Moving Mission Forward in 2017 & Looking Ahead

“Never doubt that a small group of thoughtful committed citizens can change the world. Indeed, it is the only thing that ever has.”

Margaret Mead

www.harborlightcp.org
Dear Friends,

Throughout 2017 we were ardently focused on real and tangible ways to move the HCP mission forward. This was a year of challenging decisions, strong advocacy, stretching our boundaries, it was a year which required of us, at once, introspection and broadening our field of vision.

As we have emphasized before, sustaining and creating housing that is affordable requires patience, tenacity, and resourcefulness. Yet throughout the past year, we were continually reminded by the actions and support of others that we are not alone in this mission and cannot do this work without you. Please be encouraged by all that you have helped make possible.

In 2017, we saw a town rally around a project that will be situated in a quaint Rockport neighborhood, which will add 23 units of needed housing. We stood among residents in Beverly and witnessed a community and officials coalesce around adoption of a zoning policy to create much needed housing for families. We began construction of a supportive housing project in Salem for homeless individuals, largely a result of a unique agreement made between the mayors of Salem, Peabody and Beverly to proactively work toward housing creation for those most economically vulnerable. In addition, collaboration with a corporate partner will result in six new units of needed family housing, construction from the ground up. We are even working with a partner organization to offer first-time home buyer education. The list goes on, because of the communities and people who have said “yes” to this work.

This is what it takes to open doors for those across the economic spectrum; those who seek the stability of a home in which to raise a family, those who require a safe and affordable home in which to age in place; and even those, coming from the street or shelter, who seek a place to begin anew.

As ever, we are mindful of and driven by the more than 600 names on HCP waiting lists. Thank you all, for staying the course as we work toward a ensuring all of them, one day, have a place to call home.

Thank you,
Robert Gillis
President, Board of Directors

Andrew DeFranza
Executive Director

Thank you,
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Marblehead
Gloucester
Rockport
Manchester
Salem
Swampscott
Nahant
Lynn
Saugus
Georgetown
Boxford
Rowley
Ipswich
Essex
Hamilton
Wenham
Middleton
Topsfield
Danvers
Peabody
Lynnfield
Beverly

We Care About Homes & Home at Last
Family housing portfolio
which includes 20 units
of affordable rental housing in
eight buildings owned by HCP.
Two units of land trust family
affordable housing.

Firehouse Place
Non profit managed and
owned by HCP. Four units of
affordable housing in one
commercial space.

Whipple Riverview Place
Ten units of affordable senior
housing owned and managed by HCP.

Community Land Trust
of Cape Ann
49 units of affordable first
time buyer family housing.

Beverly Firehouse
Non profit managed and
owned by HCP. Four units of
affordable housing and one
commercial space.

Hamilton Whipple
Riverview Place
Ten units of affordable senior
housing owned and managed by HCP.

Ipswich Community
Land Trust of Cape Ann
49 units of affordable
first time buyer family
housing.

Gloucester Pigeon Cove
Ledges
Managed and owned
by HCP; 30 units of
affordable senior housing.

Rockport Rockport
High School
Apartments
Managed and owned by
HCP; 31 units of affordable
senior housing.

Ipswich Community
Land Trust of Cape Ann
49 units of affordable
first time buyer family
housing.

Sewall Building
Four units of family
affordable housing.

Both owned and managed
by HCP. Marblehead

Senator Frederick
B. Berry H.E.A.R.T.
Homes
Two community based
houses for eight limited
income seniors in need of
care. Owner and managed
by HCP with services delivered
by Associated Home Care
and funded by Element Care.

Rockport Senator
Frederick B. Berry
H.E.A.R.T. Homes
Two community based
houses for eight limited
income seniors in need of
care. Owner and managed
by HCP with services delivered
by Associated Home Care
and funded by Element Care.

Turtle Creek
110 units of affordable senior
housing managed by HCP.

Turtle Woods
67 units of affordable senior
housing managed by HCP.

