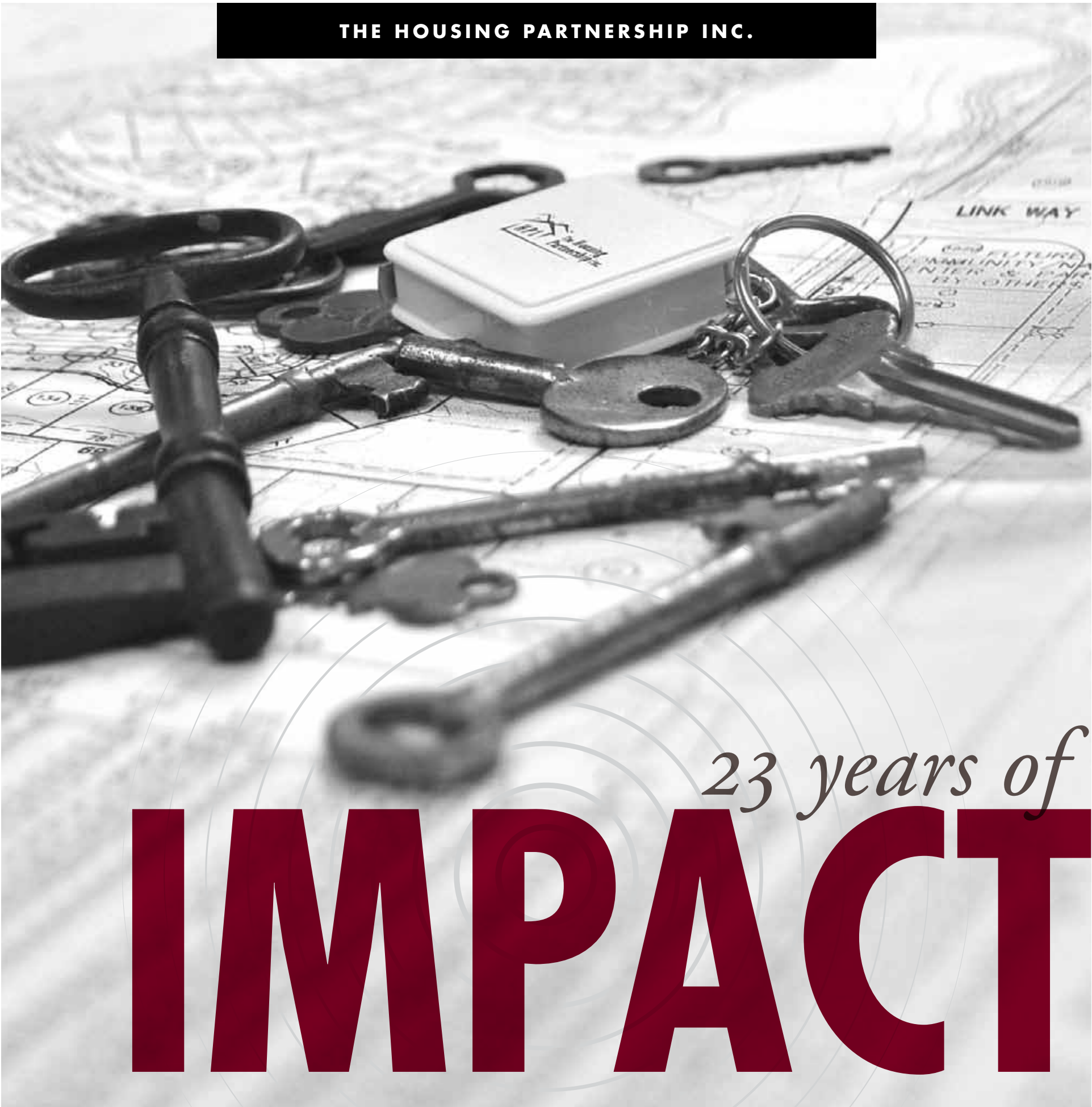


THE HOUSING PARTNERSHIP INC.



*23 years of*  
**IMPACT**

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*A look back at The Housing Partnership, Inc.'s impact on the Louisville community since 1989.*



321 Guthrie Green | Louisville, Kentucky 40202 | 502.585.5451

[WWW.WEAREHPI.ORG](http://WWW.WEAREHPI.ORG)

# HPI MILESTONES



Dear Friends,

The mission of HPI is to create, sustain and promote access to affordable housing opportunities. For 23 years, we have worked hard to do that. In that time, we've developed our non-profit story—the list of the amazing things we believe we've accomplished. It has led us to ask ourselves one vital question.

What kind of impact have we really had?

