Housing Works is a healing community of people living with and affected by HIV/AIDS. Our mission is to end the dual crises of homelessness and AIDS through relentless advocacy, the provision of lifesaving services, and entrepreneurial businesses that sustain our efforts.
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Dear Supporter,

Looking back on the past year, I am proud to say that Housing Works made incredible progress on many fronts. The announcement that New York State has officially set a goal to eradicate the AIDS epidemic by 2020 is one of the strongest validations of our mission yet, and Housing Works will be involved every step of the way to make this vision a reality. Housing Works is capturing this momentum by organizing record-setting events that tell the world we mean business: together we will make the AIDS epidemic history.

To accomplish this goal, Housing Works has rolled out a number of powerful programs. Our groundbreaking Undetectables program, well into its first year of implementation, is a research-based initiative that takes a novel approach to helping HIV-positive individuals achieve and maintain viral load suppression. The program has already shown strong signs of early success; with over 70% of participants virally suppressed, we are not only helping members of the Housing Works family live longer, healthier lives, we are also reducing the number of potential new HIV infections throughout New York. I cannot state enough how encouraging this news is, and I look forward to seeing more of our clients become undetectable as this program grows.

A different initiative, the Housing Works Asylum Project, is addressing another critical and unexplored need: to provide brave LGBT activists from abroad with the housing, services, and legal support they need to escape imprisonment and violence in their home countries. We know that in order to fight HIV/AIDS worldwide, the LGBT community must be able to live openly and without fear of persecution for who they are and who they love. By giving these individuals from Nigeria, Uganda, Jamaica, and elsewhere the support they need, we are spreading our message of love and endurance worldwide.

Our East New York Community Health Center is also stronger than ever, with a new look, new administration, and new services including pediatrics, an improved pharmacy program, and increased staffing to meet the community’s needs. Further, we are designing, implementing, and refining quality assurance systems to track data and improve how we combat the chronic conditions that affect our clients. And we will
continue to operate our highly successful mobile healthcare unit, which has served hundreds of clients in the community and referred hundreds more to our health centers since hitting the road.

Despite the very real and very positive impact of these efforts, we know that providing lifesaving healthcare, tailored case management, and even housing will not be enough to close the health disparities that affect our family. To promote well-being and equality in our community, we must confront the social drivers of chronic health conditions, including poverty, homelessness, discrimination, and marginalization, by advocating for programs and legislation that strike at these root causes. We envision a future in which poverty and marginalization are not predictors of poor health.

To that end, there is still much work to be done, but when I take stock of what we’ve accomplished this year, I am humbled because I know how hard our staff and clients have worked to bring us to this point. Our city and state are on the cusp of big changes in the fight against homelessness and HIV/AIDS, and Housing Works is positioned to play a real part in this battle. We are grateful to each and every one of our members and supporters for remaining steadfast in their commitment to Housing Works’ mission and believing in the work we do on every front, from our Thrift Shops to our Health Centers and everywhere in between.

Love,

Charles King
President and CEO
1 Governor Cuomo set a goal to end the AIDS epidemic in New York State by 2020. Housing Works will be helping every step of the way.

2 Our clients are taking charge of their health through The Undetectables viral load suppression initiative.

3 The Housing Works Asylum Project is gaining momentum as it provides housing, care, and legal support to over 20 international LGBT activists fleeing persecution.

4-5 Our latest supportive residence opened on Jefferson Avenue to introduce stability into the lives of formerly homeless adults living with HIV/AIDS.

6-11 From A-list celebrities to next-door neighbors, people from all walks of life are joining us in the fight against HIV/AIDS and homelessness.
From the very beginning, Housing Works has been a fierce advocate for its constituency. By fighting for policies that protect the most marginalized among us, we will keep up the momentum necessary to fight and overcome HIV/AIDS.

End of AIDS 2020 Campaign
On June 29, 2014 Governor Andrew Cuomo made history by stating his commitment to end the AIDS epidemic in New York State by 2020, becoming the first elected official in the world to announce such a goal. His plan includes linking people living with HIV to antiretroviral medication and providing access to pre-exposure prophylaxis (PrEP) for high-risk individuals to keep them HIV-negative. Housing Works is committed to ensuring that the governor’s plan is effectively put into place through rigorous testing, comprehensive prevention, universal access to care, fighting social injustice, and appropriate budget allocations.

