

Housing Partnerships Annual Report

2020



*Keeping our neighbors safe, warm and dry
since 1985*



Our Mission

To repair or replace substandard housing in the City of Williamsburg, James City County, and York County Virginia. Our unique strength is the formation of partnerships between volunteers and our neighbors in need to achieve the goal of safe, warm and dry housing.

Our Programs

Housing Partnerships (HPI) provides the following services to residents of owner-occupied dwellings in Williamsburg, James City County and York County.

- Emergency Home Repairs - Bathrooms, plumbing, doors, flooring, roofs, water heaters, and electrical.
- Home modifications for persons with disabilities.
- Replacing dilapidated unlivable homes on an as-needed basis.

Housing Partnerships is also the administrator of the Virginia Indoor Plumbing Rehabilitation Flex Program for the 15-county region extending west to Goochland County and north to Caroline County. This program provides forgivable loans to low-to-moderate income owner occupants of substandard housing who have no indoor plumbing, including no potable water or a failed septic system.

Late in FY2020, HPI began a partnership with Dominion Energy through its EnergyShare Program—a pilot program to provide energy efficiency upgrades to clients in need in Dominion Energy’s service territory. Housing Partnerships identifies clients and arranges home energy audits that are performed by a certified weatherization auditor. Once the needed energy efficiency improvements are identified, we work with Dominion to decide what part of the work can be performed by HPI volunteers, with materials paid for by the Energy Share Program. This program is a big win for everyone: using HPI volunteers allows the Energy Share Program to serve more clients; using Energy Share funds to purchase materials saves HPI’s own resources; and our clients’ energy bills are permanently lowered—a huge benefit to our many clients on fixed incomes.

Our Clients

The majority of our clients are elderly and more than one third are disabled. The average annual income of our clients is about \$21,000, with many surviving on Social Security income alone. The work HPI performs allows our neighbors to stay safely in their home as they age.



Housing Partnerships—About Us

Housing Partnerships has been keeping local families safe, warm, and dry since 1985. With a staff of 2½ full-time equivalent employees and hundreds of volunteers, we have performed more than 3200 home repairs and modifications over the years and built 56 houses from scratch.

In fiscal year 2020 (July 1, 2019 to June 30, 2020), we assisted more than 210 households living in single-family, owner-occupied stick-built homes or manufactured dwellings (primarily trailers). The jobs we performed included:

- Electrical Repairs: 34
- Structural Repairs: 80
- Roofing: 20
- Heating and Cooling: 12
- Plumbing Repairs: 25
- Accessibility Improvements: 20
- Energy Efficiency Improvements: 4
- Miscellaneous Repairs: 27

Our Staff

Brandie Weiler, Executive Director

Ashley Mayfield, Program Administrator/Accounting

Pearline Skeeter, Admin Assistant (AARP employee)

Robert Taylor, Program Manager

Roland Dennis, Housing Specialist



Before



During



After

A client's shower was leaking and collapsing to one side. Our amazing volunteers made it safe and usable again!



Our Volunteers

Volunteers are the heart and soul of Housing Partnerships. Without our dedicated team, we could not serve our community. We are grateful beyond measure for our “Tuesday/Thursday Crew” who come out each week, as well as for assistance from volunteer groups from Bruton Parish Episcopal Church, St. Stephens Lutheran Church, Williamsburg Chapel, The College of William and Mary Athletes and philanthropic clubs, and Langley Federal Credit Union—to name only a few!

Jobs performed for our clients range from just a few hours to more than 100 hours each. Regardless of the complexity, our volunteers see every job through to its successful completion with compassion for their neighbors in need. Their contributions of skill, energy and time are what sets Housing Partnerships apart from most other non-profits.

Over the years our volunteers have contributed more than 180,000 hours to our community and saved HPI millions of dollars in contractor labor. Valued at the nationally recognized volunteer rate of \$28.54 per hour in 2020, the labor of our volunteers contributed more than \$141 thousand dollars to HPI in FY2020.



Pictured left: Our volunteer, Bob Campbell, repairing a plumbing leak in a client's bathroom.

