Looking back

It’s been quite a year and we are so grateful to everyone who has helped us reach our goals and set challenges for the future.

We’ve been able to implement the Strategic Plan we introduced last year with a clear focus on Emergency Shelter, Supportive Services and Transitional to Permanent Housing.

We hosted 3,701 overnight emergency shelter guests of all ages and backgrounds. We made 2,050 in-person outreach contacts and 251 individuals and 84 families were housed this year. We championed the City of San Jose’s innovative Bridge Housing project and look forward to managing supportive services on site once these communities are established.

With a long and substantial history of providing emergency shelter services and responding to needs provoked by natural disaster, we followed the immediate disaster response team supporting survivors of the Coyote River Floods by providing a 7-week emergency shelter at the Seven Trees Community Center for more than 200 flood victims.

There’s a renewed focus on homelessness and the scarcity of affordable housing across the county and HomeFirst is at the table discussing and strategizing solutions with the leaders of our community.

Our staff has been simply incredible. We are grateful for the excellent leadership of our Board and Advisory Council. And to our donors and volunteers, we say we absolutely could not do this work without you!

Andrea K. Urton
CEO, HomeFirst

The Faces of Homelessness

The Blue Tarp Project introduces some of our homeless neighbors, and the harsh realities they face. Each person has signed their name to their portrait. Some have written messages about what it is like to be homeless to raise awareness and tell their story.

In combination with informational posters to educate the community about untold truths of being homeless, and correct misconceptions that make understanding and kindness more difficult, the project strives to create a compassionate community who better understand, and advocate for our homeless community.

Virginia and Albert Becker, the artists behind The Blue Tarp Project, volunteer regularly at our shelters, helping us capture the visual journeys of those we serve. The Blue Tarp Project was highlighted in our 2017 In From the Cold fundraising event, helping us raise more than $215,000.

www.bluetarpproject.com/
FY 17 Highlights

- Rolled out Strategic Plan—HomeFirst is moving toward a new sustainable **business model** while doubling down on its core **competencies** with an emphasis on **quality and evidence-based practices**, using **impact data** to enhance performance.

- Hired full time **CFO** July 2017—welcome on board **Jim Ptak**!

- Increased program budgets by $1.9M, a 46% increase compared to the previous fiscal year and included a new MediCal program.

- Achieved a **3-year CARF Accreditation for Veterans Services**

- Restructured Program Services Team with three new Directors—all promoted from within.
  - Linda Jones, Director of Emergency Shelter Services
  - Beatriz Ramos, Director of Supportive Services
  - Kelly Sumner, Director of Veterans Services

- Launched Rapid Rehousing Program to serve up to 120 clients a year for up to three years.

- Won City of San Jose contract for Overnight Warming Locations (OWLS) once again

- Expanded New Start and Working persons programs at the BRC

- Expanded Cold Weather Shelter Program (CWSP) by six months and by adding a new location in Mt. View for women and families

- Launched Full Demand Program for US Department of Veterans Affairs (VA)

- Awarded another 3-year grant for Supportive Services for Veteran Families (SSVF)

- Veteran Rapid Rehousing Program (VRRP) served 28 veterans with 25/28 housed

- Expanded Care Coordination Program (MediCal) in North County

- Outreach teams now visiting an average of 15 homeless encampments per day

**The Faces of Homelessness**

www.bluetarpproject.com/
1. Emergency Shelter
HomeFirst will be the preferred provider of outreach and emergency housing as an onramp to permanent housing and stability.

Sunnyvale homeless shelter to stay open year-round

“I’m hopeful that having a permanent, year-round shelter in the North County will help get some of these folks off the streets and back onto their feet,” said Board President Joe Simitian.

Said Supervisor Cortese, “Having a secure place to sleep at night, storage for belongings and a sense of community and hope are elements we’d like to see in all temporary housing.”

The Sunnyvale shelter is the result of a collaboration between Santa Clara County and the non-profit organization HomeFirst, which runs daily operations at the shelter. It provides beds, twice daily meals, and a variety of supportive services.


2. Supportive Services
HomeFirst will build on its supportive services (case management & resources) and develop a best practice model to help people who struggle to stay housed.

3. Transitional & Permanent Housing
HomeFirst will build its resources to meet its community needs working creatively with partners and supporters to pursue various endeavors as made possible by Measure A.

4. Veterans’ Services
HomeFirst will work with the VA to help end and then prevent veteran homelessness in our community.

More than 500 Santa Clara County veterans find homes through campaign started 1 year ago

“No one’s service is more honorable, more courageous than that of our veterans,” [San Jose Mayor Sam] Liccardo said. “Let their example be an example to all of us how we can serve them.”

Last year’s homeless census identified 703 homeless veterans in the county, 63 percent of whom are without shelter, which is nearly double the national average of 36 percent, campaign director Maya Esparza said.


The Faces of Homelessness

www.bluetarpproject.com/
Volunteers help us support our mission all year long, spending time in our shelters, family sites, and kitchens. Group projects with our corporate partners and neighbors are an invaluable part of our success. And, as always, we value our long-time partnerships with the City of San José Housing Department and Santa Clara County Office of Supportive Housing.

Thank you to all those who gave their time so generously in 2017.

