OUR MISSION

Housing Initiative Partnership, Inc. (HIP) is an innovative, green nonprofit housing developer and counseling agency based in Prince George's County, Maryland dedicated to revitalizing neighborhoods. HIP creates housing and economic security for low- and moderate-income households and provides services that improve the quality of life in the communities we serve.

A Message From Our Executive Director & Board Chair

It’s hard to believe that another year has come and gone — and what a year it was! 2017 saw HIP continue its tradition of excellence in revitalizing neighborhoods and strengthening communities while growing the impact of its programs and providing innovative responses to new challenges.

As you will see throughout this report, HIP certainly had a year to remember. From the sale of our 75th “HIP Home,” to the opening of the 100-unit Bladensburg Commons, to the expansion of our counseling staff and programs, HIP remained on the forefront of affordable housing development and housing and financial counseling.

HIP’s excellence has always stemmed from its exceptional and dedicated staff, and in 2017, they continued to go above and beyond to deliver the best possible experiences and outcomes to our homebuyers and clients. We are continually amazed and inspired by the attention to detail, hard work, and care that our team shows for HIP’s work and mission.

The coming year will present new challenges — we face uncertainty with regards to federal funding and continued challenges to the development of affordable housing. In spite of these challenges, one thing remains certain: HIP will continue to innovate and lead as it carries out its mission to revitalize neighborhoods by creating housing and economic opportunities ... and improving the quality of life in the communities we serve.

Sincerely,

Maryann Dillon
Executive Director

Mel Thompson
Board Chair

OUR TEAM

Glenda Carpenter, Resident Service Coordinator
Carmen Castro-Conroy, Managing Counselor, Montgomery County Housing
Maryann Dillon, Executive Director
Lorena Fuentes, Case Manager
Jocelyn Harris, Housing Developer
Laura Hernandez, Intake Specialist
Mary Hunter, Director, Housing Counseling Program
Nathaniel McDonald, Financial Capability Administrator
Christian Mechlín, Director, Resources & Communications

Claudia Medina, Intake Specialist
Flavio Medina, Housing Counselor
Zulma Miranda, Housing Counselor
Barbara Neathery, Resident Service Coordinator
G. Lee Oliver, Housing Counselor
Luis Perez, Housing Counselor
Sonia Posada, Housing Counselor
Stephanie Prange Proestel, Deputy Director
Audrey Tillery, Resident Service Coordinator
Shanise Williams, Homebuyer Education Coordinator

On the cover: First-time homebuyers Dominique and Shaun with their son in their new HIP Home.
FY 2017 Audited Financial Balance Sheet*

**Assets:**
- Current Assets: $2,371,019
- Property, Equipment: $1,230,853
- Other Assets: $319,823
- **TOTAL ASSETS:** $3,921,695

**Liabilities:**
- Current Liabilities: $239,415
- Long-term Liabilities: $1,560,982
- **TOTAL LIABILITIES:** $1,800,397

**Net Assets:** $2,121,298

**Total Liabilities and Net Assets:** $3,921,695

*For period ending June 30, 2017

**Income Statement**

**Revenue:**
- Federal Grants: $958,209
- State, Local Grants: $1,149,424
- Private Grants, Contributions: $455,243
- Sale of Homes: $1,617,075
- Fee, Program Income: $293,705
- **TOTAL INCOME:** $4,473,656

