



# The REALTOR® Foundation

Annual Report 2018





## 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 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 \$2,300,000 to local homeless service providers.

## Letter from the President

Dear Friends,

I have been honored to serve as the REALTOR® Foundation President in 2018. What a great organization we have in our real estate community where we can pay civic rent by giving back directly to provide housing for the most vulnerable.

When we started the year, we set an extraordinary goal for our annual grants - \$200,000! Yet our generous supporters rose to the challenge. We raised more than enough to fulfill grants to 20 organizations for 2019.

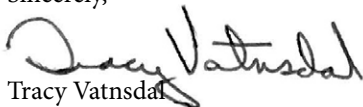
I'm so proud of the hard work of our board, committee members, and staff that helped to make 2018 a tremendous year. We continue to be overwhelmed by the generosity of the individuals and businesses in our real estate community, yet we know there is so much potential for growth. The success of our fundraising efforts, combined with a healthy real estate market resulted in growth in our grantmaking, donor base, and endowment fund.

When you make an investment in the REALTOR® Foundation your dollars are carefully invested to have the greatest impact on central Indiana's most vulnerable population. In this report you will find stories of impact from our grant recipients with their 2018 grants.

I hope as you read this report you will see the difference you have made in the lives of victims of domestic violence, homeless families, veterans, youth, and our other very vulnerable neighbors. You are unlocking doors to hope for so many in need.

Thank you for being the key! Together we are linking hope to homeless.

Sincerely,



Tracy Vatsndal  
2018 REALTOR® Foundation President

## 2018 REALTOR® Foundation Board of Directors

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Gabie Benson

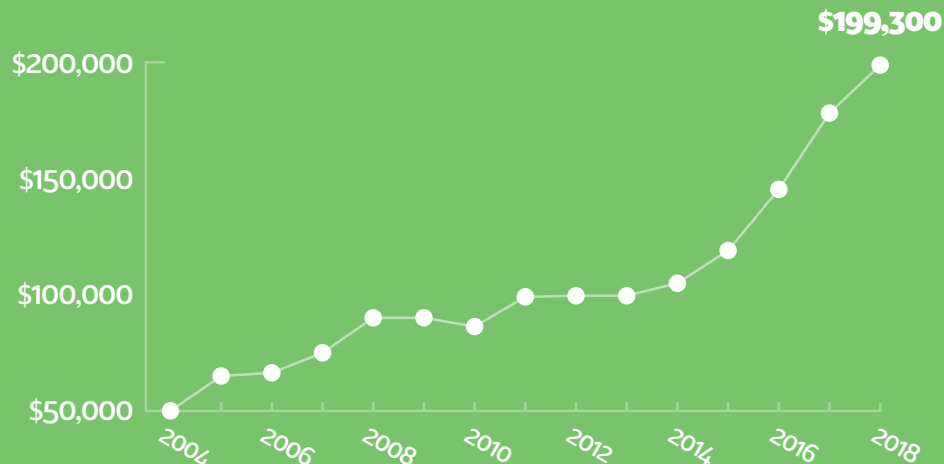




## Be the Key for Families

In our community, homelessness disproportionately effects families. Families are the fastest growing segment of the homeless population in Indiana. Last year more than 3,500 kids in Marion County were identified as homeless by their school. The average age of a homeless person is just 7 years old and on any given night, 4 out of 10 homeless adults have children with them. This is why the REALTOR® Foundation invests a third of our grant dollars in programs most effective at keeping families together and walking along side them on a path to independence.

### Grant Trajectory from 2004 to 2018



## Jennifer's Story

One year after exiting Holy Family Shelter Jennifer, a single mother with two young children, was contacted by Holy Family Transitional Housing Services to see how things were going and if she could use additional community referrals to maintain her housing. Shortly into the conversation, Jennifer was identified as vulnerable of falling back into homelessness without a serious intervention.

