

SHARING OUR STORIES

WORKING TOGETHER TO HOUSE
RURAL AMERICA



HOUSING ASSISTANCE COUNCIL
ANNUAL REPORT 2013



ABOUT

The Housing Assistance Council (HAC) is a national nonprofit corporation established in 1971 to increase the availability of decent and affordable housing for rural low-income people. HAC provides below-market-rate financing, technical assistance, training, research, and information services to the nonprofit, for profit, and public sectors. HAC is governed by a 26-member board of directors who represent private industry, government, and public and nonprofit housing agencies at the national, state, and local levels. HAC is an equal-opportunity provider and employer.

MISSION

HAC's mission is to improve housing conditions for the rural poor, with an emphasis on the poorest of the poor in the most rural places. To fulfill this mission, HAC's major program and policy goals are to:

**Preserve and increase the stock of low-income rural housing
and promote rural community development**



Assist in the creation and expansion of housing development capacity in rural areas



**Increase the use of low-income rural housing and community
development programs by minorities and women in underserved areas**



**Promote a strong, effective, and supportive government role in rural low-income
housing and a broader public understanding of rural America**



Provide information and education about rural housing needs and poverty to the public



**Proactively analyze the changing resource needs for housing production in rural areas, design
national programs to address resource gaps, and seek partnerships to help fund them**

DEAR FRIENDS

The achievements of our partners across rural America are a constant source of inspiration. Even during these trying times when organizations are faced with funding cuts, a struggling economy, and a rural housing market still undergoing recovery, dedicated organizations and individuals work daily to improve the lives of low-income rural residents. HAC looks back at 2013 knowing tangible change can still be accomplished through hard work. HAC's success is linked to the success of our partners.

HAC's strong relationships with rural housing providers across the country provide a unique insight into rural communities' needs and the challenges they face in meeting those needs. These relationships allow strategies to be adapted in order to work across a diverse landscape. Input from partners helps create appropriate policy and programmatic responses and allows HAC to remain a strong advocate for low income rural families. Loan fund programs, trainings, direct one-on-one technical assistance, research and information products, and analyses of federal housing policies ensure that HAC provides the tools necessary for organizations to continue providing safe, secure, affordable housing across rural America. HAC's resources build and maintain relationships, and these relationships are critical.

HAC's 2013 annual report highlights these relationships. Beginning with loan and grant making, HAC's role as a Community Development Financial Institution (CDFI) allows us to help our local partners build and develop needed affordable housing projects. HAC's training and technical assistance helps rural housing providers operate effectively and efficiently. And finally, HAC's research and information provides partners with resources to gain access to data, understand federal policies, and stay up to date on news that impacts rural communities. Each service has its role and value for organizations in the field.

HAC looks back on 2013 and recognizes not only the challenges, but also the hard-won successes of our partners. We remain committed to the advancement of local efforts and organizations and the ultimate goal of strengthening rural communities across the United States.

Thank you,



Polly Nichol
Board Chair
Housing Assistance Council



Andrew Bias
Board President
Housing Assistance Council



Moises Loza
Executive Director
Housing Assistance Council





SPECIAL INITIATIVES



HAC's special initiatives directly address critical issues for specific populations within rural America. In 2013, through generous funding from the Home Depot Foundation and the Atlantic Philanthropies, HAC pursued special initiatives to support rural seniors and veterans.

The service and sacrifice of our veterans is critical to the safety of our nation, and no veteran should be without a safe, affordable home.

Through the *Affordable Housing for Rural Veterans Initiative*, HAC works directly with organizations in the field that provide



housing to this important population. Supported by the Home Depot Foundation, this initiative provides small grants, training, and information to help rural nonprofit organizations better serve rural veterans. Supported by the Atlantic Philanthropies, HAC's *Rural Senior Housing Initiative* addresses the housing needs of low-income older adults living in rural areas. The availability of decent and affordable housing is essential to the health and the well-being of older Americans, yet many struggle to maintain and afford their homes as they age. Created in 2011, the Initiative supports affordable development, advocacy, and preservation of housing for low-income rural seniors through grants, loans, and information products.

