Hope. Strength. Community.

ANNUAL REPORT 2017
The Affordable Housing Alliance was deeply saddened to hear of the loss of our good friend Mayor Robert Kinsey, of Millstone (Cover picture: Second from the right). His advocacy for affordable housing and his unconditional friendship will remain with us forever. Our thoughts and prayers are with his family during this difficult time, hoping that the memories of love you shared bring you peace and comfort now and in the days ahead.
Dear Friends,

In 2017, the Affordable Housing Alliance (AHA) celebrated 26 years of making a difference in the lives of New Jersey residents. Since our founding in 1991, we’ve grown quite a bit. The AHA now comprises a multitude of functions all under one roof including a Community Housing Development Organization, a HUD-certified agency, the Monmouth Community Action Partnership Program, a Utility Department, and Property Management and Residential Services. As we grow, so have our resources. This past year we’ve been able to:

- Expand HRRC Sandy Recovery counseling efforts in Ocean County and begin a Financial Capabilities Counseling and Coaching program (beginning in 2018).
- Meet our goal of distributing $4 million in TRUE/PAGE grants for utilities, while maintaining a positive relationship with the New Jersey Board of Public Utilities.
- Develop new housing units in Monmouth County by identifying projects and negotiating with contractors to build and/or rehab the facilities.

Unfortunately, 2017 also brought a number of challenges to our state, including the highest rate of foreclosed homes in the nation (over 21,000 foreclosures in New Jersey and almost 2,000 of those in Monmouth County alone). Our state is also home to the highest number of young adults still living with their parents because of rent increases and major financial obligations such as student loans.

We believe that access to affordable housing is just one step towards establishing housing security. As market trends rise, the demand for housing and utility assistance grows, creating financial difficulties for many working families. Since we’ve opened our doors, we have worked hard to offer housing and related relief, guiding residents through every step of the process.

As we continue to expand our capacity to define metrics, enhance evaluation, and track outcomes, our mission to pursue strategies that respond to the needs and support the dignity of the community it serves will always remain at the forefront.

For 26 years we have made decisions based on the ability to help move lives forward in a trusted and compassionate way. As 2018 approaches, we look forward to making New Jersey a better place for all to live by helping our residents build homes and communities because a home is more than a place, it’s a feeling.

Sincerely,

Donna M. Blaze
Chief Executive Officer

“we look forward to making New Jersey a better place for all to live by helping our residents build homes and communities because a home is more than a place, it's a feeling.”
HOPE. STRENGTH. COMMUNITY.

Highlights from 2017

$20M in Operations
10,000 Families Helped
400 Homes Built

We make NJ a better place for all to live

Home is more than a place, it’s a feeling. We believe everyone has the right to feel safe, secure and comfortable in their living environment.

The Affordable Housing Alliance is a community catalyst that provides housing and related relief to all who need it, giving every NJ citizen the opportunity to live a better life. Our team of knowledgeable, compassionate difference makers offer rental and home ownership help, mortgage and foreclosure counseling, utility assistance and home buyer education, guiding people through every step of the process to achieve stability, progress and peace of mind.

Started in 1991 to address the overwhelming need for quality, affordable housing in Monmouth County, the AHA has grown from an initial grant of $25,000 to a private 501(c)3 non-profit organization with over $20M in operations annually. Founding Director Donna Blaze, now CEO, leads a staff of over 80 dedicated employees augmented by volunteers and non-profit community partners.

Our work has been recognized at local, state and national levels, including earning NeighborWorks America’s highest rating as an Exemplary Member. We are proud to be a Community Housing Development Organization (CHDO), and to collaborate with NJ municipalities to successfully create affordable housing for moderate and low income families.

The AHA strives to move lives forward with strength, optimism and housing resources. It is our goal to have everyone we help walk away better than when they came to us.
IMPACT AT A GLANCE

In 2017, AHA assisted families in a number of areas including:

- Developed 164 homes in Monmouth, Ocean, and Middlesex Counties
- Provided housing counseling services to over 628 individuals
- Prevented homelessness by assisting 301 households and 701 participants
- Always on call: Conducted a total of 60,082 phone calls
- Provided foreclosure assistance to over 322 clients and prevented 158 foreclosures
- Administrative Agent for 11 municipalities
- Created 27 new homeowners
- Built 11 new homes for Sandy survivors and helped coordinate benefits for over 200 more
- Awarded over $4M in utility assistance to NJ residents
- Provided permanent housing to over 750 people in Monmouth County