Jennifer explained that she had felt that homelessness could be a reality for them once again if something unexpected happened. Jennifer and her case manager began meeting weekly to create an integrated treatment plan to achieve short-term and long-term goals for the next year.

One of Jennifer's goals was to address mental health barriers for her children. She had received reports that her children were not doing well in school

and Jennifer wanted professional help for her children. Jennifer was connected with mental health services locally for evaluations. Billy and Nikki were able to receive the medical care they needed, and they continue services to this day.

**...she had  
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happened.**

After several months of working closely with her case manager, Jennifer's skills, support, and safety nets were in place to remain stable should the unexpected happened. She has completed her goal of gaining life skills by learning how to increase her credit score, budgeting, time management, importance of banking, resume building, and stress

management. At the beginning of her time in the program, Jennifer said she wanted to get her life back on the right track for the first time.

Now, Jennifer says there isn't a goal she can't achieve.

## 2018 Grants for Family Homelessness

Dayspring Center  
(\$15,000)

Family Promise of Greater Indianapolis  
(\$10,000)

Family Promise of Hendricks County  
(\$10,000)

Holy Family Shelter  
(\$10,000)

## Madison County Fund

Dove Harbor  
(\$4,000)



## Be the Key for Victims of Domestic Violence

Domestic violence is the leading cause of homelessness for women and children in central Indiana. The Indiana Domestic Violence Network reported 22,758 crisis calls in 2015 and 88% of callers were seeking shelter. Often a domestic violence shelter is also one of the only shelter resources in rural communities. The REALTOR® Foundation believes in investing in safe havens where victims can heal and overcome in a safe and supportive environment.

### Chloe's Story

Leaving an abusive partner is just the first step in a survivor's journey. She must relearn to trust herself and how to take care of her family. In Chloe's case she had to learn how to do these things for the first time.

Here's what Chloe is up against. She's a mom to two rambunctious toddlers – Trevor, 4, and Dylan, 2. Her abuser was a man who promised to take care of her and

her kids, even though he's not their father. But he shattered that promise. He abused her physically and emotionally, but it was the financial abuse that was most severe. He forbid her from working.

Chloe mustered all the strength she could find to leave Tennessee and leave the man that controlled her every move. She was originally from Indiana, but hadn't been back in a long time. It seemed as good a place as any to start over. Eventually she was referred to Coburn Place. Soon after, she began meeting with her advocate, Monique.

At their first meeting, it was clear to Monique that Chloe was drowning. Chloe didn't know how to answer Monique's simple questions. She couldn't say what her kids needed or what she needed for that matter. She had no idea what was expected of her. Monique saw that Chloe was smart and adaptable. She just never had the chance to become

an adult or find her voice. To be forced into the role of provider was incredibly overwhelming.

But Monique kept digging for answers and offering help. Slowly Chloe began to realize that Monique was her partner. The goal was to empower her to make her own choices. This was not a rigged

system or a trick. She finally accepted that Monique truly cared about her. Soon after, Chloe and the boys were able to move into their own home.

We know you care what happens to Chloe, Trevor and Dylan. Just like we do. We believe that everyone deserves a safe home and

everyone has a right be heard and valued.

The grant from The REALTOR® Foundation has helped Chloe lead a life free from control by others. With Monique and you on her side, she will embrace adulthood and the responsibility of showing her boys how to be good men.

**We believe  
that  
everyone  
deserves a  
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## 2018 Grants for Victims of Domestic Violence

Alternatives Inc. of Madison County  
(\$5,000)

Coburn Place Safe Haven  
(\$15,000)

Desert Rose Foundation  
(\$7,500)

Turning Point Domestic Violence Services  
(\$10,000)

Sheltering Wings Center for Women  
(\$5,000)

## Madison County Fund

Alternatives Inc. of Madison County  
(\$1,000)





## Be the Key for Our Cities Most Vulnerable

The issue of homelessness is complicated, and any number of reasons can lead someone there. Those experiencing homelessness in central Indiana come from all walks of life and have a diverse range of barriers they are working to overcome. The REALTOR® Foundation aims to find and invest in programs that are meeting a unique and critical need in our community. From homeless veterans to individuals who are HIV+, we carefully direct your donations to effective housing programs serving our community's most vulnerable neighbors.

