



MOVING IN, MOVING BACK & MOVING ON

As Alliance Housing approaches its third decade, we are still on mission, still pursuing the ideas that set us apart and make us so successful in keeping people housed and off the street.

An important value of Alliance Housing is to maintain rents that are affordable for very low-income people. Felicia moved to Minneapolis from Chicago with her two daughters eight years ago. After staying in several shelters, Felicia lived in apartment buildings where she ended up paying 95% of her income in rent. She is an early childhood teacher at the Abbott Northwestern YWCA – hard work, but worth it, since the families love her, and want her to stay. Just a month ago, after being on the Alliance Housing waiting list for a year and a half, Felicia finally got the call from Bob Bono, our property manager, that there was an apartment available for the family. Felicia was “beyond elated” saying it was a “dream come true” and “someone needs to pinch me.” Even though she had not yet seen the inside of the apartment, she knew that she could make it a home for her family. Not only is the new apartment a few blocks from Felicia’s work and her church, her daughters’ best friends are nearby. And her younger daughter will now be able to go to Roosevelt, where her big sister just graduated. Now Felicia will no longer be paying an exorbitant amount of her pay in rent, and she will be able to



save up some money for her family and their future.

Alliance funds its property renovation and construction with non-amortizing government capital that doesn't have to be paid back unless the property is not run as promised. This and its generous donors who cover 5-10% of expenses rents don't cover allows us to keep rent affordable to low wage workers and people on a fixed income. Comparative rent research shows we're 10-25% below even apartments that are considered affordable in the marketplace.

Another value of Alliance is to provide people with a second chance by screening people in, not out of our housing. Whether it be credit, criminal convictions or past evictions, Alliance believes that everyone deserves a second chance. We have the philosophy that if you pay your rent and follow the rules, you can stay. Cynthia’s story is an example of following this philosophy.

After losing home, family, and possessions due to an addiction to crack, Cynthia felt like she didn't have anything to live for.

That was 18 years ago. Now Cynthia has the admiration of our property manager, who just beams when he speaks of her and calls her a “model tenant”. But there were lots of bumps along the road.

Cynthia has lived at three different Alliance sites. She lived at our Pillsbury rooming house for about 4 years and was the only woman there at the time. She also lived in one of our Phillips duplexes. Since July of 2017 she has lived in an Alliance property on the North Side. She likes that Alliance has been flexible



with her, and seen her through some rough times, and has allowed her back for a third time. She now tries to pay her rent ahead of time, not just on time. She’s turned her life around. She’s reunited with her children; she feels a lot better about herself. She’s working hard at Burger King. Cynthia says, “I can go home, I put my keys in the door. I can eat when I want. I can do things when I want.” She appreciates these small things that make her independent.

60+% of Alliance’s tenants would be rejected by standard rental screening criteria of other landlords: felony conviction or eviction in last 5 years and rent more than 50% of their income.

Perhaps the value that keeps it all on track is to practice relational management. While it is important to provide guidance, housing that is affordable to very low-income people, and to give people a second chance during the screening process, none of these

matters if, once people are living in our housing, there isn’t a property manager who understands the struggles and works with residents to keep them housed. Sometimes a resident might not have all of their rent. Bob Bono works with them to set up a plan to get caught up and keep them off the street. Sometimes residents break the rules.

Dustin, formerly a tenant at our 2011 Pillsbury rooming house, decided after several talks with Bob, that it was more important to have a secure roof over his head rather than have loud parties and disturb his neighbors. After being homeless for 3 years, Dustin developed a stable



housing history after 3 years with Alliance and moved on to more independent housing. Relational management takes more time and expertise than simply giving up on someone with a problem and throwing them out.

38% of Alliance’s tenants are considered long term homeless (LTH – 1 year of homelessness or 365 days of homelessness over 4 years) before finding a home in one of Alliance’s apartments. Many were unstably housed before move-in or have one or more shorter experiences being homeless.

Currently, single adults have an average length tenancy of 3 years (with a range of 3 months to 15+ years). For families, the average length of tenure is 2.7 (with a range of 3 months to 10+ years). For many, this is their longest period of housing stability.

