Sometimes it’s the simple things that make all the difference. A home with a yard where the children can play. A furnace that works even on the coldest days. A water bill that doesn’t take the grocery money. People who care about whether you have a roof over your head and beds for your children. These are the simple blessings that make life worth living. For 25 years, the Cleveland Housing Network (CHN) has been dedicated to the simple notion that every family deserves a home, and without one, no family can succeed.

As we celebrate our 25th anniversary, we invite you to meet a few of the many families we have been fortunate to know. These are the faces of CHN. Their stories are the reason we raise one more dollar, build one more home, and repair one more furnace. They are the good reason we celebrate, because their lives are better, their children are healthier and happier, and because they have good reason to hope again.

CHN’s first quarter-century on the job has yielded some impressive results – over $364 million invested in Cleveland’s neighborhoods to date including 3,600 homes built, and 65,000 energy conservation and home repair jobs completed. While these bricks and mortar investments are critically important, they are not enough. Our Community Training Center is brimming with a new generation of services for families working to gain the important employment and homeownership skills they need to work their way out of poverty. Over the past five years, CHN’s Community Training Center has helped over 7,000 low-income Clevelanders access training and one-on-one counseling in computer technology, financial literacy and homeownership education. New programs targeting foreclosure prevention strategies and ready access to the Earned Income Tax Credit are adding a rich new layer to the array of services CHN brings to Cleveland’s table.

We’ve also earned recognition at the national level, including the prestigious 2005 Enterprise Innovative Venture Award presented to CHN’s Lease Purchase program that began as a labor of love, and has grown into a sophisticated homeownership tool for low income families. In August, we were honored to host a Sunday morning celebration with former President Clinton to acknowledge the families who are now homeowners because of CHN’s Lease Purchase program.

For all those who love Cleveland, these are challenging times, making the programs offered by CHN more important than ever. We are deeply grateful to everyone who through their support or participation has joined our family portrait. With your help, we are truly building a greater Cleveland for everyone. Please take this opportunity to meet some of the people who have benefited from CHN’s work, our real life success stories.

As we celebrate our 25th anniversary, we invite you to meet a few of the many families we have been fortunate to know…They are the good reason we celebrate…because they have good reason to hope again.
Lease Purchase Program

Cleveland Housing Network’s nationally modeled, nationally awarded program is helping nearly 2,300 low-income families find, lease, and eventually purchase homes they could not have afforded on their own. The Lease Purchase Program is built on a longstanding public-private partnership and employs a “hand-up” strategy that promises homeownership and immediate vested equity following a fifteen-year residency. In 1987, CHN was the first program of its kind to link the Low Income Housing Tax Credit with a lease-to-purchase option. Today it is widely replicated, and continues as one of the nation’s most effective income-targeted, non-profit homeownership programs.

HOME TOGETHER Lateefah’s mother moved her family into their new home in 1988, a Lease Purchase home they found through the Cleveland Housing Network. Lateefah is now the proud homeowner, a responsibility she assumed in order to care for her mother during her illness. Through the years, their home has become the gathering place for her whole family.

“This is where everybody in the family comes – for holidays, for a break, when there’s a crisis, for everything. It’s safe haven,” explains Lateefah. “Mom got us here. Now I own it.

“Mom worked hard to get this house for us, to get us out of the cramped little half house we were renting,” she remembers. “It was awful. We were using the dining room as an extra bedroom. I was in 8th grade when we moved – six kids, my Mom and my Step-Dad. We were so excited! Now, with Mom being sick, my own daughter and I can help her out.

“I went through the first time home buyer program, a workshop for managing finances, and classes on how to maintain your own home. CHN helped me to learn what I needed to know to own a home,” she continues. “And this home is going to stay in our family for a long time.”

Through change and challenge, this home has grown around a growing family and helped them to remain together. Through the Lease Purchase Program, education, and dedication, Lateefah and her family are secure in their own home.
OWN HOME There’s a first time for everything, even if it does come a little later in life than expected. For Beverly, homeownership was all but ruled out, until opportunity found her.

“We were staying in a shelter, my young son, daughter and me, when Sister Nancy found us. That was in 1992. I was a battered wife, and I had to get us out of that situation. So there we were, with pretty much nothing. That beautiful lady, Sister Nancy, walked me over to the people at Cleveland Housing Network. Then things started to get better. Because then I had some hope.

“After all the paperwork and everything, they called me so I could choose the house I wanted. Choose! I picked a double, so I could be a landlord, too. The people at CHN coached me through the whole process. This house is the first thing I’ve ever owned. I still thought it was too good to be true, even after I made it through the fifteen year lease, but here it is. I love to work on my home and keep it nice, and I love those folks at CHN!”

