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,

I am so proud to be a member of Housing Works as we celebrate 25 years of upholding the rights and lives of the most vulnerable New Yorkers affected by HIV/AIDS. Housing Works started out in 1990 with four people — myself, Keith Cylar, Eric Sawyer and Ginny Shubert — and has grown into a team of 1,161, the largest minority-controlled, community-based AIDS service organization in the United States. Since our founding, we have provided lifesaving services to more than 25,000 homeless and low-income New Yorkers living with HIV/AIDS. Each one of you has made this possible through your support — and I am humbled and inspired by your generosity.

With Governor Cuomo’s announcement in 2014 to end AIDS as an epidemic in New York State by 2020, Housing Works’ mission becomes more important than ever. We will seize current political momentum and encourage individuals across all sectors of society to participate in this historical moment. I am honored to co-chair the Governor’s Ending the Epidemic Task Force, which recently released a Blueprint with concrete strategies to eradicate the virus. Housing Works will be involved every step of the way to make this vision a reality.

In collaboration with the New York City World AIDS Day Coalition, Housing Works hosted World AIDS Day at the historic Apollo Theater on December 1, 2014 as a launch event for the Governor’s campaign. The event was a momentous call to action attended by influential government officials, community stakeholders, health organizations and the general public. The energy was infectious and invigorating.

With this momentum in full speed, I am thrilled to share this Annual Report with you that highlights and celebrates several of our victories over the past year. We officially launched our Asylum Project, which provides lifesaving services and legal support to LGBT activists who cannot safely return to their home countries. The Project was featured in The New York Times and one of our participants was invited to the White House to personally receive a Champion of Change award from President Obama. Other notable accomplishments include the expansion of our housing service model to include at-risk HIV-negative individuals, and the expansion of our transgender programming to further support this valuable community.

MESSAGE FROM THE PRESIDENT AND CEO
As we look towards the next 25 years, the possibilities are overwhelming. We are moving forward with a Board-approved strategic plan that will see us through 2018 and are fully committed to supporting the Governor’s campaign through 2020. Furthermore, in partnership with the HIV Prevention Justice Alliance, amFAR, Southern AIDS Coalition and Treatment Action Group, we will spearhead a campaign to end the AIDS epidemic in the United States by 2025, and worldwide by 2030. These targets are monumental but they are achievable with the tenacious support of our donors and partners. And when we do leave the AIDS epidemic behind in history, where it belongs, Housing Works will always be here to fight for those who need it.

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. Effective activism requires tenacity, and the willingness to agitate repeatedly for critical change. Equally important is to acknowledge and praise when progress towards real, positive change is being made, and to mark these moments with joy, gratitude, and a resounding call for further actions and leadership that will get us to where we need to be. So please join me in celebrating – and continuing the fight.

Love,

Charles King
President and CEO

What We Do

For 25 years, Housing Works has addressed the needs of over 25,000 individuals that other organizations deem “too challenging” to serve. Based on a harm reduction framework, our programs are both holistic and empowering.

- Adult Day Health Care
- Transportation Services
- Job Training Program
- Legal Support
- Youth Services
- Transgender Specialty Care
- Housing
- The Asylum Project
- Harm Reduction (Including Syringe Exchange)
- Care Management
- Behavioral Health
- Direct Medical Care (through Housing Works Community Healthcare)
HIGHLIGHTS

1-2 Housing Works, along with over 40 other community organizations, hosted World AIDS Day at the Apollo Theater – a launch event for the Governor’s Ending the Epidemic campaign.

3 The Asylum Project officially launched and was featured in The New York Times.

4 We now offer housing services for LGBT youth.

5 We expanded our transgender programming to include trans-specific housing, support groups and youth outreach.

6 We won a landmark housing discrimination ruling against the nation's largest landlord.

7 Design on a Dime raised $1.3 Million to fund our new Hull Street Residence, scheduled to open in 2017.
For 25 years, Housing Works has fiercely advocated on behalf of its member communities at the city, state, national and global levels.

Ending AIDS in New York by 2020
In October 2014, Governor Cuomo empanelled a 63-member Ending the Epidemic Task Force, chaired by Housing Works President & CEO, Charles King, to develop concrete recommendations to realize the state’s objective of ending AIDS as an epidemic by 2020, outlined in the Task Force Blueprint. Housing Works is committed to ensuring the Governor’s plan is fully implemented through rigorous testing, comprehensive prevention, access to effective and continuous care, and advocacy for necessary policy change and appropriate budget allocations in Albany and New York City.

