Dear Friends,

Thanks to you, during the past two years, LA Family Housing has achieved unprecedented growth and impact. We’ve expanded the number of people we serve and advanced best practices to move our industry forward. With your support, our work continues to strengthen the communities in which we build.

As highlighted in this bi-annual report, in 2016 and 2017 we focused on:

- Increasing the effectiveness of the Coordinated Entry System (CES) in our region
- Developing a robust pipeline of 300 interim and permanent housing units
- Advocating with all of you to establish dedicated resources to end homelessness in people’s lives

These efforts supported more than 7,300 people in their transition out of homelessness and poverty in 2017, and with the passage of Measures HHH and H, we have even more resources and opportunities to serve our most vulnerable neighbors.

LA Family Housing takes tremendous pride in the emergence of our staff as national leaders in innovation, best practices, and policy within housing production and homeless services. From presenting at national conferences to facilitating service collaboration among providers in other regions, we equip our industry to effectively respond to homelessness and ultimately, move more people home, together.

Within this report we’re proud to share the outcomes of the last ten years as well as a peek into what the future holds in our new Ten-Year Vision (2018 - 2027). As you will see, our goals are to: 1) create more interim and permanent housing and 2) reduce homelessness by 30% in the region. Your continued support will enable us to strengthen our organization’s infrastructure and implement innovative operational strategies to achieve these ambitious goals.

Your contributions are essential to our success and the impact we continue to have in people’s lives. Thank you for joining us in the fight to end homelessness.

Together, we can be the key home.

Stephanie Klasky-Gamer
President & CEO

Michele Breslauer
LAFH Board Chair
OUR MODEL:

LA Family Housing knows what works to end homelessness in people’s lives: an individualized approach that combines comprehensive housing options with supportive services.

Our commitment to best practices impacts more than 7,300 people each year, and our community-based approach allows us to influence how homelessness is addressed in Los Angeles and nationwide.

Collaborative leadership is at the core of our work. LA Family Housing coordinates with partner agencies, elected officials, volunteers, donors, and the community to collectively increase our region’s effectiveness in moving people from street to home. From advocating for more permanent supportive housing, to hosting local neighborhood Connect Days for people experiencing homelessness, to sharing best practices with other homeless services providers, we believe that TOGETHER we can all BE the KEY HOME.
THE KEY TO CONNECTING WITH THOSE IN NEED

LA Family Housing works proactively to meet people where they are, literally and figuratively. Whether living in the arid heat of the Antelope Valley or beneath the traffic-jammed freeways of Los Angeles, our homeless neighbors need resources that will strengthen their ability to break the cycle of living outdoors.

The vast geographic region we serve requires us to acknowledge that no two stories of people experiencing homelessness are the same. Each person has a unique life experience that defines what type of support they need. With these needs in mind, we connect participants to the right type of housing for them, and surround them with the services that are proven to foster long-term housing stability.

LA Family Housing has played a leading role in developing best practices such as Prevention, Diversion, and Street-Based Multi-Disciplinary Engagement to our region and to communities across the nation. These types of progressive engagement strategies allow us to create the appropriate support system required for each participant based on their individual needs, and work with them to find housing.

YOU BROUGHT MEDICAL SERVICES AND SUPPORT TO OUR MOST VULNERABLE NEIGHBORS

515 INDIVIDUALS ENGAGED BY STREET OUTREACH

100% PARTICIPANTS CONNECTED TO HEALTH CARE

PREVENTION & DIVERSION:
Providing resources and support to ensure participants can stay in their current home or move directly into another permanent housing option. Facilitating connections to friends, family, or community of origin prevents people from becoming homeless.

MULTI-DISCIPLINARY STREET-BASED ENGAGEMENT:
Providing outreach, assessment, and mobile care to those living on the streets, with specialized teams designed to meet a full range of needs. Teams may include a Nurse Practitioner, Substance Abuse Specialist, Peer Advocate, and Housing Specialist.
Karen lived in a makeshift home for 5 years before being engaged by an LAFH multi-disciplinary team.
THE KEY TO MOVING HOME

We believe that everyone deserves the dignity of a home. The limited supply of housing in Los Angeles is an obstacle that makes helping participants find a permanent home more challenging. Creative problem-solving is essential for successful housing placement.

