

THE REALTOR® FOUNDATION

ANNUAL REPORT 2014

transforming lives for 30 years



**THE REALTOR®
FOUNDATION**

linking hope to homeless

1 9 8 4 - 2 0 1 4



OUR MISSION

To mobilize our real estate community to raise funds and foster support for organizations that transition central Indiana's homeless to safe and secure housing.

OUR VISION

Central Indiana's homeless have access to safe and permanent housing solutions that positively change their lives.

OUR HISTORY

Founded in 1984 by the Metropolitan Indianapolis Board of REALTORS® and operating as its charitable arm, the REALTOR® Foundation provides REALTORS® the opportunity to make a difference by supporting the people, projects and services that shape the quality of their community.

Since its founding, the REALTOR® Foundation has awarded grants that have helped central Indiana strengthen its environment.

In 2003, the REALTOR® Foundation announced its new mission to assist in fighting the serious problem of homelessness in our area. The Foundation made a long-term commitment to working with organizations in and around central Indiana that reach out to victims who have lost their homes due to domestic violence, natural disaster, job loss and other tragedies. Our focus is on breaking the cycle of emergency shelters and homelessness, putting victims on the path to stability. Since 2003, the Foundation has granted more than \$1,000,000 to local homeless service providers.

LETTER FROM THE PRESIDENT

Thirty years ago our founders had a vision to create a charitable initiative led by the real estate community. That vision has grown and refined over three decades to bring us to this point. In 2003, the board of directors of the REALTOR® Foundation took a leap of faith and selected homelessness as the focus of our investment in the central Indiana region. With homeless rates in Indianapolis growing more than 19 percent this year, our mission has never been more critical. We are committed as a real estate community to put an end to homelessness for as many Hoosiers as possible.

When you make an investment in the REALTOR® Foundation – personally, through a division, or through your company – your dollars are carefully invested to have the greatest impact on central Indiana's most vulnerable population. Learn more about the impact of your gift starting on page 4.

The REALTOR® Foundation would not have grown over the past 30 years without the commitment of our donors, sponsors and volunteers. I hope you will take this opportunity to get involved in your REALTOR® Foundation. See all the ways you can get involved on page 19. I'm so proud of the hard work of our board, committee members, and staff that helped to make our anniversary a tremendous year. It has been an honor to serve as the REALTOR® Foundation President.

Thank you for standing with the Foundation. Together we are linking hope to homeless.

Sincerely,

Dean Hicks
2014 REALTOR® Foundation President

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YOUR GENEROSITY IN ACTION

PARTNERS IN HOUSING OPENS CHILDREN'S LIBRARY

The team at Partners in Housing came to the REALTOR® Foundation with a vision of creating a special room for the children at their Colonial Park Apartments to study, read, and engage with technology to expand their creativity. Not only did the REALTOR® Foundation provide a grant to support technology purchases, but a group of volunteers with Team Foundation spent a morning building and painting bookshelves for the library. Foundation Board Member Andy Stone contributed his own time to paint a mural for the room featuring storybook characters. A child was walking around the area near the library room as the PIH staff was in the process of putting books up to get it ready for it to be opened. He peeked in, his eyes got big, and exclaimed, "WHOA! What is this?" They explained the idea and what the room is going to be, with computers, iPads, and books, and he asked if he could have a book right then to read. He was so excited to have the opportunity to get a book and read it. He came in, chose a book, and skipped away. Since then the excitement has been heard all around the building.

BUILDING RELATIONSHIPS MAKE THE DIFFERENCE AT GENNESARET FREE CLINIC

John was admitted to Gennesaret's Health Recovery Program from the burn unit at Eskenazi Hospital. He had severe frostbite, and had lost several of his toes. He has been living outside since the age of 18. He rarely stayed in shelters, as he did not like interacting with others. He settled into the HRP, at first remaining isolated. As he began to feel more comfortable, he was soon interacting with staff and other residents. As he healed, John started to think that maybe living in his own place after 26 years on the streets might be the best thing. His stay at the Health Recovery Program was the longest time he has lived in a home-like environment for all of those years, along with, his longest ongoing relationship with other people. After 10 years of trying to get him off the street and into housing; he is now living in his own apartment with supportive services.