World AIDS Day
On December 1, 2014, Housing Works, as part of the New York City World AIDS Day Coalition, hosted a launch of Governor Cuomo’s Ending the Epidemic Campaign at Harlem’s World Famous Apollo Theater. The event was a collaborative effort of over 40 AIDS-service and community-based organizations, medical providers, the NYC Council Speaker’s Office, and the NYC Department of Health and Mental Hygiene. Among the 1,500+ attendees were Mayor Bill de Blasio and City Council Speaker Melissa Mark-Viverito. Speakers identified the importance of supporting bold initiatives such as expanding enhanced rental assistance to all HIV+ New Yorkers and creating a PrEP insurance program. World AIDS Day was an invigorating call to action.

Legal Victories
In FY15, Housing Works’ Legal Department assisted hundreds of clients in multiple areas of the law, from housing to family cases, and benefits to consumer law. Our legal team won a landmark housing discrimination case ruling against the nation’s largest landlord. We also successfully sued the City and State of New York over the illegal recoupment of client job training stipends and filed two new housing discrimination cases against major New York City landlords who refused to accept housing subsidies for individuals living with HIV/AIDS.

The Asylum Project
In October 2014, Housing Works officially launched the Asylum Project, a program which provides housing, health care, legal support, financial support, volunteer work, job training, and employment to LGBT/HIV activists from Nigeria, Uganda, Jamaica, and other nations who seek sanctuary in the US to escape imprisonment and violence for who they are and who they love. The first official year of the Asylum Project has been extraordinarily successful. Notable accomplishments include:

- We recruited new staff, moved to a dedicated office space and are ramping up the caseload with 32 fulltime clients.
- All HIV-positive participants were connected to care and 94% achieved undetectable viral loads—a milestone we are especially proud of.
- Our first 5 program “graduates,” meaning participants who have been granted asylum, gained the authorization and skills to earn an income, and secured independent housing.
- On September 26, 2014, The New York Times published a documentary photo essay featuring members of the Asylum Project, in which they discussed the impact of the project on their lives.
- On June 25, 2015, Asylum client and Nigerian activist, Michael Ighodaro, was invited to the White House to receive an award from President Obama as a World Refugee Day Champion of Change.

"THE HOUSING WORKS BOOKSTORE IS AN AMAZING PLACE THAT PERPETUALLY RESTORES MY FAITH. ALL THROUGH THE DAY PEOPLE LUG IN HEAVY BOXES AND BAGS OF BOOKS FOR DONATION. BY THE AFTERNOON THERE’S A SMALL MOUNTAIN. THEN STAFF AND VOLUNTEERS MOVE THOSE MOUNTAINS TO TRANSFORM THEM INTO LIFESAVING SERVICES AND ACTIVISM."

Maggie Ruggiero
Bookstore Volunteer
LIFESAVING SERVICES

Each year Housing Works provides primary and mental healthcare, substance use treatment, behavioral therapy, adult day health care, housing, and other lifesaving services to 4,000+ homeless and low-income New Yorkers living with HIV/AIDS and other chronic conditions.

A Place to Call Home
Hull Street is a housing development project in Brooklyn that will transform a vacant 6,000 sq ft. lot into a beautiful and safe home for 26 single, formerly homeless adults living with HIV/AIDS. This past year has seen tremendous progress for Hull Street, as the building design – including a landscaped sunken rear yard, large community room, and rooftop patio – were finalized by the architect and approved by the city/state. The construction budget received a significant boost from the Division of Housing and Community Renewal for $1.5M, from the Federal Home Loan Bank for $420K, and our HASA contract for operational funding was confirmed. We are deeply grateful for the support of these invaluable partners, and are planning to have shovels in the ground by early 2016!

New Units for At-Risk, HIV-Negative Clients
We are thrilled to expand our housing service model to now include individuals who are HIV-negative and at high risk of contracting the virus. This is a major expansion in our service model, as we previously only provided housing to HIV-positive clients. At-risk HIV-negative clients are equally deserving of housing to ensure positive health outcomes and containment of the epidemic.

Harm Reduction
Housing Works operates under a harm reduction model through our syringe exchange programs at the Manhattan Harm Reduction Center on Crosby Street and at Positive Health Project near Port Authority. We provide clean needles and drug supplies to injection drug users in order to contain the spread of HIV and Hepatitis C. In May 2015, The New York Times shed light on the national crisis of HIV facing the injection drug community, specifically in Indiana, and the undeniable importance of these syringe exchange programs. Beyond syringe exchange, Housing Works offers holistic therapy for IDU through HIV, HCV, MSM and transgender support groups, expressive arts group programming, Naloxone training, and acupuncture. In FY15, 822 unique individuals were enrolled in our syringe exchange services, and 82,525 clean syringes were distributed with a return rate of 48.3%.

