who need transitional assistance in order to live safe and productive lives and get their second chance.”

The gift will be invested in the REALTOR® Foundation’s endowment fund and continue to grow over time. Earnings from the investment will fund annual grants for organizations serving homeless neighbors in Madison County. As members in the area begin a new partnership with MIBOR, we are excited to continue giving and strengthening the communities they represent.

# TOP TEN REASONS TO TRY TRANSACTIONAL GIVING

1. Small gifts can add up to a big impact
2. For many offices, it's as easy as filling out a box on the closing form
3. It's tax-deductible
4. Receive a year end statement for tax purposes
5. Make yours in honor of another agent or clients
6. Save your own stamp – your office handles it all
7. A \$25 gift at one closing per month gets you listed on the Heroes of Hope wall in the MIBOR lobby
8. Your office could win a coveted award
9. Participation signals a commitment to your industry
10. You won't miss a few dollars, but central Indiana's homeless will benefit

## DONORS MAKE THE DIFFERENCE ONE TRANSACTION AT A TIME

In 2015, 40 percent of donors to the Foundation made a gift in the form of transactional giving. The transactional giving program allows agents at participating companies to make a contribution to the REALTOR® Foundation or another designated charity directly from the closing form. Everyone at the closing table can feel good knowing they are helping another family find housing.

Each year, we award the **Don "Pooch" Hunter Transactional Giving Award** given in honor, and loving memory of, Pooch Hunter who was so dedicated to finding ways for REALTORS® to give to the Foundation in an ongoing way – through transactions.

**Congratulations to Keller Williams Indy Metro North for winning both awards in 2015 for highest agent participation and dollars contributed!**



We would not have been able to see such success without the support of our participating offices.

Berkshire Hathaway HomeServices Indiana Realty  
Carpenter, REALTORS®  
CENTURY 21 Scheetz  
Coldwell Banker Kaiser Real Estate  
F.C. Tucker Company  
Keller Williams Realty  
RE/MAX Ability Plus  
RE/MAX Legends Group  
RE/MAX Metro

Interested in making your gift at closing? Talk to your broker to learn more about this convenient way to give back to your community through the Foundation.

## CORPORATE PARTNERS STAND UP FOR THE CAUSE

We are very thankful for the companies that make the Foundation a priority. Without our sponsors and donors, the REALTOR® Foundation would not be possible. We are grateful to those that go beyond event sponsorship to make a philanthropic contribution to the Foundation.

## THANK YOU 2015 ANNUAL FUND CORPORATE DONORS



CoreLogic®  
MarketLinx®



## BAILEY & WOOD GOES “ALL IN” FOR THE REALTOR® FOUNDATION

The REALTOR® Foundation would like to thank Bailey & Wood Financial Group for hosting an exciting fundraising event benefiting homeless families in our communities.

On June 12, members of the real estate industry and friends of the Foundation gathered at Dye's Walk Country Club to try their luck at Texas Hold'em Poker, Black Jack, and Roulette. Guests were invited to make a donation in return for chips to play with throughout the night.

At the end of the evening, your winnings could be turned in for a chance to win a prize. Over \$5,000 was raised from sponsors, player donations, and a 50/50 raffle.

“Bailey & Wood is committed to supporting the Foundation in any way we can,” says president Mike Wood, “I’m very proud of the work my team put into making this event such a success and we hope to make this a tradition every year.”

We hope the Casino Night will continue to be an annual tradition!



Our most involved sponsors are deemed the Triple Crown for sponsorship of all three signature fundraising events.

Time and time again, you've stepped up to support The REALTOR® Foundation and the mission to raise funds and foster support for organizations that transition central Indiana's homeless to safe and secure housing.

Many thanks to:

*Bailey & Wood  
Financial Group*

*Carpenter, REALTORS®*

*CENTURY 21 Scheetz*

*Channelwood Mortgage*

*Elements Financial*

*F. C. Tucker Company*

*First American Home Buyers*

*Protection Corporation &*

*First American Title*

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*Home Warranty of America*

*House Master Home*

*Inspections*

*Keller Williams Carmel Cares*

*M/I Homes of Indiana*

*New Hope Title*

*Northside Division of MIBOR*

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*University Lending Group*



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*\*Designates  
Individuals who have  
made donations in  
the past 5 consecutive  
years. Thank you for  
your loyalty!*