Alliance has many examples of tenants like Dustin that have successfully moved on to other housing. We can also point to examples of tenants like Cynthia, who needed a second (or third) chance and are now stable. And some, like Felicia, are just starting out with us, and are thrilled with the opportunity to get their lives on track. They all illustrate our nearly 30 years of mission-focused work.

FINANCES

2018 - 2019

Statement of Activities &
Changes in Net Assets
For the 12 months ending
June 30, 2019

Support and Revenue:

Contributions	\$212,983
Government Grants	\$228,087
Partnership Management Fees	\$191,046
Rental revenue	\$1,795,090
Miscellaneous income	\$20,754
	<hr/>
	\$2,447,960

Operating Expenses:

Administrative & Management	\$90,889
Fundraising	\$43,386
Basic Needs Housing Management	\$949,897
Workforce Housing Management	\$1,564,888
Program services	\$269,977
	<hr/>
	\$2,919,037

Government Grants for
Predevelopment & Other
Changes in Net Assets **-\$278,776**

Statement of Financial
Position
As of June 30, 2019

Assets:

Cash - Operations	\$243,044
Cash - Restricted	\$2,282,333
Other Receivables	\$32,339
Prepaid Expenses	\$99,708
Rental Properties, Net	\$25,375,852
Other Assets, Net	\$15,703
	<hr/>
	\$28,048,979

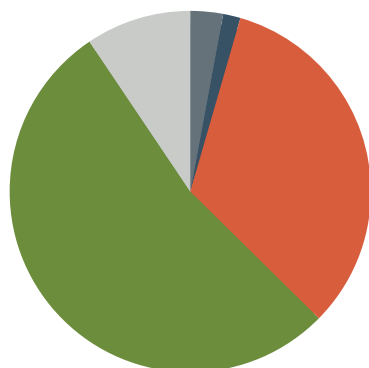
Liabilities:

Accounts Payable	\$124,460
Accrued Payroll & Related	\$24,981
Accrued Real Estate Taxes	\$136,457
Security Deposits	\$121,111
Line of Credit	\$100,000
Debt	\$11,296,771
Deferred Notes Payable	\$3,602,908
Accrued Interest - Short & Long Term	\$757,498
	<hr/>
	\$17,916,796

Net Assets:

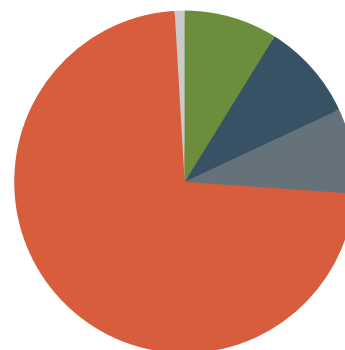
Unrestricted	\$8,756,531
Temporarily restricted	\$1,375,652
	<hr/>
	\$10,132,183

Total Liabilities and Net
Assets: **\$28,048,979**



Audited Expenses

- Administrative & Management
- Fundraising
- Basic Needs Housing Management
- Workforce Housing Management
- Program Services



Audited Revenues

- Contributions
- Government Grants
- Partnership Management Fees
- Rental Revenue
- Miscellaneous Income

GOOD NEIGHBOR CIRCLE

AFSCME Local 34
Tom Beer and Rita Doucet
Leo and Sue Bulger
Cermak Rhoades Architects
Bob and Nancy Christensen
Joe and Jean Crocker
Foundation for the
Development of People
Frerichs Construction
Company
Darryl Graves and Linda
Bennett-Graves
Gray Plant Mooty Foundation
Guaranty Commercial Title,
Inc.
Rolf Hage*
Hayes Gibson Property
Services
Mark and Margaret Hottinger
Barbara Jeanetta and Mark
Richardson
Nancy Kiskis
Dean and Sarah LeDoux
Nicole Lettner
Bob and Mardie Marshall
Andi and Mike Marston
John and Connie McMahon
Richard and Kimberly Merriam
Bill Moore and Mary Wagner
David and Monica Nassif
National Checking Company
National Equity Fund, Inc.
Francis Neir
J. Thomas and Janet Rajala
Nelson Fund
Rick and Lisa Nelson
NorthPoint Health and
Wellness Center
Ben Olk III and Kris Berggren
Beth and Rob Reinhart
Jason Richmond
Robert E. Fraser Foundation
Rajdeep and Jasjeet Singh
Steven and Stephanie Smith
Sunrise Banks
John and Jill Trautz
Tri-Construction
U.S. Bancorp Community
Development Corporation
US Bank
Watson Forsberg General
Contractors