Awarded NeighborWorks America’s highest rating as an Exemplary Member for 2017.
FINANCIAL REPORT

Budget Breakdown

Operating Income $13,730,388
- Federal & State Grants 60%
- Project Development 4%
- Rental Portfolio 30%
- Administration Contracts 6%

Operating Expenses $12,625,113
- Utilities Assistance 43%
- Property Management 30%
- Administration 4%
- Social Services 20%
- Project Development 3%

Financial Highlights

- Operating Income increased by 17% to $13,730,388
- Total Net Assets increased by 11% to $11,621,032
- Funded Reserves increased by 24% to $1,694,290
- Current Liabilities decreased by 23% to $9,344,538
- Interest Bearing Debt decreased by 13% to $6,778,826
- Management and General Expenses decreased by 23% to $578,545

AHA received clean audits as reported by independent CPA's, Board of Public Utilities, Federal Auditors, State of NJ, and County Auditors. The audits found no findings in issues of non-compliance or weaknesses in internal control.
Capital Projects

**PURCHASE**

Winding Ridge Family Apartments
- Cost: $28 Million
- Location: Neptune Township
- Type: 99 townhouses

**EXPANSION**

Oceanport Manor Apartments
- Cost: $1.5 Million
- Location: Oceanport Borough
- Type: Six Unit Expansion

**CONSTRUCTION**

Cindy Lane Apartments
- Cost: $17 Million
- Location: Ocean Township
- Type: 48 family apartments
AHA administers a number of programs that assist homeowners in a number of ways from utilities to establishing home ownership.

- Expanded housing outreach services to Ocean County residents
- Created 27 new home owners
- Prevented 158 homes from foreclosure
- Assisted 208 participants in the HECM (Home Equity Conversion Mortgage) counseling and education program

UTILITY PROGRAMS

AHA Manages and Administers the Following Programs:

- HEA, USF, Emergency Assistance, PAGE, TRUE, GOW, ACE Helping Hands

Affordable Housing Alliance Annual Report 2017
Reduced homelessness in Monmouth County by assisting 300 households (a total of 701 participants)

Processed 5,546 new and existing intake clients and 620 counseling / education clients

Provided support for 43 families to return to their homes after Superstorm Sandy

Provided 31 qualified individuals to receive a monthly three-zone bus pass

Fed over 900 homeless and low-income Monmouth County residents with St. Mark’s in Keansburg

Provided 31 qualified individuals to receive a monthly three-zone bus pass

Serviced over 30 seniors monthly through the Digital Aging Mastery Program (DAMP)

Participated in the Youth Workforce Development Program

Provided over 2642 nutritious meals monthly

Established summer STEAM program for 25 low-income adolescents
“This is a beautiful program that offers hope to the homeless. I’m very grateful that I have been able to enjoy the benefit that this program provides. I have been able to keep my light on when I could not afford to do so. I will forever be grateful. Thank you.”

“The program is helpful. I would like the program to be able to help more people that qualify for the program. I myself was not eligible, but was provided with additional information. I thank the AHA for their time and effort.”

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<th>PARTNERS AND AFFILIATES</th>
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<td>180 Turning Lives Around</td>
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<td>Amboy Bank</td>
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<td>AtlantiCare Behavioral Health</td>
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<td>Bank of America</td>
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<td>Bayshore Family Success Center (Community YMCA)</td>
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<td>BEOF (Bayonne Economic Opportunity Foundation)</td>
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<td>BGCM Community Center &amp; Sportsplex</td>
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<td>Wells Fargo</td>
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<td>Work First Program</td>
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Main Office
3535 Route 66
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Building 4
Neptune Township, NJ 07753
732-389-2958
info@housingall.org
www.housingall.com

Homebuyer Counseling
3535 Route 66
Parkway 100
Building 4
Neptune Township, NJ 07753
732-389-2958
info@housingall.org

Housing Intake & Referral Assistance
3535 Route 66
Parkway 100
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Neptune Township, NJ 07753
732-389-2958
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Homebuyer & Homeowner Education
3535 Route 66
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Foreclosure Intervention Counseling
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732-389-2958
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Utility Assistance
59 Broad Street
Eatontown, NJ 07724
732-389-2204

20 Gibson Place
Freehold, NJ 07728
732-389-2204

Sandy Assistance
Housing Recovery Resource Center
11 White Street
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hrrcsupport@housingall.org

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