### **\$15,000+**

CENTURY 21 Scheetz  
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Debbie Fairfax	Christopher Jones	Rick & Ruth Newell	Cathy Sturm	
Shelby Farrar	Toni Keegan	Kellie Nierzwicki	Lynne Sweeney	
Beverly Fast Sinclair*	Anne Keeler	Karen Northrop	Donna Tanner	
Joseph Faulkner	Nikki Keever	Jamesha Norwood	Patricia Torr	
Mike Fine	Ed Keller	Peggy Obergfell	Marcos Torres	
Kevin L. Fleck	Peggy Kieper	Katherine Olsen	Laurie Tucco*	
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Kassandra Franklin	Matthew Ladd	Angelica Plesner	Sibylle Walker	
Doug Fredbeck	Michael Lady	Tom Pollard	Jane Wells	
Linda Freeman	Colleen Lakin	Opal Propes	Alice Wessel	
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Karen French	Donald & Lynn Lawless	Shaquenta C. Purdie	David Whitlow	
Margo Fritz	Tom Lazzara	Sheri Putman	Trent J. Whittington	
Priscilla A. Frucci	Robert J. Lewis	Angela Raab	Yuvonda Wickwire	
Angela Garard	Van Ling	Ryan Radecki	Thomas Williams	
Mary Garber	Denise Long	Janet Richardson	Yvette J. Williams	
Michael Germain*	Amy F. Longoria	Tod Richardson	Larry Wilson	
Doug Geske	Erin Lowder	Rick DeMulling	Bill Wright	
James Gilday Jr.	Erin Lowder	Becky Rogers	Fred Yde	
Jim Gorski	Carol Luskiewicz	Raymond Rohana	Cynthia Yosha-Snyder	
Bob & Darcy Griffin	Michael J. Lyons*	Lisa Ruggles	Dee Young	
Vickie L. Hague	Brian Maire	Indy & Janice Ruiz	David Zeyen	
	Jane Mangano	Steven A. Rupp		

#### Memorial Donations

*Donations were made in memory of the following individuals:*

Emma Lou Gentry  
Abernathy  
Helen Atkins  
The Honorable Taylor Baker Jr.  
Jesse Allen Bradley  
Mary Blackmore Buckner  
Patty Caffin  
James Creamer  
Donna L. Davis  
Helen Dick  
Denise Dieringer  
Dr. Laforrest Garner  
Nancy McNulty Gastineau  
Pooch Hunter  
Robert Johnston  
Cynthia Lane  
Keith Long  
Delbert D. Ludlow  
Norman Eugene Mark  
Lorna McAtee  
Flora McCowan  
Nancy McNulty  
Rev. James Merrell  
Sandy Padgett  
Ms. Doris Sims Parker  
Carole Robinson  
Tony Rogers  
Anne L. Rust  
Steve Schaefer  
Jim Schroeder  
Larry Stroble  
Sharon Swickheimer  
Evelyn C. Waldman  
Lynne Waldman  
Ewald Weigelmann  
Joan Young  
All MIBOR members who passed

## ENSURING THE FUTURE

### ENDOWMENT GROWTH



Annual fundraising efforts have allowed the Foundation to maintain its annual grant making at a \$100,000 minimally each year. But the need is far greater—and growing. In order to make the greatest impact while planning for the future, the Foundation aims to grow the organization's endowment fund.

The growth of the endowment is critical to the long term sustainability of grant making. Endowment funds are a critical source of support for a nonprofit organization like the REALTOR® Foundation. Our goal is to continue to grow the endowment and at a point begin to utilize investment earnings to increase our grantmaking capacity.

Our endowment grows through gifts directly allocated to the endowment, memorial contributions, planned and estate gifts, released and unrealized market gains, and the Foundation's net income at year end.

## OTHER WAYS TO GIVE

There are many different ways to make a gift to The REALTOR® Foundation, some of which may be particularly advantageous to you as an individual donor and to the Foundation. Your own attorney or financial adviser should be consulted during your next meeting as to the best plan of action for you. Consider one of these giving vehicles. The REALTOR® Foundation is a 501(c)3 not-for-profit organization and donations are tax-deductible to the extent allowed by law.

**Stock Gifts** – If you own shares of stock that you no longer need, donating them to the REALTOR® Foundation may allow you to take a substantial tax deduction. Your bank or broker may contact us for transfer instructions.

**Bequests**- As you prepare your will, please consider designating a set amount or percentage as a bequest to the REALTOR® Foundation. Bequests are the simplest kind of planned gift!