Beverly continues to make her home her own, living on her own terms, a dream she thought impossible back in 1992. Through CHN’s Lease Purchase program, she found the support she needed to escape her personal tragedy and find her own home.

LEASE PURCHASE PROGRAM

In “Year 16,” Lease Purchase residents purchase their homes for approximately one-third of market value. To date, 90% of those eligible have taken ownership of their Lease Purchase homes. Sale prices of these homes range from $6,5000 to $22,000, compared to appraisal values ranging from $35,000 to $85,000. The program has generated over $180 million in direct capital investment in Cleveland’s neighborhoods. Designed to keep monthly payments as low as possible, the program includes a 72% equity contribution from syndication of the Low Income Housing Tax Credit, leveraging 28% in private and public investment.
“You see this plant? I had it when we moved here. Since then, it’s grown and grown. That’s how my life has been, since I got involved with Cleveland Housing Network.” Tonya explains.

“Before, we were living in a small apartment, all seven of us cramped together,” she goes on. “No room to grow. A friend told me about CHN, and I finally called in May of 1999. I did the Lease Purchase orientation in July. I thought I would get a rehabilitated home, then they told me I could get a new home and I said ‘What?!’ We were in the house by the end of the summer. Now I pay less than I was paying in rent, and I’ll own it in a few years.”

“But I got more than just a house. I got an education. I took computer classes at the Community Training Center, and that helped me get into college. Soon, I’m going to be a college graduate and a homeowner.”

A hand up. Community Training. Plenty of smiles. And with a new home, CHN has helped provide Tonya and her family with a lot more room to grow.
"I really did a lot of research," Jose explains. "I was on the Internet, calling lending institutions, different agencies... I was everywhere. I was told I didn't qualify, over and over again. Then I got a referral to Cleveland Housing Network from one of the agencies I was talking to. That's when things changed. With Cleveland Housing Network, my dream came true.

"I had to work for it. It took about two years from the time I first talked to them until I moved in. They were so helpful... they had houses for me to choose from, and I picked one in a cool neighborhood, a complete rehab. It's brilliant. I'm living my dream, and now I'm working to help others in my position do what I did."

With the help of CHN’s Homeward Homes, a dream has become a reality, and a formerly vacant property in Cleveland has become a fine home with a proud owner.

**HOME WORK**  
José worked for years to move from renting to homeownership. With help from Cleveland Housing Network’s Homeward Homes, his homework paid off.

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**Homeward Homes**

The Cleveland Housing Network’s For-Sale division was initiated in 1989 to strengthen real estate markets through investment and increased owner occupancy. To date, the Homeward Homes program has generated over $100 million in direct capital investment in Cleveland’s neighborhoods. To date, over 1,300 homes have been developed and sold. Leveraging resources contributed by several partner mortgage lenders, the City of Cleveland and the State of Ohio, Homeward Homes offers one of the best financial packages available to home buyers in the City of Cleveland. These attractive incentives (including tax abatement, reduced mortgage interest rates, and reduced closing costs), combined with a quality product and comprehensive buyer preparation make Homeward Homes one of the most successful programs of its kind.
1981
The Cleveland Housing Network and its Lease Purchase Program are founded.

1987
CHN pioneers the use of Low Income Housing Tax Credits

1989
Homeward Homes Program established

1990
Family Support Services Program established

1993
Homelessness Prevention Program begins

1997
Emergency Rent and Utility Assistance Program begins

2000
Home Energy Assistance & Electric Partnership Programs begin

2002
Community Training & Technology Center opens

2003
First class of 125 Lease Purchase residents "graduate"

2006
President Clinton acknowledges CHN’s Lease Purchase Program to 144 home owners.

IMPACT

Cleveland Housing Network

$364 Million
New and Renovated Homes

2,300
Lease Purchase Homes

1,300
New and Renovated Homes

7,000
Educated Residents

1,400
Families Safe from Homelessness

200
Multifamily Units

700
Families Free of Public Assistance

65,000
Energy Conservation & Home Repairs
It was a miracle,” exclaims Ken. “To be able to do the dishes, take a bath… things most people take for granted. I’ll tell you what, we don’t take anything for granted anymore.”

“We’ve lived in this house for almost 35 years. About two years ago, our basement backed up,” Ken continues. “All the drains stopped draining. Then our refrigerator stopped working. Well, Polly and I have both been dealing with some serious health issues. There was a long time when neither one of us could work. We just couldn’t keep up. I heard about the Cleveland Housing Network from a neighbor who was getting help with their heating bills… they said we might get some help, too. CHN came in, assessed our situation, and the next thing we know we have a new sewer line, a new toilet and a new refrigerator. We also got a little restored dignity and quality of life. They certainly helped make our lives a little easier.”