Anecdotally, we have always believed our impact to be huge. It was huge for the clients of Apple Patch who never have to worry about safe, secure housing again. The grandmother who is in her own affordable apartment feels the impact. The mother who fled Nepal and is now able to grow vegetables in her own garden plot feels the impact.

Those stories are powerful. When we give tours, we lay bare these stories to prospective donors, board members and interested volunteers. Time and time again, we see people moved by the buildings we've produced and the lives we've touched. As powerful as these stories are, we felt a need to know what numbers back them up.

Have we been good stewards of the resources entrusted to us?

Do we provide good service to our stakeholders, whoever they may be—client, resident, donor, board member, volunteer?

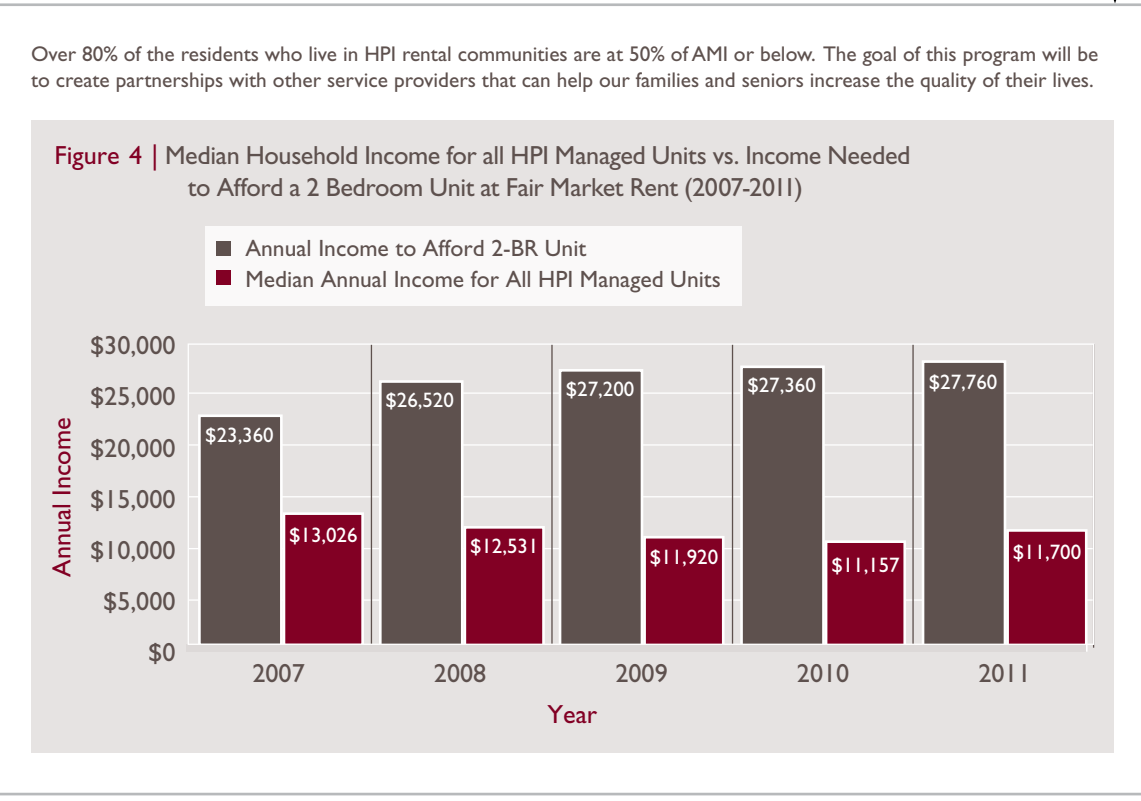
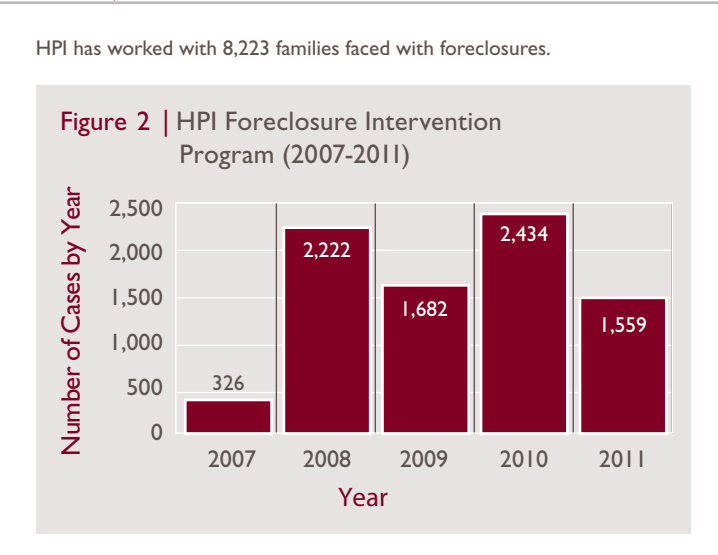
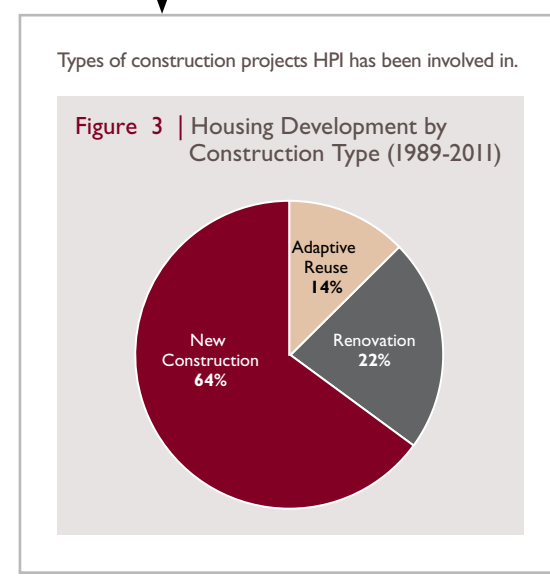
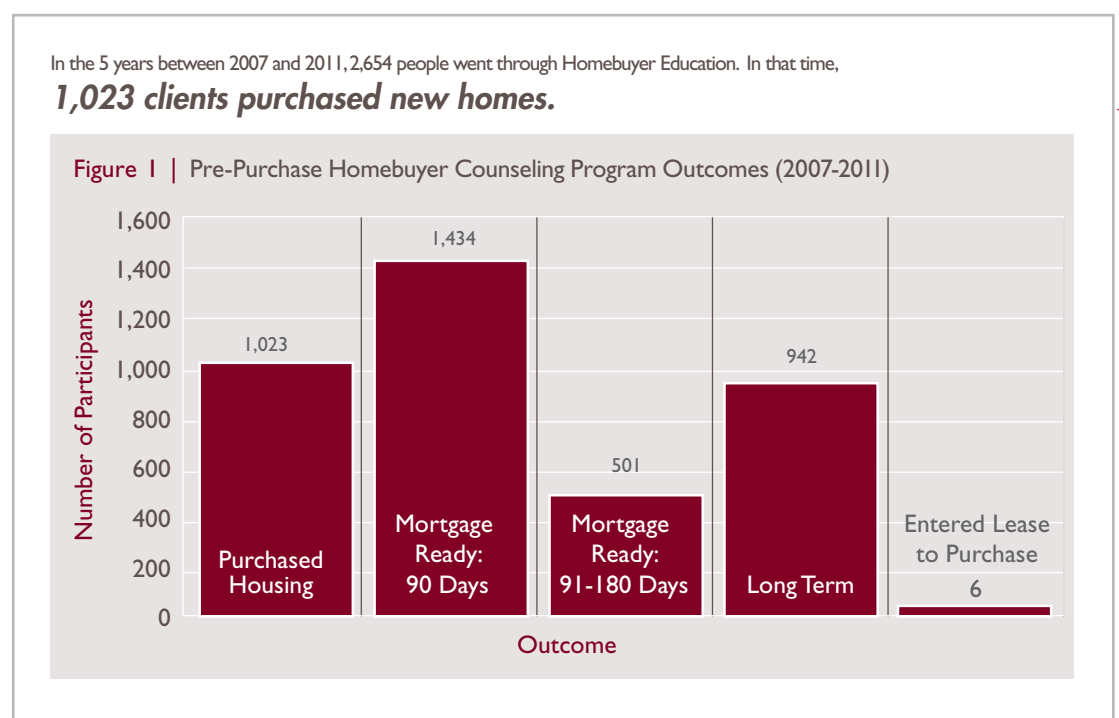
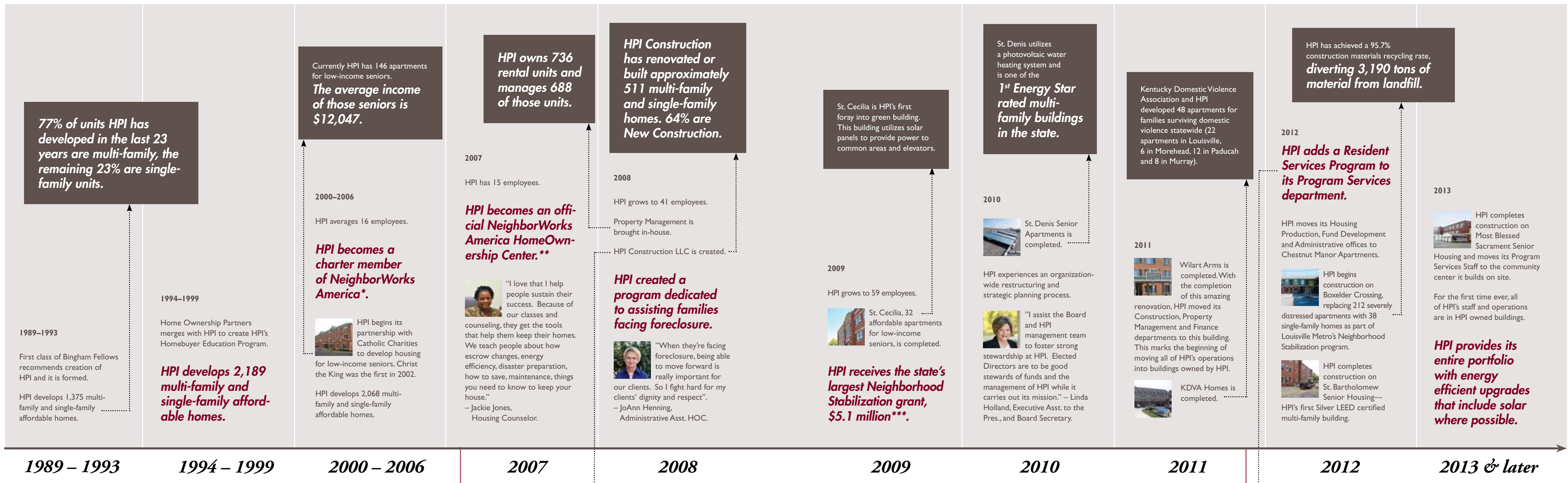
Are we operating with sustainability in mind—of the organization, the environment, the lives we touch?