Transgender Programming
As trans issues become increasingly prominent in the news, Housing Works is already ahead of the curve in employing effective models of care and supportive services for this valued community. We offer trans-specific housing and our syringe exchange program, Positive Health Project, offers a support group for trans injection drug users. Furthermore, in June 2015, Housing Works recruited two transgender peer navigators to conduct community outreach to trans/gender-non-conforming street youth as part of our Outreach to Homeless Youth Initiative.

“HOUSING WORKS GAVE ME A CHANCE TO BECOME WHOLE AGAIN”

Derrick Chandler
Housing Works Client Turned Staffer
(1956-2013)
**SUSTAINABILITY & GROWTH**

Housing Works is moving forward in alignment with a Board-approved strategic plan to guide us through 2018. Our objective is to tackle inequality head-on, give a voice to New Yorkers in need, and to improve the health of our community. Poverty can no longer be a prescription for poor health and a shorter life. This approach is at the heart of who we are and what we do, and will continue to inform our way forward.

Our multi-year strategic plan identifies six key goals:

1. Harness our rich history and recognized expertise in policy-making. Build upon the success of the Ending the Epidemic campaign to broaden the scope and scale of our advocacy work at the city, state, national and international level.

2. Ensure the short and long-term sustainability of the organization during this period of change in the healthcare funding environment, including Medicaid reform.

3. Expand our housing program and partners to serve more New Yorkers in need.

4. Crow legal service provision to meet a broader base of individual and collective need beyond HIV.

5. Expand our services and client population beyond people with HIV to improve the lives of more New Yorkers in need.

6. Ensure robust and effective Board and staff leadership, with a constant eye on succession planning at all leadership levels within the organization.

**FEEL GOOD FUNDRAISING**

At Housing Works, we congregate as a community to fundraise and celebrate. Whether it’s shopping with purpose at our fashion fundraisers, tasting delicious food, or biking 285 miles through spectacular fall scenery, no one said fundraising couldn’t be fun-right?

**Design on a Dime**

Thank you to everyone who supported Design on a Dime and the Groundbreaker Awards in April 2015. Together, we raised $1.3 million dollars, all of which will support the Hull Street Residence. Hull Street is a from-the-ground-up housing development project that will transform a vacant 6,000 sq ft. lot, into a beautiful and safe home for 26 single, formerly homeless adults living with HIV/AIDS. Hull Street is scheduled to open in March 2017 so save the date!

**Fashion for Action**

New Yorkers packed the house to support Housing Works’ 11th annual Fashion for Action opening reception in November 2014. The three-day charitable fashion event, silent auction, and designer sale co-chaired by Zac Posen and John Varvatos raised $400,000 to benefit Housing Works’ Outreach to Homeless Youth Programming which provides homeless and at-risk youth, ages 13-29, with comprehensive health services.

**BRAKING AIDS Ride**

3 days, 285 miles. $636,000 raised. Thank you to all who joined us for a spectacularly scenic three-day AIDS ride, from Boston to New York City in September 2014. All proceeds from the event supported Housing Works’ fight to end AIDS and homelessness.

**Charles’ 60th Birthday Bash**

Our Co-Founder, President and CEO, Charles King, turned 60 this year so we celebrated in true Housing Works fashion – with a big bookstore bash where we dressed Charles in drag. Hosted by NPR’s Ophira Eisenberg in February 2015, the event raised over $30,000 in support of Housing Works’ continuum of lifesaving programs and celebrated a true visionary leader.

**Taste of Home**

In June 2015, our annual culinary benefit raised $21,000 in support of Housing Works. Chaired by Ruth Reichl and hosted by Alex Guarnaschelli, San Sifton (The New York Times), and Brooks Headley (Del Posto, Superiority Burger), Taste of Home featured some of New York’s best chefs offering tastings of their favorite dishes and cocktails.

**“THE RIDE MEANS MORE TO ME THAN I EVER COULD HAVE ANTICIPATED. IT’S ACTIVISM ON WHEELS. IT’S COMMUNITY. IT’S HONORING THOSE WHO ARE NO LONGER HERE. IT’S BELIEVING IN THE REAL POTENTIAL FOR CHANGE. AND IT’S BEING SPOILED ROTTEN BY THE CREW!”**

- Heidi Tannenbaum, Housing Works Bookstore Cafe Manager on the BRAKING AIDS Ride

"THIS YEAR’S COMMEMORATION CARRIES WITH IT AN UNPRECE­­DENTED ENERGY AND HOPEFULNESS. AS UNBELIEVABLE AS IT MAY HAVE SEEMED EVEN A DECADE AGO, THE END OF THE AIDS EPIDEMIC IS WITHIN OUR REACH.”