LOAN AND GRANT MAKING

As a lender and Community Development Financial Institution (CDFI), HAC has been a crucial source of financing for rural housing providers for over 40 years. HAC's loan products and revolving loan fund are instrumental for organizations in filling financial gaps. Short-term, low-interest loans made to community based nonprofits, organizations serving Indian Country, for-profit builders, and public municipalities, that fund creating new single- or multifamily homes, preserving rental housing,

and improving rural water and wastewater systems, among others. HAC's Self-Help Homeownership Opportunity Program (SHOP) has helped organizations across rural America assist families become homeowners for nearly two decades. As federal funding for these activities continues to decrease, HAC's services have become an increasingly critical life-line for creating affordable homes, strengthening organizations, and helping rural communities.



Northwest Regional Housing Authority, Harrison, Arkansas



Left: The newly constructed home: Left to right is Cliff Kollin, Construction Coordinator, Self-Help housing, Ms. Betty Armstrong, Mr. William Armstrong, Little William Homeowners, Neal Gibson, Assistant Executive Director, NWRHA, Vickey Stratton, Director Self-Help housing, Courtney Pillow, Family Resource Specialist Self-Help housing, and Betty Bing, Secretary/Bookkeeper, Self-Help housing.

Right: The Armstrong home before

Raising a nine-year-old grandson is never easy, but doing so in unsafe housing is even more challenging. For one grandfamily living in an extremely rural and isolated section of northwest Arkansas, things became even more complicated when the floor of their grandson's room fell in on itself, creating an extremely dangerous living situation. The family initially sought a loan from USDA Rural Development for repairs; however, they were unable to get approved. Rural Development put the family in contact with the Northwest Regional Housing Authority of Harrison, Arkansas who were able to provide the family with \$14,000 from HAC's Self-Help Housing Opportunity Program. The funding was then leveraged so that the family could obtain a USDA loan and rebuild the home better than before. HAC is "one of the best partners we've had with the SHOP Program" adding "[we] can't say enough good about the organization" stated Neal Gibson, Northwest Regional Housing Authority's Director.

Western Region Nonprofit Housing Corporation, Moscow, Idaho

Rental housing preservation is challenging. HAC's Preservation Revolving Loan Fund is a critical source of preservation funding for rural housing providers across America. With HAC funding, Western Region Nonprofit Housing Corporation (WRNPHC) was able to renovate a 62-unit apartment complex in Moscow, Idaho. The Edenmoor apartments provide safe, secure homes to low-income families, many headed by single-mothers, who otherwise would not be able to afford rent in the university town.

Although the WRNPHC was able to assume a USDA loan and use tax-credits to renovate the apartment complex, a gap of \$600,000 remained — a gap that HAC's Preservation Loan Fund was able to fill. According to WRNPHC, the loan they received from HAC was instrumental in getting the preservation of this housing. Before turning to HAC, WRNPHC struggled to find a willing lender to fill the funding gap. HAC's set interest rates and known terms made it easier for WRNPHC to lock in low rates. HAC's loan made the project doable — ultimately providing much needed housing to local families in this rural Idaho community.



The Edenmoor Apartment Complex Entrance



Jennifer Norgaard's new home... and new kitchen!

Interlakes Community Action Partnership, Madison, South Dakota

As a single mother with a 10-year-old son and a 6-year-old daughter, receiving SHOP funds from HAC through the Interlakes Community Action Partnership was the best thing that could have happened to us. Before we moved into our new home, we were living in a small 3-bedroom apartment and had no space which was becoming very hard with the kids getting older. Our home is now double what the apartment was, and we even have a garage for the car!

My kids still talk about how happy they are and how much they love their new home! Nothing gives me greater pleasure than the security of a home for my kids and a place that we can actually say is our own. I never thought I'd be able to own my own home, and if it wasn't for the SHOP program, I'm not sure I ever would have. I am so grateful for that.

– Jennifer Norgaard, recipient of HAC SHOP funding through Interlakes Community Action Partnership

“Extremely grateful for the funds — (HAC) makes the whole process more affordable.”