### Sam's Story

Sam came to Stopover after sleeping on park benches and moving house to house for the past three years. Sam explained that his biological mother was addicted to crack cocaine and methamphetamines and left him when he was three-years old. His father had left for the military after he was born. His whereabouts became



unknown. Sam was adopted by a couple that divorced shortly after. His adopted mother moved to Texas, leaving the family unexpectedly.

Sam suffered from depression most of his life. He struggled with his sexuality and trust with women. Sam became homeless after his adopted father moved to a different city for work. He was unable to go with him and he moved place to place with no supports.

Sam was referred to Stopover after contacting 211, a resource hotline. Once there he immediately told staff that over the past three years he hadn't lived anywhere that didn't have roaches, mice, or bed bugs.

Since being at Stopover he obtained his birth certificate and driver's permit. He recently obtained a certification in job-readiness and construction. He

is currently working on hydroponics, growing plants without soil, at a training program site.

Sam attributes his success to being homeless with absolutely nothing. He feels grateful to have the opportunity to live in a safe and clean environment where he can learn and save money for the future.

Sam most recently was reunited with his biological father. They just spent their first Christmas together. He came to the shelter to see where Sam lives and talked about how proud he was.

Sam plans on staying at Stopover to save enough money to start college, obtain his own housing, and get his drivers license. With the support of a REALTOR® Foundation grant, Sam was able to find supportive adults in his life at Stopover. Now, his opportunities are limitless.

... his  
opportunities  
are limitless.

## 2018 Grants for Self-Sufficiency for Vulnerable Populations

Craine House  
(\$10,000)

Damien Center  
(\$6,000)

Dove Recovery House for Women  
(\$7,500)

Gennesaret Free Clinic  
(\$10,000)

HVAF of Indiana  
(\$10,000)

Partners in Housing  
(\$10,000)

Pathway to Recovery  
(\$15,000)

Stopover Inc.  
(\$10,000)

## 2018 Grants for Professional Development

Craine House  
(\$2,500)

Dove Harbor  
(\$200)

Gennesaret Free Clinic  
(\$685)

Sheltering Wings Center for Women  
(\$2,300)

## Steve Sullivan Professional Development Fund Lifts Others Up

In 2016, upon the retirement of former MIBOR CEO Steve Sullivan, funds were raised to establish a restricted grant fund in his honor.

Grants from the Steve Sullivan Professional Development Fund 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. Foundation grant recipients are able to apply for these funds in addition to their annual grant.

In 2018, four organizations received grants totaling \$5,685 for carefully selected projects enhancing the organization's staff.

Craine House established a professional training program for all of their staff, regardless of job title or educational experience. With the help of the Steve Sullivan Professional Development Fund, they were able to provide an evidence-based training program for staff. The training curriculum covered topics like substance use and mental health, nonprofit organizations, leadership, parenting, de-escalation, security protocols within a residential setting, gender specific programs, social justice/re-entry, building appropriate relationships, and narcotic identification.

Dove Harbor used their funds for a StrengthsFinder program. The training and conversation focused on each individual team member understanding their own strengths, talents and skill sets more deeply. Then they focused on how they can leverage their individual strengths to accomplish more as a team.

These are just two examples of the impact of these funds. Our grantees are thrilled to receive additional, flexible dollars to invest in their team and culture.



## Unlocking Your Foundation

### Donor directed endowment fund program

The REALTOR® Foundation is your foundation. Inspired by REALTORS®, built by REALTORS®, and fueled by REALTORS®.

