

**Annual Report
2013**

 **HOUSING WORKS**

**THE
TIME
IS
NOW**

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Letter from the Co-Founder and CEO

Dear Housing Works Family,

This has certainly been an eventful year. We've faced challenges including a natural disaster and stalled political momentum, but we've also celebrated a new addition to the Housing Works family and many more undetectable clients.

We welcomed the Positive Health Project to our family this year. PHP will help us expand access to services for New Yorkers at risk of HIV/AIDS and Hepatitis C through programs like syringe exchange, harm reduction, education services, and more.

As we continue to expand our services, and to help more and more New Yorkers become undetectable, we realize that the end of AIDS is within our reach. It's no longer a dream; it's possible. We have the tools we need to end this epidemic. The moment is here, but we must seize it. We must secure the public imagination and political power necessary. Absent a strong vaccine or a cure, we cannot end AIDS without addressing the social drivers of disease. These interventions are the things we all work for—access to housing, food security, evidence-based harm reduction interventions like clean syringe access, and many basic medical necessities.

Let's commit together to ending this epidemic in New York State by the year 2020. As we've shown so many times in the past, from our assistance in Haiti to our relentless advocacy, when we work together, we can make the impossible possible.

Nelson Mandela said it best: "It always seems impossible until it's done."

Sincerely yours,



Charles King
President and CEO

Financial Statement

Housing Works Inc. and Subsidiaries Statement of Activities for the Twelve Months Ending June 30, 2013

Revenue	
ADHC	\$7,999,471
Cobra	\$7,223,615
OASAS	\$373,573
Medical	\$2,440,644
Dental	\$334,717
Bad Debt	- \$1,093,709
Government Contracts	\$7,344,135
Business Ventures	\$22,108,128
Development Fundraising	\$3,176,349
Grants Release From Restriction	\$605,506
Client Rents	\$1,094,901
Contracted Apartment Rents	\$1,489,600
Property Management	\$1,805,149
Other Revenue	\$996,109
In-Kind Contributions	-
Costs of Goods	-\$1,001,189
TOTAL REVENUE	\$54,897,005

Expenses	
Program Services	
Housing	\$5,761,793
Lifesaving Services	\$19,753,718
Legal/Advocacy	\$1,970,473
Business Ventures	\$20,193,690
Fundraising Services	\$713,848
Administrative Services	\$4,779,184
TOTAL EXPENSES	\$53,172,708

Summary	
Net Surplus/Deficit	\$1,724,296
Net Assets, End Of Year	\$22,281,974

Revenue

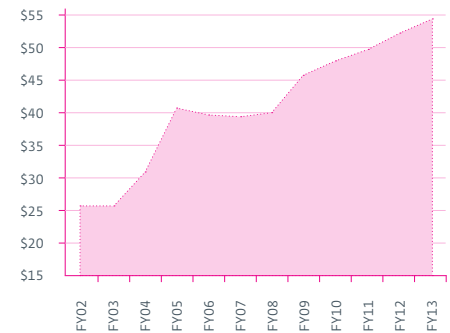
For the fiscal year ending June 30, 2013, Housing Works, Inc. and its subsidiaries reported an unrestricted surplus of \$1,724,296.

Entrepreneurial Businesses

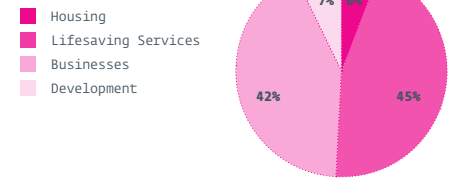
Our entrepreneurial ventures produced over \$22 million in revenues for the year, a \$1.7 million and 8% increase from last fiscal year. Of these ventures the Thrift Stores increased profits by \$602,000, the Bookstore by \$90,000, and The Works by \$26,000. Development also increased their profits by \$809,000. The surplus generated by these companies supported various efforts, including:

- Final preparations for the opening of the Jefferson Avenue Residence
- Operations of various Housing Works client service departments
- Ongoing capital improvements

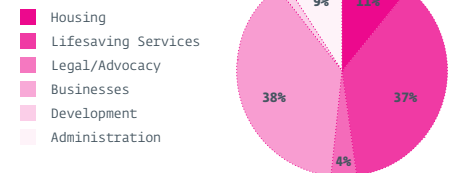
Total Housing Works Revenue FY02-FY13 (in Millions)



Percentage of Revenue



Percentage of Expenses



Our Accomplishments

Despite many challenges this year, including Hurricane Sandy, we enjoyed quite a few successes on all fronts.

