



The REALTOR® Foundation

Annual Report 2016



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 MIBOR REALTOR® Association 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. Under this new mission, the Foundation has granted more than \$1,345,000 to local homeless service providers. Additionally, \$500,000 was invested in redevelopment of 32 homes in a near eastside neighborhood during MIBOR's centennial year.



Letter from the President

Dear Friends,

I have been honored to serve as the REALTOR® Foundation President in 2016. I'm so proud of the hard work of our board, committee members, and staff that helped to make 2016 a tremendous year. We continue to be overwhelmed by the generosity of the individuals and businesses in our real estate community, yet we know there is so much potential for growth. The success of our fundraising efforts, combined with a healthy real estate market resulted in growth in our grantmaking, donor base and endowment fund.

Although we were able to increase our total grant amount for the year, it never seems like enough. We received more than \$400,000 in requests for funding this year and many of our annual grant recipients were faced with significant cuts to their funding from HUD. They are counting on us!

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.

I hope you will take this opportunity in 2017 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,



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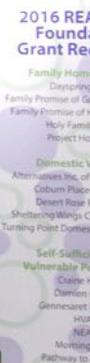
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2016 Grant Recipients

2016 Grant Recipients

Family Homelessness

Dayspring Center
\$10,000

Family Promise of Greater Indianapolis
\$10,000

Family Promise of Hendricks County
\$7,000

Holy Family Shelter
\$10,000

Project Home Indy
\$8,000

Domestic Violence

Alternatives Inc. of Madison County
\$5,000

Coburn Place Safe Haven
\$10,000

Desert Rose Foundation
\$7,500

Sheltering Wings Center for Women
\$6,000

Turning Point Domestic Violence Services
\$7,500

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Craine House
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Damien Center
\$6,000

Gennesaret Free Clinic
\$10,000

HVAF of Indiana
\$6,000

NEAR
\$10,000

Morning Light
\$5,000

Pathway to Recovery
\$10,000

Stopover Inc.
\$5,000

Third Phase
\$5,000

Your Generosity in Action

In January, Stacy arrived at the Alternatives Inc. Emergency Shelter for victims of domestic violence with her nine-year-old daughter. **It wasn't her first visit.** She had been to the shelter two years prior. In her time of need, she turned to Alternatives Inc. again. This time she was determined to get her and her daughter out of harm's way for the last time! She had been a victim of abuse for years at the hands of her much older husband and she was ready to end the cycle and find freedom from abuse.

Because of a grant from the REALTOR® Foundation, Alternative Inc. (Madison County) was able to provide individualized case management and support for Stacy and her daughter, and help them achieve stability and a life free of violence.

During her shelter stay, Stacy contacted an attorney to secure a divorce from her abuser, actively participated in staff led groups to receive support and encouragement from fellow residents and engaged in individualized case management which helped her achieve her short term goals. Her daughter was provided clothing and school supplies. The children's case manager worked with her school to set up transportation so she would not have to change school systems while residing in the shelter.

Stacy owned her own home, however her abuser was still residing there and refused to leave. Once a protective order was granted they worked with local law enforcement to have her abuser evicted from her home.

When Stacy and her daughter exited Alternatives Inc., they returned to their home free of the fear of violence.

Alternatives Inc. Executive Director Mary Jo Lee with staff and board members.



Family Promise staff with a client.



Homelessness is rarely just about lack of shelter.

A year ago, Sue arrived at the Family Promise of Greater Indianapolis Day Center with her teenage daughter. Both having special needs and living on the street, the emotional toll was great. But finally, they knew where their next meal was coming from and where they would sleep.

The team at Family Promise thought things were stable. As part of a routine assessment, they both received a medical checkup. Thanks to a partnership with the Homeless Initiative Program (HealthNet), a nurse practitioner does free physicals once per month at the day center.

Sue asked about a lump during the examination.

It was stage 4. It wasn't good. Her first thoughts were of her daughter. Where would she stay? How would she get money for food? Who would protect her from being taken advantage of? How much time was there?

The team at Family Promise immediately started working with mom on a long-term plan. With guidance from the Children's Bureau, they coordinated developmental testing for the daughter. Unity of Indiana then came in to connect them to long-term supportive residential housing options and ultimately enrolled them in ResCare.

After a year of work, Sue and her daughter saw their new apartment for the first time. The rent is no longer a concern. Her daughter will have support from ResCare for all her life. Sue can focus on fighting cancer. Her fight continues today.