Harborlight House
30 units of affordable senior
housing owned and managed
by HCP. On site supportive
services provided in partnership
with Associated Home Care
and Element Care.

Boston Street Crossing
Six buildings owned and managed
by HCP; 26 units of supportive
permanent housing for formerly
homeless individuals. Case
management and services provided
by Ukebridge, Salem.

NEW

3

4

5

6

7

8

NEW properties in the pipeline
1. Boston Street Crossing, Salem
2. Hardy Street, Beverly
3. Granite Street Crossing, Rockport
4. Cabot Street Y, Beverly
5. Gloucester Y, Gloucester
6. Anchor Point I, Beverly
7. Anchor Point II, Beverly
8. Maple Street, Wenham

Existing properties

* HCP as Project Consultant

www.harborlightcp.org Please consider a legacy gift to HCP.
Construction began in June on Boston Street Crossing, Salem, which directly addresses a need for supportive housing for formerly homeless individuals. This project is comprised of 43 Boston Street (12 units) and 179 Boston Street (14 units). HCP acquired the two old rooming houses for the purpose of creating permanent supportive housing for formerly homeless men and women. Case management will be provided in collaboration with Lifebridge of Salem. The units will offer subsidies to ensure each unit (single occupancy) remains affordable. The building at 43 Boston Street is being renovated first and will be ready for occupancy in early 2018. Renovations to both buildings will be completed in 2018. This project is a result of the Mayor’s Regional Homelessness Task Force with the mayors of Beverly, Salem, and Peabody creating a Memorandum of Understanding, each committing to create housing in their communities in the coming five years. Before the end of 2017, a lottery was held for Boston Street occupancy. Because those who had been living in the rooming houses prior to renovation had been given the option to stay, of the 26 units, 12 were available. For those 12 units, 92 applications were received. The need is great.

Project Partners include: Siemasko + Verbridge, Groom Construction, Lifebridge, Boston Private, Institution for Savings, MHIC, MassDevelopment, CEDAC, DHDC, North Shore Home Consortium, City of Salem HOME, City of Salem CPC, Enterprise Community Foundation

HCP secured 5 Granite Street, Rockport, the site of a former greenhouse operation, to create 23 units of housing that is affordable. This is a redevelopment of an existing commercial site, close to the commuter rail. Granite Street Crossing will create a mixed senior/family development: 17 supportive senior units; six family townhouses; 10% set aside for the formerly homeless. In 2017, the Town of Rockport granted HCP a unanimous permit to create these units of housing. This came with the broad support of the neighbors, as well as the ZBA and Board of Selectmen. Early financial support from Town of Rockport HOME, LISC, and CEDAC helped propel this project forward. Funding applications will proceed in 2018. The 5 Granite Street neighbors are exemplary of the power of possibility: they came to the process with open minds, questions, a willingness to listen and discuss to reach solutions over design, landscaping, and more, resulting in a better project overall. How fortunate the future residents of Granite Street Crossing will be to have neighbors who embody the spirit of welcome and inclusion.

Project Partners (current) include: Siemasko + Verbridge, Town of Rockport HOME, Town of Rockport CPC, CEDAC, LISC

www.harborlightcap.org Please consider a legacy gift to HCP
First Steps in 2017: Anchor Point I & II

HCP is collaborating with the City of Beverly to build 75 units of affordable housing. Anchor Point I & II will house families and individuals, with early funding approved by CEDAC and HOME funders.

Beverly has been a model community for serving the needs of all its residents. What makes this project even more special is the way in which the city has embraced it. The City of Beverly approved unanimously land with a packed room of supporters in a 40B district, which will allow HCP to build the 75 units, all of which will be affordable 15% of which will be set aside for homeless families. Also during this year, the City of Beverly updated its inclusionary zoning rules to support housing for people at lower income levels.