**Expenses:**
- Program Services: $3,763,356
- Supporting Services: $383,510
- **TOTAL EXPENSES:** $4,146,866

**Change in Net Assets from Operations:** $326,790

**Less:**
- Loss in Mt. Rainier LLP Investment: $(89,427)

**CHANGE IN NET ASSETS** $237,363

**Net Assets, Beginning of Year:** $1,883,935
**Net Assets, End of Year:** $2,121,298

---

**BOARD OF DIRECTORS**

Mel Thompson, **Chair**
Jay Endelman, **Vice Chair**
Anne Balcer, **Secretary**
Wanda Ellison-Osborne, **Treasurer**
Destiny Banks
Reginald Exum
Rose Scott Fituwi
Martin Mellett
Jada Owens
Samuel Parker
Derrick Perkins
Peggy Sand
Alexia Clark, **Outgoing**
Michelle Pittman, **Outgoing**
Ari Schnitzer, **Outgoing**
HIP Homes
HIP acquires dilapidated, vacant single-family homes in distressed communities and substantially rehabs them with new kitchens, baths, porches, and a variety of other green, energy-efficient features. HIP also develops new construction, green single-family homes. HIP focuses its single-family development within the inner-beltway communities of Prince George's County, and uses State and County funds to ensure that “HIP Homes” are affordable to families earning 80% or less of the area median income. In 2017, HIP revitalized and sold nine single-family homes to first-time homebuyers.

Multi-Family Development
HIP develops both existing and new-construction apartment communities. The most recently completed, Bladensburg Commons, is a 100-unit property in Prince George's County developed in partnership with The Shelter Group and opened in May 2017. Other HIP-developed properties include Mount Rainier Artist Apartments, Renaissance Square, Newton Green Senior Apartments, Elkton Senior Apartments, New East Crossing, and Parklands at Cecilton. HIP staffs its multi-family developments with Resident Service Coordinators who connect residents with services and support as well as organizing community events and programs.

Neighborhood Revitalization
HIP works with low-income homeowners to coordinate and facilitate exterior upgrades and home repairs necessary to improve energy-efficiency and compliance with current housing codes. The Home Restoration Façade Improvement Program provided 50 Prince George's County homeowners with home improvements including new roofs, windows, siding, landscaping, driveways, and walkways in 2017.

By the Numbers

$222,039
Average 2017 HIP Home Sale Price

$50,513
Average HIP Homebuyer Household Income

$2,495,316
2017 HIP Single-Family Development Dollars Invested

$6.24 million
Amount Leveraged in Kentland/Palmer Park Community
Great Partnerships Doing ‘Great Things’ for the Affordable Housing Community

Tisa J.D. Clark, President of J.D. Clark Professional Services, LLC, first came to HIP in 2012 as a general contractor for our HIP Homes single-family development program. She quickly became one of our favorites – always going the extra mile to find just the right fixture and finish to make that house a special home for a first-time homebuyer. In five years, Tisa has renovated 22 homes for HIP and has overseen façade improvements for 50 homes in the Kentland neighborhood. Tisa is based in Prince George’s County, and was recently selected for a Minority Business Leader award by the Washington Business Journal after being nominated by HIP.

Way to go, Tisa!

What projects have you worked on with HIP?
We support HIP as a property maintenance company and a construction company. Some of the properties that we have touched in either capacity appear below.

Which house or project has been your favorite?
There are several. I love the porch at 3624 Key Turn. I love the front door/entrance to 7108 E. Lombard. I love the full renovation at 6202 Field Street. I love the first floor at 4851 Huron. I love the foyer at 6805 Keystone Manor.

Tell us about a funny experience you had while working with HIP:
During Kentland/Palmer Park Façade Improvement Phase 1, we were doing all of the exterior work during the winter months, starting at the end of November 2015. We would have a weekly walk-through in the community, and each week we would have a great laugh as no matter which day we chose we would be out and about on the most treacherous day. We experienced below freezing temperatures, sleet, rain, and snow. We paralleled ourselves to the United States Postal Service – nothing could keep us from this community.

Is there anything else you want to share with our annual report readers?
Out of all our clients, my heart and passion are most connected to HIP for the great things they are doing for the affordable housing community and making homeownership possible. It gives me great joy to work alongside this organization and to hear all the wonderful, life changing stories that I am able to support.