To answer these questions, we commissioned a study by University of Louisville's Center for Environmental Policy and Management. They spent a few months combing through our records, analyzing our real estate development projects, counting the tons of construction materials we recycled. They examined our financial counseling databases and looked through our deal books for the properties we manage.

The pages that follow will tell the story they found. This story mixes the quantitative impact with the qualitative. We invite you to look through these pages.

Decide for yourself—where would Louisville be without HPI?

—Mike Hynes, President



**WHERE WOULD LOUISVILLE BE WITHOUT HPI?**

**HPI's first 23 years have yielded:**

- 6,585 affordable houses and apartments
- 5,805 local jobs created, including construction jobs
- Over \$98 million in Federal, state and local revenue
- Over \$47 million in ongoing local income
- Over \$8 million in local taxes on new construction multi-family units
- 665 local jobs sustained
- Over 3,000 tons of construction waste diverted from landfills
- Over 1,200 families who avoided foreclosure and kept their homes
- 736 families and seniors with safe, quality places to live

**A total investment of \$656,949,129**

\* HPI is 1 of 100 organizations in the NeighborWorks America Network that is a designated HomeOwnership Center. These Centers provide comprehensive housing counseling including: pre-purchase, post-purchase, energy efficiency and foreclosure prevention counseling. All of HPI's housing and foreclosure counselors have received training and certification from NeighborWorks America and HUD.

\*\* NeighborWorks America is a national network of 235 community-based non-profits who focus on community development and affordable housing. HPI is 1 of 5 NeighborWorks organizations in the state of Kentucky. NeighborWorks provides grant funds, training and technical assistance to its members. HPI consistently scores in the top 25% of all NeighborWorks organizations and in 2012 achieved its highest designation: Exemplary Status.

\*\*\* The Neighborhood Stabilization grant (NSP) helped create the Sunset Gardens subdivision in South Louisville. In June 2012, HPI held a Sustainable + Attainable Home Show to highlight environmentally responsible construction and home design. Sunset Gardens has 29 houses that were built as a result of NSP money—eligible buyers have opportunities for substantial down payment assistance. The Home Show in 2013 will be held at Boxelder Crossing.

HPI Developments by Number of Units and Housing Type

The size of the circle is indicative of how many units were built

● Multi-Family | ● Single-Family

Number of Households Seeking Foreclosure Counseling from HPI (2007 – 2011)

0-25 | 26-50 | 51-100 | 101-200 | 201-400 | 401 and greater



**CHESTNUT MANOR**

38 apartments

This apartment community in the Russell neighborhood will soon become home to HPI's Housing Production, Administrative and Fund Development departments. Innovative upgrades mixed with historic preservation are planned for the building. In an effort to increase the sustainability of the organization, HPI has plans to move all of its employees to buildings owned by HPI. No longer renting space downtown will save the organization a significant amount of money that will be better spent on programs and services.