LA Family Housing has invested in solutions such as leasing large homes to increase interim housing options for families transitioning out of homelessness. These homes serve as a bridge to permanent housing, allowing multiple families to begin receiving case management in a stable environment, rather than spending another night outdoors.

Our team has also developed a broad network of landlords, property managers, and developers to help identify housing options beyond our own real estate portfolio. When possible, we invite participants into shared housing arrangements to make the best use of available apartments. These partnerships offer affordability and support for our participants.

An apartment that is connected to on-site supportive services; a proven, cost-effective housing solution for people experiencing chronic homelessness who live with disabilities.

A temporary housing solution for individuals and families as they work with case managers to move into permanent housing. LAFH helps 998 people every night in Bridge Housing.
Now, Karen lives in LAFH supportive housing at our Palo Verde apartments.
THE KEY TO STABILITY

The transition from street to home is an evolving process, shifting as participants navigate the challenges of finding a permanent residence. From the initial point of engagement to the critical first months after housing placement, LA Family Housing is constantly assessing, re-assessing, engaging, and re-engaging participants to help them overcome their barriers to long-term stability and well-being.

This holistic approach informs our Housing Stabilizers as they put individualized support plans in place to help participants stay in their homes. These plans include a variety of services, such as employment support, financial literacy, educational opportunities, substance addiction and health treatment, and youth programs such as after-school academic support, field trips, and art projects.

Where we don’t provide services directly, we leverage our broad network of partner agencies throughout the region to meet the specialized needs of our participants.

97% OF PARTICIPANTS REMAIN STABLE IN OUR PSH PROPERTIES

121 PEOPLE SECURED EMPLOYMENT

47% OF FAMILIES INCREASED THEIR INCOME
Thank you so, so much! My daughter loves her new bed and couldn’t wait to put new covers on it. I hope one day she will sleep in it all night, instead of with me. Ha!

- NICOLE
THE KEY TO BUILDING MORE HOMES

With sharply rising rents in Los Angeles, more people are at risk of falling into homelessness. Our pipeline of new real estate development will create supportive homes in the coming years for vulnerable groups including transition age youth, veterans and their families, and single women experiencing homelessness.

LA Family Housing proactively engages and builds relationships with neighbors, regional service providers, community-based interest groups, and government officials before breaking ground on new developments. We consider each community’s unique needs and priorities as we design a new property for that neighborhood, with the goal of fostering strong and lasting relationships.

As we work to expand our region’s affordable housing stock, we also advocate alongside our partners for policies and legislation that will lead to increased affordable housing construction.
Residences on Main will provide 50 apartments for transition age youth and families experiencing homelessness.

LA Family Housing will develop Residences on Main in partnership with Coalition for Responsible Community Development.
As the leader of the Coordinated Entry System (CES) for families and individuals in the San Fernando and Santa Clarita Valleys, LA Family Housing works in coordination with our partners to provide housing and stabilizing services to people living in crisis. We are focused on recruiting and training new partners into CES to ensure more seamless service collaboration across the region.

Our work with institutions from which people are often discharged into homelessness, such as hospitals, foster care, and jail systems, creates new avenues for people to access services and begin to develop a housing plan.

We also rely on YOU, our neighbors, volunteers, and donors, to enrich our programs and advocate to provide positive support to our participants as they transition out of homelessness.
THE KEY TO OUR SUCCESS

After years of watching homelessness increase in our communities, Los Angeles overwhelmingly voted in 2016 and 2017 to approve two unprecedented revenue streams - Measure H and Proposition HHH. The Measure H quarter-cent sales tax funds supportive services to help people get off the street and stabilize their lives. A large part of the recent growth of LA Family Housing’s programs is due to the infusion of Measure H funds. Proposition HHH will provide $1.2 billion in city bonds to build 10,000 units of housing over 10 years. LAFH received $1.3 million in HHH awards in 2017.