– Dana Whitehouse, Housing Manager, Interlakes Community Action Partnership

Affordable Housing for Rural Veterans Loans & Grants

In March of 2013, HAC's Affordable Housing for Rural Veterans Initiative awarded \$265,000 in grants to 9 housing organizations from 9 different states. Grant money went to programs focused on home repair, self-help development, and multifamily construction. Altogether, nearly 100 veterans and their families will benefit from these grants.

Rural Senior Housing Loans & Grants

HAC's Rural Senior Housing Initiative approved \$257,000 in grants to 16 different organizations from 15 states in March 2013. These grants help support the development or preservation of more than 300 homes for rural seniors.

HAC Loans and Recoverable Grants, 2013

Organization	State	Date Approved	Amount	Homes Funded
Ackerman II Elderly Housing, LLLP	AL	09/20/13	\$116,911	44
Crawford-Sebastien Community Development Corporation, Inc.	AR	11/07/13	\$75,000	5
Northwest Regional Housing Authority	AR	11/07/13	\$75,000	5
Self-Help Enterprises, Inc.	CA	11/07/13	\$336,000	24
Self-Help Enterprises, Inc.	CA	11/07/13	\$84,000	6
Housing Resources of Western Colorado	CO	11/07/13	\$435,000	58
Housing Resources of Western Colorado	CO	11/07/13	\$112,500	15
Florida Home Partnership, Inc.	FL	12/19/13	\$500,000	*
Self-Help Housing Corporation of Hawaii	HI	02/20/13	\$1,872,148	70
Self-Help Housing Corporation of Hawaii	HI	02/20/13	\$707,000	*
Self-Help Housing Corporation of Hawaii	HI	03/11/13	\$100,000	*
Valley View Post Falls, LLC	ID	08/09/13	\$625,000	36
Community Council of Idaho	ID	09/20/13	\$331,952	103
Housing Development Alliance	KY	11/07/13	\$240,000	16
Housing Development Alliance	KY	11/07/13	\$60,000	4
Kentucky Highlands Community Development Corporation	KY	11/07/13	\$150,000	10
Pilgrim Rest Community Development Agency	LA	09/20/13	\$51,000	3
Pilgrim Rest Community Development Agency	LA	09/20/13	\$125,000	*
Marquette County Habitat for Humanity	MI	11/07/13	\$90,000	6
Ozark Foothills Development Association	MO	11/07/13	\$150,000	10
Mountain Housing Opportunities, Inc.	NC	05/17/13	\$90,000	6
Community Action Commission of Fayette County	OH	11/07/13	\$300,000	20
Community Action Commission of Fayette County	OH	11/07/13	\$430,000	*
BGM, Inc.	SC	01/11/13	\$117,500	24
Inter-Lakes Community Action Agency, Inc.	SD	11/07/13	\$315,000	21
Clinch-Powell Resource Conservation & Development Council, Inc.	TN	11/07/13	\$75,000	5
Community Action Network, Inc.	TN	11/07/13	\$75,000	5
Creative Compassion, Inc.	TN	11/07/13	\$75,000	5
Eastern Eight Community Development Corporation, Inc.	TN	11/07/13	\$150,000	10
Neighborhood Nonprofit Housing Corporation	UT	11/07/13	\$555,000	37
Neighborhood Nonprofit Housing Corporation	UT	11/07/13	\$135,000	9
Rural Housing Development Corporation DBA Self-Help Homes	UT	11/07/13	\$225,000	15
The Housing Foundation, Inc.	VT	10/04/13	\$202,850	12
			\$8,981,861	584

*Denotes units associated with another loan or no new units developed.

TRAINING AND TECHNICAL ASSISTANCE

Organizational capacity is critical to ensure that stories of success do not end for housing providers after housing units are built. As new challenges appear every day, stemming from increasing housing need and a weakened economy, HAC's training and technical assistance helps housing providers face these challenges head on. To this end, HAC offers training, technical assistance and when available, capacity building grants to meet the specific needs of rural communities. Hosted throughout rural America, HAC's trainings are attended by numerous organizations, and one-on-one technical assistance provides housing organizations years of experience

and knowledge at a personalized level. A regional presence in the Southeast, Southwest, West, and Midwest ensures HAC is never too far from partner organizations to provide knowledge and expertise. Direct assistance is available on a range of issues including fundraising, program compliance, strategic planning, and other current programmatic challenges. HAC is also an active partner in HUD's comprehensive technical assistance delivery program, OneCPD, allowing us to reach any HUD grantee that needs assistance.