We are honored to have outstanding supporters who have chosen to truly make the REALTOR® Foundation their own through our donor directed endowment fund program.

Former Foundation Presidents and longtime volunteers, Randy Scheidt and Kaye Hirt-Eggleston have both established their own donor funds with the Foundation. Individually they have contributed more than \$25,000 to bolster the Foundation's endowment fund in a way that leaves a lasting legacy on our industry. With their contributions, Randy and Kaye's individual donor funds will be utilized to support our mission in ways that are personally fulfilling and inspiring. We are incredibly grateful for their generosity, confidence in our mission, and the example they have set for others.

If you are interested in leaving a legacy to your industry and designing your own donor fund to meet your philanthropic goals, please contact the Foundation for more information.



“Having 30 + years of a rewarding relationship with the REALTOR® Foundation; the Endowment program offers to any contributor the knowledge that their gifts will go to help those in our communities that are at risk, especially those at a young age!”

-Randy Scheidt



“Providing a legacy for those who come after us is very important to me personally. My mother, Helen Hirt, and many other pioneers who came before us, broke through many glass ceilings. Soon it will be our turn to provide a hand up to those who will follow!”

-Kaye Hirt-Eggleston



# Did you know?

12,000

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

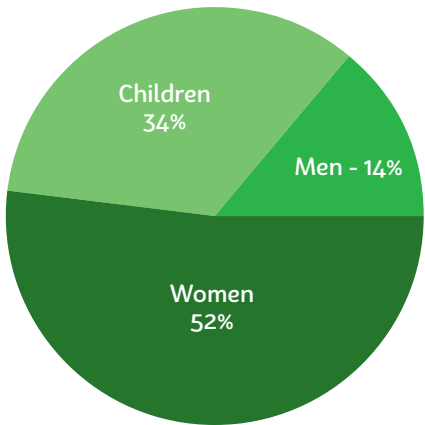
of local families every year could become homeless due to domestic violence.

2x

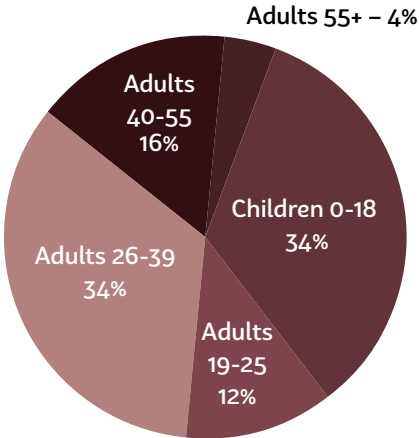
The likelihood a homeless child will develop a learning disability.

# 2018 Grant Impact: By the Numbers

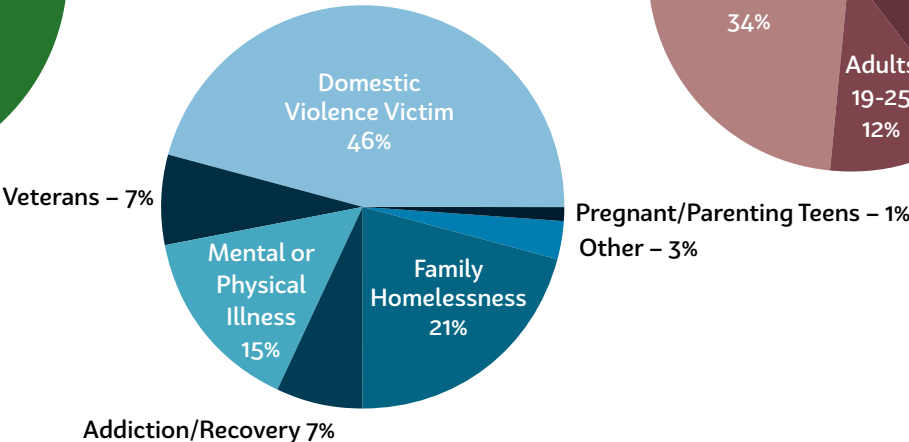
3,588 People Served



## Age of People Served



## Population Served





## REALTOR® Week of Service

Eight MIBOR REALTOR® Association Divisions participated in the inaugural REALTOR® Week of Service. In October, division participation included Boone, Eastern, Southside, Downtown, Hamilton, Northside, Hendricks, and Montgomery. REALTOR® Week of Service was generously sponsored by Pulte Homes.

