



CLEVELAND HOUSING NETWORK

# 25 *Years*



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.

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.



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Executive Director,  
**Rob Curry**

President, CHN Board of Directors,  
**Carolyn Galloway**



LATEEFAH



*“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.

**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.

#### 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.



**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.

BEVERLY



*"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.



TONYA



*“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.

HEART AND | HOME | Smiles. Tonya’s life is full of them today, and a lot more... a loving family, a good job, college classes... and a new home. Brand new, with room enough for her whole life.



#### COMMUNITY TRAINING CENTER

Established in 2002, the Community Training Center has become the epicenter of the Cleveland Housing Network’s comprehensive, evolving approach to community and family development. The Center is open to all Northeast Ohio residents interested in financial literacy, homeownership, and computer and technology training. Classes and programs offered here are designed to supplement affordable housing programs with family support services and tools that encourage and support

employment, advanced education, and prosperity over the long term. To date, 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. The after-school programs at the recently opened Learning Center at Erie Square Apartments, and other new programs that are targeted to foreclosure prevention strategies and ready access to the Earned Income Tax Credit have added rich new layer to CHN’s comprehensive array of supportive services.



**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.

JOSE



*"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.



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.

**\$364 Million**  
New and Renovated Homes

# IMPACT

## *Twenty-Five Years* Cleveland Housing Network

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.

**2,300**

Lease Purchase Homes

**1,300**

New and Renovated Homes

**7,000**

Educated Residents

**65,000**

Energy Conservation & Home Repairs

**200**

Multifamily Units

**700**

Families Free of Public Assistance

**1,400**

Families Safe from Homelessness



KEN &amp; POLLY



*“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.

**HOME | IMPROVEMENT** Sometimes, the simple things make all the difference. Like running water, drains that work, and a cold refrigerator. That’s where professional musicians Ken and Polly are today, thanks to help from Cleveland Housing Network’s Energy and Water Conservation programs.

#### ENERGY AND WATER PRESERVATION PROGRAMS

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.



ELIZABETH



*“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  
Contribution

## 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 Coporation  
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. Depr. of Health  
& Human Services  
U.S. Dept. of Housing  
and Urban Planning

## GOLD PARTNERS

(\$50,000 to \$99,999)

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

John P. Murphy  
Foundation  
JP Morgan Chase  
Murphy Family  
Foundation  
Meisel Family  
Foundation  
Nationwide  
Foundation  
Ohio Captial  
Corporation for  
Housing  
Thompson Hine  
TJX Foundation  
Wells Fargo  
Foundation  
Westfield Insurance  
Women's Community  
Foundation  
  
FRIENDS OF CHN  
(up to \$4,999)  
ALCA Enterpirse  
Anthony & Gail  
Brancatelli  
Applied Industrial  
Technologies  
Barbara and H.  
Alexander Sonberg  
Bert & Robyn Minter  
Smyers  
Bill Grulich  
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 Stoler  
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 Kastellic & Mary  
King  
John Weiss  
Joseph H. Weiss, Jr.  
Joseph Hagan  
Karen Cullion  
Kelvin & Tina Byers  
Kevin & Carolynn  
Galloway  
Krume & 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