LA Family Housing also recently introduced a new source of revenue through the launch of our consulting services to share the knowledge and expertise of our staff with other service providers - regionally and across the nation. Support from philanthropic partners has expanded beyond monetary gifts to include donations of land, stocks, and in-kind furnishings.

Together, our diverse income streams support a balanced business model that will sustain the organization for years to come.

### Statement of Financial Position

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>1,357,669</td>
<td>1,319,617</td>
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<td>Restricted cash</td>
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<td>Receivables, net</td>
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<td>Notes receivable</td>
<td>12,481,149</td>
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<td>Property and equipment, net</td>
<td>84,787,682</td>
<td>62,118,647</td>
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<td>Prepaid expenses and other assets</td>
<td>426,477</td>
<td>767,719</td>
<td>617,587</td>
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<td><strong>Total Assets</strong></td>
<td>120,712,611</td>
<td>105,711,715</td>
<td>76,619,819</td>
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<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Liabilities</strong></td>
<td></td>
<td></td>
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<tr>
<td>Accounts payable and accrued expenses</td>
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<td>Notes payable</td>
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<td>Long term accrued expenses</td>
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<td>Other liabilities</td>
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<td>422,792</td>
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<td><strong>Total Liabilities</strong></td>
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<td>96,250,816</td>
<td>67,730,228</td>
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<tr>
<td><strong>Net Assets</strong></td>
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<td>Unrestricted</td>
<td>7,677,324</td>
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<td>Temporarily restricted</td>
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<td>1,980,999</td>
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<td><strong>Total Net Assets</strong></td>
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<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>120,712,611</td>
<td>105,711,715</td>
<td>76,619,819</td>
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### Statement of Financial Activity

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<tr>
<th></th>
<th>2017</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Government contracts</td>
<td>15,789,056</td>
<td>11,553,334</td>
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<tr>
<td>Private and in–kind contributions</td>
<td>7,835,723</td>
<td>7,881,071</td>
<td>5,739,522</td>
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<tr>
<td>Rental revenue</td>
<td>4,022,269</td>
<td>3,733,252</td>
<td>3,615,027</td>
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<tr>
<td>Other</td>
<td>433,553</td>
<td>299,556</td>
<td>73,066</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>28,080,581</td>
<td>23,447,213</td>
<td>18,309,843</td>
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<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct Services</td>
<td>24,590,889</td>
<td>21,930,297</td>
<td>17,618,726</td>
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<tr>
<td>Administrative services</td>
<td>2,448,460</td>
<td>2,146,977</td>
<td>1,559,035</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>27,039,349</td>
<td>24,077,274</td>
<td>19,177,761</td>
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<tr>
<td>Depreciation and amortization expense</td>
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<td>1,664,417</td>
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<tr>
<td>Residual receipt interest expense</td>
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<td>1,058,274</td>
<td>1,025,913</td>
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<tr>
<td><strong>Adjusted Net Assets</strong></td>
<td>3,907,847</td>
<td>2,112,630</td>
<td>2,001,457</td>
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</table>

*In 2016, a change in accounting principles resulted in an adjustment of $875,059 in total assets and liabilities for year 2015. The 2015 and 2016 financial data is based upon audited financial statements prepared by Holthouse Carlin and Van Trigt LLP (HCVT). The 2017 financial data is based upon unaudited HCVT review. LAFH received a land donation valued at $1.8 million in 2017.*
As we complete our Ten-Year Vision (2009 - 2018), we celebrate significant growth and impact in addressing homelessness throughout the region. More people have been helped, more housing built, and we’ll complete the key objective of the Ten-Year Vision - The Campus - by 2018.