Service projects included painting shelter rooms, preparing activity bags for children while the parents meet with case managers, installing new storage solutions, organizing closets, deep cleaning for the fall season, delivering marketing materials to area businesses, and a certification program for disaster relief.

More than 130 volunteers participated throughout the week. Thank you to Division and Foundation leaders who worked to make each of these projects possible.





## The Ball: A Benefit for the REALTOR® Foundation

### Platinum Plus Sponsor

StarMedia

### Platinum Sponsor

AmeriFirst Home Mortgage

### Diamond

Bailey & Wood Financial Group  
Berkshire Hathaway HomeServices Indiana Realty

CENTURY 21 Scheetz Congressional Bank

CoreLogic

F.C. Tucker Company

Estridge Homes

Old National Bank

Ruoff Home Mortgage

M/I Homes of Indiana

HouseMaster Home Inspections

### Gold

Bin It Indy

Carpenter, REALTORS®

Davis Homes

Fancher Mortgage

First American Home

Buyer's Protection

First American Title Insurance Co.

Home Warranty of America

Meridian Title

The National Bank of Indianapolis

New Dimensions in Real Estate/The Pfahler Group

### Silver

Abstract & Title

ATA National Title Group

Century 21 Diversified In honor of Tony Rogers

CIRA

Chicago Title Insurance Co

Choice Home Warranty

DOZ Charitable Foundation



Elements Financial  
Indy Pro Construction  
Keller Williams Indy Metro North  
Fairway Mortgage  
Morse Moving  
Prime Lending  
Sentrilock  
Women's Council of REALTORS®

### Bronze

Centralized Showing Service  
Hendricks County Division of MIBOR  
Michaelis Corp.  
Northside Division of MIBOR  
Real Estate Career Institute  
Security Home Inspections  
Title Services  
Tucker Mortgage

## Triple Crown Sponsors

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

Many thanks to:

Arctic Heating & Cooling

Bailey & Wood Financial Group

Carpenter, REALTORS®

CENTURY 21 Scheetz

Choice Home Warranty

Elements Financial

Fairway Independent Mortgage

Fancher Mortgage/ GVC Mortgage

F. C. Tucker Company

First American Home Buyers Protection Corporation & First American Title Insurance Company

Home Warranty of America

House Master Home Inspections

Keller Williams Indy Metro North

Meridian Title

M/I Homes of Indiana

Northside Division of MIBOR

Security Home Inspections

Sentrilock

Tish Flooring



## 25th Annual Golf Outing

### Presenting Sponsor

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Lines

### Dinner Sponsor

Corelogic – MarketLinX

### Lunch Sponsor

MIBOR REALTOR®  
Association

### Beverage Cart Sponsors

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Security Home  
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Stewart Title  
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### Photo Cart Sponsors

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Warranty  
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### Premium Hole Sponsor

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Group  
Cross Country  
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### 50/50 Raffle Sponsor

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### Games Sponsor

Tish Flooring

### Goodie Bag Sponsor

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### Putting Contest Sponsor

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### Silent Auction Sponsor

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### Contest Hole Sponsors

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Elements Financial  
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Mortgage/The Parker  
Mortgage Team  
GVC Mortgage  
HouseMaster Home  
Inspections  
Integrity Mortgage  
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Metro North  
Michaelis Corp.