TRAINING AND TECHNICAL ASSISTANCE — BY THE NUMBERS

12
Webinars



and

8
Trainings



2,744 
Individuals and Organizations
trained or assisted

\$1,245,612
in pass-through grants

Housing Humboldt/Humboldt Bay Housing Development Corporation, Arcata, California

Building capacity takes many forms for rural housing providers but finding flexible sources of funding to do so can be challenging. This was an issue that Housing Humboldt, located in Arcata, California, knew all too well before contacting HAC.

Housing Humboldt wanted to strengthen its mission and marketing so that the community would better understand its services. In 2010, Housing Humboldt applied to HAC's Thrive Fund Capacity Building Grant Initiative. A three-year initiative, the Thrive Fund provided Housing Humboldt with critically needed administrative dollars so that it could pursue capacity building activities to help better meet the affordable housing needs in its communities. Through Thrive, Housing Humboldt was able to hire a local advertising firm to help rename the organization and create a new logo that was more centered on its mission. It also revamped its website and completely overhauled its marketing and outreach strategy.

In addition to Thrive funds, Housing Humboldt also received technical assistance from HAC's Western Office who provided a full-day seminar to re-acquaint the organization's board with its mission, as well as a new fund development and marketing plan. HAC was also able to help Housing Humboldt secure funds for a home rehabilitation project. The technical assistance provided by HAC aided Housing Humboldt in gaining approval for its HOME loan application. Housing Humboldt plans to seek future assistance from HAC to help implement local funding in create low-income affordable homes through homeownership.



Trainings

- Asset Management; Jackson, MS
- Green Construction Exchange; Yazoo City, MS
- Sustainable Affordable Housing: Developing Healthy and Energy Efficient Homes for CHDOs; Las Cruces, NM
- Section 502 Homeownership Training for Nonprofit Developers; Knoxville, TN
- Housing Seniors and Veterans in Rural America: Preservation, Development, and Services; Council Bluffs, IA
- Accessing Capital for Tribal Communities: A Roundtable Discussion; Albuquerque, NM
- Section 502 Homeownership Packaging Training for Nonprofit Developers; Albuquerque, NM
- Sharpening Your Skills: Financial Management for Nonprofits; Albany, GA

Web-Based Trainings

- The Silver Tsunami: Are We Prepared for a Senior Population Boom in Rural America?
- Conducting Homeless Counts on Native American Lands
- USDA Section 502 Homeownership Direct Loan and Section 504 Loan and Elderly Grant Repair Programs: an Overview
- Are We There Yet? Using Performance Measures to Improve Performance and Illustrate Success
- Aging in Place: Home Repair for Seniors
- Fundraising for Nonprofits
- Strategic Planning
- New Rural Data Portal
- Rental Housing Preservation for Rural Seniors
- Effective Grant Writing
- An Introduction to Entrepreneurship
- Using Social Media for Entrepreneurship

*U.S. Representative
Tom Latham (R-IA)
addressing the
Housing Seniors and
Veterans in Rural
America workshop*



Rural Senior Housing Initiative Training & Technical Assistance

The Rural Senior Housing Initiative supported multiple trainings in 2013. Along with three webinars on senior housing topics, HAC hosted a two-day training workshop in Council Bluffs, Iowa. The training, *Housing Seniors and Veterans in Rural America*, featured a keynote address by Congressman Tom Latham (R-IA) and presentations from HAC partners. The two-day symposium highlighted strategies and resources to better house seniors in rural communities.

Affordable Housing for Rural Veterans Training & Technical Assistance

HAC's Affordable Housing for Rural Veterans Initiative conducted three capacity building webinars for stakeholders in the program throughout the course of the year. Training topics included performance measurement, home repair, and program compliance.