Entrepreneurial Successes

- \$775,000 increase in profit from our businesses
- Raising a record-breaking \$1.1 million through Design on a Dime!
- \$800,000 increase in profit from Development

Client Services Successes

- Quickly implemented new models of care for New Yorkers with HIV/AIDS and/or other co-morbid conditions
- Effectively enrolled clients in Health Homes at a rate of over 75 individuals per month
- Provided supportive services and health intervention for almost 3,000 New Yorkers in need
- HIV Law Project won landmark case Short v. Manhattan Apartments, Inc., reinforcing Local Law 10 which prohibits discrimination based on lawful income like HASA subsidies and Section 8 vouchers

Housing Successes

- Final preparations to Jefferson Avenue Residence
- Provided supportive housing for over 205 New Yorkers in need

Advocacy Successes

- Held our first Braking the Cycle Ride, raising over \$220,000
- Record-setting World AIDS Day Rally in Brooklyn
- Sent countless representatives to the International AIDS Conference in Washington, D.C. to participate in the "We Can End Aids Coalition"



Clockwise from top right:

Health Home Care manager & client

A wedding reception at the Housing Works Bookstore Cafe

Runners participating in the Reykjavik Marathon as part of Team Braking AIDS

"Best of Spring" event at Housing Works Thrift Shop

"We Can End AIDS" mobilization



Our Partners

Housing Works provides lifesaving HIV prevention, treatment, care, housing, and other services through the generous support of our diverse donors. Companies and individuals who purchase goods and services from our business ventures generate income that subsidizes the cost of providing services that public and private funders may not cover. Foundation, corporate, and government funders directly support our programs. And individual donors help make a difference by partnering with us through generous tax-deductible contributions.

Government Partners

Health Research, Inc.
Health Resources and Services Administration
New York City Department of Health and Mental Hygiene
New York State Department of Health
New York State Office of Temporary and Disability Assistance
New York City Human Resources Association
Public Health Solutions
U.S. Department of Housing and Urban Development

Foundation Partners

Over \$100,000
Robin Hood Foundation

\$50,000 to \$99,999

Elton John AIDS Foundation
MAC AIDS Fund

\$10,000 to \$49,999

Broadway Cares/Equity Fights AIDS
Gesso Foundation

\$5,000 to \$9,999

Cardinal Health Foundation

Epstein Teicher Philanthropies
Marva Smalls Endowment of Coastal Community Foundation
Maurice & Carol Feinberg Family Foundation

\$1,500 to \$4,999

Atlantic Philanthropies
Ernst & Young Foundation
The Gates Family Philanthropic Fund
Goldman Sachs Gives
John F. Kidde Fund for Basic Human Needs
The Judy Family Foundation
Paul S. Daniels and Stephen E. Cole Fund
Phillips-Van Heusen Foundation Inc.
The Pzena Investment Charitable Fund
Richmond County Savings Foundation
\$500 to \$1,499
The Cherry Picker Foundation
Church Pension Fund
Cowles Charitable Trust
Fairfield County Community Foundation
Julius and Evelyn Melnick Foundation
MetLife Foundation

Sandpiper Fund, Inc.
Siev Family Fund
U.S. Charitable Gift Trust
United Way of New York City

Corporate Partners

Over \$50,000

HSBC Private Bank
Valspar

\$25,000 to \$49,999

American Express Foundation
One Kings Lane
Playmates Toys
Viacom International, Inc.

\$10,000 to \$24,999

A + E Television Networks
Gilead Sciences, Inc.
Home Box Office, Inc.
Huniford Design Studios
Matthijssen Business Systems
Nickelodeon
Printing House
Ralph Lauren Corporation
Struck

\$5,000 to \$9,999

American Eagle Outfitters
Amida Care Inc.

Bloomington's, Inc.
Genentech
HomeGoods
Janssen Products LP
Jen Bekman Projects, Inc.
Lifetime Network
NBC Universal
OraSure Technologies, Inc.
Tasting Table

\$1,500 to \$4,999

Aerie
Broadcast Music, Inc. (BMI)
The Corcoran Group Real Estate
DwellStudio
Guilford Publications, Inc.
NYC AIDS Housing Network (NYCAHN)

\$500 to \$1,499

Aero Studios Ltd.
Bollinger Insurance
Fort Street Studio
Little Red School House, Inc.
Patrick McMullan Company
Pepsico
Vanguard Charitable Endowment Program