HOLY FAMILY SHELTER STEPS UP TO MEET GROWING NEED

The goal of the Holy Family Transitional Services program is to annually provide supportive housing services to 25 homeless families who have moved out of the emergency shelter into permanent or transitional housing. In order to meet this goal, Holy Family delivers intensive and individualized case management services along with supportive financial assistance related to the issues that are causing potential homeless recidivism. Their progress in 2014 exceeded the originally stated goal of 25 homeless families. From January 1 through December 31, 2014, 42 homeless families were served. Of the 42 families served, 12 have completed the program during the year leaving 30 families as active participants. They exceeded the target number of 25 families simply because of the excessive demand for these supportive services.

DID YOU KNOW?

9,485

The number of people officials estimate will experience homelessness in Indianapolis in a given year.

\$7.62

The average hourly wage of working families assisted through welfare in Marion County.

40%

of young adults who age out of foster care will become homeless.

\$11.31

The hourly wage needed to afford a two-bedroom apartment in the Indianapolis area.

2X

The amount of homeless children that are likely to develop learning disabilities.

1/2

The amount of the local homeless population made up of families.

THOUSANDS

The potential number of local families every year that could become homeless due to domestic violence.

6

The average age of a homeless child in central Indiana.

2014 GRANT RECIPIENTS

- Coburn Place Safe Haven
\$10,000
- Craine House
\$10,000
- Damien Center
\$6,500
- Dayspring Center
\$8,000
- Desert Rose Foundation
\$7,500
- Gennesaret Free Clinic
\$8,000
- Holy Family Shelter
\$10,000
- Partners in Housing
\$5,000
- Pathway to Recovery
\$12,500
- Progress House, Inc
\$5,000
- Project Home Indy
\$10,000
- Sheltering Wings Center for Women
\$5,000
- Turning Point Domestic Violence Services
\$7,500

UNDERSTANDING DOMESTIC VIOLENCE AND HOMELESSNESS: ONE WOMAN’S STORY OF FREEDOM

Over the years, the REALTOR® Foundation has invested in a number of domestic violence shelters across central Indiana. Domestic violence is the leading cause of homelessness in women and children and often their facilities are large and can accommodate hundreds of families each year. More than 50 percent of those served by one of our grants in 2014 were victims of domestic violence. This is reflected in the breakdown of service population on page seven.

When victims of domestic violence leave their abusers, many immediately fall into poverty and homelessness. Frequently, at this point, they re-assess their decision to leave their abuser because of the negative impact of poverty and homelessness is having, not only on them, but on their children. Some return to the abusers for concern that poverty and homelessness would cause greater harm to their children than living in a home where there is sporadic violence.

In August 2014, a woman with three children reached out to Turning Point Domestic Violence Services. She suffered abuse for a long time, but left immediately when her husband began verbally and physically abusing their children as well.

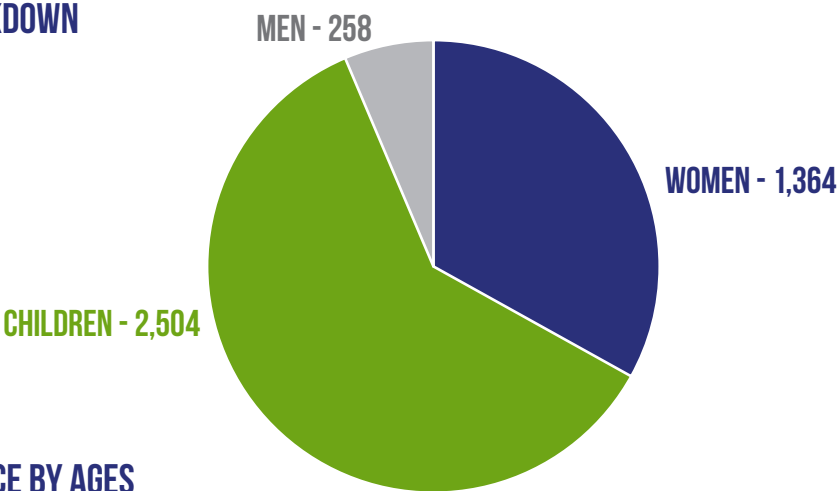
She had nowhere else to turn. Unless her homelessness could be addressed, it was inevitable that she would return to the home where so much violence was perpetrated. First, Turning Point helped her find employment. She had a spotty work history because her abuser would sabotage her employment by calling her at work repeatedly to threaten he was going to leave their young children home alone. In addition, finding a job when you don’t have a physical address hampers procuring a job.