**ST. CECILIA SENIOR APARTMENTS**

30 apartments

St. Cecilia Senior Apartments in the Portland neighborhood is one of our senior buildings. This building, whose rents are never more than 30% of each resident's income, has a community garden and solar panels that provide electricity for the elevators and common areas. St. Cecilia is an award-winning adaptive reuse of a former school building. It has won several historic preservation awards. A few of the residents even attended St. Cecilia when it was a school.



**ST. BARTHOLOMEW SENIOR APARTMENTS**

24 apartments

This building is HPI's third adaptive reuse of a former school building developed in partnership with Catholic Charities. The building will be home to 24 low-income seniors. St. Bartholomew will be a Silver LEED certified building—a huge feat for a historic property. St. Bart's has deepened HPI's commitment to green building which benefits the environment and more importantly, the residents who will have an easier time with the long-term affordability of their apartments.



**RAYMOND**

HPI helped Raymond obtain an Unemployment Bridge Loan through Kentucky Housing Organization which enabled him to pay his mortgage for 10 months and pay off \$60,000 in debt. According to Raymond, "We would have lost the house; we would have lost everything, if not for HPI."



**KDVA HOMES**

48 apartments

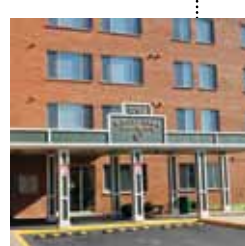
HPI partnered with the Kentucky Domestic Violence Association to create housing for families who have survived domestic violence. We developed 48 apartments—22 in Louisville, 12 in Paducah, 8 in Murray and 6 in Morehead. Six nonprofits came together to make that project work. KDVA Homes is one of many partnerships HPI has created with other non-profit organizations to create affordable housing for a diverse range of people including: homeless families, adults with developmental disabilities and seniors.



**ST. DENIS SENIOR APARTMENTS**

34 apartments

St. Denis Senior Apartments has won many awards for being the first multi-family Energy Star-rated building in Louisville, possibly in the state. This innovative senior community, developed in partnership with Catholic Charities, has a photovoltaic water heating system designed to save residents close to \$200 annually in utility costs. This building is a mix of new construction and adaptive reuse—a new wing was added to the old school. St. Denis also has a community garden and an active residents' council.



**WILART ARMS APARTMENTS**

66 apartments

Wilart Arms was a distressed high-rise building full of crime obtained by HPI in 2009. We remodeled the building, lowered the density, added in some 2 and 3 bedroom apartments and increased safety. During the remodel, approximately 40 residents remained in the building. Our Housing Production staff worked with them to get their input on the project and to make sure they were comfortable with the changes. We have relocated our construction team, property management and our finance and operations departments to this building.



**PARTRIDGE POINTE APARTMENTS**

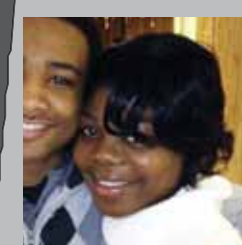
276 apartments

The inspiration for our new Resident Services program, Partridge Pointe is home to 276 families and has a community garden, playground and a water park. Approximately 50% of families at Partridge Pointe are refugee families resettling in this country. In 2004, when HPI took over Partridge Pointe, it was full of gangs, violence and drugs. Today, it is the epicenter of many of HPI's volunteer activities, most recently a school supply give away that provided supplies for 247 students living in HPI managed properties.



**BOXELDER CROSSING AND SUNSET GARDENS**

The Neighborhood Stabilization Program (NSP) helped create the Sunset Gardens subdivision in South Louisville. Sunset Gardens has 29 houses built as a result of NSP. These homes have the potential for substantial down payment assistance. Not half a mile away, NSP has also helped HPI develop Boxelder Crossing. These 38 single-family homes will be replacing 212 units of severely distressed and neglected housing. HPI hosted a home show at Sunset Gardens in 2012. The home show will be in Boxelder Crossing in 2013.



**TOMIKA**

Tomika works at Norton Healthcare and took advantage of the Employer Assisted Housing Program Norton has in partnership with HPI. Norton provides down payment assistance to eligible employees who then go through HPI's Home Ownership Program to purchase a house. Tomika says, "The program made me learn about things you don't think about. Like the differences in electric costs, water costs, even trash! I never had even thought about having to pay for trash pickup before." She still lives in her house with her husband and children.



**CECILE**

HPI worked with Cecile, helping her through Jefferson County's conciliation process which mediates solutions between homeowners and lenders in order to avoid foreclosures. We succeeded in getting her loan modified and her payments lowered. With a mortgage she can afford and relieved to be secure in her home with her grandchildren, Cecile looks back and says, "It was a tough road. Without HPI, gosh, I don't know what would have done. I probably would have lost my home."