**OUR IMPACT: 2009 - 2018**

- **$9M to $27M**
  - Operating growth during 10 year period
- **57%**
  - More people moved into permanent housing in the last 5 years
- **4,208**
  - More people served since 2009, doubling our impact in 10 years

Construction of The South Campus began in 2015, and in 2016 at The North Campus. Both properties will be completed by December 2018.
With the adoption of our next Ten-Year Vision (2018 - 2027), LA Family Housing will help build the capacity of our industry by influencing regional and national policies to end homelessness in people’s lives. With increased housing production and service delivery, we anticipate 30% agency growth in the coming years. Only with sound infrastructure to support this growth can LAFH rise to meet the challenges of our region and positively impact more people’s lives.

OUR GROWTH: 2018 - 2027

1,000
NEW APARTMENTS
TO BE DEVELOPED

30%
REDUCTION IN
REGIONAL HOMELESSNESS

10,000+
PEOPLE RECEIVING
SERVICES EACH YEAR
BE THE KEY HOME

VOLUNTEER

Help us enhance our programs while making an impact in participants’ lives.

volunteer@lafh.org

ADVOCATE

Spread the word about LAFH to your community.

@lafamilyhousing

DONATE

Provide financial support to help people transition out of homelessness.

www.lafh.org/donate

$25,733
WHAT IT TAKES TO MOVE-IN AND STABILIZE ONE FAMILY FOR SIX MONTHS

$5,442 | SECURE A HOME (security deposit, utility set up, first/last month rent)

$5,514 | RENTAL ASSISTANCE

$500 | TOILETRIES & BASIC ESSENTIALS

$10,564 | CHILDCARE

$1,500 | MOVE-IN FURNISHINGS

$1,538 | CASE MANAGEMENT SUPPORT

$675 | TRANSPORTATION (To and from work)

$500 | TOILETRIES & BASIC ESSENTIALS

www.lafh.org/donate
CREATE A LEGACY

Help us plant the seeds for our future. The success of the past ten years – including the opening of our new Campus in 2018 – empowers LA Family Housing to envision and strategize for the next ten years. Our vision for 2018 - 2022 focuses on innovation and sustainability to meet new opportunities and serve even more people. **Invest in our future with a legacy gift that supports permanently ending homelessness in people’s lives.**

To learn more about these legacy giving opportunities, please email development@lafh.org or visit our website for more information.

INVEST IN OUR FUTURE

Honor a loved one at our Campus with an engraved message and provide homeless services for 10,000+ participants.

Pledge a multi-year gift to develop 1,000 more apartments for people in need.

Direct a gift through a donor advised fund to help reduce homelessness by 30% in our region.

Add LAFH to your estate planning to make a lasting impact on our sustainability.

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Direct a gift through a donor advised fund to help reduce homelessness by 30% in our region.

Add LAFH to your estate planning to make a lasting impact on our sustainability.

When she was four years old, Magali, her parents, and four siblings were living in a tiny 500 sq ft. garage. At night, it was so cold, they slept in winter coats. But heir lives changed when they moved into an LA Family Housing apartment building and began a stable new future.

Today, Magali is completing her graduate work at Harvard. Her siblings are also college graduates and are building new lives as adults. Be the key home. **Invest in more families like Magali’s today.**
## 2015 - 2017 LA FAMILY HOUSING FINANCIAL DONORS

LA FAMILY HOUSING VALUES EACH AND EVERY SUPPORTER AS A CRITICAL PART OF OUR ORGANIZATION AND MISSION.

### $1,000,000+
- The Ahmanson Foundation
- Anonymous (donation of land)
- Conrad N. Hilton Foundation
- United Way of Greater Los Angeles

### $500,000 - $999,999
- Audrey Irmas Foundation for Social Justice
- The Audrey & Sydney Irmas Charitable Foundation
- W.M. Keck Foundation
- Trudy Mandel Louis Charitable Trust
- S. Mark Taper Foundation
- The Harry and Jeanette Weinberg Foundation
- Weingart Foundation

### $200,000 - $499,999
- Bank of America Merrill Lynch
- California Community Foundation
- Nancy Stark and Stanley Lezman Kaiser Foundation Hospitals
- The Ralph M. Parsons Foundation
- Diane and Michael Ziering