Our cost for a bathroom repair/leaking toilet with floor damage is about \$100 to \$300 in materials, plus volunteer hours for the repair. By comparison, a contractor would charge \$800 to \$1000! Housing Partnerships' volunteers make it possible to greatly increase our impact on our community!

Pictured right: Volunteers Jim and “Doc” on the wheelchair ramp built by the “Tuesday/Thursday” crew.

The need for disability modifications has grown tremendously during the pandemic, as hospitals and rehabilitation facilities have been releasing people more quickly to recuperate at home.





Our Tuesday/Thursday Volunteer Crew

Robert (Bob) Campbell
Dick Durst
John Horne
Jim Lovelend

Steve Nichols
Jim Overturf
Bob Smith "Doc"
Johnny Young

Client Testimonials

"The volunteers are so nice & caring; I thank God every day for those men." – Ms. C.

"I am so grateful and thankful to have a pretty home now on the outside for all to see" - Ms. T.

"Thank you, thank you for providing heat/AC for my elderly parents. We are forever grateful to HPI"- Mr. S

"The volunteers that worked in my house were great! They were so nice, caring, and you could tell they have a heart for helping, thank you for helping me." - Ms. A



Volunteer Jim Overturf installing new kitchen cabinets for a client to replace those damaged by a water leak.



Our Finances

At Housing Partnerships, our ability to serve our neighbors depends on monetary donations from individuals and businesses, grants from local governments, foundations and community organizations, and contributions of time from our volunteers. Every one of these sources is essential to our operations.



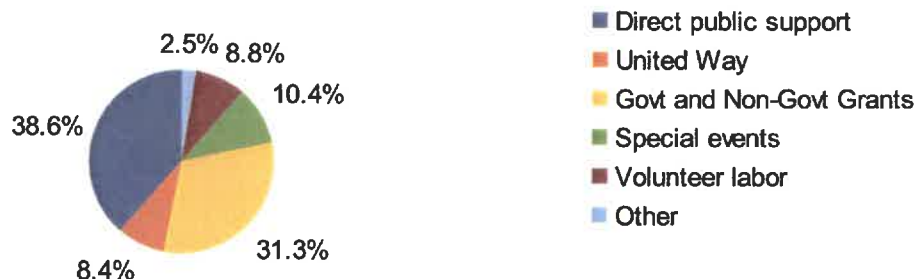
Mrs. Roxie H. White

We were extremely surprised and honored to learn that Housing Partnerships would be the recipient of an unexpected donation of \$198 thousand from the estate of Roxie H. White. Mrs. White was a local business owner, community leader, and generous benefactor to many. She was a long-time supporter of Housing Partnerships, and we are both proud and humbled that she valued our work enough to choose us for this substantial bequest.

Her donation could not have come at a better time. The coronavirus resulted in a 67% drop in donations to Housing Partnerships FY2020 compared to FY2019. Thanks in large measure to the bequest from Mrs. White, we have been able to continue providing help to our neighbors in need throughout the pandemic.

We are also fortunate that the indirect public support we receive through the United Way increased over the FY2019 levels. Our grant revenue also rose in FY2020, thanks in part to a Covid-19 Emergency Funding Grant from the Virginia Housing Development Authority (VHDA) and to a generous grant from the Langley Federal Credit Union. Special events revenue—primarily from our PIPE Concert and the Turkey Trot 5K at the end of 2019—accounted for about 10% of total revenues. Finally, our volunteers donated 2150 hours of time in FY2020. When monetized at the nationally recognized value of a volunteer hour (a modest \$28.54 per hour), this volunteer labor accounted for 9% of our income.

FY2020 Sources of Revenue



On the expense side of our balance sheet, we spend the money we receive on project supplies, maintaining our office, and salaries and benefits for employees. Fundraising accounted for less than 8% of our total expenses.



Special Events



The Blue Talon Bistro Turkey Trot 5K

The Blue Talon Bistro Turkey Trot 5K started on Thanksgiving Day in 2006 to provide our community an opportunity to come together to support local charities on the most popular running day of the year. Since then, the race has grown to an amazing 3,000 runners and is now one of the most notable in our region.