**MOST BLESSED SACRAMENT SENIOR APARTMENTS**

30 apartments

Most Blessed Sacrament is the future site of HPI's fourth project to turn a vacant school into affordable apartments for low-income seniors. A former convent on the site will become a community center and home to all of HPI's Program Services including Foreclosure Intervention, Homeownership Education and Resident Services.

## PARTRIDGE POINTE

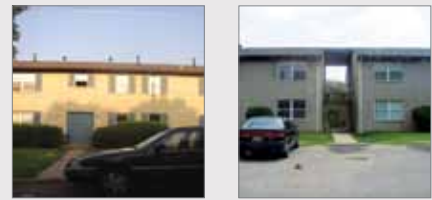
### Before

In 2004, Greystone Apartments was notorious. A cluster of buildings owned by several different owners, Greystone sat in disrepair near the corner of Manslick Road and Crums Lane.

The property suffered from 50% vacancy rates, yet it was a high-volume traffic area due to a rampant drug trade. Residents reported watching drug deals, seeing people steal cars and break into apartments. Lights were constantly broken. Safety was the number one concern of most residents trying to live their lives there.

Residents at Greystone often noted a lack of police presence in the area despite its reputation for drug dealing. There were no regular patrols in the area and residents reported response times of over 90 minutes when they did call the police.

Pizza places had stopped delivering pizza to Greystone out of concern for the safety of their drivers. Dare to Care had stopped delivering services to the families living there for the same reasons. It was dangerous and violent. Sadly, when HPI took over, staff often saw children as young as 10 or 11 acting as lookouts for the drug dealers.



**Chrystal Stoudemire**

Chrystal Stoudemire is the Property Manager at Bradford Pointe. This 74-unit apartment community own and managed by HPI sits adjacent to Partridge Pointe. "I make sure the residents here get to take advantage of what happens next door. On Dare to Care days, I'm knocking on doors saying, 'Let's

go! Grab a bag!' I want the kids here to enjoy the water park and the playground."

For Crystal, her job is all about creating community and showing the residents of Bradford Pointe how much she cares. "We have a woman who has a health issue that make it impossible for her to access her second floor apartment. I'm working with Maintenance to turn a downstairs unit into a handicap accessible unit so she can stay. I love watching the residents at Bradford Pointe come together when another resident is in need. I see it happen again and again."

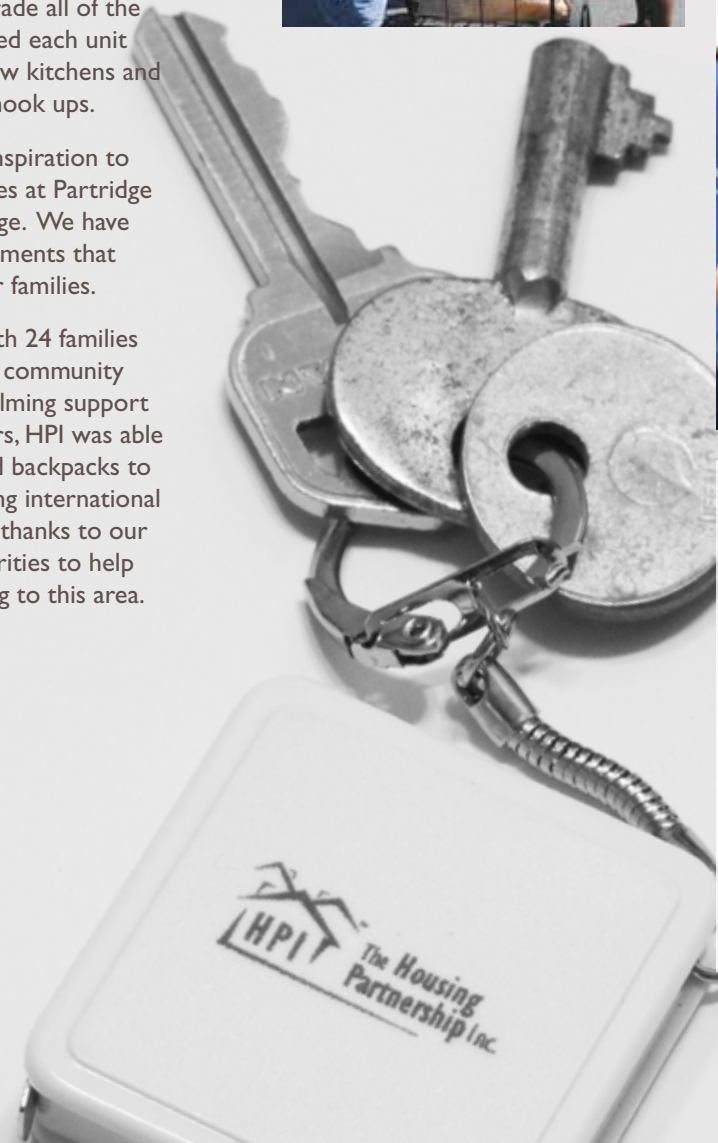
### After

Starting in 2004, HPI began to clean up Greystone. We renamed the property Partridge Pointe Apartments. We engaged in a partnership with the police and we put a fence up around the perimeter, making it more difficult for the drug dealers to drive through the area. We had abandoned cars towed off the property and moved out the residents who caused the most problems.