RESEARCH AND INFORMATION

Rural housing providers are continually tasked with assessing their communities' needs and understanding federal housing policies and regulations. Through the website, newsletter, magazines, issue summaries, and library of over 150 studies and reports on housing issues in rural America, HAC's research and information constantly evolves to keep partners and policy

makers informed. HAC's magazine, *Rural Voices*, provides an outlet for organizations to share their stories and the *HAC News* along with research reports have provided news and insights on rural housing for over 40 years. The newly enhanced Rural Data Portal presents reliable and easy to access information allowing organizations to better serve their communities.

RESEARCH AND INFORMATION BY THE NUMBERS

Published



31
Reports &
Information
Products

and

26
editions of
the *HAC*
News



...

153,167
page views

on HAC's website



Rural Data at Your Fingertips: HAC's Rural Data Portal



The Rural Data Portal, available online at: <http://www.ruraldataportal.org/>

“Many rural communities face high levels of poverty, unemployment, and lack access to decent, safe, and affordable housing, but do not always have the resources available to quantify these challenges,” stated Moises Loza, HAC’s Executive Director. “HAC is pleased to provide this resource to assist organizations in their efforts to build rural communities.”

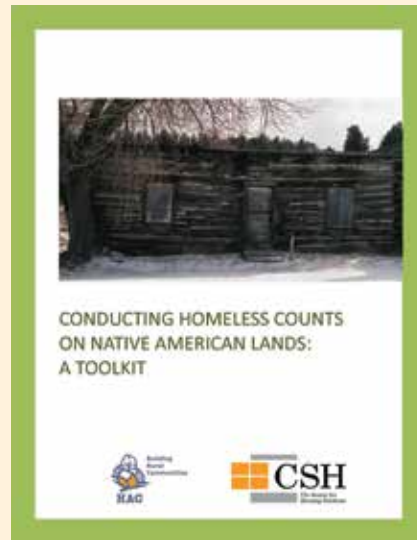
The Rural Data Portal was awarded the “Best in Class” Interactive Media Award in the nonprofit websites category for 2013 by the Interactive Media Council. The Rural Data Portal is easy to use and available for free online at: <http://www.ruraldataportal.org/>.

In order to improve living conditions in rural areas, housing providers need access to reliable data. Unfortunately, data for rural regions can be limited and hard to find. To address this significant concern, HAC launched its updated, award-winning Rural Data Portal this year to help organizations better understand and document needs in their communities. The Rural Data Portal is an online resource that provides social, economic, and housing characteristics of communities across the United States using data from HAC tabulations of the 2010 Census of Population and Housing, the American Community Survey (ACS), and Home Mortgage Disclosure Act Data.



Data and mapping capabilities through the Rural Data Portal





Homeless Counts on Native American Lands: A Toolkit

Homeless Counts on Native American Lands: A Toolkit

Homelessness on Native American lands is extremely hard to enumerate. While there is “literal” homelessness on Native American lands, many Native Americans live in extremely crowded conditions with family and relatives which is another, less visible, form of homelessness. According to US Census data, homes on Native American lands are three times more likely to be overcrowded than in the nation as a whole.

To address this concern, HAC, and CSH, based in Minneapolis, Minnesota, partnered to create the *Homeless Counts on Native American Lands: A Toolkit*. The flexible toolkit highlights resources and methods that can be used to complete an accurate homeless count on Native American lands. The toolkit offers information on how to conduct outreach, plan homeless surveys, partner with other researchers and organizations, and secure funding. Two case studies that feature tribes who have undertaken their own homeless counts are also included.

The report can be downloaded for free at HAC's website: <http://ruralhome.org/component/content/article/613-na-homeless-counts-toolkit>.

Affordable Housing for Rural Veterans Research & Information

Supported by The Home Depot Foundation and using data from the 2010 Census and the American Community Survey, HAC's Rural Research Brief, *Housing Our Heroes: Veterans in Rural America* provides insights into the demographics and housing characteristics of rural veterans as well as veteran homelessness. Released on Veteran's Day as a part of HAC's Affordable Housing for Rural Veteran's Initiative, the research brief previews a larger, more comprehensive report on housing veterans in rural America to be released in 2014.



HAC's Rural Research Brief, Housing Our Heroes: Veterans in Rural America

Rural Senior Housing Research & Information



HAC's online training, The Silver Tsunami: Are We Prepared for a Senior Population Boom in Rural America?