### $100,000 - $199,999
- The Annenberg Foundation
- Anonymous
- Frances and Steve Berman
- Glendale Adventist Medical Center
- Gonzalez Goodale Architects
- William Randolph Hearst Foundation
- George Haag Family Foundation
- Lee & Luis Lainer Family Foundation
- Jonathan Murray and Harvey Reese

### $75,000 - $99,999
- American Realty Advisors
- The Bronner Family
- Estate of Nina Byers
- Citi Foundation
- City of Vernon
- Concept Arts, Inc.
- The Mark Hughes Foundation
- Pam & Jerry Offsay and Family
- Pacifica Hospital of the Valley
- Blair Rich and Zev Foreman
- Abby Sher
- Samuel and Helene Soref Foundation
- SSI Advanced Post Services

### $50,000 - $74,999
- Broad Green Pictures
- Linda, Steve, Abby, and Tracie Brown Corporation for Supportive Housing
- Dwight Stuart Youth Fund
- Fischer Family
- Johnny Carson Foundation
- JPMorgan Chase Foundation
- Amy and Harold Masor
- mOcean, LLC
- NBCUniversal and Discover a Star Foundation
- The Refinery
- Valerie Salkin
- Sunair Children’s Foundation
- TRAILER PARK INC. & ART MACHINE
- Ross and Betty Winn

### $25,000 - $49,999
- Ameriprise Financial
- Anonymous
- Aspect
- AV Squad, Inc.
- Staci Nesbitt and Ali Barar
- BLT Communications, LLC
- Bravo Design, Inc.
- Buddha Jones
- City National Bank
- Cold Open
- Create
- The CRP Group
- Deluxe Entertainment Services Group
- David and Therese Doyle Family
- FotoKem
- The Home Depot Foundation
- Industry Creative
- Jenner & Block LLP
- JHM Charitable Foundation
- The Marilyn and Jeffrey Katzenberg Foundation
- Local Initiatives Support Corporation
- Los Angeles Distribution & Broadcasting, Inc.
- Gary J. Meisel
- Julia Meltzer and David Thorne
- Mob Scene LLC
- Open Road Entertainment
- P+A
- Partners Trust
- Anthony and Jeanne Priztker Family Foundation
- Silton Family Foundation
- Snap, Inc.
- Transit
- Adam Waldman
- Warner Bros. Entertainment

### $15,000 - $24,999
- Dan Asma
- Dorothy and Ray Barber
- The Cecile & Fred Bartman Foundation
- Lisa and Jordan Bender
- BOND
- CBS Television Network
- Darlynn and Kevin Childress
- Clune Construction Company
- Devastudios, Inc.
- Karen Feinstein-Michiel
- Lynne Frank
- Thomas Gewecke
- Gloria Gold
- Margaux and Gregg Helvey
- Holthouse Carlin & Van Trigt LLP
- Cindy and Alan Horn
- Allison and Daniel M. Howard
- Ignition Creative
- Kayne Anderson Capital Advisors Foundation
- The Laemmle Charitable Foundation
- Thomas and Dorothy Leavey Foundation
- Pharida and John Long
- Los Angeles Magazine
- The Mary Alice Fortin Foundation, Inc.
- Merkle, Inc.
- Motive
- Omnicom Media Group
- OUTFRONT Media
- Andrew Percival
- Phenomenon Marketing and Entertainment, Inc
- PostAds Group
RatPac Entertainment
Room & Board
S.L. Gimbel Foundation Advised Fund
at The Community Foundation
Seismic Productions
Southern California Gas Co.
StoneTaper Employee Benefits & Financial Services
Miranda and Brett Tollman
USC Suzanne Dworak-Peck School of Social Work
The Walt Disney Company
The Ruth/Allen Ziegler Foundation
Marcie and Howard Zelikow