Some of the properties that Tisa has worked on:

- 2017 Ray Leonard Road
- 2327 Lakewood Street
- 2505 Jameson Street
- 3201 Prince Ranier Place
- 3409 Navy Day Drive
- 3532 Community Place
- 3624 Key Turn Street
- 4662 Lamar Avenue
- 4851 Huron Avenue
- 5258 Daventry Terrace
- 5309 Broadwater Court
- 6202 Field Street
- 6805 Keystone Manor Court
- 7108 East Lombard Street
- 8012 Sheriff Road
- Kentland Façade Improvement Program, Phase 1 and 2
**Homebuyer Education**

HIP provides HUD-certified “First-Time Homebuyer” workshops and one-on-one counseling to prospective homebuyers, plus an online pre-purchase counseling course. These courses focus on preparing participants for the home purchase process, including identifying the right loan, understanding mortgage payments, and avoiding housing cost burden. Participants receive certificates of completion which can be used when applying for down payment and/or closing cost assistance programs. Through workshops, online courses, and one-on-one counseling HIP educated 775 potential first-time homebuyers in 2017.

**Financial Capability Counseling**

Through one-on-one counseling and workshops aimed at rebuilding credit, budgeting, and increasing savings, HIP’s financial capability program helps homeowners, potential homebuyers, and renters, as well as families recovering from homelessness, reach their financial goals and provides them with the knowledge and training needed to achieve financial sustainability.

**Foreclosure Prevention**

HIP’s certified foreclosure prevention counselors work with clients and their mortgage companies to obtain modifications and refinance options for homeowners facing foreclosure. In 2017, HIP provided foreclosure prevention counseling services to 448 homeowners through individualized, one-on-one counseling. Of that number, 40% avoided foreclosure by reaching a workout agreement with their mortgage provider.

**Rapid Rehousing**

In partnership with Prince George’s County’s Department of Social Services, HIP provides intensive coaching and case management to families transitioning out of homelessness into permanent housing, providing declining rental subsidies and financial coaching to ensure clients achieve housing security and financial sustainability following a year of support. In 2017, HIP provided 38 families with intensive case management services and financial capability coaching as they transitioned out of homelessness into permanent, secure housing.
HIP Rapid Rehousing, Transitioning Families from Homelessness to Secure Housing

In 2016, the [Smith] family found themselves in a homeless shelter in Prince George’s County after a sudden loss of income. Ms. [Smith] had been employed at a state agency but was downsized and unable to locate another job to support her family.

The [Smiths] and their two children spent the next five months living in a shelter, during which time Ms. [Smith] secured a temporary position with MVA and began earning a limited income. Through Prince George’s County’s Department of Social Services, the family was referred to HIP’s Rapid Rehousing program and began the process of transitioning out of the shelter and into permanent, secure housing. HIP counselors helped the [Smiths] negotiate with potential landlords to secure a rental and provided assistance with the security deposit as well as a flexible, monthly rental subsidy. The [Smiths] then began the intensive case management component of HIP’s Rapid Rehousing program aimed at helping families access necessary resources to become financially stable.

Initially, the [Smiths] struggled as they qualified for a limited number of apartments due to the family’s limited income and poor credit history. Nevertheless, the family worked hard to increase their income, pay down debt, and stay current on their rent. HIP’s financial coach worked to connect them with workforce development opportunities and financial resources, and within six months of entering the program the [Smiths] had saved enough money to purchase a car. With reliable transportation, Ms. [Smith] was able to secure a new job with better pay and benefits for the family.

After 12 months of working with HIP, the [Smiths] had a stable income and were able to qualify for an apartment in the newly constructed Bladensburg Commons (which HIP partnered in developing). The new apartment provided a safe and secure home for the family as they continued to thrive. Shortly after moving in, Mr. [Smith] secured part-time employment and the family is now working with HIP’s housing counselors towards their next goal of becoming homeowners.