She began receiving case management services from Turning Point to assist her in addressing the many barriers she had to overcome to establish a stable home, free from violence for her and her family. Eventually, after Turning Point connected her with community resources, she was able to secure low-income housing and assisted her with the deposit and first month’s rent.

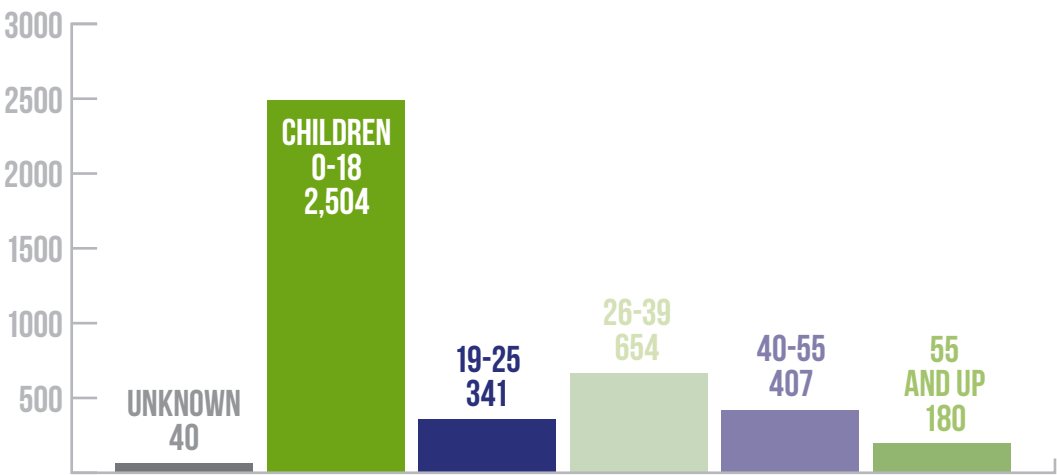
After establishing her new home, she sent a personal note to Turning Point that said, “I can’t thank you enough for all your help. I feel blessed to have Turning Point in my life.”

PEOPLE SERVED IN 2014

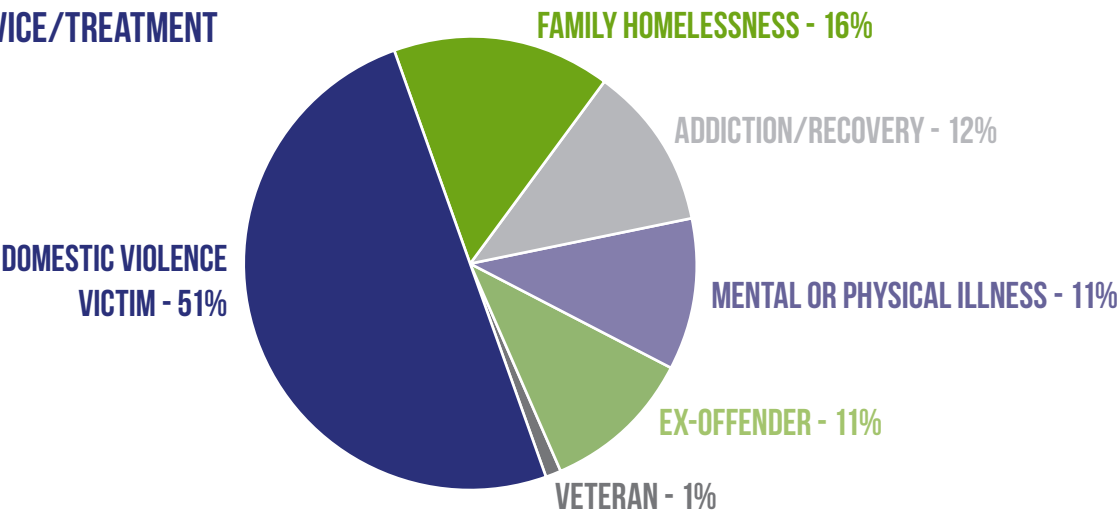
BREAKDOWN



SERVICE BY AGES



SERVICE/TREATMENT





REALTORS® Giving Back \$5,000 Grant Giveaway

Linking hope to your community

MEMBERS SELECTED GRANT WINNER THROUGH REALTORS® GIVING BACK CAMPAIGN

In honor of The REALTOR® Foundation's 30th anniversary in 2014, Foundation leaders dedicated several of the year's activities to that theme including honoring 30 individuals who have made an impact, conducting volunteer days of giving at grant recipient locations, and launching its first-ever grant giveaway via social media.