$10,000 - $14,999
Adstream
Alpert & Alpert Iron & Metal, Inc.
Arenas Entertainment
Carolyn Blackwood
Bocarsly Emden Cowan Esmail & Arndt LLP
Zach Braff
Michele Breslauer and Jeffrey Abrams
Gloria Brodie
Karen Brodkin and Christopher Watson
Brooks Brothers Group, Inc.
BT Touring LLC
Charles V. Roven Family Foundation
CIT/OneWest Bank
Cube Vision
Zeeva Daniele and Ben Hildreth
Alyce and Philip de Toledo
Drissi Advertising
CeCe and Bill Feiler
Seth Gaven
Wendy Greuel and Dean Schramm
Home Brew
Mary and Dan James
Cathy and Bill Kirkpatrick
Sandra and Irving Klasky
Stephanie Klasky-Gamer and Steve Gamer
Sue Kroll
Lodgen, Lacher, Golditch, Sardi, Saunders & Howard LLP
Beth and David Meltzer
Sarah Meyer and Aaron Michaelson
Miller Kaplan Arase LLP
Allison and Jeff Mirkin
National Equity Fund, Inc.
New Line Cinema
The Opportunity Fund
Paul, Weiss, Rifkind, Wharton & Garrison LLP
Proskauer Rose LLP
Carl and Christopher Ries
Robert and Carolyn Roden Fund
Roth Family Foundation
The Thomas Spiegel Family Foundation
Temple Israel of Hollywood
Union Bank
Elizabeth and Jason Chappelle
James Christian-Davin
Commerce Casino
Jason Conte
Dark Burn Creative
Harry Delaney
Toby Emmerich
Megan McGowan Epstein and Alan Epstein
Facebook
The Falcarthy Foundation
Janet and Jake Farber
The Firm, Inc.
Fischer Family Fund
Kris Freed-Shoosh and Amanda Shoosh-
Freed
Yoko and Andy Given
Google, Inc.
Donald E. Gruenberg
Paul Harrison
Hasbro, Inc.
Hauptman Family Foundation
Anne Helvey
Lisa and George Hess
Marieluise Hessel
Steve Hirsch
Hewlitz Creative
IMAX Corporation
Jax
Rachel Jeffer
Israel Community Foundation
John Aaroe Group Community Foundation
Jennifer and Michael Kaplan
Kehillat Israel Reconstructionist Congregation
Jill and Stuart Koenig
LA Kings Care Foundation
Jesse and Dani Lainer-Vos
Latham & Watkins LLP
Steve Lavender
Maroon 5
Eve Meltzer and Joseph Thometz
The Barry and Wendy Meyer Foundation

$5,000 - $9,999
Amazon, Inc.
American International Group Inc.
AMJ Construction Management
Anonymous
Heather and Mark Armstrong
Dennis Arriola
The Auto Gallery
AvatarLabs
Big Picture Entertainment
The Stanley & Joyce Black Foundation
Blood & Chocolate
The Saul Brandman Foundation
Paul Breckenridge
Richard Brener
The Breslauer-Soref Foundation
BRIGADE
Wendy Malkin and Jeff Broudy
Canyon Design Group
Diane Cary and James Parriott
Century Housing Corporation

Meylan Davitt Jain Arevian & Kim, LLP
Judith Seeds Miller and Gary Miller
Andrew Milne
Nicole Mutchnik
Elizabeth Naftali
Necy Nash
Nationwide
Nielsen NRG
Kelly O’Connor and Lawrence Koplin
Optimus Construction, Inc.
Lara and Mark Pranger
Stacy and Ron Robinson
Matthew Ruffi
Pedram Salimpour
Bob and David Schneiderman
Thomas Schramm
Heidi Segal and Eric Krautheimer
Showtime Networks Inc.
Addie and Jeremy Sisto
Sit ‘n Sleep
Soref-Breslauer Texas Foundation
Stephen S. Wise Temple
David B. Stern
Strauss Foundation
Target Stores
Lisa and Josh Taub
Tesles Foundation
TJX Foundation, Inc.
Twitter, Inc.
The Venable Foundation
Village Roadshow Pictures
Voltage Pictures
Walton Construction Services
Westmount Asset Management
WME | IMG
Gina and Mark Zakarin
Marilyn Ziering
DIGNITY. LEADERSHIP.
COLLABORATION.
PERSEVERANCE.