The 30% Rent Cap is Finally Here
After years of ongoing advocacy and public education, Housing Works reveled in a long-awaited victory: Mayor Bill de Blasio of New York City and Governor Cuomo did what their predecessors refused to do by providing affordable housing protection for low-income New Yorkers living with HIV/AIDS. The long-awaited policy ensures that poor individuals and families living with HIV/AIDS have their rents capped at no more than 30% of their income. Over time, with the significant cost savings from decreasing emergency housing placements and improved health outcomes, the policy is expected to pay for itself.

Action for Nigeria
On a Global Day of Action, Housing Works protested the draconian Nigerian law that makes gay marriage and same-sex relationships punishable by up to 14 years in prison. In partnership with The Solidarity Alliance for Human Rights in Nigeria and other human rights organizations, Housing Works mounted a protest against this anti-LGBT law in front of the Nigerian Consulate in New York City. The protest was attended by hundreds, and nine advocates were arrested for an act of civil disobedience when they blocked the entrance to the consulate. Our brave activists brought global recognition to this crucial issue that threatens the ability of Nigerians to live safely and openly.

Each year Housing Works provides primary and mental healthcare, substance use treatment, behavioral therapy, adult day health care, and other lifesaving services to homeless and low-income New Yorkers living with HIV/AIDS and other chronic conditions.

Making Viral Suppression a Priority
In March 2014, Housing Works launched The Undetectables, an initiative that empowers HIV-positive clients to take an active role in managing their health and achieving viral suppression. The program already shows high enrollment and early success, with over 70% of clients considered "undetectable."

Bringing Care to the Community
Our 38-foot Mobile Health Unit hit the road in East New York, providing everything from psychiatric care to flu shots directly to homeless and other underserved residents of eastern and central Brooklyn. The unit has served hundreds of clients and referred hundreds more to our health centers.

New Look, Same Love
With a new look and a new mission, Housing Works Community Healthcare, which includes the East New York Community Health Center, the West Village Health Center, and the Keith D. Cylar Community Health Center, is stronger than ever. The mission? To foster good health and positive social change through empowerment, innovation, and collaboration.
At Housing Works, we believe that housing is healthcare. When Housing Works began in 1990, there were fewer than 350 units of supportive housing for the estimated 30,000 homeless people living with HIV/AIDS living in New York City. Today, Housing Works alone has 217 units of housing and plans to increase that number by 50% by 2017.

**A Place to Call Home**

Our newest, greenest housing facility yet, the Jefferson Avenue Residence opened in December 2013 to provide permanent housing, supportive services, and, most importantly, a second chance to 12 formerly homeless HIV-positive New Yorkers with histories of substance use. Shortly after, we began schematics for our next facility on Hull Street, in Bedford-Stuyvesant, Brooklyn. Hull Street, which will open in spring 2017, is a four-story, 28-unit permanent supportive residence for formerly homeless single adults living with or affected by HIV/AIDS. Each unit will contain a full kitchen, a separate living area, a full bathroom, and furniture. The ground floor will include a shared lounge and space for support staff, and residents will have access to a roof terrace and a landscaped yard. Working with Urban Architectural Initiatives, we have ensured that this building will be constructed using green materials and design.

**Housing Brave LGBT Advocates from Abroad**

This year, Housing Works expanded the Asylum Project, which provides housing, healthcare, legal support, financial support, job training, and employment to LGBT activists from Nigeria, Uganda, Jamaica, and other nations who seek sanctuary in the U.S. to escape imprisonment and violence for who they are and who they love. The program began with two asylum seekers from Nigeria but today supports over 20 LGBT activists fleeing imminent danger, with more applications coming in every week. Housing Works is providing support structures and lending its advocacy expertise to help these activists continue fighting for the equal treatment of LGBT individuals worldwide.

**Banksy Comes to Town**

This year our Thrift Shops received not only the most donations ever, but also some of the most high-profile contributions. Banksy, during the famed street artist’s one-month residency in New York City, donated an original piece called “The Banality of the Banality of Evil” to the Housing Works Gramercy Thrift Shop. This unexpected gift resulted in tons of media attention, including a segment in HBO Documentary Films’ “Banksy Does New York”, and significant revenue via an online auction.