In the grant giveaway, all members of MIBOR were given the opportunity to nominate an organization to receive a special 30th anniversary one-time grant. Engagement spiked as more than 50 individual organizations across central Indiana were nominated and subsequently voted upon. The entire process took place through Facebook, concluding with a \$5,000 grant presented to the Grace Church Care Center which provides support services and an extensive food pantry for families in need in Hamilton County.



30 THINGS YOU DIDN'T KNOW ABOUT THE REALTOR® FOUNDATION

1. The REALTOR® Foundation was established by vote of the MIBOR board of directors on December 19, 1984.
2. The organization is a nonprofit charity and separate organization from MIBOR with its own board of directors and staff.
3. The Foundation's first fundraiser auctioned off a 1986 Ford Taurus to benefit New Hope of Indiana.
4. MIBOR only supports the Foundation through in-kind support including support staff time and meeting space.
5. You can volunteer your time with the Foundation. You can be an advocate for our mission as part of Team Foundation or volunteer to serve on a committee.
6. Our previous mission was focused on neighborhood revitalization and beautification.
7. Our founders were William Grossman, Bloor Redding, and Deanna Schreiber.
8. Since 2003, over \$1 million has been invested in homeless services and housing.
9. The Foundation only has 1 full time employee.
10. The MIBOR Ball has been the Foundation's largest fundraiser since 2007.
11. Our first fundraising chairman was Fred "Bud" Tucker.
12. Homelessness was selected as the Foundation's core mission after an assessment of community needs and member feedback.
13. Job loss is #1 cause of homelessness in Indy.
14. Only 6 percent of MIBOR members made a gift to the Foundation in 2014. Help us grow!
15. Donations to the Annual Fund are passed on to local charities through a competitive grants process.
16. The REALTOR® Foundation also has an endowment fund. Our goal is to grow this fund so that it can support our operating expenses in perpetuity.
17. Becoming a fan on Facebook is the easiest way to stay up-to-date with the Foundation.
18. The REALTOR® Foundation looks for organizations providing wrap around support services, meaning they provide the life skills, counseling, and support to get someone back on their feet and permanently housed.
19. The average age of a homeless child in central Indiana is six years old.
20. Families make up about 50 percent of the local homeless population.
21. 40 percent of young adults who age out of foster care will become homeless.
22. The average wage of working families assisted through welfare in Marion County is \$7.62. The hourly wage needed to afford a two-bedroom apartment in the Indianapolis area is \$11.31.
23. Homeless people in rural areas typically experience precarious housing conditions, moving from one extremely substandard, overcrowded, and/or cost-burdened housing situation to another, often doubling or tripling up with friends or relatives.
24. 80 percent of homeless individuals are challenged with a mental illness.
25. Domestic violence is the leading cause of homelessness in women.
26. Homeless children are twice as likely to develop learning disabilities.
27. As part of the 2012 Super Bowl, MIBOR and the REALTOR® Foundation invested \$500,000 in rebuilding 32 homes on the near eastside for homeless families. One of those families is now a homeowner.
28. If you are affiliated with Berkshire Hathaway HomeServices Indiana Realty, Carpenter, REALTORS®, CENTURY 21 Scheetz, Coldwell Banker Kaiser, F.C. Tucker Company, Keller Williams Realty, RE/MAX Ability Plus, RE/MAX Legends Group, RE/MAX Metro, or RE/MAX Select, REALTORS®, you can make a donation automatically at closing. \$10 per transaction adds up!
29. The first bequest left to the REALTOR® Foundation was from Amanda Jane Steadman. Consider leaving a gift in your estate plans as a legacy to your industry.
30. Approximately 4,126 people found hope, safety, and shelter with one of our grant recipients in 2014. Your donation touched hundreds of families!