The proposed affordable housing project will provide, in Anchor Point I (Phase I of a two-phase project), 40 multi-bedroom units. Of the total project, there is a 20% set aside for homeless families. The remainder will be designated for individuals and families at 60% AMI or less. Next phases include continued design and permitting with funding applications to be submitted in 2018. This project is largely an outcome of the Mayor’s Regional Homelessness Task Force to address housing needs of families and individuals who are at risk of becoming homeless.

Project Partners (to date) include: Siemasko + Verbridge, CEDAC

Hardy Street

In 2017, HCP entered into an agreement to receive, via donation, a permitted piece of land in Beverly on which we will build six affordable family rental units. The project achieved approvals from the City of Beverly, and HCP will pursue funding in 2018 to create homes on this now-vacant downtown lot. Beverly Crossing, a locally-focused development group, owned the lot that was permitted two years ago for a senior building. Beverly Crossing donated this property to HCP to develop housing from the ground up and which will offer two-bedroom units targeted for those earning 60% AMI or below. In exchange for the deed, Beverly Crossing will seek inclusionary housing credits to be applied to another project.

Finding creative solutions within public and private partnerships such as this is critical to meeting local and regional housing goals.

A New Partnership

HCP is collaborating with the North Shore YMCA project as a project consultant to manage the completion of two projects, located in Beverly and Gloucester, which will result in 118 units between the two communities. In Beverly, this partnership will create a total of 65 units (21 new, 45 renovation) and in Gloucester, a total of 53 units. This is a unique opportunity to create housing for individuals at 50% Area Median Income and lower, with some units set aside for those who have experienced homelessness, and housing also for folks referred through Northeast ARC and the Department of Developmental Services. More to come in 2018.

Staying the Course

HCP has proposed to build an affordable, senior housing complex (60 units in two phases) for people over the age of 62 in Wenham, for which permits have been unanimously approved. “Maple Woods” remains in an appeal process at this time. Upon completion of this process, HCP will seek funding from local, regional, state and federal sources. This project will meet a need for affordable housing with on-site services for fixed-income seniors. 2) Allow Wenham to reach the housing goal of getting over the 10% threshold for 40B.
# Financial Report

**REVENUES**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
<th>Percentage</th>
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<tbody>
<tr>
<td>Earned Program Income</td>
<td>$2,595,926</td>
<td>72%</td>
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<tr>
<td>Fundraising</td>
<td>$806,032</td>
<td>22%</td>
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<tr>
<td>Interest/Other</td>
<td>$203,250</td>
<td>6%</td>
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<tr>
<td><strong>Total Income</strong></td>
<td><strong>$3,605,208</strong></td>
<td><strong>100%</strong></td>
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**EXPENSES**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
<th>Percentage</th>
</tr>
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<tr>
<td>Housing Development, Housing Operations, and Social Services</td>
<td>$2,612,476</td>
<td>84%</td>
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<tr>
<td>Fundraising</td>
<td>$229,582</td>
<td>7%</td>
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<tr>
<td>Administrative</td>
<td>$287,155</td>
<td>9%</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$3,129,213</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

**CHANGE IN NET ASSETS**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Change in Net Assets</td>
<td>$475,995</td>
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<tr>
<td>Add: Depreciation expense</td>
<td>$210,834</td>
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<tr>
<td>Less: Future pledges receivable</td>
<td>(220,928)</td>
</tr>
<tr>
<td>Adjusted Change in Net Assets</td>
<td>$465,901</td>
</tr>
</tbody>
</table>

*The Change in Net Assets includes depreciation expense of $210,834. From this amount, Harborlight Community Partners also made $75,477 of principal payments for debt on supportive housing and $17,887 in deposits to required reserves. Furthermore, $220,928 of the Fundraising Income consists of pledges received in 2017 which will be received in future years. Net cash flow after these adjustments can be calculated as follows:

- Change in Net Assets: $475,995
- Add: Depreciation expense: $210,834
- Less: Future pledges receivable: (220,928)

Adjusted Change in Net Assets: $465,901
1. **A Place to Belong**
We were inspired by HCP Board member Dr. Patrick Smith’s Keynote - on A Place to Belong and Being Resilient - at HCP’s Annual Celebration of Community Partnerships, Unlocking Doors, Opening Communities. Over 250 friends of HCP gathered at the Kernwood County Club, Salem, to reflect on the year past and our efforts to move mission forward in the days and years ahead.

