

Annual Report: Fiscal Year 2017

July 2016 to June 30, 2017



Looking back



It's been quite a year and we are so grateful to everyone who has helped us reach our goals and set challenges for the future.

We've been able to Implement the Strategic Plan we introduced last year with a clear focus on Emergency Shelter, Supportive Services and Transitional to Permanent Housing.

We hosted 3,701 overnight emergency shelter guests of all ages and backgrounds. We made 2,050 in-person outreach contacts and 251 individuals and 84 families were housed this year. We championed the City of San Jose's innovative Bridge Housing project and look forward to managing supportive services on site once these communities are established.

With a long and substantial history of providing emergency shelter services and responding to needs provoked by natural disaster, we followed the immediate disaster response team supporting survivors of the Coyote River Floods by providing a 7-week emergency shelter at the Seven Trees Community Center for more than 200 flood victims.

There's a renewed focus on homelessness and the scarcity of affordable housing across the county and HomeFirst is at the table discussing and strategizing solutions with the leaders of our community.

Our staff has been simply incredible. We are grateful for the excellent leadership of our Board and Advisory Council. And to our donors and volunteers, we say **we absolutely could not do this work without you!**

Andrea K. Urton
CEO, HomeFirst

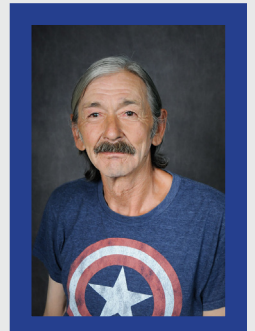
The Faces of Homelessness

The Blue Tarp Project introduces some of our homeless neighbors, and the harsh realities they face. Each person has signed their name to their portrait. Some have written messages about what it is like to be homeless to raise awareness and tell their story.

In combination with informational posters to educate the community about untold truths of being homeless, and correct misconceptions that make understanding and kindness more difficult, the project strives to create a compassionate community who better understand, and advocate for our homeless community.

Virginia and Albert Becker, the artists behind The Blue Tarp Project, volunteer regularly at our shelters, helping us capture the visual journeys of those we serve. The Blue Tarp Project was highlighted in our 2017 In From the Cold fundraising event, helping us raise more than \$215,000.

www.bluetarpproject.com/



FY 17 Highlights

- Rolled out Strategic Plan—HomeFirst is moving toward a new sustainable **business model** while doubling down on its **core competencies** with an emphasis on **quality and evidence-based practices**, using **impact data** to enhance performance.
- Hired full time **CFO** July 2017—welcome on board **Jim Ptak**!
- Increased program budgets by \$1.9M, a 46% increase compared to the previous fiscal year and included a new MediCal program.
- Achieved a **3-year CARF Accreditation for Veterans Services**
- Restructured Program Services Team with three new Directors—all promoted from within.
 - Linda Jones, Director of Emergency Shelter Services
 - Beatriz Ramos, Director of Supportive Services
 - Kelly Sumner, Director of Veterans Services
- Launched Rapid Rehousing Program to serve up to 120 clients a year for up to three years.
- Won City of San Jose contract for Overnight Warming Locations (OWLS) once again
- Expanded New Start and Working persons programs at the BRC
- Expanded Cold Weather Shelter Program (CWSP) by six months and by adding a new location in Mt. View for women and families
- Launched Full Demand Program for US Department of Veterans Affairs (VA)
- Awarded another 3-year grant for Supportive Services for Veteran Families (SSVF)
- Veteran Rapid Rehousing Program (VRRP) served 28 veterans with 25/28 housed
- Expanded Care Coordination Program (MediCal) in North County
- Outreach teams now visiting an average of 15 homeless encampments per day



The Faces of Homelessness



Strategic focus

1. Emergency Shelter

HomeFirst will be the preferred provider of outreach and emergency housing as an onramp to permanent housing and stability.

Sunnyvale homeless shelter to stay open year-round

"I'm hopeful that having a permanent, year-round shelter in the North County will help get some of these folks off the streets and back onto their feet," said Board President Joe Simitian.

Said Supervisor Cortese, "Having a secure place to sleep at night, storage for belongings and a sense of community and hope are elements we'd like to see in all temporary housing."

The Sunnyvale shelter is the result of a collaboration between Santa Clara County and the non-profit organization HomeFirst, which runs daily operations at the shelter. It provides beds, twice daily meals, and a variety of supportive services.

Excerpts from Santa Clara County press release: <https://bit.ly/2Hc0Wwj>

2. Supportive Services

HomeFirst will build on its supportive services (case management & resources) and develop a best practice model to help people who struggle to stay housed.

