As Alliance Housing approaches its third decade, we are still on mission, still pursuing the ideas that set us apart and make us so successful in keeping people housed and off the street.

An important value of Alliance Housing is to maintain rents that are affordable for very low-income people. Felicia moved to Minneapolis from Chicago with her two daughters eight years ago. After staying in several shelters, Felicia lived in apartment buildings where she ended up paying 95% of her income in rent. She is an early childhood teacher at the Abbott Northwestern YWCA – hard work, but worth it, since the families love her, and want her to stay. Just a month ago, after being on the Alliance Housing waiting list for a year and a half, Felicia finally got the call from Bob Bono, our property manager, that there was an apartment available for the family. Felicia was “beyond elated” saying it was a “dream come true” and “someone needs to pinch me.” Even though she had not yet seen the inside of the apartment, she knew that she could make it a home for her family. Not only is the new apartment a few blocks from Felicia’s work and her church, her daughters’ best friends are nearby. And her younger daughter will now be able to go to Roosevelt, where her big sister just graduated. Now Felicia will no longer be paying an exorbitant amount of her pay in rent, and she will be able to save up some money for her family and their future.

Alliance funds its property renovation and construction with non-amortizing government capital that doesn’t have to be paid back unless the property is not run as promised. This and its generous donors who cover 5-10% of expenses rents don’t cover allows us to keep rent affordable to low wage workers and people on a fixed income. Comparative rent research shows we’re 10-25% below even apartments that are considered affordable in the marketplace.

Another value of Alliance is to provide people with a second chance by screening people in, not out of our housing. Whether it be credit, criminal convictions or past evictions, Alliance believes that everyone deserves a second chance. We have the philosophy that if you pay your rent and follow the rules, you can stay. Cynthia’s story is an example of following this philosophy.

After losing home, family, and possessions due to an addiction to crack, Cynthia felt like she didn’t have anything to live for.
That was 18 years ago. Now Cynthia has the admiration of our property manager, who just beams when he speaks of her and calls her a “model tenant”. But there were lots of bumps along the road.

Cynthia has lived at three different Alliance sites. She lived at our Pillsbury rooming house for about 4 years and was the only woman there at the time. She also lived in one of our Phillips duplexes. Since July of 2017 she has lived in an Alliance property on the North Side. She likes that Alliance has been flexible with her, and seen her through some rough times, and has allowed her back for a third time. She now tries to pay her rent ahead of time, not just on time. She’s turned her life around. She’s reunited with her children; she feels a lot better about herself. She’s working hard at Burger King. Cynthia says, “I can go home, I put my keys in the door. I can eat when I want. I can do things when I want.” She appreciates these small things that make her independent.

60% of Alliance’s tenants would be rejected by standard rental screening criteria of other landlords: felony conviction or eviction in last 5 years and rent more than 50% of their income.

Perhaps the value that keeps it all on track is to practice relational management. While it is important to provide guidance, housing that is affordable to very low-income people, and to give people a second chance during the screening process, none of these matters if, once people are living in our housing, there isn’t a property manager who understands the struggles and works with residents to keep them housed. Sometimes a resident might not have all of their rent. Bob Bono works with them to set up a plan to get caught up and keep them off the street. Sometimes residents break the rules.

Dustin, formerly a tenant at our 2011 Pillsbury rooming house, decided after several talks with Bob, that it was more important to have a secure roof over his head rather than have loud parties and disturb his neighbors. After being homeless for 3 years, Dustin developed a stable housing history after 3 years with Alliance and moved on to more independent housing. Relational management takes more time and expertise than simply giving up on someone with a problem and throwing them out.

38% of Alliance’s tenants are considered long term homeless (LTH – 1 year of homelessness or 365 days of homelessness over 4 years) before finding a home in one of Alliance’s apartments. Many were unstably housed before move-in or have one or more shorter experiences being homeless.

Currently, single adults have an average length tenancy of 3 years (with a range of 3 months to 15+ years). For families, the average length of tenure is 2.7 (with a range of 3 months to 10+ years). For many, this is their longest period of housing stability.

Alliance has many examples of tenants like Dustin that have successfully moved on to other housing. We can also point to examples of tenants like Cynthia, who needed a second (or third) chance and are now stable. And some, like Felicia, are just starting out with us, and are thrilled with the opportunity to get their lives on track. They all illustrate our nearly 30 years of mission-focused work.
## Statement of Financial Position
As of June 30, 2019

<table>
<thead>
<tr>
<th>Assets:</th>
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<tbody>
<tr>
<td>Cash - Operations</td>
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<tr>
<td>Cash - Restricted</td>
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<td>Other Receivables</td>
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<td>Prepaid Expenses</td>
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<td>Rental Properties, Net</td>
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<td>Other Assets, Net</td>
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<td><strong>Total Assets</strong></td>
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<table>
<thead>
<tr>
<th>Liabilities:</th>
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<tbody>
<tr>
<td>Accounts Payable</td>
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<tr>
<td>Accrued Payroll &amp; Related</td>
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<td>Accrued Real Estate Taxes</td>
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<td>Security Deposits</td>
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<td>Line of Credit</td>
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<td>Debt</td>
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<td>Deferred Notes Payable</td>
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<td>Accrued Interest - Short &amp; Long Term</td>
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<td><strong>Total Liabilities</strong></td>
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<table>
<thead>
<tr>
<th>Net Assets:</th>
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<tr>
<td>Unrestricted</td>
<td>$8,756,531</td>
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<tr>
<td>Temporarily restricted</td>
<td>$1,375,652</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$10,132,183</td>
</tr>
</tbody>
</table>

**Total Net Assets:** $28,048,979
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Tom Beer served on the Alliance Housing board of directors from 2001 - 2010. He and his spouse Rita Doucet have stayed as friends of Alliance. Tom and Rita are connectors extraordinaire. Besides annual donations, Tom and Rita invite 2-3 tables of friends to the Alliance Housing fundraising breakfast each year. They think about resources that extend Alliance’s reach or ways that Alliance can assist other organizations. Last year, a team of union electricians did $5,000 worth of pro-bono electrical work on the common spaces at 2011 Pillsbury.