Ken and Polly have worked all their lives to have a good life and a nice home. When they ran into trouble they couldn’t avoid, Cleveland Housing Network was able to step in and help them with an innovative array of highly effective Energy and Water Conservation programs. For Ken and Polly, problems that once seemed insurmountable were solved with some practical help from CHN.

Since 1981, the Cleveland Housing Network, its Community Development Corporations, and a variety of affiliated agencies have helped thousands of Cleveland families reduce their energy expenses - by an average of 30% per year - and make needed improvements to the vital infrastructure of their homes. From home insulation and furnace repairs, and energy efficient appliances to new water and sewer lines, over 65,000 home improvement jobs have been successfully completed. Programs include the Housewarming and Home Weatherization Assistance Program, the Electrical Energy Conservation Program, and a water conservation program. Together, these smart, efficient programs have helped tens of thousands of families in greater Cleveland better afford to live in their homes.
“I made a promise to my kids when we moved to the shelter,” explains Elizabeth. “I promised I would find us a new home, a job and a car within a year. It was a scary to be homeless, but I figured I had one chance to move into a better life. I had a chance to get us out of that vicious cycle of renting bad apartments that I couldn’t keep. I was tired of being tired.

“With the help of a social worker, I worked out a plan for leaving the shelter. I needed training so I could get a job, and I needed a place to live. New Life Community and the Salvation Army helped me find temporary housing until I got back on my feet,” she continues. “When I finished all that, I met with CHN to find a home of our own. I worked a lot of 22-hour days to get it all done. But it was worth it. Now I have a good job, a good car, I sit on the board for New Life Community and was asked to be a Trustee for CHN. Unbelievable. And we have a nice home of our own – no more rent for run-down apartments. I kept my promise to my kids, and I’m a good example for them. And now I’m able to give something back. I do volunteer work with New Life and CHN so that I can help other women to empower themselves.”

Working to effectively leverage the good work of other community agencies, the Cleveland Housing Network helped Elizabeth keep her promise. Now Elizabeth is carrying that promise forward to other women who need help.

HOME PROMISE Elizabeth took a brave step in order to move her family out from the vicious cycle of under-employment and unaffordable rentals. In under a year she moved her family from homeless to a good job and the road to homeownership, with the help of CHN’s Training Programs and Lease Purchase Program. A promise made, a promise kept.

FAMILY SUPPORT SERVICES To support the success of its affordable housing programs, Cleveland Housing Network provides an array of supportive services to help families keep their job and their home. CHN’s small but effective team of experienced, qualified social workers are able to help make connections to employment and skill training programs, and other services needed to move up and out of poverty.

In addition, with support from the State of Ohio and Cuyahoga County, CHN is able to offer emergency rental assistance to help families weather the storms that threaten their ability to remain housed and employed.
**Endowment Partner**
F.J. O’Neill Charitable Foundation

**Platinum Partners**
($100,000 & above)
City of Cleveland
The Cleveland Foundation
Cuyahoga County
Dominion
Enterprise
Enterprise Community Partners
Fannie Mae Foundation
F.B. Heron Foundation
First Energy
The George Gund Foundation
Key Foundation
Local Initiatives Support Corporation
Microsoft
Sisters of Charity Foundation
State of Ohio
Surdna Foundation
Third Federal Savings & Loan Bank
U.S. Dept. of Commerce
U.S. Dept. of Energy
U.S. Dept. of Health & Human Services
U.S. Dept. of Housing and Urban Planning

**Gold Partners**
($50,000 to $99,999)
John P. Murphy Foundation
Deaconess Community Foundation
McDonald Fund
Housing Partnership Network
Neighborhood Progress, Inc.
Raymond John Wean Foundation

**Silver Partners**
($25,000 to $49,999)
The Abington Foundation
Charter One Bank
Hearst Foundation
Mt. Sinai Foundation
National City Bank
Saint Luke’s Foundation
Thomas H. White Foundation
William J. & Dorothy K. O’Neill Foundation

**Bronze Partners**
($5,000 to $24,999)
American Express Tax and Business Services
Bank One/Chase
Bridgestone/Firestone Trust Fund
Credit First National Association
Dollar Bank
Eva L. & Joseph M. Bruening Foundation
Fifth Third Bank
George W. Codrington Foundation
Ginn Foundation
Higley Fund
IBM