Individual Partners

Over \$25,000

Anonymous
Richard Vorisek

\$10,000 to \$24,999

Patrick Campion
James Goldrick
Mike Leathers
Jeff Pfeifle
Jonathan Sehring
David Song
Thomas Vorisek
David Yacono

\$5,000 to \$9,999

Andy Cohen
Paul and Eden Dendrick
Anthony and Sheila DiCioccio
Jamie Drake
Alan Goodman
Michael Gordon
Erik Hepler and Maureen Ryan
Gordon Hoppe
David Kane
James LaForce
Colin Lapin
Christine LaSala
Julie Martin
Nicole McBean
Emily McSpadden
Alan Miles
Karen Peterson
Kim Pinkerton
Linda Romano
Anita Rowan
Adriana Sarmiento
Fred Seibert
Amy Sullivan
Ronli Tzour
Eamonn Vitt
Earl Ward
Doug Wirth

Our Partners (cont)**\$1,500 to \$4,999**

Christopher Abeel	Mary Ann Frenzel	Kevin Quist	Harold Banks	Denise Gordon	Joseph Magnone
Catalina Bae	John Gibbons	Zorica Radovic	Rob Bannon	Brian Gould	Denise Mandelbaum
Lynn Ban and Jett Kain	Jennifer Gilbert	Sabeel Rahman	Krista and Jonathan Barron	Andrew Greene	Robert Marinelli
Emilie Bandy	Andrew Goldsmith	Christina Revithas	Ron Barta	Brian Griffin	Michele Medaglia
Alexandra Bausch	Keith Goldsmith	Nathan Riemer	Julie Behounek	Emanuel Grillo	Armen Merjian
Courtney Baxter	Andrew Gordon	Christine Rodriguez	Stephen Bernardo	Teresa Grimm	Dennis Miller
Barry Berke	Anton Gorshkov	David Rogers	Walter Bobbie	Barbara Grodd	Eugenia Murtha
Matthew Bernardo	Fred Graver	Lisa Rothblum	William Borrelle	Jay Gurewitsch	Nivedita Narayanaswamy
Richard Biletta	Lester and Diane Hanks	Marisa Rothstein	Richard Brode	John Hadity	Ryan Nessing
Kathleen Biteman	Abigail Hannan	Laura Roy Daniel	Gregory Buja	John Hall	Margaret Oldfather
Art Blattner	Bryan Harris	Maggie Schwarz	Steven Bussey	Russell Halley	Jack Ovadia
Sarah Boeckmann	Vincent Harris	Steven Scuro	Michael Casey	Ross Hamachek	Priya Parasher
Debra Bosniak	Amy and Michael Height	Benjamin Sommer Do	Kimberly Clark	Douglas Harris	George Patterson
Bill Bouchey	Juan Herrera	Dennis Springer	Michael Clarke	Leah Harris	Regina Quattrochi
Ellen Breslow-Newhouse	Alison Hirsh	Liza Springer	Michael Clarke	Errol Harvey	David Quinn
Michael Byrne	Daniel Hughes	Lyndsay Stephenson	Ernie Crawford	Tobin Heminway	John Re
John Cambridge	Richard Jamgochian	Kim Steube	John Cucci	Jeffrey Hutto	Miles Redd
Howard Chapman	Demian Jones	Liz Sucher	Kristin Davidsson	James Indorato	Yaya Rey
Francine Chesler	John Joven	Felice Tilin	Richard Dudley	Rosalind Jacobs	Velvor Rhone
Liz Chesler	E. O'Brien Kelley	Shannon Travis	Dustin Duke	Pamela Jarvis	Stuart Rich
Ellen Chopay	Ellen Kier	Matt Turkel	Kristen Edson	Harold Johnson	Jonathan Rosen
Andrew Coamey	Susan Kille	Adam Vartanian	Stephen Elrod	Rachel Johnson	Alyce Russo
David Cohen	Jamie Kilroy	Jennifer Warren	Emilie Englund	Tracy L. Johnson, Jr.	Simone Saint Laurent
Dennis Cohen	Eugene Kim	Danny Wen	Kristin Fairchild-Carbonell	Craig Kalle	Felicity Sargent
Jason Costa	Charles King	Alice White	Andrew Feigin	Barbara Kaslow	Lisa and Michael Schultz
Charles Crane	Amy and John Kolz	Douglass Yee	Joyce Feldman	Brad Katchen	Virginia Shubert
Mark Cunningham	Michael Lattis	\$500 to \$1,499	Chris Ferrera	John J. Kelley	Georgia Siegchrist
Joseph Defelice	Stewart Laufer	Anonymous	Judy Fertel	Mazal Kong	Colleen Simmons-Barnswell
Joseph DeFranco	Eric Lee	Jacqueline Aguanno	Gerald Fisher	Robert Kovler	Linney Smith
Stephanie Demmons	Linda and Maury Lesser	Babi Ahluwalia	John S. Fitzgerald	Thomas Krizmanic	Richard Spain
Alison Diamond-Levasseur	Eliot Malone	Carlo Alacchi	Ken Fleishman	Carey Lennox	Liz Stephens
Sally and Joe Dorsten	Vishant Manu Krishnan	Carlo Alacchi	Melva France	Michael Leva	Cynthia Sullivan
Josh Drimmer	Harold Maxfield	David Alport	David Frye and Walter Bobbie	Debra Levine	William Sullivan
Suzanne Dvells	Daniel McNiell	Ezra Alvarez	Thomas Gallagher	Glenn Ligon	Carol Swedlow
Omri Elisha	Louis Morga	David Amini	Joanne Gibbs	Kenneth Logan	Analisse Taft
Blake Farrar	Pam Napolitano	James Augustine	Howard Goldfarb	Anni Luneau	Kevin Tallat-Kelpsa
Lawrence Fata	Jennifer Obiaya	Lee Autry	Rachel Goodman	Daniel MacDonald	David Terrio
	Kelly O'Donnell	Betsy Azer		Wendy and Steve Madden	
	Brian Offutt	Jerome Baltazar		Tamara Magel	