3. Transitional & Permanent Housing

HomeFirst will build its resources to meet its community needs working creatively with partners and supporters to pursue various endeavors as made possible by Measure A.

4. Veterans' Services

HomeFirst will work with the VA to help end and then prevent veteran homelessness in our community.

More than 500 Santa Clara County veterans find homes through campaign started 1 year ago

"No one's service is more honorable, more courageous than that of our veterans," [San Jose Mayor Sam] Liccardo said. "Let their example be an example to all of us how we can serve them."

Last year's homeless census identified 703 homeless veterans in the county, 63 percent of whom are without shelter, which is nearly double the national average of 36 percent, campaign director Maya Esparza said.

Excerpts from KRON 4: <https://bit.ly/2JrmV38>

The Faces of Homelessness



www.bluetarproject.com/

Powerful partnerships

Volunteers help us support our mission all year long, spending time in our shelters, family sites, and kitchens. Group projects with our corporate partners and neighbors are an invaluable part of our success. And, as always, we value our long-time partnerships with the City of San José Housing Department and Santa Clara County Office of Supportive Housing.

Thank you to all those who gave their time so generously in 2017.



Google



Cisco



NetApp



Amy Pizarro's Annual Pad Party



Kent Bowles with California Drywall



Symantec



Community Seva



Heffernan Insurance

The Faces of Homelessness



We thank you so very much

Major Donors

Albert & Pamela Aragon	Jeff & Cathie Thermond	Omar Family Charitable Fund
Allen & Cynthia Ruby	Jessica Bliss	Pamela W. Berry
Aniruddha Vaidya & Neerja Bhatt	Jim & Teresa Ojeda	Paul & Deborah Baker
Bruce Edwards	John Parissenti & Linda Chin	Peggy M. O'Laughlin
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Christopher & Leslie Yates	Karl Schweighofer	Prajesh Parekh
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Ellie Smith	Mary Ellen & Tom Genovese	Thomas R. Bettencourt
Harita & Jayendra Patel	Michael & Margaret Blach	Endowment Fund
Heinz & Theresia Binder	Michael E. Fox, Sr. & Mary Ellen Fox	Tom & Linda Waldrop
James & Allison Barta	Mike & Vicki Pope	William & Catherine Noellert
Janice & Thomas Berthold	Milligan Family Foundation	William & Kim Sutherland

Corporate Gifts

Adobe	Google	San Jose Mercury News Wish Book Fund
Apple	Integrated Device Technology, Inc.	San Jose Water Company
Bay Area Zerorez	Intel Corporation	Star One Credit Union
Blach Construction Company	KLA-Tencor	Synopsys, Inc.
Bon Appetit Management Company	Morrison & Foerster, LLP	The Bowles Family & California Drywall Company
First Community Bank	NetApp	Xilinx, Inc.
Garden City Construction	Prometheus Real Estate Group	

Foundation, Community & In-Kind Gifts

Acton Family Fund	Mission City Community Fund	Sunlight Giving
Arrillaga Family Foundation	Mission Santa Clara	Tamaki Foundation
Brandenburg Family Foundation	Mitchner Family Philanthropic Fund	The Applied Materials Foundation
Buddhist Compassion Relief Tzu Chi Foundation	My New Red Shoes	The David & Lucile Packard Foundation
Cisco Systems Foundation	Palo Alto Medical Foundation	The Health Trust
eBay Foundation	Peery Foundation	The Morrison & Foerster Foundation
El Camino Healthcare District	San Jose Woman's Club	The Richard & Emily Levin Foundation
Encore.org	Second Harvest Food Bank of Santa Clara and San Mateo County	Tosa Foundation
Heaven's Helping Hand Foundation	Sobrato Family Foundation	Unitarian Universalist Fellowship of Sunnyvale
Hurlbut-Johnson Charitable Trusts	Sorci Family Foundation	Warmenhoven Family Foundation
Legacy San José Alviso Youth Foundation	Stella B. Gross Charitable Trust	Wells Fargo Foundation
Lockheed Martin Employees' Foundation		William H. Cilker Family Foundation

We are sincerely grateful for every gift received—from large corporate donations to a pocket full of change. Unfortunately, with limited print space, we are only able to include combined gifts that total \$2,000 or more this year. Please visit our website for a comprehensive list of all donors.

Every year we are the grateful recipients of many anonymous gifts. For those who do not wish to be named, we extend our thanks as well. We make every effort to list names and donation levels correctly. If you identify an error, do let us know and we will be sure that corrections are made on the website and in future publications.