TOP TEN REASONS TO TRY TRANSACTIONAL GIVING

1. Small gifts can add up to a big impact
2. For many offices, it's as easy as filling out a box on the closing form
3. It's tax-deductible
4. Receive a year end statement for tax purposes
5. Make yours in honor of another agent or clients
6. Save your own stamp – your office handles it all
7. A \$25 gift at one closing per month gets you listed on the Heroes of Hope wall in the MIBOR lobby
8. Your office could win a coveted award
9. Participation signals a commitment to your industry
10. You won't miss a few dollars, but central Indiana's homeless will benefit

DONORS MAKE THE DIFFERENCE ONE TRANSACTION AT A TIME

In 2014, 40 percent of donors to the Foundation made a gift in the form of transactional giving. The transactional giving program allows agents at participating companies to make a contribution to the REALTOR® Foundation or another designated charity directly from the closing form. Everyone at the closing table can feel good knowing they are helping another family find housing.

Each year, we award the **Don "Pooch" Hunter Transactional Giving Award** to honor, and remember, Pooch Hunter who was so dedicated to finding ways for REALTORS® to give to the Foundation in an ongoing way – through transactions.

Congratulations to Keller Williams Indy Metro North for winning both awards in 2014 for highest agent participation and dollars contributed!



We would not have been able to see such success without the support of our participating offices.

Berkshire Hathaway HomeServices Indiana Realty
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Keller Williams Realty
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Interested in making your gift at closing? Talk to your managing broker to learn more about this convenient way to give back to your community through the Foundation.

CORPORATE PARTNERS STAND UP FOR THE CAUSE

It's rewarding for the Foundation leadership to know that we are forming lasting partnerships with companies inside the industry. It's that bond that keeps the Foundation's mission moving forward. We are very thankful for the companies that make the Foundation a priority. Without our sponsors and donors, the REALTOR® Foundation would not be possible.

Sponsorship opportunities are available for all of our fundraising events: The Ball, REALTOR® Foundation Golf Outing, Feed the Fight as well as the Foundation's Annual Fund. Individuals and companies that sponsor our events are increasing the amount that is donated to organizations that support homeless people with shelter and services. Find a list of event sponsors on page 12 & 13.

THANK YOU 2014 ANNUAL FUND CORPORATE SPONSORS

\$10,000



CHICAGO TITLE

\$5,000-\$9,999



\$2,500-\$4,999



\$1,000-\$2,499



In 2014, our most involved sponsors were deemed the Triple Crown for the sponsorship of all three signature fundraising events.

Time and time again, you've stepped up to support The REALTOR® Foundation and its mission.

Many thanks to:

Bailey & Wood Financial Group

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21ST ANNUAL GOLF OUTING

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Everthing But the House

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Wells Fargo Home Mortgage
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In Kind
Markey's Audio Visual

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**Designates Individuals who have made donations in the past 5 consecutive years. Thank you for your loyalty!*

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ENSURING THE FUTURE

ENDOWMENT GROWTH



Annual fundraising efforts have allowed the Foundation to maintain its annual grant making at a \$100,000 minimally each year. But the need is far greater—and growing. In order to make the greatest impact while planning for the future, the Foundation aims to grow the organization’s endowment fund.

The growth of the endowment is critical to the long term sustainability of grant making. Endowment funds are a critical source of support for a nonprofit organization, like the REALTOR® Foundation. Our goal is to continue to grow the endowment and at a point begin to utilize investment earnings to increase our grantmaking capacity.

Our endowment grows through gifts directly allocated to the endowment, memorial contributions, planned and estate gifts, released and unrealized market gains, and the Foundation’s net income at year end.

OTHER WAYS TO GIVE

There are many different ways to make a gift to The REALTOR® Foundation, some of which may be particularly advantageous to you as an individual donor and to the Foundation. Your own attorney or financial adviser should be consulted during your next meeting as to the best plan of action for you. Consider one of these giving vehicles. The REALTOR® Foundation is a 501(c)3 not-for-profit organization and donations are tax-deductible to the extent allowed by law.