In 2009, we completed an upgrade all of the units and buildings. We provided each unit with Energy Star appliances, new kitchens and bathrooms and washer-dryer hook ups.

Partridge Pointe has been an inspiration to our staff. Today, occupancy rates at Partridge Pointe stay in the mid 90% range. We have saved and revitalized 276 apartments that are now affordable and safe for families.

In 2011, volunteers worked with 24 families at Partridge Pointe to create a community garden. In 2012, with overwhelming support from the donors and volunteers, HPI was able to handout school supplies and backpacks to 247 children. We have a thriving international population at Partridge Pointe thanks to our partnership with Catholic Charities to help resettle refugee families coming to this area.



**Ron Huff**

Ron Huff is a Maintenance Technician for Partridge Pointe

Apartments. He started working at Partridge Pointe still very aware of its reputation when it was Greystone, "I was a little worried. It was dangerous back then." Since his first day, he's been proud to be part of what he sees as a major change.

Ron says, "People need me to be here to do the things I do. The residents trust me to keep their lives comfortable. I feel like I'm an important part of the change here."

He has met several inspiring residents like one gentleman who lost his wife to Saddam Hussein's regime in Iraq. "He's been able to create a happy life here. He has a family now and we provide him with a safe, well-maintained place to live." Ron has also been inspired by activities at Partridge Pointe like the community garden and the school supply drive. "I feel like we're doing a really good job."

## WILART ARMS

### Before

When HPI first bought Hallmark Apartments it was infamous. This 4 story building surrounded by single-family homes contained 100 1-bedroom apartments. It was not configured for families at all and was way too dense for its location.

Residents had nicknamed Hallmark Apartments New Jack City after a movie about a gang that takes over an apartment building. No one felt like they could walk down the halls safely.

The first time our maintenance staff attempted to reach the fourth floor they were met at the elevator by armed men who told them to go back down—no one was accessing the fourth floor, it was theirs.

There were single parents living with small children in this building and elderly people, many of whom were disabled. They had no choice but to stay. They couldn't move.