In 2019 (Housing Partnerships' 2020 fiscal year), we were honored to be chosen as the recipient of the Turkey Trot proceeds for three consecutive years. To help earn our reward, Housing Partnerships' Board of Directors members and their families managed runner check-ins and served as course marshals on Thanksgiving Day. We had a great time seeing old friends and making new ones and we netted more than \$20,000 in proceeds to help families in need.

Although we were not able to benefit from proceeds in 2020 because of the coronavirus pandemic, we're keeping our fingers crossed that the 2021 race will be able to return to normal.



Brandie Weiler, Executive Director of HPI, with festive race goers at the starting line of the 2019 Turkey Trot.



2019 Race goers heading to the starting line.



Since 2007, Housing Partnerships' premier annual fundraising event has been our PIPE (Providing Indoor Plumbing for Everyone) Concert. The PIPE Concert is made possible through the support of local business sponsors and individuals throughout our community. Proceeds from this concert, together with state financing, have allowed us to retrofit the homes of ten families in our community to allow for the installation of indoor plumbing. But the job isn't done yet. About 40 families in our area still lack this most basic of necessities for healthy living.

We have traditionally held the PIPE Concert each September at the Martha Briggs Amphitheater on the William and Mary campus. For 10 years, the concert featured one of the best Jimmy Buffett tribute groups in the country, Pirates of the Caribbean. It's been a wonderful family-friendly evening enjoyed by hundreds of our neighbors and provided much-needed support for the work of Housing Partnerships.

Our last PIPE Concert was in September 2019 (Housing Partnerships' 2020 fiscal year). With Covid-19 continuing to spread in our community for the past 18 months, our Board of Directors had to make the difficult decision of canceling the 2020 PIPE Concert and postponing the 2021 Concert originally scheduled for September 26, 2021. Keeping our neighbors safe is one of our key tenets, so the possibility of jeopardizing the health of our concert attendees was a risk we were not willing to accept.



We've rescheduled the concert for June 26, 2022. By next summer, we hope that community members will be able to come together safely to enjoy good music, food, drinks and company in support of our neighbors who lack essential indoor plumbing. The June 2022 PIPE Concert will be held at on the green at High Street and feature Williamsburg's own Good Shot Judy – one of Virginia's premier jazz bands. Dust off your dancing shoes and get ready to party for a purpose!



We want to acknowledge and express our sincere thanks to our sponsors who have donated to make the coming PIPE Concert a success.

2022 PIPE Concert Sponsors

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Al's Landscape
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Brass Cannon Brewing
Brooks Real Estate/Coldwell Banker Traditions
Buntrock Industries
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Van Kniest Painting and Finishes, Inc.
Virginia Woodcrafters
Mr. Mark Wenger
Williams Landscaping
Williamsburg Dental Group
Mr. and Mrs. Carl Zangardi

Get Ready for Good Shot Judy, June 26, 2022!





FY20-21 Individual Donors

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Mr. John Wilson
Mr. and Mrs. Robert Winters
Mr. and Mrs. James Woodall
Mr. and Mrs. Carl Zangardi
The Honorable and Mrs. J.R. Zepkin*



FY20-21 Business Donors

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Blue Talon Bistro, LLC
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Virginia Woodcrafters, Inc
Virginia Woodcrafters, Inc.
William F. Miller, PC
Williams Landscape & Design, Inc.
Williamsburg Dental Group*



FY20-21 Faith Organization Donors

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New Zion Baptist Church
Olive Branch Christian Church*

*St. Stephen's Lutheran Church
Williamsburg Baptist Church
Williamsburg Presbyterian Church
Williamsburg United Methodist Church*

FY20-21 Civic Organizations, Foundations, and Trust Donors

*Langley for Families Foundation
Robert McEldowney Jr Family Foundation
Rotary Club of Williamsburg*

*Roxie White Revocable Trust
The RBWR Family Charitable Foundation Inc.
Williamsburg Community Foundation*



Volunteers Jim Lovelend (left) and John Horne (right) building a much-needed handicapped ramp for an HPI client.

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