Homelessness is rarely just about lack of shelter. Unfortunately, it is often the symptom of something bigger or can lead to even larger challenges. The REALTOR® Foundation is proud to support programs like Family Promise of Greater Indianapolis who work to help their clients overcome whatever obstacles they face and walk with them every step of the way.

Did you know?

12,500

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

7

The average age of a homeless person in central Indiana.

1/2

of the local homeless population are families.

40%

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

\$7.62 is the average wage of working families assisted through welfare in Marion County. The hourly wage needed to afford a two-bedroom apartment in the Indianapolis area is **\$15.41**.

#1

reason for homelessness in Indianapolis is lost employment.

Thousands

of local families every year could become homeless due to domestic violence.

2x

The likelihood a homeless child will develop a learning disability.

NEAR CEO John Hay and Steve McCloud.



Homeless to Homeowner: One Man's Journey

Steve McCloud had a tough childhood. He and his four siblings were raised by a single mom who was struggling with a fierce, debilitating drug addiction. When Steve was 12, his 17-year-old brother was murdered and the crime was never solved. His family, particularly his mom, sunk into even deeper despair. To help pay his family's bills, Steve began to sell drugs at the age of 14 – a decision that ultimately landed him with a 16-year sentence.

In 2013, Steve was released from prison and he returned to Indianapolis to restart his life as an ex-offender. It was hard. But Steve had determined while in prison that his highest priorities were God, family, education and career and in that order. He found employment with King Park Community Development organization, a non-profit that rebuilds neighborhoods. He joined the near eastside's Boner Center's Center for Working Families where he received coaching services in employment; personal financial literacy and management. Still, Steve struggled to find permanent housing because his

conviction prevented him from qualifying to secure rental housing, public or private.

Luckily for Steve, the Boner Center introduced him to one of their partners: Near East Area Renewal (NEAR). Because NEAR is dedicated to ensuring that the neighborhoods they redevelop are affordable to a mix of income households, NEAR initiated a Homestead program. The homeownership opportunity provides a person with low income and no access to normal credit products – but who might have handyman or construction skills – the ability to purchase an abandoned residential property for a few thousand dollars and to restore it to a habitable condition at an affordable price.

Ultimately, Homesteading helps stabilize housing for our most vulnerable yet hard working neighbors and contributes to the redevelopment of our neighborhoods.

Steve purchased an abandoned house on Eastern Ave in the St. Clair neighborhood. **Using the REALTOR® Foundation**

contribution of \$10,000, NEAR repaired the roof, installed new plumbing, HVAC system and made repairs to the outside of the home.

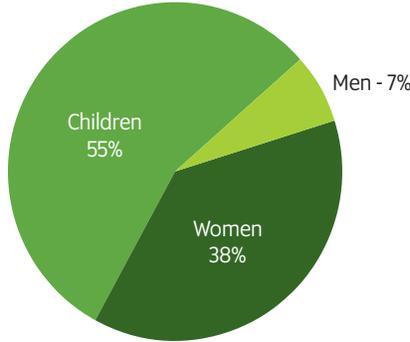
Steve moved into his home in June 2016, along with his mother who had also been experiencing homelessness.

In reflecting upon this opportunity, Steve noted that renting was not a viable housing option for him. His conviction would always serve as a barrier. NEAR's homesteading program was probably the only way he could secure permanent, affordable housing for himself and his family.