Our Partners (cont)

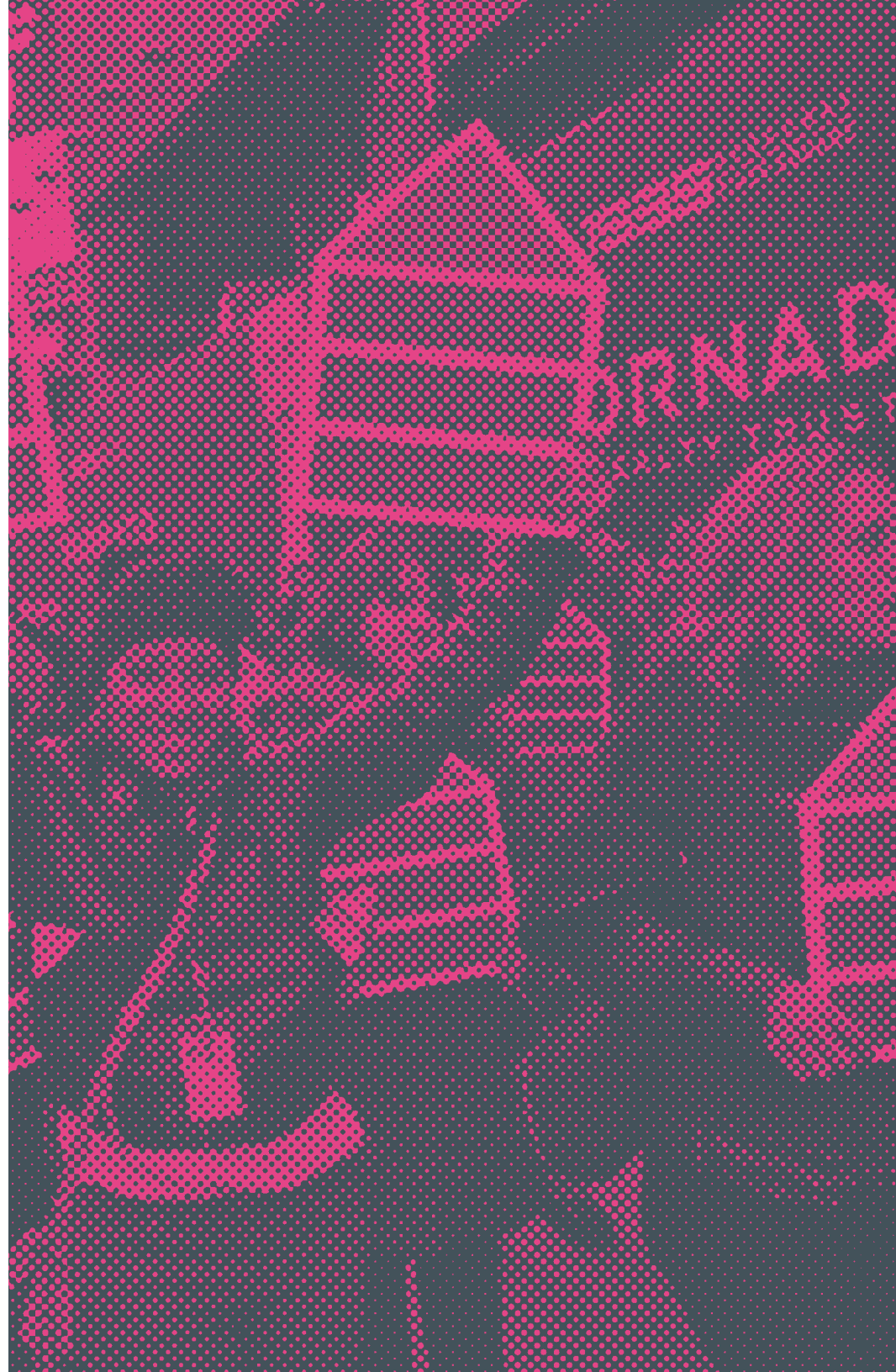
Megan Toledo	Stephen Bailey	Cathy Dreher	Michael Gillespie	Jeff Kreig	Rodney Newby
Francisco Torres	Lorraine Baker	Tim Dreher	Drew Glick	Steven Krobath	Lori Nicholson
Alessandra Uihlein	Rob Bannon	John Dunn	Jaime Gomez Romo	James Ku	Robin Nyzio
Tom Viola	Alan Barnett	Tom Dunn	Janusz Grabinski	Andrzej Kubowicz	Tom Nyzio
Paul Vitale	Merli Baroudi	Tom Dwyer	Jeanne Graham	Norrie Kurtz	Edward Ochenschlager
Stacy Waggoner	John Bartlett	Kate Emanuel	Cindy Grauer	Eric Leach	Anne O'Reilly Graham
Robert Wagner	Marilyn Bartlett	Amy Eppler-Epstein	Claude Grazia	Kathryn Leach	Anne OShea
Jay Waldner	Richard Bennett	Steven Eppler-Epstein	Kenneth Green	Walter Lee	Noella Owen
Earl Walkes	Matthew Bernardo	David Epstein	Andrew Greene	Keith Lewis	Cigdem Ozturk
Alan Wanzenberg	Andrea Biblow	John Esty	Mark Gregg	Ed Linders	P/Kaufmann Inc.
Alicin Williamson	Richard Biletta	Bill and Jody	Dawn Grimmer	Roger Lovejoy	Louis Papaleo
Kenneth Wyse	Estelle K. Blush	Evans-Rudd	Glenda Guerri	David Mack	Brian Parker
Mark Zeller	Neal Bograd	Fabrizio Fabbri	Christopher Hadlock	Earle Mack	Ashley Paskalis
	Henry Bolden III	Kate Farrington	Glenn Hammerson	Fredric Mack	Craig Pinckney
Estate Gifts	Gerry Brown	Margaret Fechtmann	Robert Hammond	Joseph Magnone	Jorge Luis Pino
	Matthew Brown	William Fehder	William Hardin	Courtney Maier Burbela	Nancy Powell MD
Joseph Edlin	Henry Buhl	Carol Feinberg	Kenneth Harvin	Pierre Maignan	Edward Preusser
Edward Gold	Cynthia Butler	David Feinberg	John Hebert	John Malitzis	Kelly Preusser
Milton Kean	Denise Callaway	Nancy Feinberg	Amy Hemphill	Tomaso Manca	Nestor Ramos