### Hole Sponsors

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Chicago Title  
Choice Home Warranty  
Coldwell Banker Kaiser  
Cornerstone  
Inspections  
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Fairway Mortgage  
First American Title &  
First American Home  
Warranty Companies  
HouseMaster Heartland  
Home Inspection  
HWA Home Warranty of  
America  
INHP  
Northside Division of  
MIBOR  
Pyatt Builders  
Sentrilock, LLC  
T&H Realty Services,  
Inc.  
Talon Property  
Inspections  
Title Services

## Feed the Fight

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Mortgage/The Parker  
Mortgage Team

### Feathers & Flappers Sponsor

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### Donation Match Sponsor

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Lennar

### Wine Bar Sponsor

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Keller Williams Indy Metro  
South  
Keller Williams Indy Metro  
West  
Northside Division of  
MIBOR  
Sentrilock, LLC  
Tish Flooring





## Annual Fund Heroes of Hope

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

### \$10,000+

Douglas Moore Family  
Foundation  
MIBOR Service  
Corporation\*  
Corelogic Marketlinx\*

### \$5,000-\$9,999

Northside Division of  
MIBOR\*  
Century 21 Scheetz  
Foundation\*

### \$2,500-\$4,999

Claire Anne Aikman\*  
Pulte Group  
David L. Caveness\*  
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Kaye Hirt-Eggleston\*  
Greater Downtown  
Division of MIBOR\*  
Bailey & Wood

Financial Group\*

### \$1,000-\$2,499

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Abernathy\*  
Tracey Anderson  
Lee Ann Balta  
Becky S. Blossom\*  
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Shelley Specchio  
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Women's Council of  
REALTORS\*

### \$500 - \$999

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Mark Rattermann	Connie Allen	Annette Boyle	Mary Kay Childers	Kristin Dixon	Doug Geske*
		Kimberly Brady	Michael L. Coates*	Jean Donica	

## Annual Fund Heroes of Hope continued

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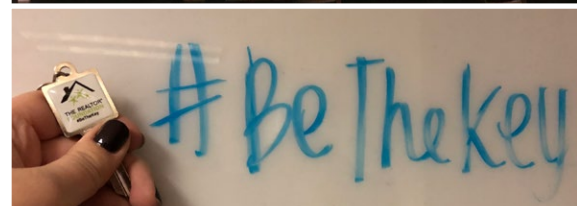
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### Memorial Donations

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

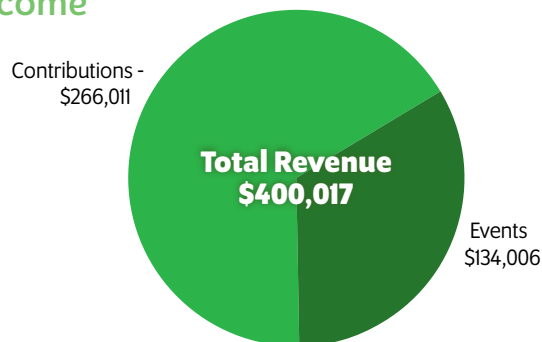
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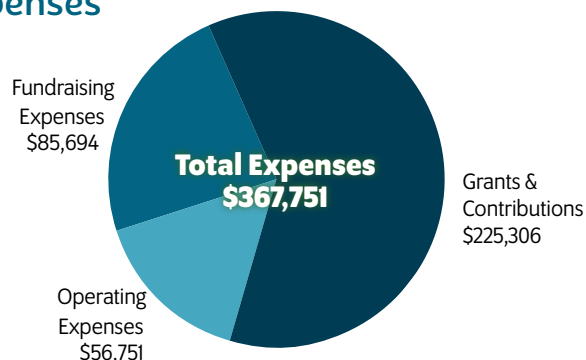


## 2018 Financials

### Income



### Expenses



## Financial Highlights

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

Unfortunately, a turbulent economy and stock market resulted in a loss to our endowment fund of \$31,024.

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.

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