2. **Congressman Seth Moulton Visit**
Congressman Seth Moulton visited Turtle Creek and spent time with a group of residents to hear and learn more about the benefits of and need for more supportive and affordable elder housing. We were honored to have the Congressman join us!

3. **Massachusetts Housing Partnership Award**
The Massachusetts Housing Partnership presented Executive Director Andrew DeFranza and HCP the “Housing Hero” award for commitment, persistence and advocacy in housing creation. In accepting the award Andrew made note of the irony of giving people keys to your home to clean it but not allowing housing that would allow them to live in the community.

   Caption: From l-r, MHP’s Clark Ziegler with HCP’s Kristin Carlson, Andrew DeFranza, Ken Redford and Amy Beth Healy.

4. **HCP Residents: The Value of Housing, in their Voices**
Gathering at the lovely Heath’s Tea House in Rockport, and our friends and gifted facilitators, Bart Crawford and Katie Kilty, and under the direction and camera work of Paul Van Ness, we were able to create a beautiful video to put faces, lifelines and experience to “affordable housing.” It was a special day; we are grateful to the residents who shared of themselves and for the time and talent of those who assisted.

5. **Cell Signaling Annual Barbecue**
For the 3rd year, Cell Signaling Technologies Inc. of Danvers organized and hosted a great event for residents at Turtle Creek and Turtle Woods! This annual cookout has fast become a beloved tradition. The kindness and energy shared by the Cell Signaling employees is much appreciated.

6. **Special Friendships**
The relationship with the Brookwood School and its students with our residents has expanded and deepened. We are grateful for this intergenerational connection benefitting children and seniors alike.
1. Legislative Coffee held in Hamilton
Over 50 local officials joined HCP for an annual Legislative Coffee, held at the Community House in Hamilton to discuss the state of affordable housing in the region, its challenges and actionable ways to create change. We were joined by (L-R) State Senator Bruce Tarr, Representative Brad Hill, Representative Ann-Margaret Ferrante, and Representative Jerry Parisella as well as members of housing trusts and authorities and concerned community members.

2. #YIMBY!
HCP launched our participation in the #YIMBY (or Yes In My Back Yard) campaign, a national grassroots movement aimed at changing hearts and minds about affordable housing development. With pins and stickers and magnets, #YIMBY is popping up in unexpected places. Add your voice to this important awareness campaign; contact dfay@harborlightcp.org for your #YIMBY gear!

3. Cultivating Understanding
HCP stopped by the Cardboard Box City event, organized by Family Promise North Shore Boston and held in Patton Park, Hamilton. Family Promise’s participants experienced a warm, rainy, buggy, night to know first hand the discomfort of others. We were honored to be a small part of this effort to cultivate compassion and grow awareness of the issue of homelessness and the challenges homeless people face.

4. State House Bound
At the Massachusetts Association of CDCs (MACDC) lobby day, Andrew offers testimony advocating for legislation, policy and support of increased affordable housing funding. The Joint Committee on Municipalities and Regional Government also heard Andrew’s urging of zoning reform legislation and the need for multi-family housing.

HCP contributes to our communities via tax payments:
- Close to $3M in real estate tax payments invested across the North Shore in 14 years

Mission Critical:
Facts About Housing In Essex County

- Fair Market Rent for a Two-Bedroom: $1,740
- Fair Market Rent for a One-bedroom: $1,421
- Needed Housing Wage: $33.46 for a two-bedroom apartment
- Needed Housing Wage (if working 3 full-time jobs): $112,400
- Average Renter Hourly Wage in MA: $20.06
- Minimum Wage: $11

For those earning minimum wage...
- 122 Work hours are needed to afford a two-bedroom apartment (3 full-time jobs)
- Over 50% of Renter Households are Cost Burdened (paying more than 30% of income for rent)

Please consider a legacy gift to HCP
Donate Books & Clothing

Donation Drop-Off containers are available at several convenient locations. Have a suggestion for a good bin location or can host one at your place of business? Please contact bblake@harborlightcp.org, we would love to hear from you!