Tom’s Retiree Council at the Minneapolis Labor Center has invited Alliance’s director, Barb Jeanetta, to speak at conferences and meetings on the issue of homelessness among older adults and the need for affordable housing. Recently, Jeanetta talked with staff at CTUL, another organization Tom and Rita support. Tom says, “These connections come naturally for us. We're always trying to connect the dots of our interests and relationships.”
CONNECTING WITH RESIDENTS

In September, our long-time Tenant Support Coordinator, Audrey Preston will be leaving, after 15 years working at Alliance. Before joining the Alliance team, Audrey worked for 16 years with homeless adult programs at St. Stephens Human Services, making her a perfect fit for the Alliance job. She came to the work from the “school of hard knocks” – having gone gotten sober and stable from years of addiction and all the problems it brings.

In her most recent work with residents at our 2011 Pillsbury property, Audrey practiced relational management every time she walked through the door. Most of the residents are older, retired, and often isolated. Audrey would check in, offer her signature good humor and words of encouragement, and send people on their way with a better outlook because someone cared to ask after them. She helped residents connect with agencies and programs in the community as well as remembering birthdays and other important life events. Audrey always made sure the building was running smoothly and would alert property manager and his team if anything needed attention. Audrey will be missed. The bond that residents have with her is clear – hugs and handshakes all around.

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Lisa Buckhalton
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Anne Hurd *
Dean LeDoux
Jarett Lettner
Michael Mack
Andi Marston *
Greg Mure *
Fran Neir
Rick Nelson
Ben Olk III
Kimberly Spates
Miranda Walker
Chris Wiger

Many thanks to Gail, Anne, Andi and Greg for their board service. Greg lives at 2011 Pillsbury and finds himself too busy working to continue to serve on the board. Michael replaced Greg and currently lives at Pillsbury. Alliance Housing values its tenant’s perspectives in organizational leadership. Anne was also a tenant and is one of the original tenants at Hiawatha Commons. We’re looking for a replacement for Anne. Andi only served for a short time but is sure to be a long term friend and resource at Alliance. Her responsibilities at Target Corp require a lot of travel and finding herself in Minneapolis on board meeting days was becoming challenging. Gail served in her role as the Executive Director of St. Stephens Humans Services – our landlord and close ally in our work. She kept us up-to-date on homeless services and changing demographics in the field. We look forward to adding her successor in the near future.
VOLUNTEERS

One of the ways Alliance uses volunteers is to staff its Annual Fundraising Breakfast. With 250 guests all arriving within about 15-20 minutes, registration table volunteers, including Sue Kmetz, are VERY busy.

Members of the Alliance Housing Inc. Board
Mariann Bentz
Rose Carr
Susan Carr
Mildred Collier
Jessica Donahue
Teresa Enriquez

Sahade Family – Ebenezer Fellowship
Joan Gilbertson
Olivia Imbrogno
Tina Johnson
Sue Kmetz
Martha Krikava
Greg Lough
Luke Peterson
Tanner Quie
Anna Richardson

2018-2019 Highlights

• Property management operations allowed 96 households – 113 adults and 66 kids - the opportunity to create homes for themselves, regardless of housing and criminal history. Average housing tenure among tenants of 3 years (with a range of 3 months to 15+ years). 60+% of Alliance’s tenants would be rejected by standard rental screening criteria of other landlords: felony conviction or eviction in the last 5 years and rent more than 50% of their income.

• Successful replacement of 20+ year maintenance veteran and addition of expanded capability.

• 8 of 12 months complete on construction of Minnehaha Commons - future home for 44 elderly adults who have experienced homelessness and other barriers to housing. Due to lack of early construction set-backs, excess contingency dollars invested in photovoltaic system to heat building’s hot water, reducing operating expenses long term.

• Actively participated along with several tenants in Make Homes Happen advocacy campaign that resulted in $40 million of resources budgeted for affordable housing in Minneapolis – double any previous City budgets.

• Exceeded budget goals for individual & corporate gifts and foundation grants.

• Exceeded operating cash reserve goals 11 out of 12 months.

Our Mission

Alliance’s work makes it possible for individuals and families to create homes for themselves, regardless of income and background by developing and managing housing that is inclusive, affordable, relational, and flexible.

In addition, Alliance housing challenges the environment that limits our residents’ opportunities. **Alliance values: ending homelessness for our residents, maintaining rents that are affordable for very low income people, providing a second chance by screening people in, practicing relational property management and maintaining “the best house on the block”**.
PLEASE JOIN US!

Alliance Housing’s Annual Fundraising Breakfast Thursday, September 26, 2019, 7:30-9am Town & Country Club, 300 Mississippi River Blvd, St. Paul

RSVP by calling 612-879-7633 or emailing info@alliancehousinginc.org

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Online at: www.alliancehousinginc.org

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