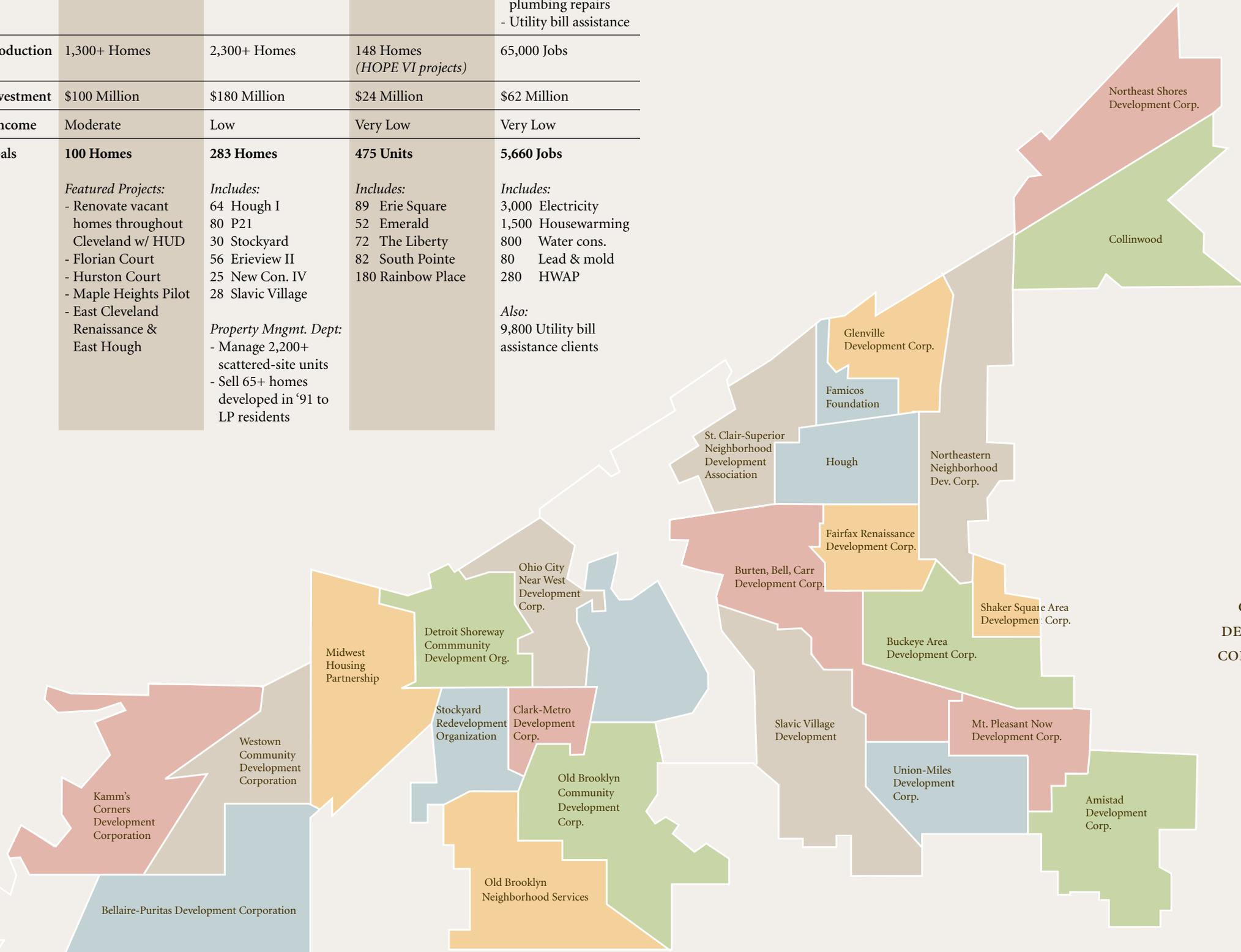
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Pat & Carol Kenney  
Paul & Jennifer Ettorre  
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Ray & Kate Monter  
Durban  
RDL Achitects, Inc.  
Reid Robbins  
Rich & Elizabeth  
Schiferl  
Richard Bailey  
Rob & Sandi Curry  
Robert Lackimowicz  
& 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  
Sylvester Murray  
Terri Hamilton Brown  
The Doll Family  
Founation  
US Bank  
Vickie Eaton Johnson  
William Newsome  
William Whitney &  
Alexandra Buchanan

CHN'S CONTINUUM OF AFFORDABLE HOUSING PRODUCTS

	<b>Homeward Program</b> <i>(For-Sale Homes)</i>	<b>Lease Purchase Program</b> <i>(15-year rent to own)</i>	<b>Rental Products</b> <i>(A Growth Edge)</i>	<b>Free Energy Conservation &amp; Home Repair Programs</b>
<b>Product Type</b>	Single Family Homes: - Fully renovated - New construction	Single Family Homes: - Fully renovated - New construction	Multifamily Homes: - Sect. 8 pres. - Permanent supportive housing - Sect. 202/811 pres.	- Gas, electric & water conservation - Lead & mold abatement - Roofs, wiring & plumbing repairs - Utility bill assistance
<b>Total Production</b>	1,300+ Homes	2,300+ Homes	148 Homes <i>(HOPE VI projects)</i>	65,000 Jobs
<b>Total Investment</b>	\$100 Million	\$180 Million	\$24 Million	\$62 Million
<b>Target Income</b>	Moderate	Low	Very Low	Very Low
<b>2006 Goals</b>	<b>100 Homes</b>  <i>Featured Projects:</i> - Renovate vacant homes throughout Cleveland w/ HUD - Florian Court - Hurston Court - Maple Heights Pilot - East Cleveland Renaissance & East Hough	<b>283 Homes</b>  <i>Includes:</i> 64 Hough I 80 P21 30 Stockyard 56 Erieview II 25 New Con. IV 28 Slavic Village  <i>Property Mngmt. Dept:</i> - Manage 2,200+ scattered-site units - Sell 65+ homes developed in '91 to LP residents	<b>475 Units</b>  <i>Includes:</i> 89 Erie Square 52 Emerald 72 The Liberty 82 South Pointe 180 Rainbow Place  <i>Also:</i> 9,800 Utility bill assistance clients	<b>5,660 Jobs</b>  <i>Includes:</i> 3,000 Electricity 1,500 Housewarming 800 Water cons. 80 Lead & mold 280 HWAP