- Stock Gifts** – If you own shares of stock that you no longer need, donating them to the REALTOR® Foundation may allow you to take a substantial tax deduction. Your bank or broker may contact us for transfer instructions.
- Bequests** – As you prepare your will, please consider designating a set amount or percentage as a bequest to the REALTOR® Foundation. Bequests are the simplest kind of planned gift!
- Real Estate** – Consider a gift in honor of your industry. Avoid capital gains tax on the sale of a home or other real estate. Gifts of real estate that are owned free of any liens or encumbrances and able to be transferred with clear title will be accepted.

WHAT WILL YOUR LEGACY BE?



We established the Key Circle to recognize and thank those supporters who so generously made a future commitment to us for the benefit of the REALTOR® Foundation.

All gifts to the REALTOR® Foundation are held in strict confidence. Those who have made such a commitment and have informed us are invited to become a member of Key Circle.

If you have planned a future gift for the REALTOR® Foundation, we would be most pleased to have you as a member of Key Circle. For more information contact the Foundation staff at (317) 956-5255.

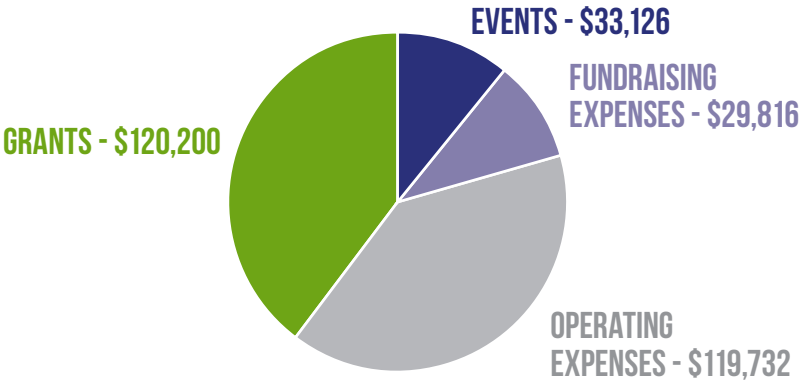
2014 FINANCIAL HIGHLIGHTS

We had an amazing year for fundraising! Our annual fund exceeded goal thanks to so many donors reaching deep in their hearts and pockets to increase their support. We were able to increase our grantmaking to \$120,000 distributed to 15 organizations for 2015. We ended the year with a net income of \$18,715 which will be added to our endowment fund to support our mission in perpetuity. Market gains added an additional \$64,722 to the value of our investment portfolio.

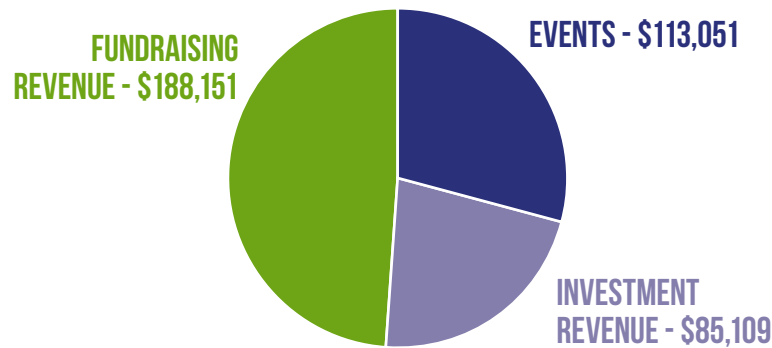
It is important for the REALTOR® Foundation to ensure its financial integrity is kept to the highest standards. We are careful stewards of every dollar we receive and manage our finances as conservatively as possible. We take our role as the stewards of your good faith and benevolence very seriously and strive to place your investment in the hands of quality and effective organizations.

Detailed financial statements are available upon request.

EXPENSES



INCOME



TEN GREAT WAYS TO BE INVOLVED

- 1 Connect a nonprofit who fits our mission
- 2 Invite a Foundation speaker to your office
- 3 Come to one of our signature events
- 4 Commit to a gift at closing through transactional giving
- 5 Include the Foundation in your will
- 6 Host a fundraiser to benefit the Foundation
- 7 Be an advocate. Join Team Foundation
- 8 Volunteer with us
- 9 Ask your company to be a corporate sponsor
- 10 Share our social media messages

LEARN MORE AT WWW.REALTORFOUNDATION.ORG.

LOOK FOR US ON:  



June 26, 2015



September 17, 2015



January 16, 2016



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