**Design on a Dime**

Design on a Dime celebrated its 10th anniversary by breaking the $1 million mark in revenue for the second time in a row! More designers than ever before created one-of-a-kind rooms, and the fabulous designer merchandise sold at 50-70% off retail, yielding a record-breaking $400,000 in sales.

**Fashion for Action**

New Yorkers packed the house to support Housing Works’ tenth annual Fashion for Action opening reception. The five-day charitable fashion event, silent auction, and designer sale raised $400,000 to support lifesaving services for homeless and low-income New Yorkers living with HIV/AIDS.

**Team Braking AIDS®**

Physical activism has long been a tradition at Housing Works. Our annual Braking AIDS Ride, a three-day scenic bike ride from Boston to New York, brought together more than 125 cyclists from diverse backgrounds – individuals living with HIV, their friends and families, people who have lost loved ones to AIDS, and more – for a 285-mile journey together, driving home the point that the AIDS community is alive, well, and committed to ending the dual crises of HIV/AIDS and homelessness.
1 Charles King riding the 285 miles from Boston to NYC in support of the Braking AIDS Ride
2 Friends and riders celebrating the completion of the 2014 ride at Cylar House
3-5 Housing Works advocates gather in solidarity at the 2013 World AIDS Day rally in Times Square
“ACTS OF SELFLESS GIVING ARE A MORAL OBLIGATION. SO WHETHER I’M GIVING MY TIME, MONEY OR TALENT TO HELP OTHERS WHO ARE LESS FORTUNATE, GIVING BACK KEEPS ME INSPIRED AND GIVES ME A QUIET SENSE OF HAPPINESS AND SATISFACTION... SO EVERYONE WINS!”

-NICOLE GIBBONS
PARTICIPATING DESIGNER, DESIGN ON A DIME 2014

- CAN GIVE BACK

Housing Works, Inc. Housing Works, Inc. 2014 Annual Report

Housing Works is grateful to the foundation, government, and corporate champions who directly support our lifesaving services and vital programs through their generous contributions. By valuing the Housing Works mission, they join us in boldly affirming that not one person can be left behind in the fight against HIV/AIDS and homelessness. Thank you for your ongoing investment.

Institutional Partners

Government Partners

Family Services Network of New York
Health Research, Inc.
Health Resources and Services Administration
New York City Department of Health and Mental Hygiene
New York State Comptroller’s Office
New York State Department of Health
New York State Office of Temporary and Disability Assistance
New York City Human Resources Association
Public Health Solutions Research Foundation for SWY
U.S. Department of Housing and Urban Development

Foundation Partners

Over $500,000
Robin Hood Foundation

$100,000 to $349,999
Elton John AIDS Foundation
MAC AIDS Fund
H. van Ameringen Foundation

$10,000 to $49,999
Abbott Laboratories
Broadway Cares/Equity Fights AIDS
Epstein Teicher Philanthropies

$5,000 to $9,999
John F. Kennedy Fund
Stewart J. Rahr Foundation
Wells Fargo Foundation

$1,000 to $4,999
ABC Home and Planet Foundation
Paul R. Daniels and Stephen E. Cole Fund
Cary Davis & John McInnis Charitable Fund

Corporate Partners

Over $50,000
Elle Decor
HSBC Private Bank
Valspar

$25,000 to $49,999
A+E Television Networks
Fight AIDS Monaco
Guardian Life Insurance Company of America
Playmates Toys
Visacom International, Inc.