**Real Estate** – Consider a gift in honor of your industry. Avoid capital gains tax on the sale of a home or other real estate. Gifts of real estate that are owned free of any liens or encumbrances and able to be transferred with clear title will be accepted.

## WHAT WILL YOUR LEGACY BE?



We established the Key Circle to recognize and thank those supporters who so generously made a future commitment to us for the benefit of the REALTOR® Foundation.

All gifts to the REALTOR® Foundation are held in strict confidence. Those who have made such a commitment and have informed us are invited to become a member of the Key Circle.

If you have planned a future gift for the REALTOR® Foundation, we would be most pleased to have you as a member of the Key Circle. For more information contact the Foundation staff at (317) 956-5255.

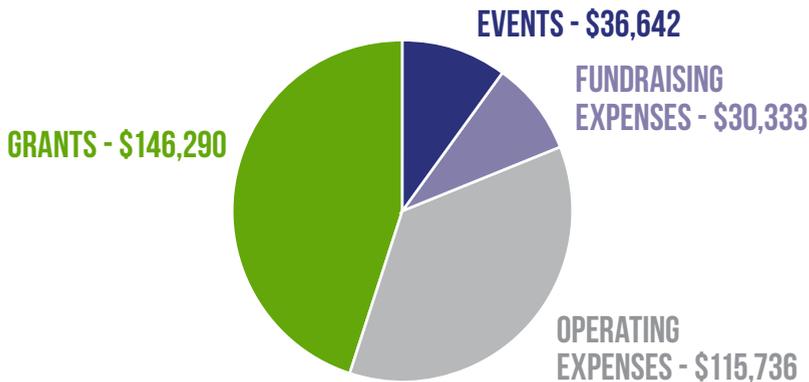
## 2015 FINANCIAL HIGHLIGHTS

We had an amazing year for fundraising! Our annual fund exceeded the goal thanks to so many donors reaching deep in their hearts and pockets to increase their support. We were able to increase our grantmaking to support 19 organizations for 2016. We ended the year with a net income of \$132,564 which will be added to our endowment fund to support our mission in perpetuity. This includes a generous \$100,000 gift from the Anderson/Madison County Association of REALTORS® (read more on page 9).

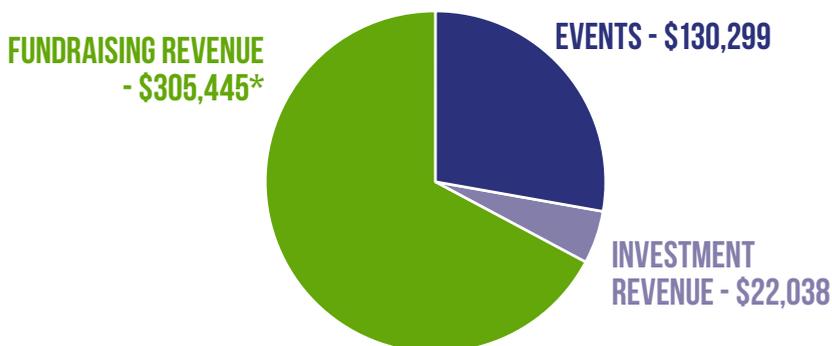
It is important for the REALTOR® Foundation to ensure its financial integrity is kept to the highest standards. We are careful stewards of every dollar we receive and manage our finances as conservatively as possible. We take our role as the stewards of your good faith and benevolence very seriously and strive to place your investment in the hands of quality and effective organizations.

Detailed financial statements are available upon request.

### EXPENSES



### INCOME



\* Includes restricted \$100,000 contribution.

# TEN GREAT WAYS TO BE INVOLVED

**1** Connect a nonprofit who fits our mission

**2** Invite a Foundation speaker to your office

**3** Come to one of our signature events

**4** Commit to a gift at closing through transactional giving

**5** Include the Foundation in your will

**6** Host a fundraiser to benefit the Foundation

**7** Be an advocate. Join Team Foundation

**8** Volunteer with us

**9** Ask your company to be a corporate sponsor

**10** Share our social media messages

LEARN MORE AT [WWW.REALTORFOUNDATION.ORG](http://WWW.REALTORFOUNDATION.ORG).

LOOK FOR US ON:  



June 24, 2016



September 15, 2016

*The Ball* 2017  
A BENEFIT FOR  
THE REALTOR® FOUNDATION

January 21, 2017



1912 N. Meridian St.  
Indianapolis, In 46202  
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[www.realtorfoundation.org](http://www.realtorfoundation.org)