Financial summary

Consolidated Statement of Financial Activities

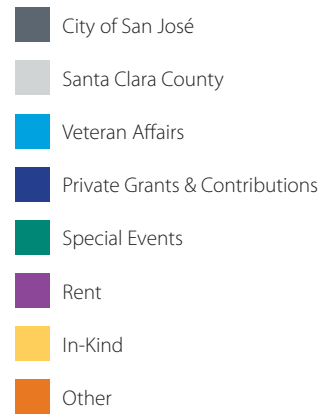
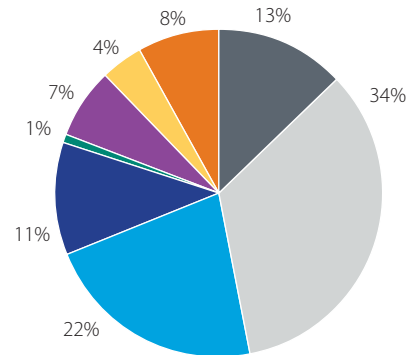
	FY 2017	FY 2016
Total Revenue	12,997,919	12,349,458
Expenses:		
Program Services	11,976,474	11,568,733
Support Services	2,639,706	2,710,889
Total Expenses	14,616,180	14,279,622
Change in Assets from Operations	(1,618,261)	(1,930,164)
Non-Operating Income	1,928,999	0
Total Change in Net Assets	310,738	(1,930,164)

Condensed Statement of Financial Position

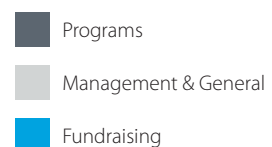
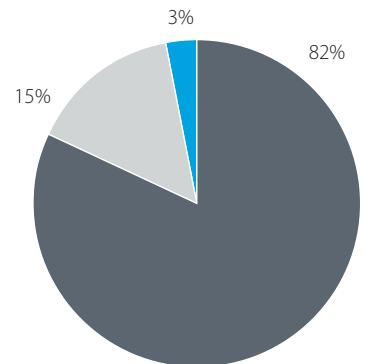
	FY 2017	FY 2016
Assets:		
Current assets	1,835,519	4,947,446
Long-term & Other assets	24,177,497	\$24,876,867
Total Assets	26,013,016	29,824,313
Liabilities:		
Current liabilities	1,736,495	6,240,075
Long-term liabilities	7,026,090	6,644,545
Total Liabilities	8,762,585	12,884,620
NET ASSETS	17,250,431	16,939,693

In July 2016, the Organization closed the Eight Trees Apartments sale transaction and recognized the non-cash gain in the amount of \$1,116,242. The sale of this property is reflected in non-operating income, and also is the primary contributor to the significant decrease in current liabilities from the prior year. A second contributor to both items was a decrease in the HUD liability reported as 1,200,304 as of June 30, 2016. During the fiscal year the organization submitted documentation to HUD that allowed the organization to reduce the liability by \$860,411 which was recognized as non-operating income. The result of these major activities during the year increased the current ratio from 0.79 as of June 30, 2016 to 1.06 as of June 30, 2017.

Revenue



Expenses



What you can do now

Cash gifts

Online: www.homefirstscc.org
or by mail:
507 Valley Way, Milpitas, CA 95035

Recurring gifts

Join our Welcome Home Club
with regular contributions to fight
homelessness all year long.

Legacy giving

Leave a lasting legacy through
a bequest, living trust, or another
instrument of planning.

Donate goods

Blankets & towels, individual sized
toiletries, powdered laundry soap,
adult undergarments.

Employer matching

Find out if your employer offers matching grants to double your donation.
These companies have made a significant impact through this program:

Adobe
Alaska Airlines
Apple
Applied Materials
Bank of the West
Benevity
Cisco Systems
Costco Wholesale
Dolby Match Program
eBay Foundation

Employees Charity Org. (ECHO)
of Northrop Grumman
Genentech
The GE Foundation
Google
Hewlett-Packard Company/
Matching Program
Intuit Foundation
Juniper Networks
JustGive
Kaiser Permanente

LinkedIn
NVIDIA
Silicon Valley Bank
Star One Credit Union
Symantec Corporation
Truist
UBM Community
Connection Foundation
Visa International
YourCause

*"The important debate isn't about how many people are homeless.
But rather, how to help those who are. We must provide comprehensive social
services in order to help homeless people live dignified, productive lives."*

— Robin Williams

Learn more

For more information about ways to give or for help setting up your gift, contact
Lori Smith at lsmith@homefirstscc.org or call 408-539-2112.

Visit www.homefirstscc.org to learn more about ending homelessness
in Silicon Valley and what you can do to make an impact today.



Sobrato Center for Non Profits

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