$10,000 to $24,999
Benchmarks Builders Inc.
Bleedingdale’s, Inc.
Celebrity Moving & Storage
Mitchell Gold + Bob Williams
Gilead Sciences, Inc.
Hearst Magazines
Matthijssen Business Systems

$5,000 to $9,999
American Express Company
Anida Caza Inc.
Arrowgrass Capital Partners

$1,000 to $4,999
Aero Studios Ltd.
Alt for Living
Arthur J. Gallagher & Co.
Assouline

$500 to $999
Abacus Carpets, Inc.
Bunny Williams Inc.
Centre Marquis
Conde Nast Publications

$100 to $499
Abbott Laboratories
Aero Studios Ltd.
Alt for Living
Arthur J. Gallagher & Co.
Assouline
Beauvais Carpets, Inc.
Bunny Williams Inc.
Centre Marquis
Conde Nast Publications

For furniture and other donations to the Thrift Shops, please call 1-888-HW-DONATE

Please visit housingworks.org/donate or contact donate@housingworks.org to find out how you can join Housing Works in the fight to help end HIV/AIDS and homelessness!
We deeply appreciate our family of individual supporters who have stood with us by pledging tax-deductible gifts to Housing Works. Every dollar donated goes directly toward services for the most vulnerable New Yorkers in need of housing and care. Your support is a testament to the progress we can make together!

Contributors

Over $20,000

Anonymous
Richard Vorisek

$10,000 to $19,999

Patrick Canion
Brian Kelly
David Song

$5,000 to $9,999

Cazen, Leland, & Alexis Ackery
Richard Bilotta
Stephan Boyd
Miguel & Bethany Cabrera
Amy Dobis
James Druckman
Heather Feenstra
Michael Gordon
Erik Maiper & Maureen Ryan
Lindsay & Rand Holstead
Daniel Leventhal
Alan Miles
Gary Petersen
Joanne Son
Abba Waller
Earl Ward

$1,000 to $4,999

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Michael & Terry Azpane
Daniel Ault
Stephen Bailey
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Rich Browne
Carolyn & Del Bryant
Hannah Butz
Debra Cartolano
Ching Chan
Michael Clarke
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Gary Petersen
Alan Miles
Daniel Leventhal
Erik Hepler & Maureen Ryan
Michael Gordon
Heather Feenstra
James Druckman
Amy Dobbis
Miguel & Bethany Cabrera
Stephan Boyd
Richard Biletta
Carmen, Leland, & Alexis Ackery
David Song

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Neumand
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Ryan Meywood
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Ellen How
David Jellin & Vincent
Weiner
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Ellen Jefferson
David Kane
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Richard Kaplan
Anne Keating
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Charles King
Stuart Koenig & Bonnie Fox
Greg Kolenda
Erie Kovec
Bonnie Krajewski
Ambar Linay
Kathryn Leach
Ruben Leavitt
Jennifer Lissow
Bruce Lifton

$1,000 to $4,999

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Howard & Eileen Cotton
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Ryan Meywood
Marques Highland & Sarah
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Matching Gift Partners

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Coach
Goldman, Sachs & Co.
Johnson & Johnson
McGraw Hill Financial Inc.
Oracle Corporation
UBS
ZBI Employee Allocated Gift Fund

Estate Gifts
Edward Gold

2014 Annual Report
Housing Works, Inc.
For the fiscal year ending June 30, 2014, Housing Works, Inc. and its subsidiaries reported an unrestricted surplus of $3,450,298. This is twice the size of our previous fiscal year’s surplus and has allowed us to create a truly sustainable budget for fiscal year 2015 with a much-improved cash flow. Also noteworthy, our net assets grew by more than $2 million in the last year.

**Revenue**

- ADHC: $7,192,364
- COBRA: $8,838,119
- OASAS: $908,954
- Medical: $3,105,059
- Dental: $349,627
- Bad Debt: $(1,887,400)
- Government Contracts: $8,915,148
- Business Ventures: $22,369,348
- Development Fundraising: $2,548,930
- Grants Released From Restriction: $660,939
- Client Rents: $917,085
- Contracted Apartment Rents: $1,448,989
- Property Management: $806,873
- Other Revenue: $1,427,487
- In-Kind Contributions: $(1,010,284)
- Costs of Goods: $56,591,284
- Total Revenue: $53,140,939

**Expenses**

- Program Services: $15,660,542
- Housing LifeSavers Services: $20,592,843
- Legal/Advocacy: $3,112,739
- Business Ventures: $17,581,194
- Fundraising Services: $1,103,338
- Administrative Services: $5,090,284
- Total Expenses: $53,140,939

**Net Surplus**: $3,450,298

**Net Assets, End of Year**: $24,471,660