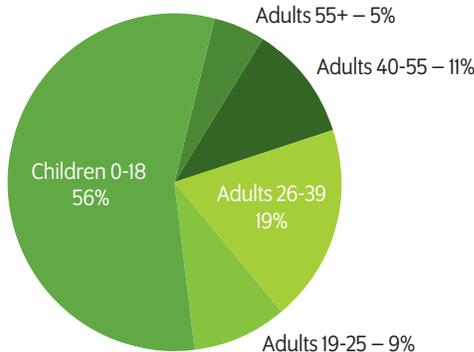


4,257 People Served

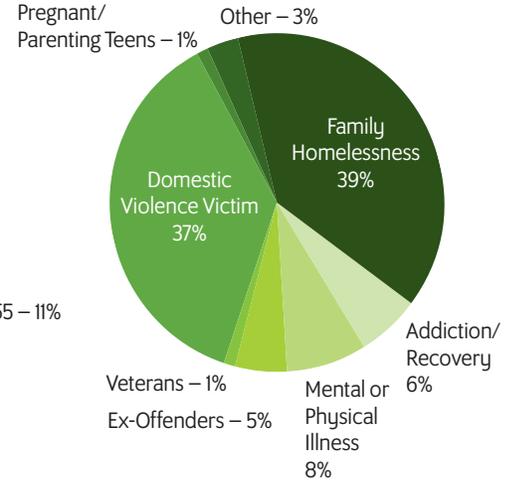
People Served



Age of People Served



Population Served



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Honoring Steve Sullivan

Foundation Establishes Steve Sullivan Fund



In many ways, we consider Steve Sullivan the grandfather of the Foundation. Upon taking the helm of MIBOR, he worked with volunteers to refocus and reenergize the organization. He was instrumental in every step of the Foundation's history. As his retirement as MIBOR CEO neared, the board and staff faced the challenge of figuring out how to pay tribute to a person whose passion fueled the growth of the REALTOR® Foundation.

Thus the Steve Sullivan Professional Development Fund, a restricted fund within the REALTOR® Foundation, was established. Over \$26,000 was raised from current and former MIBOR Directors and close friends of the Foundation to create the initial fund and additional gifts have been made since.

Grants from the Sullivan Fund will provide the leaders and staff of our grant recipients with the opportunity to participate in training in areas like grant writing, program evaluation, board development, strategic planning, or leadership – programs and training that would otherwise be completely out of their reach. Not only will we be investing in the future of the people who dedicate their lives to the homeless individuals they serve, but we will also be adding to the long-term sustainability and strength of their mission. Foundation grant recipients will be able to apply for these funds in addition to their annual grant.

Steve is passionate about helping those around him succeed. As CEO, some of his greatest joy came from seeing his staff grow and thrive. Their success was his success. Giving the leaders and staff of the REALTOR® Foundation grant recipients a greater opportunity to thrive will give Steve more joy than any gift or accolade we could bestow upon him.

Our heartfelt thanks to those donors who stepped up to help establish the Sullivan Fund and made gifts in Steve's honor.

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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.

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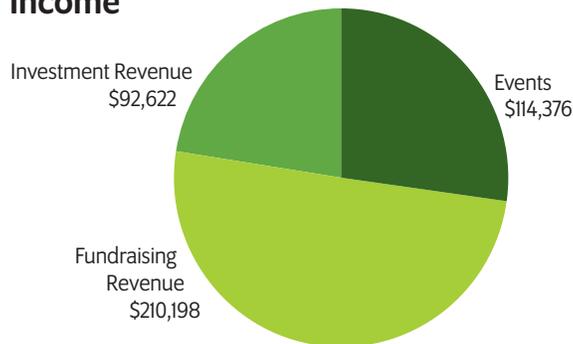
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Donations were made in memory of the following individuals:
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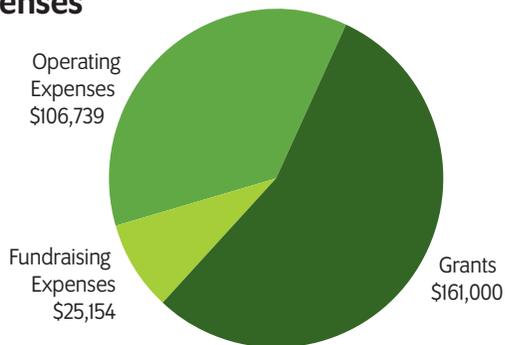
H. Phillip Kenney
Arthur Francis King, Sr.
Carolyn Miller
Paul Scherrer
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Sue Ann Shepple
Elaine Theisen
Ann Wickham
Marjorie H. Zapf
And All MIBOR members who passed in 2016

2016 Financials

Income



Expenses



Financial Highlights

We had an amazing year for fundraising! Our annual fund exceeded our goal thanks to so many donors reaching deep in their hearts and pockets to increase their support. The number of annual contributors continues to grow.

A year after receiving a remarkable donation from the Anderson Madison County Association of REALTORS®, we distributed the first annual grants from the Madison County Fund for 2017. With the addition of the Steve Sullivan Professional Development Fund this year, we have continued to grow our endowment fund and expand our grantmaking ability. We ended the year with a net income of \$124,303. Year end total net assets including the endowment fund reached \$1,280,787.

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.

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.

Look for us on:   





June 23, 2017



September 14, 2017



January 27, 2018



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