Powerful partnerships

Google

Cisco

NetApp

Symantec

Amy Pizarro’s Annual Pad Party

Community Seva

Kent Bowles with California Drywall

Heffernan Insurance

The Faces of Homelessness

www.bluetarpproject.com/
We thank you so very much

Major Donors

Albert & Pamela Aragon
Allen & Cynthia Ruby
Aniruddha Vaidya & Neerja Bhatt
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Blach Construction Company
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First Community Bank
Garden City Construction
Google
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San Jose Water Company
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The Bowles Family & California Drywall Company
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Arrillaga Family Foundation
Brandenburg Family Foundation
Buddhist Compassion Relief Tzu Chi Foundation
Cisco Systems Foundation
eBay Foundation
El Camino Healthcare District
Encore.org
Heaven’s Helping Hand Foundation
Hurlbut-Johnson Charitable Trusts
Legacy San José Alviso Youth Foundation
Lockheed Martin Employees’ Foundation
Mission City Community Fund
Mission Santa Clara
Mitchener Family Philanthropic Fund
My New Red Shoes
Palo Alto Medical Foundation
Peery Foundation
San Jose Woman’s Club
Second Harvest Food Bank of Santa Clara and San Mateo County
Sobrato Family Foundation
Sorci Family Foundation
Stella B. Gross Charitable Trust
Sunlight Giving
Tamaki Foundation
The Applied Materials Foundation
The David & Lucile Packard Foundation
The Health Trust
The Morrison & Foerster Foundation
The Richard & Emily Levin Foundation
Tosa Foundation
Unitarian Universalist Fellowship of Sunnyvale
Warmenhoven Family Foundation
Wells Fargo Foundation
William H. Cilker Family Foundation

We are sincerely grateful for every gift received—from large corporate donations to a pocket full of change. Unfortunately, with limited print space, we are only able to include combined gifts that total $2,000 or more this year. Please visit our website for a comprehensive list of all donors.

Every year we are the grateful recipients of many anonymous gifts. For those who do not wish to be named, we extend our thanks as well. We make every effort to list names and donation levels correctly. If you identify an error, do let us know and we will be sure that corrections are made on the website and in future publications.
Consolidated Statement of Financial Activities

- **Total Revenue**
  - FY 2017: 12,997,919
  - FY 2016: 12,349,458

- **Expenses**:
  - Program Services:
    - FY 2017: 11,976,474
    - FY 2016: 11,568,733
  - Support Services:
    - FY 2017: 2,639,706
    - FY 2016: 2,710,889

- **Total Expenses**
  - FY 2017: 14,616,180
  - FY 2016: 14,279,622

- **Change in Assets from Operations**
  - FY 2017: (1,618,261)
  - FY 2016: (1,930,164)

- **Non-Operating Income**
  - FY 2017: 1,928,999
  - FY 2016: 0

- **Total Change in Net Assets**
  - FY 2017: 310,738
  - FY 2016: (1,930,164)

Condensed Statement of Financial Position

- **Assets**
  - FY 2017:
    - Current assets: 1,835,519
    - Long-term & Other assets: 24,177,497
  - FY 2016:
    - Current assets: 4,947,446
    - Long-term & Other assets: 24,876,867

- **Total Assets**
  - FY 2017: 26,013,016
  - FY 2016: 29,824,313

- **Liabilities**
  - FY 2017:
    - Current liabilities: 1,736,495
    - Long-term liabilities: 7,026,090
  - FY 2016:
    - Current liabilities: 6,240,075
    - Long-term liabilities: 6,644,545

- **Total Liabilities**
  - FY 2017: 8,762,585
  - FY 2016: 12,884,620

- **NET ASSETS**
  - FY 2017: 17,250,431
  - FY 2016: 16,939,693

In July 2016, the Organization closed the Eight Trees Apartments sale transaction and recognized the non-cash gain in the amount of $1,116,242. The sale of this property is reflected in non-operating income, and also is the primary contributor to the significant decrease in current liabilities from the prior year. A second contributor to both items was a decrease in the HUD liability reported as $1,200,304 as of June 30, 2016. During the fiscal year the organization submitted documentation to HUD that allowed the organization to reduce the liability by $860,411 which was recognized as non-operating income. The result of these major activities during the year increased the current ratio from 0.79 as of June 30, 2016 to 1.06 as of June 30, 2017.
What you can do now

**Cash gifts**
Online: www.homefirstscc.org
or by mail:
507 Valley Way, Milpitas, CA 95035

**Recurring gifts**
Join our Welcome Home Club
with regular contributions to fight homelessness all year long.

**Legacy giving**
Leave a lasting legacy through a bequest, living trust, or another instrument of planning.

**Donate goods**
Blankets & towels, individual sized toiletries, powdered laundry soap, adult undergarments.

**Employer matching**
Find out if your employee offers matching grants to double your donation. These companies have made a significant impact through this program:

- Adobe
- Alaska Airlines
- Apple
- Applied Materials
- Bank of the West
- Benevity
- Cisco Systems
- Costco Wholesale
- Dolby Match Program
- eBay Foundation
- Employees Charity Org. (ECHO) of Northrop Grumman
- Genentech
- The GE Foundation
- Google
- Hewlett-Packard Company/Matching Program
- Intuit Foundation
- Juniper Networks
- JustGive
- Kaiser Permanente
- LinkedIn
- NVIDIA
- Silicon Valley Bank
- Star One Credit Union
- Symantec Corporation
- Trust
- UBM Community Connection Foundation
- Visa International
- YourCause

“The important debate isn’t about how many people are homeless. But rather, how to help those who are. We must provide comprehensive social services in order to help homeless people live dignified, productive lives.”
— Robin Williams

**Learn more**
For more information about ways to give or for help setting up your gift, contact Lori Smith at lsmith@homefirstscc.org or call 408-539-2112.
Visit www.homefirstscc.org to learn more about ending homelessness in Silicon Valley and what you can do to make an impact today.