- NY State Senator Brad Hoylman, World AIDS Day 2014
1-2 Charles King’s 60th Birthday Bash

3-5 Fashion stars John Varvatos, Bryan Smith, and Zac Posen, and shoppers celebrate at Fashion for Action 2014

6-8 Cast members of HBO’s ‘GIRLS,’ Judith Light, Sandra Lee, and Founding Chair James Huniford strike a pose at the Groundbreaker Awards, a featured 2015 Design on a Dime vignette, and our amazing 2015 designers

9 Chefs serving up a great time at Taste of Home 2015
I’m willing and inspired to support the organization because of the heartfelt passion Housing Works puts into creating a community and a home for clients.!

Bruce Tilley, Owner, Decor NYC

Thrift Shop Board of Directors, Former Member

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.

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 City Human Resources Association
- New York State Comptroller’s Office
- New York State Department of Health
- New York State Homeless Housing and Assistance Corp.
- New York State Office of Temporary and Disability Assistance
- Public Health Solutions Research Foundation for SMS
- U.S. Department of Housing and Urban Development
- New York City Housing Preservation and Development
- New York State Office of Alcoholism and Substance Abuse Services
- New York City Department of Homeless Services

Foundation Partners
- Robin Hood Foundation
- Direct Relief
- Elton John AIDS Foundation
- MAC AIDS Fund
- Broadway Cares/Equity Fights AIDS
- Keith Haring Foundation
- Amida Care Inc.
- Bloomingdale’s, Inc.
- Macy’s, Inc.
- SAG Development Partners
- Tibotec Therapeutics
- West Elm

Corporate Partners
- ELLE DECOR / Hearst
- Gilead Sciences, Inc.
- Ralph Lauren Home
- Charlotte Moss & Co.
- Evergreen II Trust
- GMHC
- Merck Foundation
- Sandpiper Fund
- TsAO & McKOWN Architects, P.C.

Institutional Support

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.

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

For institutional support, 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.

Bruce Tilley, Owner, Decor NYC

Thrift Shop Board of Directors, Former Member

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- Ralph Lauren Home
- Charlotte Moss & Co.
- Evergreen II Trust
- GMHC
- Merck Foundation
- Sandpiper Fund
- TsAO & McKOWN Architects, P.C.
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!

Over $20,000
Anonymous

$10,000 to $19,999
Amy Dobis
Stephen Menderson and James LaForce
Alan Miles

$5,000 to $9,999
Matthew Bernstein and Juan Herrera
Richard Biletta
Chetan Choudhry
Daniel Crown
Eric Lee
Ericka Meagher and Maureen Ryan
Tom Cooper

$2,500 to $4,999
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Vaty Poitevin
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Andrew Greene
Senior Vice President for Development and Marketing
David Harper
Senior Vice President for Business Enterprise and Human Resources
Linmy Smith
Senior Vice President for Prevention and Services
Housing Works, Inc. FY15 Actuals

**Revenue**

- Health Home: $10,030,323
- Government Contracts: $8,604,592
- Business Ventures: $21,961,547
- Development Fundraising: $3,888,557
- Client Rents: $1,141,326
- Rent Revenue: $748,156
- Other Revenue: $480,457
- In Kind Contributions: $18,470,168
- Total Revenue: $65,325,126

**Expenses**

- Program Services:
  - Housing: $7,393,823
  - Lifesaving Services: $9,718,280
  - Legal/Advocacy: $3,285,978
- Business Ventures: $42,470,989
- Fundraising Services: $1,022,715
- Administrative Services: $1,163,478
- Total Revenue: $65,055,263

**Net Surplus From Operations**

- Add Back Depreciation/Amortization: $2,718,367
- Net Surplus From Operations: $2,988,230
- Net Assets, End of Year: $26,465,348

For the fiscal year ending June 30, 2015, Housing Works Inc. reported an unrestricted surplus of $269,863, with total net assets of $26,465,348. This puts us in a strong position in FY 2016 to grow our events, complete the rollout of various staff benefits, and—most importantly—expand our life-saving services.

We asked our staff and clients to describe Housing Works in only one word...

- Fearless
- Godsent
- Action
- Innovative
- Da Bomb!
- Relentless
- Crazy
- Passionate
- Community
- Family

Join the family. Join the fight.