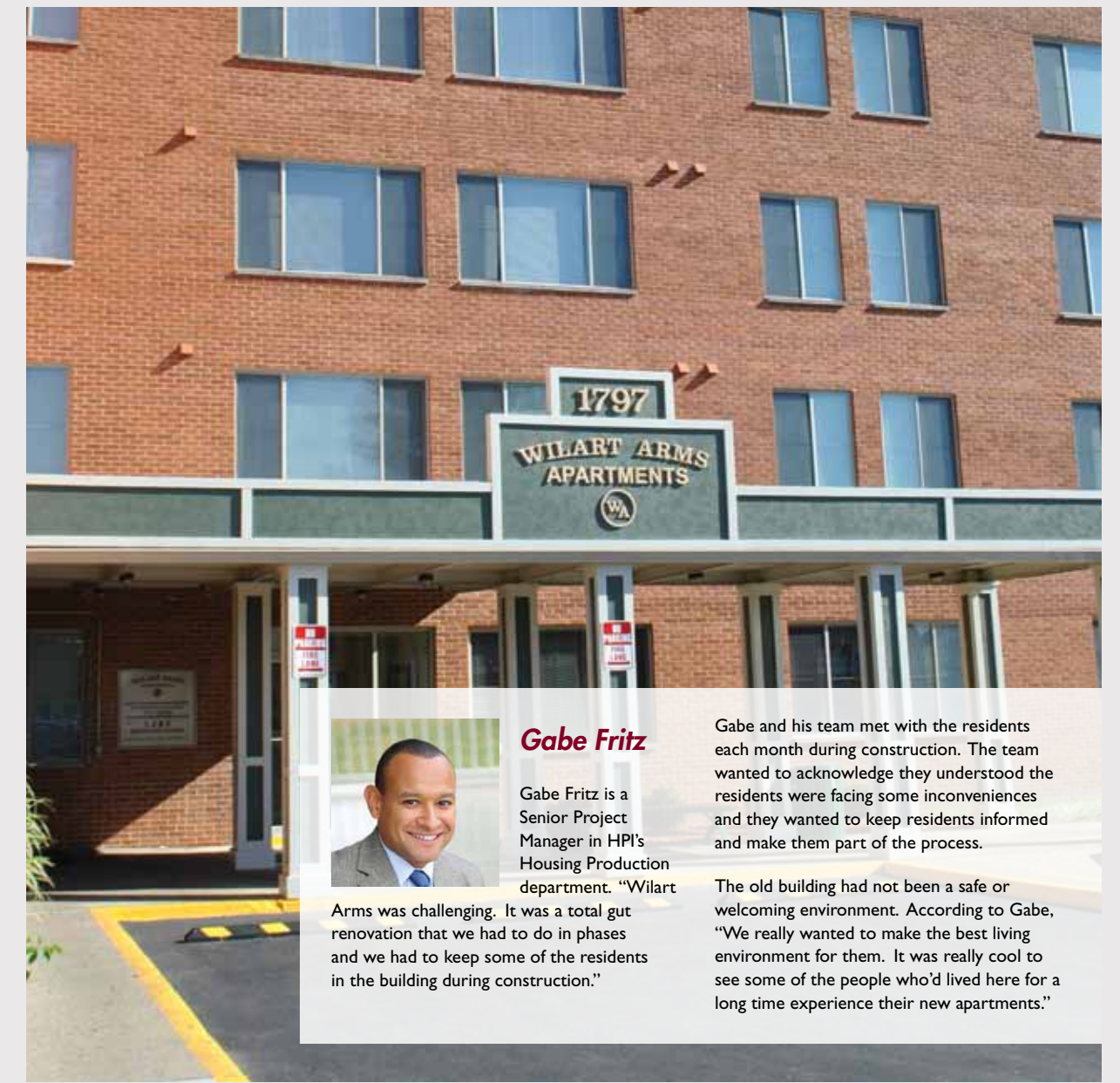


### After

Determined to make this building safe, we hired security and cleaned out the fourth floor. We began the process of remodeling the building. The remodel happened in two phases and approximately 40 families lived on site as phase 1 happened. Our housing production staff met with these families every month, keeping them up to date on the progress and seeking their input.

HPI lowered the density of the building down from 100 apartments to 66. We added in some much needed 2 and 3 bedroom apartments. The inviting lobby and reception area now opens onto a beautiful courtyard with grills, picnic tables and a playground. A computer lab is available to residents as well.

We moved our construction team, our property management department as well as our finance and operations department to office space in Wilart Arms and view it as a model for moving all of our staff to properties we own.



**Gabe Fritz**

Gabe Fritz is a Senior Project Manager in HPI's Housing Production department. "Wilart

Arms was challenging. It was a total gut renovation that we had to do in phases and we had to keep some of the residents in the building during construction."

Gabe and his team met with the residents each month during construction. The team wanted to acknowledge they understood the residents were facing some inconveniences and they wanted to keep residents informed and make them part of the process.

The old building had not been a safe or welcoming environment. According to Gabe, "We really wanted to make the best living environment for them. It was really cool to see some of the people who'd lived here for a long time experience their new apartments."



**Joe Farley**

Joe Farley is the Director of HPI Construction.

He feels strongly about HPI's mission to build affordable housing and works hard to use HPI's resources in the best way possible to provide the most affordable, energy-efficient, long lasting homes for our clients and residents.

Joe has appreciated moving his team's offices to Wilart Arms. "Being

here every day gives me a better understanding of who we serve. I get to see what parts of our design and construction work for residents. It's one thing to sit in an office and try to design something it's another thing to experience people living in it."

He believes that as we prioritize where to spend money on our construction projects, energy efficiency is the best way we can spend it. "When HPI is gone, the people who live in our apartments and houses will continue to see those savings for the life of their homes in lower utility bills and higher quality materials. And that's a big part of affordability."



## GET INVOLVED WITH HPI

### **Donate**

A gift of as little as \$25 can help seed a community garden

### **Stay Informed**

Become an HPI member and sign up for our e-newsletters on our website at [WeAreHPI.org](http://WeAreHPI.org).

### **Volunteer**

Get involved in our upcoming events. For more information visit our website at [WeAreHPI.org](http://WeAreHPI.org) or call (502) 814-2730.

### **Educate**

Are you or is someone you know planning to buy a house? Check out our Counseling and Education courses available in person or online!

### **Promote**

Engage your company, join our Board of Directors or one of our committees and enrich our cause with your leadership and ideas.

### **Join a Lifetime Donor Circle**

One of the most effective ways you can contribute to our mission is through donations. Become a member of one of our Lifetime Donor Circles and enjoy a lifetime of HPI commitment.

### **Follow us on Facebook and LinkedIn**



**Anita Mosley**

We all bring something different to the table. Something rewarding. That's what makes it so exciting to help people. We can reach out and touch someone's

life even if we aren't out front as their property manager or counselor. I just love that HPI cares.



The **Housing Partnership** Inc.

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