	Ariel Capwell	William Felder	Genevieve Hernandez	Pamela Margolin	Marisa Randall
Braking the Cycle Riders, Crew, and \$500+ Donors	Matt Cartwright	Mark Ferrando	Juan Herrera	Matt Martin	David Raper
	Mike Castro	Michael E. Fesco	Shannon Holloway	James Mazzo	John Reardon
	John Catron	Fidelity Charitable	Jeffrey A. Hoover	Ann McCall	Felicia Rector
	Claire Clarkson	Gift Fund	James Huniford	Seamus McManus	Miles Redd
Paula Agoglia	Nathan Cockrell	Jennifer Fiedler	Robert Inches	Magda Menner	Joseph Rivera
Afzaal Akhtar	Marc Cohen	FirstGiving	Gant Johnson	Alan Miles	Manny Rodriguez
Humberto Alers	Tina Conway	Caroline Fitzgibbons	Brian Kapchinski	Craig Miles	Rosemarie Romano
Mark Alicea	Todd Cunningham	Kory Floyd	Samantha Kappagoda	Christian Miller	Margaret Ronner
Julie Allen	Douglas Cutsogeorge	Amelia Fowler	Kip Katich	Gary Miller	Ray Ronner
Jennifer Anderson	Amy Danziger-Tenenbaum	Mike Froggatt	Pat Kearney	Kevin Mischka	Linda Rosenthal
John Anderson	Helen Davies	Peter Fuhrmeister	Keating Crawford	Dylan Moorhead	Paul K. Rowe
Mary Anderson	Paul Davila	Peter Gaffney	Foundation Inc.	Carol-Ann Morgan	Luz Sarmiento
Monica Anderson	Mikola De Roo	Betty Garlock	Camila Kerwin	Ron Moser	Team Sasha
Anonymous	Joey Delos-Santos	Garson, Decorato &	Charles King	Verna Moses	Mason Scherzer
Anonymous Bookstore	Mark Denecour	Cohen, LLP	CB Kirby	David Muhlbaum	B. A. Schoen
Volunteers, Staff,	Laurel Devaney	Peter Genatt	Michael Klein	Matthew Nasser	Hope Schroy
Customers	Andrew Dick	Matthew Gewirtz	Rachel Klein	Michael Neary	Beth Shapiro
Kumpol Asarak	Malcolm Dick	Rivka Gewirtz Little	Thomas Koveleskie	New York Plumbing-	Warwick Shaw
Janie Bailey	Amy Dobbis	Debbi Gibbs	Scott Kramer	Heating-Cooling Corp.	Jonathan Sheffer