As a part of HAC's Rural Seniors Housing Initiative, HAC hosted a webinar on demographic change and its impact to the rural population and rural housing. The webinar, *The Silver Tsunami: Are We Prepared for a Senior Population Boom in Rural America?*, used data from U.S. Census and the American Community Survey to provide insights on changes and trends in aging and the potential impact of these changes on people, communities, and housing markets in rural areas of the United States.





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SUPPORTERS

- AARP Foundation
- *Affordable Housing Finance* magazine
- Gideon Anders
- The Atlantic Philanthropies
- Bank of America Foundation
- Joseph and Tamara Belden
- Brattleboro Area Affordable Housing Corporation
- California Coalition for Rural Housing
- Calvert Foundation
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- Congregation of the Humility of Mary
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- Council of Federal Home Loan Banks
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- Episcopal Diocese of Iowa
- The Episcopal Church
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- Federation of Appalachian Housing Enterprises
- Florida Home Partnership
- Florida Non-Profit Housing
- Ford Foundation
- Glenmary Home Missioners
- Habitat for Humanity
- The Hearst Foundations
- The Home Depot Foundation
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- NCALL Research
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- Rural Community Assistance Partnership
- Rural LISC
- Seton Enablement Fund
- Sisters of Charity, Blessed Virgin Mary
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- Sisters of the Presentation of the Blessed Virgin Mary
- Society of Mary
- Southeast Rural Community Assistance Project
- State Farm Insurance
- Byron and Elizabeth Stookey
- Leslie R. Strauss
- U.S. Department of Agriculture—Rural Development - Business and Cooperative Programs
- U.S. Department of Agriculture—Rural Development - Housing and Community Facilities Programs
- U.S. Department of Health and Human Services - Compassion Capital Fund
- U.S. Department of Housing and Urban Development
- U.S. Department of the Treasury—Community Development Financial Institutions Fund
- U.S. Green Building Council
- Wachovia Bank
- Harold and Marilyn Wilson

STAFF

The Housing Assistance Council is headquartered in Washington, D.C., with regional offices in Georgia, California, Missouri, and New Mexico. HAC's National Office houses staff from the executive office, finance and administration, loan fund, research and information, and technical assistance and training divisions.

National Office

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Western Office

Karl Ory, Director

FINANCES

Housing Assistance Council

Consolidated statements of financial position

	September, 30	
	2013*	2012
Assets		
Cash and cash equivalents	\$ 5,694,284	\$ 7,093,466
Investments in marketable securities	26,447,536	25,705,254
Contracts and Grants receivable	2,105,808	2,760,117
Loans and advances, net of \$16,288,857 and \$16,871,925 in potentially forgivable loans and loan loss allowances at 9/30/2013 and 9/30/2012, respectively.	24,151,401	20,174,649
Accrued interest receivable	346,225	367,537
Prepaid and other assets	74,813	135,768
Investments in partnerships at net realizable value	5,010	5,010
Land held for resale, new provision for unrealized losses of \$611,776 and \$371,973 at 9/30/2013 and 9/30/2012, respectively	669,149	885,152
Furniture & equipment, net of accumulated depreciation of \$122,434 and \$100,721 at 9/30/2013 and 9/30/2012, respectively	15,617	27,330
Total Assets	59,509,843	57,154,283
Liabilities		
Accounts payable	\$ 71,764	\$ 68,067
Accrued personnel costs	446,850	472,364
Accrued interest payable	97,303	82,555
Refundable advances	51,420	51,420
Other liabilities	443	20,563
Notes payable	16,406,557	16,457,305
Total liabilities	17,074,337	17,152,274
Net Assets		
Unrestricted		
Board designated to support current lending	\$ 4,068,185	\$ 4,086,185
Undesignated	9,191,065	4,020,396
Total unrestricted net assets	13,277,250	8,106,581
Temporarily restricted	17,516,953	20,299,125
Permanently restricted	11,641,303	11,596,303
Total Net Assets	42,435,506	40,002,009
Total Liabilities and Net Assets	59,509,843	57,154,283

*unaudited



HOUSING ASSISTANCE COUNCIL

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