CHN'S COMMUNITY TRAINING CENTER 2006 GOALS

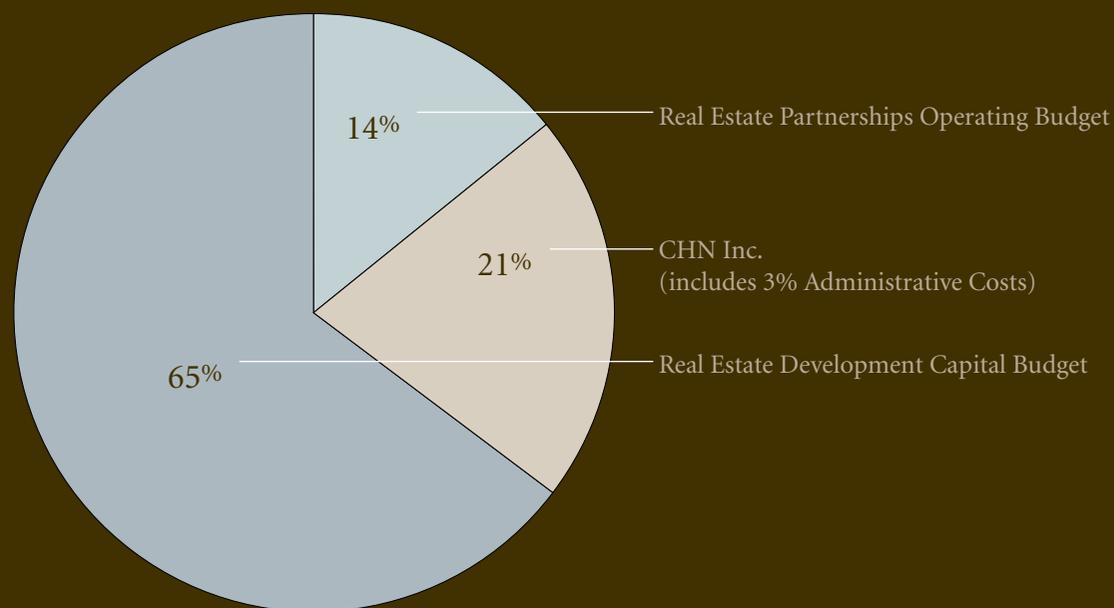
Homeless Families Services	122
Eviction Prevention Services	150
Financial Literacy & Homeownership Training	2,000
Digital Literacy & After School Programs	345
<b>Total Clevelanders Served</b>	<b>2,619</b>



COMMUNITY DEVELOPMENT CORPORATIONS

TWENTY-THREE CDCS

**\$67.9 MILLION** | 2006 Projected Operating and Real Estate Development Capital Budgets



CLEVELAND HOUSING NETWORK, INC. OPERATING BUDGET

Energy Conservation & Home Repair	\$ 8,840,000.00
Real Estate & Property Mgmt. Services	3,390,000.00
Family Services & Training Center	1,160,000.00
Administrative Costs	2,364,000.00
<b>Total CHN, Inc. Operating Budget</b>	<b>15,754,000.00</b>

REAL ESTATE DEVELOPMENT PROJECTS: ACQUISITION & CONSTRUCTION BUDGET

	Units	Total Budget	2006 Portion of Total Budget
<b>Lease Purchase Program</b>			
Cleveland Housing Network LP XXI	80	\$ 9,700,000.00	\$ 6,790,000.00
Hough Homes	64	8,960,000.00	8,064,000.00
Stockyard Homes	30	4,050,000.00	4,050,000.00
Erievue Homes II	56	6,680,000.00	1,336,000.00
Slavic Village Homes	28	3,340,000.00	668,000.00
Cleveland New Construction LP IV	25	3,700,000.00	370,000.00
<b>Section 8 Preservation Projects</b>			
Erie Square Apartments	89	4,500,000.00	675,000.00
Rainbow Place Apartments	180	300,000.00	300,000.00
<b>Permanent Supportive Housing Projects</b>			
Emerald Commons	52	5,800,000.00	4,930,000.00
The Liberty at St. Clair	72	8,000,000.00	2,400,000.00
South Pointe Commons	82	9,300,000.00	930,000.00
Homeward 2006	100	11,300,000.00	11,300,000.00
<b>Total Real Estate Development Budget</b>	<b>858</b>	<b>75,630,000.00</b>	<b>41,813,000.00</b>

REAL ESTATE PARTNERSHIPS OPERATING BUDGET

Lease Purchase & Rental Partnerships	
<b>Combined Operating Budget</b>	<b>\$ 10,356,000.00</b>

**GRAND TOTAL** **\$ 67,923,000.00**