By the Numbers

$1,421
Average Monthly Payment

$4,740
Average Annual Reduction

$1,102
Average Increase in Savings

Buyers who were counseled or educated through HIP purchased homes with an average monthly mortgage payment of $1,421 and an average fixed interest rate of 4.1%

Homeowners who worked with HIP’s counselors and secured a mortgage modification had their annual mortgage payment reduced by an average of $4,740

Participants in HIP’s intensive Financial Capability program achieved an average 65-point increase in credit score, $330 reduction in debt, and $1,102 increase in savings over the course of 6-12 months.
THANKS TO OUR PARTNERS & SUPPORTERS

Individual Supporters

Mary Addison
Richard and Joan Ahrens
Roger Aldridge
Malcolm Augustine
Anne Balcer
John and Debra Bassert
Sandy Bell
Carol Bonkosky
Deborah Braxton
Allie Brown
Richard Canino
Barry Castillo
Jerry Coursy and Mary Griffin
Stowell Davison
Gilbert Delorme
Frank Demarais
Daniel and Dianne Dillon
James Dillon
Peter Dowling
Alaine Duncan
Richard Edson
Jay Endelman
William Gardiner
Laurel Glassman
Jamesen Goodman
Winston Harris
Lisa Kim and Andrew Schwartz
Ava Kuo
Catherine Kyle
John Lammers
Steven Larsen
Sallie Lyons
Rafael Marimon
Kenneth and Martha Mathews
Irene McDonald
Michael McRae
Carole and Paul Moore
Ann Marie Moriarty
Brendan O'Neill
Owens Living Trust
Samuel J. Parker, Jr.
Cheryl Peckenaugh
Polly Pettit
Anna and David Rain
Dwight and Laura Robeson
Gail Robinson
Albert and Janice Romansky
Carlynn Rudd
Audrey Rutkove
Peggy Sand
Ari Schnitzer
Dorothy and Myles Schultz
Andrew Schwartz
Rose Scott-Fituwi
Nancy Sherwood
Barbara Shuttleworth
John Spencer
Elizabeth Stone
Ethan Stone
Susan Sundermann
Denise and Melvin Thompson
Andy Torres
John and Janet Townshend
Brian Tracey
Erik Whisenhunt
Martha Stone Wiske
Evelyn Woods
Peter Wolfe
U.S. Charitable Gift Trust - Curtis Weiss

Businesses

AMDM Properties, LLC
BB&T Bank
Caldwell Community
Capital One Services, LLC
Cerrito Family Properties
Cerrito Management
Cerrito Realty
Creative Consultants
E*Trade
Fannie Mae
Hamel Builders
J.D. Clark Professional Services, LLC
Jones, Maresca & McQuade, P.A.
MGM Resorts International
Milestone Title, LLC
PNC Bank
RKR Construction Company, LLC
Wells Fargo
Zavos Architecture + Design

Foundations

Bank of America Foundation
The Morris & Gwendolyn Cafritz Foundation
Catalogue for Philanthropy
Cathay Bank Foundation
Citi Foundation
Enterprise Community Partners
Greater Washington Community Foundation
Community Foundation of Prince George's County
Housing Association of Nonprofit Developers
Jerome and Deena Kaplan Family Foundation
Meyer Foundation
National Fair Housing Alliance
Prince George's County Arts Council
Sandy Spring Bank Foundation
TD Charitable Foundation
United Way of the National Capital Area
Wells Fargo Foundation

Governments

U.S. Department of Housing & Urban Development (HUD)
State of Maryland, Department of Housing and Community Development
Montgomery County
Prince George's County
Office of Prince George's County Council
Member Danielle Glaros
City of Gaithersburg

Connect with HIP

Online: www.hiphomes.org

Montgomery County
12900 Middlebrook Road, Suite 1500
Germantown, MD 20874
(301) 916-5946

Prince George's County
6525 Belcrest Road, Suite 555
Hyattsville, MD 20782
(301) 699-3835

640 East Diamond Avenue, Suite C
Gaithersburg, MD 20877
(301) 840-3275