Wells Fargo Foundation
Minnesota
Mark and Cathy Welna
Dan and Carol Wolfe
Alison Morse and Peter Yackel
Paul and Debra Zisla

LEGACY GIFTS

Mary Jo Henning
Michael Peller

DONORS

A Fresh Look, Inc.
Andriana Abariotes
Bruce and Teresa Ackland
Mary Adair and Gerald
Jorgenson
Mary Adams
Joel Akason
Alexandra Alfsen
All Seasons Garage Door
American Center for
Philanthropy
Ameriprise Financial Giving
Campaign
Susan Anderson
Gail Anderson
Beverly Anderson
Mary Ann Andreason
Mary Arbisi
Thomas W. Atchison and
Mackenzie Moy
Brian Balleria
Elizabeth Barchenger
Lisa Bartkowicz
BDS Laundry
Stacy Becker
Amber Becker
Virginia Becker
Peter Benner *
Mariann Bentz and William
Burlson
Tracy Berglund
Sarah Berke
Gregory Bienias
Alison Boerner
Robert Bono and Susanne
Gerndt
Boston Scientific Employee
Giving
Barbara Broen and Greg
Finzell
Mike Brown
Robyn Bruggeman
Carole Buchanan-Brown*
Eileen Bujold

Paul and Shannon Burke
Donor Advised Fund
Business Essentials/Bertelson
Brothers, Inc.
Barbara Butler
Buuck Family Foundation
Breanne Byiers
Mary Pat and Kathy Byrn
Arthur Campbell
Andy Carlson
Rose Carr
Susan Carr
Alberta Carroll
Mary Cave
Centraire Heating & Air
Conditioning, Inc.
Mary Chilvers
Steven and Julie Christensen
Angela Christy
Jean Clark
Clausen's Service Center
DeeAnne Cleary
Barry Cohen
Judy Cohn
Ruth Colby*
Jim and Linda Comb
Community Thread
Kathleen Conklin
Beth, Jen, and Mark Conlon
Steven and Judy Conrad
Deborah Cornell
David and Jeanne Cornish
Giving Fund
Maureen Cuddigan
Terry and Kathy Cummings
Neil Davis
Mary Deaner and Ehud Snir
Destiny Real Estate Investment
Alex Dietz
Jessica Donahue
Rees Dooley*
Gail Dorfman
Richard Doyle
Diane Dube and Peter W.
Gorman
Edina Realty Foundation,
Highland Park Branch
Teresa Enriquez
Matthew and Meghan
Gage- Finn
Roger Finney and Jeannine Lee
HT Fish
Daniel Fisher
William Fisher
Ed Flahavan and Susan
O'Leary
Jamey Flannery
Flannery Construction
Dan and Kathy Flicek

David and Carol Forsberg
Frank Forsberg and Mary
Heer-Forsberg
Robert and Jolene Forsberg
Dale and Sara Forsberg
Jim Fournier
Danielle and Luke Franklin
IBEW Local 292
Lara Friedman-Shedlov
Paul Gates and Marie
Franchett
Joan Gilbertson
Ann and Tracy Godfrey
Fred and Ruth Gonnerman
Leota Goodney
Leif Grina
Michael Guild
Laurie and Dee Halberg
Christine Hamilton
Carol and Ned Hancock
John Hannahan
Donald and Francisca Hanson
Lyle and Cheryl Hanzal *
Peggy and Charl Hardy*
Regina Harris
Barbara Haugen
William Hefner and Julie
Rohovit
Barbara Helling
Cheryl L. Hennen
Jonathan Hill
Judy Hinck
Lisa Hollingsworth and Andy
Carlson
Matt and Rose Horovitz Fund
Mark Houser
Jean Howell
Ramonica Jacobs-Wilder
Helen Jansma
Tina Johnson
Jennifer Johnson
Brad Kahley
Jeanne and John Kantonen
Patricia Kasimor
Chris Kirwan
Jan Kleinman and Fadil
Santosa
Kat Kluegel
Marsha Knittig
Morris and Lana Knopf
Evelin Knorr Reinitz
Benedict Kohler
Peter Komarek and Lisa
Nelson Giving Fund
OlympiaTech Electric
David Krall and Mary Burnison
Kati Kreiser
Martha Krikava
David and Cathie Krueger
Del LaFave