Dawson’s True Value Hardware (books only)
50 Eton Street, Beverly, MA 01915

First Baptist Church (books & clothing)
221 Cabot Street, Beverly, MA 01915

Ayers Ryal School (books & clothing)
40 Woodland Avenue, Beverly, MA 01915

Grosby’s Marketplaces (books only)
15 Walnut Road, Hamilton, MA 01982
125 Canal Street, Salem, MA 01970
62 Central Street, Georgetown, MA 01833

Shaw’s Supermarket (books only)
146 High Street, Ipswich, MA 01938

Corliss Bros. Garden Center (books & clothing)
31 Essex Street (Rt. 133), Ipswich, MA 01938

Blackburn Industrial Park (behind SeniorCare) (books & clothing)
49 Blackburn Drive, Gloucester, MA 01930

Town of Essex Transfer Station (books & clothing)
39 Landing Road, Essex, MA 01929

Town of Newbury Transfer Station (books only)
75 Boston Road, Newbury, MA 01951

Town of Rockport Transfer Station (books only)
Blue Gate Lane, Rockport, MA 01966

Public Education and Advocacy

is an essential to Harborlight Community Partners. We hope to ENGAGE communities in dynamic discussions around issues related to housing and EMPOWER community stakeholders, including under-represented groups, to advocate for more housing in across the region. Do you wish to learn more about housing and housing creation in your community? Do you seek to become more involved in housing advocacy locally or across the state? Please contact us to learn more. HCP works to inspire the hearts and minds of those in our region and expand understanding of the community need and economic benefits of diverse housing development.

Contact dfay@harborlightcp.org

Donations and Gifts of Stock

HCP is grateful to receive your contributions at any time of the year as well as your gift of stock. donations may be tax deductible. On-line donations may be made at www.harborlightcp.org.

(Questions? bblake@harborlightcp.org)

Planned Giving – Create a Legacy

HCP would be honored to be considered as part of your estate plans or when the time comes to remember a loved one with a memorial gift. We are also grateful for your consideration of a bequest or the inclusion of HCP as a beneficiary of an insurance policy. Each of these is a lasting legacy gift and an investment in the future of HCP’s mission and our communities.

(For more information, contact bblake@harborlightcp.org)

“Alone we can do so little, together we can do so much.” - Helen Keller

There are many ways to be a part of the HCP Family.

Volunteer Opportunities for Individuals and Groups

Whether assisting with yard maintenance, painting, helping with a mailing, or even giving manicures to our senior residents, you can be an important part of our community. Have a unique skill to share? Are you a writer, artist, genealogist, photographer, expert at social media? Give a talk or run a workshop! We would love to hear from you! bblake@harborlightcp.org
Donors

Foundations and Family Funds

East Boston Savings Bank
Donahoe Survey, Inc.
Cummings Properties Inc.
Hamilton-Wenham Episcopal
Catalano Architects
Carroll K. Steele Insurance Agency, Inc.
Cape Ann Savings Bank
Cape Ann Law
Beverly Shade Shoppe
Beverly Housing Authority
Beverly Crossing
Beauport Financial Services
Associated Home Care
Archer Insurance Agency
Acord Food Pantry
Zampell Family Foundation
a Donor Advised Fund
Rosemary K Loring Giving Account,
Foundation of Eastern MA
People’s United Community
Charitable Account
Leslie S Ray & Marcia C Ray
Hunt Fund For Children, a Donor Advised Fund
Eastern Bank Charitable
Advised Fund of the Boston Foundation
Charlestown Benevolent Fund, A Donor Advised Fund
1 997 Charitable Lead Unitrust
Caleb Loring Jr. and Rosemary M. Loring
Boston Foundation
Ansara Family Fund at the
a Donor Advised Fund at ECCF