**Friends of CHN**
(up to $4,999)
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Anthony & Gail Brancatelli
Applied Industrial Technologies
Barbara and H. Alexander Sonberg
Bert & Robyn Minter Smyers
Bill Gruich
Bill Wilson
Bob Varley
Borchert Fence Company
Carla O’Day, M.D.
Chet & Cynthia Shedloski
Chip Chisholm
Chris & Linda Warren
Chris Holmes
Christine Robertson
Cohen & Company

Cohen & Company
Cowden, Humphrey, Nagomey & Lovett
Cyrus Eaton Foundation
Dan Brown
Dave Bailey
Dejuan Perrymond
Dennis Keating & Kay Martin
Detroit-Shoreway Community Development Corporation
Diana Holly
Donald & Sara Messinger
Dorr & Joyce Dearborn
Dr. & Mrs. Kim Allen Veris
Duke & Kathy Wick
Elaine Sawyer
Eugene & Vanessa Norris
Federal Home Loan Bank
Fine Family Fund
First Federal of Lakewood
Forest City Enterprises
Frances Hunter
Gail Long
Harry K. & Emma R. Fox Foundation
Hausser & Taylor
Helen & Louis Stolier Foundation
Huntington Bank
Ijaz & Ayesha Qureshi
Jay & Beverly DeFord
Jeff Ramsey
Jeffrey & Anissa Broderick
Jeffrey & Mary

Smigelski
Jeffrey Donahue
Jim & Debbie Strassman
Joe Hagan
John & Jeanne Morton
John & Martha Ernst
John & Rachel Gherlein
John & Uche Anoliefo
John Kastelic & Mary King
John Weiss
Joseph H. Weiss, Jr.
Joseph Hagan
Karen Cullion
Kelvin & Tina Byers
Kevin & Carolyn Galloway
Krum & Susan Stojanovski
Lance Buhl
Larry Slenczk
Liz Hernandez
Lora Levin
Loretta Hunter
Lubrizol Foundation
Margaret & James Misak
Mark Evans
Martin Murphy
Mary Saunders
Michael & Mary Ellen Eickman-Fiala
Michael D. Goler
Mike & Laurie Fait
Mike & Vicky Griffin
Millennia Management
Monroe & Damita Curry
Mr. & Mrs. Bruce Murphy Sr.
Nancy Williamson
Ohio Savings Bank
Paran Management Company
Parkview Federal Savings & Loan
Pat & Carol Kenney
Paul & Jennifer Ettorre
Philip Star and Jane Peterson
Randall B. Shorr
Ray & Kate Monter Durban
RDL Architects, Inc.
Reid Robbins
Rich & Elizabeth Schiferl
Richard Bailey
Rob & Sandi Curry
Robert Lackimowicz & Kathryn Kimlin
Ron Lloyd
Sameer Bhide
Samuel Bailey
Scott & Ann Gerson
Shiryl Chambers
Sky Bank
Squire Sanders & Dempsey, LLC
Stanley & Michelle Anderson
Stephen Misencik & Laura Lee Martin
Strassman Insurance Services
Sylvestor Murray
Terri Hamilton Brown
The Doll Family Foundation
US Bank
Vickie Eaton Johnson
William Newsome
William Whitney & Alexandra Buchanan
### CHN’s Continuum of Affordable Housing Products

<table>
<thead>
<tr>
<th>Product Type</th>
<th>Homeward Program (For-Sale Homes)</th>
<th>Lease Purchase Program (15-year rent to own)</th>
<th>Rental Products (A Growth Edge)</th>
<th>Free Energy Conservation &amp; Home Repair Programs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Single Family Homes:</td>
<td>- Fully renovated</td>
<td>- Fully renovated</td>
<td>- Sect. 8 pres.</td>
<td>- Gas, electric &amp; water conservation</td>
</tr>
<tr>
<td>- New construction</td>
<td>- New construction</td>
<td>- Permanent supportive housing</td>
<td>- Sect. 202/811 pres.</td>
<td>- Lead &amp; mold abatement</td>
</tr>
</tbody>
</table>

| Total Production | 1,300+ Homes | 2,300+ Homes | 148 Homes (HOPE VI projects) | 65,000 Jobs |
| Total Investment | $100 Million | $180 Million | $24 Million | $62 Million |
| Target Income | Moderate | Low | Very Low | Very Low |