Our Partners (cont)

Scott Sheidlower	Andrew Wilson	Dow Jones	Oracle
Shulman Family	Dan Wilson	Eaton Vance Investment	P/Kaufmann Inc.
Foundation	Lauren Wittels	Managers	Pepsico
Michael Signoriello	Nancy Wolff	Energizer Holdings,	Perry Capital LLC
Silvercrest Asset	Chad Woodard	Inc.	Pew Charitable Trusts
Management	Jay Work	Fitch, Inc.	Pfizer, Inc.
Colby Smith	Asaf Yogev	Franklin Templeton	Pitney Bowes
John Smith	Gene Yoon	Investments	Plymouth Rock Assurance
Soledad Soriano-Kaplan	Travis Zamzow	GAP	Prudential Financial
Krista Steinberg	ZBI Employee Allocated	Gartner	R.U.S.A. (Rolex)
Daniel Stringer	Gift Fund	Global Village	Random House
Tommie Stringer	Linda Zipko	Publishing	RBS/Citizens Financial
Edward Sunderland		Goldman, Sachs & Co.	Rockefeller Brothers
Barry Swan	Matching Gift Partners	Google	Fund, Inc
Jordana Swan		Hausmann Industries	Solix
Samuel Swaynos	A + E Television	Home Box Office, Inc.	State Street
Nancy Swords	Networks	HSBC Bank	Thomson Reuters
Laszlo Szabo	AIG	IBM	Time Warner
Arlene Tannenbaum	AllianceBernstein	Institutional Investor,	Time Warner Cable
Amy Tenenbaum	American Express	Inc.	Time, Inc.
David Terrio	AON	Johnson & Johnson	UBS
Linda Tiano	AXA Equitable	JPMorgan Chase	Unilever
Andrew Tobias	Baker Hughes, Inc	Levi Strauss	Vantage Media Group
William Tomai	Bank of America Merrill	Lifetime	Verizon
Elizabeth Train	Lynch	Macy's	Viacom
Angela Trigian	Benjamin Moore	Massachusetts Mutual	Visa
Kara Unterberg	BlackRock	Life Insurance	Ziff Brothers
Bronson Van Wyck	Bloomington's	Company	Investments
Chris Vaughan	Bollinger Insurance	McAfee	
Kristofer Velasquez	Broadridge Financial	McGraw Hill	
Annabel Vered	Solutions	McKinsey & Co.	
Felix Villaman	Capital One	Medco Health Solutions	
Victor-John Villanueva	Cardinal Health	Merck	
Tanya Vinnik	Citizens Financial	Microsoft	
Irina Vinnitskaya	Deutsche Bank	Moody's Foundation	
Paul Vitale	DG	Morgan Stanley	
Earl Ward	DG FASTCHANNEL	Novartis Corporation	
Joshua Weitzner	DG MediaMind	NYSE Euronext	
Clay Williams	Disney	OppenheimerFunds, Inc.	

Our Mission

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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