Laketown Insurance Agency
 Lorna Lamirande
 Laurie Lanca and J. Capacchione
 Candace Lang
 Electa Lang
 Ed and Lois Langerak
 Lorie Larson*
 Susan and Mark Larson
 Susan and Mark Lasoff
 Gerard Lauer
 Hans Frederick Law and Janette Law
 William and Karen Law
 Suzanne and Andy LeFevour
 Paul and Julie Legler
 Jeanne Leibel
 Jarett Lettner
 Mark Lindholm
 Twin Cities LISC
 Calvin Littlejohn
 Lockhart Family Fund
 Greg Lough
 Kathy Low
 Kathryn Lowery
 Lowry Hill Neighborhood Association
 J.A. and S.H. Madole
 Mahoney Ulbrich Christiansen & Russ, P.A
 Market Analyst Professionals
 John D. Mayhew
 Don McCall and Tom Richardson
 Mary R. McCarthy
 Rose McCullough
 Peter and Charlotte McDermott
 Autumn McGovern
 Mary McGurran*
 Anita McKee
 Susan McLorg-Moore and Greg Moore
 Judy Meath
 Mike Menner and Margaret Grosspietsch
 Ryan Menter
 Metro Sales, Inc.
 Jeffrey Meyer
 Maria Michlin*
 Cynthia Micolichek
 Minneapolis Regional Labor Federation
 Paul Moe and Karine Swenson Moe
 Sherilyn Moe*
 Bruce and Audrey Moe
 Jim and Carol Moller
 Diane Mountford
 Patty Murphy

Tim and Mary Nantell
 Jana Nelson
 Averal Nelson and Cathy Polasky
 Eleanor and Bill Nickels
 David Norton
 Erika Oberpiller
 Thomas O'Connell and Rebecca Heist
 Rita Olk and Benedict A. Olk, Jr.
 Kari Olk
 Reid Olson
 David Orlady
 Gabriel Orlet
 Joe Palen
 Melanie Paradise
 Lois and Steve Parker
 Parker Creative Communications
 Chuck and JoAnne Parsons
 Stephan and Mary Patnode
 Paul Gates Architects
 Peace Presbyterian Church Mission Group
 Jackie Peak
 Tamara Pearson
 Mary Pepin
 Jim and Donna Peter
 Luke Peterson
 Anand Philip
 Nettie Pignatello
 John Pikala
 Ted and Mary Pouliot
 Audrey Preston
 Suzanne Rachel
 Randy's Environmental Services
 Doris Rausch
 Pat and Sue Reddin
 John Reinan
 Barbara Renshaw
 Mary Resemius
 Karla Reyerson*
 Todd Rhoades and Therese Cermak
 Brian Rice
 Richard M. Schulze Family Foundation
 Anna Richardson
 John and Catherine Ries
 Paul Roberts
 Nate Robitschek
 RPZ Testing
 Melanie Ruda and Kathleen McDonough
 Ebenezer Fellowship SDA Church
 Jason Schmidt
 Susan Schmidt