Corporations and Organizations

The American Baptist Churches of MA
Stratford Capital Group
St. John’s Episcopal Church
Serafini, Darling and Correnti, LLP
SeniorCare, Inc.
Sabelli & Company, PC
Rockport High School Apartments
Robert D. Murphy Associates, Inc.
Brokerage, Inc.
Regnante, Sterio & Osborne, LLP
O’Brien’s Plumbing & Heating
Northeast ARC
North Shore Bank
North Shore WACA
North America
O’Conner, Plumbing & Heating
O’Conner Insurance
Praxis Disability Consulting, LLC
Regnante, Steiner & Osborne, LLP
Rush & Driscoll Insurance Brokerage
Robert D. Murphy Associates, Inc.
Rockport High School Apartments
Rockport Mortgage Corp.
Sakai & Company, FC
Savesta Care, Inc.
Searl, Darling and Corrigan, LLP
Siemasko & Verbridge, Inc.
St. John’s Episcopal Church
Stamford Capital Group
The American Baptist Churches of WA
The Boeing Company
The Caleb Group

The McLane Middleton, Professional Association
The Narrow Gate Architecture LLP
Troll & Turlington
Turtle Creek
Turbo Winds
UBA Residential, LLC
United Way of Nantucket
and Nantucket Valley
Whipple Riverplace
Whipple Riverplace

Individual Donors

Thomas and Susan Ackerman
Maureen Alford
John and Marie Alves
Judith Anderson
ANDIAMO
Edward and Janice Armstrong
Tracy Armstrong and Ghana Johnstone
Talby Abraham
Ken Aitken/Talby
Daniel Belkinowski
Duncan and Carol Ballantine
Rosanne Barbeau
Barney Bear
Thomas and Leetitia Beaudreau
William Beattie
Pamela Bell
John and Helen Bethell
Nathalie Binney
Suzanne Blake
William and Nancy Bolt
Richard and Ann Booth
Paul Borgman and Marsha Collins
Sharon Burt
Don and Amy Bowen
Kendall and Leslie Brennan
Donald and Nancy Brown
Robert Buchbinder
Kathryn Cahill Burns
Don Buck
Seymour Bradstreet
Ralph N. Bristow
Robert and Amy Brown
Dorothy Boulton
Tobias D. Bouvier
Mary and Robert Bruder
Jackie Bunge
Elizabeth Burnham
Martha Burns
Deborah Burns
Deborah Burns

Community Investment Tax Credits (CITC)

More than a Gift: Good for You, Great for Our Communities

In 2017, HCP was granted $150,000 in Community Investment Tax Credits, some of our donors choose to make their gift a “CITC” gift. With CITC, donors get $500 back for every $1,000 that is invested.

Since 2015, HCP has raised over $800,000 in CITC-related philanthropy, directly impacting our neighbors in need and the quality of our communities. CITC is leveraged philanthropy, allowing HCP to stay the course and make housing happen across the region, allowing us to forge ahead with our most robust housing development pipeline in our history.

This MA state program promotes public/private partnerships in a way that is creating transformative change. Want to know more? Email Bblake@harborlightcp.org

“Affordable housing is needed in every community”

Ann and Dane Poakese
We have seen the impact of new affordable housing and the great work being done by Harborlight Community Partners to help many families on the North Shore. Millions in CITC-driven funding were raised last year in MA from donors across the state who support this great cause. In addition, donors are rewarded with a special state tax benefit. Please join Ann and I in supporting the Harborlight Community Partners CTC.

Please consider a legacy gift to HCP

The CITC program benefits local affordable housing, Harborlight Community Partners and you!
Please consider a legacy gift to HCP: it has the power to transform our communities.