| 2006 Goals | 100 Homes | 283 Homes | 475 Units | 5,660 Jobs |
| Featured Projects: | - Renovate vacant homes throughout Cleveland w/ HUD | Includes: | Includes: | Includes: |
| - Florian Court | 64 Hough I | 89 Erie Square | 89 Erie Square | 3,000 Electricity |
| - Hurston Court | 80 P21 | 52 Emerald | 52 Emerald | 1,500 Housewarming |
| - Maple Heights Pilot | 30 Stockyard | 72 The Liberty | 72 The Liberty | 800 Water cons. |
| - East Cleveland Renaissance & East Hough | 56 Eries and II | 82 The Liberty | 82 The Liberty | 80 Lead & mold |
| Property Manager, Dept: | - Manage 2,200+ scattered-site units | 180 South Pointe | 180 South Pointe | 280 HWAP |
| - Sell 65+ homes developed in ’91 to LP residents | 28 Slavic Village | 56 Erieview I | 56 Erieview I | Also: |
| | | 28 New Con. IV | 28 New Con. IV | 9,800 Utility bill assistance clients |
| | | 28 Slavic Village | 28 Slavic Village | Includes: |
| | | | | 89 Erie Square |
| | | | | 52 Emerald |
| | | | | 72 The Liberty |
| | | | | 82 South Pointe |
| | | | | 180 Rainbow Place |

| Total Clevelanders Served | 2,619 |

### CHN’s Community Training Center 2006 Goals

- Homeless Families Services: 122
- Eviction Prevention Services: 150
- Financial Literacy & Homeownership Training: 2,000
- Digital Literacy & After School Programs: 345
- Total Clevelanders Served: 2,619

**Community Development Corporations**

- Northeast Shores Development Corp.
- Glenville Development Corp.
- Cleveland Ave.
- Burten, Bell, Carr Development Corp.
- Slavic Village Development
- DJM Development Corp.
- Shaker Square Area Development Corp.
- Mt. Pleasant Now Development Corp.
- Old Brooklyn Neighborhood Services
- Midtown Housing Partnership
- Westown Community Development Corporation
- Amistad Development Corp.
- Bellaire-Puritas Development Corporation
- Midwest Housing Partnership
- Kamm’s Corners Development Corporation
- Ohio City Near West Development Corp.
- Clark-Metro Development Corp.
- Old Brooklyn Community Development Corp.
- Westside Community Development Corp.
- Union-Miles Development Corp.
- Shaker Square Area Development Corp.
$67.9 MILLION  2006 Projected Operating and Real Estate Development Capital Budgets

Cleveland Housing Network, Inc. Operating Budget

<table>
<thead>
<tr>
<th>Service</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Energy Conservation &amp; Home Repair</td>
<td>$8,840,000.00</td>
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<tr>
<td>Real Estate &amp; Property Mgmt. Services</td>
<td>3,390,000.00</td>
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<tr>
<td>Family Services &amp; Training Center</td>
<td>1,160,000.00</td>
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<tr>
<td>Administrative Costs</td>
<td>2,364,000.00</td>
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<tr>
<td><strong>Total CHN, Inc. Operating Budget</strong></td>
<td><strong>15,754,000.00</strong></td>
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Real Estate Development Projects: Acquisition & Construction Budget

<table>
<thead>
<tr>
<th>Project</th>
<th>Units</th>
<th>Total Budget</th>
<th>2006 Portion of Total Budget</th>
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<tbody>
<tr>
<td>Lease Purchase Program</td>
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<tr>
<td>Cleveland Housing Network LP XXI</td>
<td>80</td>
<td>$9,700,000.00</td>
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<td>Hough Homes</td>
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<td>Erieview Homes II</td>
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<td>Cleveland New Construction LP IV</td>
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<td><strong>Section 8 Preservation Projects</strong></td>
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<tr>
<td>Erie Square Apartments</td>
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<td>Rainbow Place Apartments</td>
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<td><strong>Permanent Supportive Housing Projects</strong></td>
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<tr>
<td>Emerald Commons</td>
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<tr>
<td>The Liberty at St. Clair</td>
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<tr>
<td>South Pointe Commons</td>
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<td>9,300,000.00</td>
<td>930,000.00</td>
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<td>Homeward 2006</td>
<td>100</td>
<td>11,300,000.00</td>
<td>11,300,000.00</td>
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<tr>
<td><strong>Total Real Estate Development Budget</strong></td>
<td>858</td>
<td>75,630,000.00</td>
<td>41,813,000.00 41,813,000.00</td>
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Real Estate Partnerships Operating Budget

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<tr>
<td>Lease Purchase &amp; Rental Partnerships</td>
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</tr>
<tr>
<td><strong>Combined Operating Budget</strong></td>
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**Grand Total**

$67,923,000.00