Dan Schultz
 Securian Financial*
 Wayne Serie
 Yvonne Forsythe
 Marcy Shapiro
 Jeff and Nanci Shapiro
 T.J. Sheldon
 Sheridan Ventures LLC
 Mark and Shelley Sherman
 Lyndon and Christy Shirley
 Tammy Shockley
 Eleanor Skelton
 Hugh Smeltekop and David Fey
 Laura Smith
 Anna Smith
 Sobocinski Living Trust
 Deanna Somvong
 Spirit of St. Stephens Catholic Community
 St. Joan of Arc Catholic Community's CARE Committee
 David Stanton
 Alan Starks
 Jim and Martha Steiner
 Jim Stengel and Sandra Heidemann
 Sally Stinson
 John and Nancy Strom
 Melissa and Gregory Struve
 Alex Stuart
 Kathie Stulc
 Mary Swenson
 Judith Takkunen
 Thanksgiving Meals on Wheels MN
 Steve Thomas and Milagros Santiago
 Thrivent Financial Services
 Michael and Dawna Tierney
 Gerry and Susan Timm
 Bob Timperley
 Virginia Toms*
 Denise Toussaint
 Al and Parker Trostel
 Mike Troutman and Amy Blumenshine
 Noelle Turner
 Turner Family Foundation
 Clara Ueland
 UnitedHealth Group
 US Bank Foundation
 USA Security
 Schelly and Bryn Vaaler
 Karen Viskochil
 Barry Vulcan
 Andrea Walker
 Miranda Walker
 Jenny Wallace

Julie Weigher
 Marvin Welk
 Lori Wellman
 Wells Foundation
 Pat Welna
 Welna Hardware II, LLP/
 The Paint Studio
 Starla Wesley
 Richard and Sandy Westby
 Stella Whitney West
 Chris Wiger and Nancy Pellowski-Wiger
 John Williams
 Patrick Wilson
 Michelle Lynn Wincell O'Leary
 Gary and Wendy Wold
 Janet Woolman
 Jennifer Worley
 Jerilynn Young
 Brian and Carolyn Zakem

*in memoriam



Tom Beer & Rita Doucet

Tom Beer served on the Alliance Housing board of directors from 2001 - 2010. He and his spouse **Rita Doucet** have stayed as friends of Alliance. Tom and Rita are connectors extraordinaire. Besides annual donations, Tom and Rita invite 2-3 tables of friends to the Alliance Housing fundraising breakfast each year. They think about resources that extend Alliance's reach or ways that Alliance can assist other organizations. Last year, a team of union electricians did \$5,000 worth of pro-bono electrical work on the common spaces at 2011 Pillsbury. That union labor connection came from Tom.

Tom's Retiree Council at the Minneapolis Labor Center has invited Alliance's director, Barb Jeanetta, to speak at conferences and meetings on the issue of homelessness among older adults and the need for affordable housing. Recently, Jeanetta talked with staff at CTUL, another organization Tom and Rita support. Tom says, "These connections come naturally for us. We're always trying to connect the dots of our interests and relationships."

STAFF

Barbara Jeanetta, Executive Director
Mariann Bentz, Donor Steward
Michael Bobick, Maintenance Assistant/Caretaker
Bob Bono, Property Manager
Tom Geiselhart, Maintenance Tech
Erica Pizarro, Christo Rey Work Study Student
Audrey Preston, Tenant Service Coordinator
Mary Resemius, Housing Operations Assistant
Craig Spivey, Janitor/Caretaker
Marv Welk, Contract Accountant



Audrey Preston

CONNECTING WITH RESIDENTS

In September, our long-time Tenant Support Coordinator, Audrey Preston will be leaving, after 15 years working at Alliance. Before joining the Alliance team, Audrey worked for 16 years with homeless adult programs at St. Stephens Human Services, making her a perfect fit for the Alliance job. She came to the work from the “school of hard knocks” – having gone gotten sober and stable from years of addiction and all the problems it brings.

In her most recent work with residents at our 2011 Pillsbury property, Audrey practiced relational management every time she walked through the door. Most of the residents are older, retired, and often isolated. Audrey would check in, offer her signature good humor and words of encouragement, and send people on their way with a better outlook because someone cared to ask after them. She helped residents connect with agencies and programs in the community as well as remembering birthdays and other important life events. Audrey always made sure the building was running smoothly and would alert property manager and his team if anything needed attention. Audrey will be missed. The bond that residents have with her is clear – hugs and handshakes all around.

BOARD MEMBERS

Mike Brown
Lisa Buckhalton
Gail Dorfman *
Anne Hurd *
Dean LeDoux
Jarett Lettner

Michael Mack
Andi Marston *
Greg Mure *
Fran Neir
Rick Nelson
Ben Olk III

Kimberly Spates
Miranda Walker
Chris Wiger

* Resigned during 2018-19.

Many thanks to Gail, Anne, Andi and Greg for their board service. Greg lives at 2011 Pillsbury and finds himself too busy working to continue to serve on the board. Michael replaced Greg and currently lives at Pillsbury. Alliance Housing values its tenant’s perspectives in organizational leadership. Anne was also a tenant and is one of the original tenants at Hiawatha Commons. We’re looking for a replacement for Anne. Andi only served for a short time but is sure to be a long term friend and resource at Alliance. Her responsibilities at Target Corp require a lot of travel and finding herself in Minneapolis on board meeting days was becoming challenging. Gail served in her role as the Executive Director of St. Stephens Humans Services – our landlord and close ally in our work. She kept us up-to-date on homeless services and changing demographics in the field. We look forward to adding her successor in the near future.

VOLUNTEERS

Sue Kmetz
Alliance Volunteer

One of the ways Alliance uses volunteers is to staff its Annual Fundraising Breakfast. With 250 guests all arriving within about 15-20 minutes, registration table volunteers, including Sue Kmetz, are VERY busy.

Members of the Alliance Housing Inc. Board
Mariann Bentz
Rose Carr
Susan Carr
Mildred Collier
Jessica Donahue
Teresa Enriquez

Joan Gilbertson
Olivia Imbrogno
Tina Johnson
Sue Kmetz
Martha Krikava
Greg Lough
Luke Peterson
Tanner Quie
Anna Richardson

Sahade Family –
Ebenezer Fellowship
SDA Church
United Labor Center:
Chris Arendt, Scott Higgins, Todd Noethe



2018-2019 Highlights

- Property management operations allowed 96 households – 113 adults and 66 kids - the opportunity to create homes for themselves, regardless of housing and criminal history. Average housing tenure among tenants of 3 years (with a range of 3 months to 15+ years). 60+% of Alliance’s tenants would be rejected by standard rental screening criteria of other landlords: felony conviction or eviction in the last 5 years and rent more than 50% of their income.
- Successful replacement of 20+ year maintenance veteran and addition of expanded capability.
- 8 of 12 months complete on construction of Minnehaha Commons - future home for 44 elderly adults who have experienced homelessness and other barriers to housing. Due to lack of early construction set-backs, excess contingency dollars invested in photovoltaic system to heat building’s hot water, reducing operating expenses long term.
- Actively participated along with several tenants in Make Homes Happen advocacy campaign that resulted in \$40 million of resources budgeted for affordable housing in Minneapolis – double any previous City budgets.
- Exceeded budget goals for individual & corporate gifts and foundation grants.
- Exceeded operating cash reserve goals 11 out of 12 months.

Our Mission

Alliance’s work makes it possible for individuals and families to create homes for themselves, regardless of income and background by developing and managing housing that is inclusive, affordable, relational, and flexible.

In addition, Alliance housing challenges the environment that limits our residents’ opportunities. **Alliance values: ending homelessness for our residents, maintaining rents that are affordable for very low income people, providing a second chance by screening people in, practicing relational property management and maintaining “the best house on the block”.**





NONPROFIT ORG.
U.S. POSTAGE PAID
TWIN CITIES, MN
PERMIT NO. 29032

2309 Nicollet Avenue
Minneapolis, MN 55404

PHONE: 612.870.2267
EMAIL: info@alliancehousinginc.org



PLEASE JOIN US!

Alliance Housing's Annual Fundraising Breakfast
Thursday, September 26, 2019, 7:30-9am
Town & Country Club, 300 Mississippi River Blvd, St. Paul

RSVP by calling 612-879-7633 or emailing
info@alliancehousinginc.org

Donations always welcome:

Online at: www.alliancehousinginc.org

Round-up credit purchases by downloading app:
<https://app.roundupapp.com/>