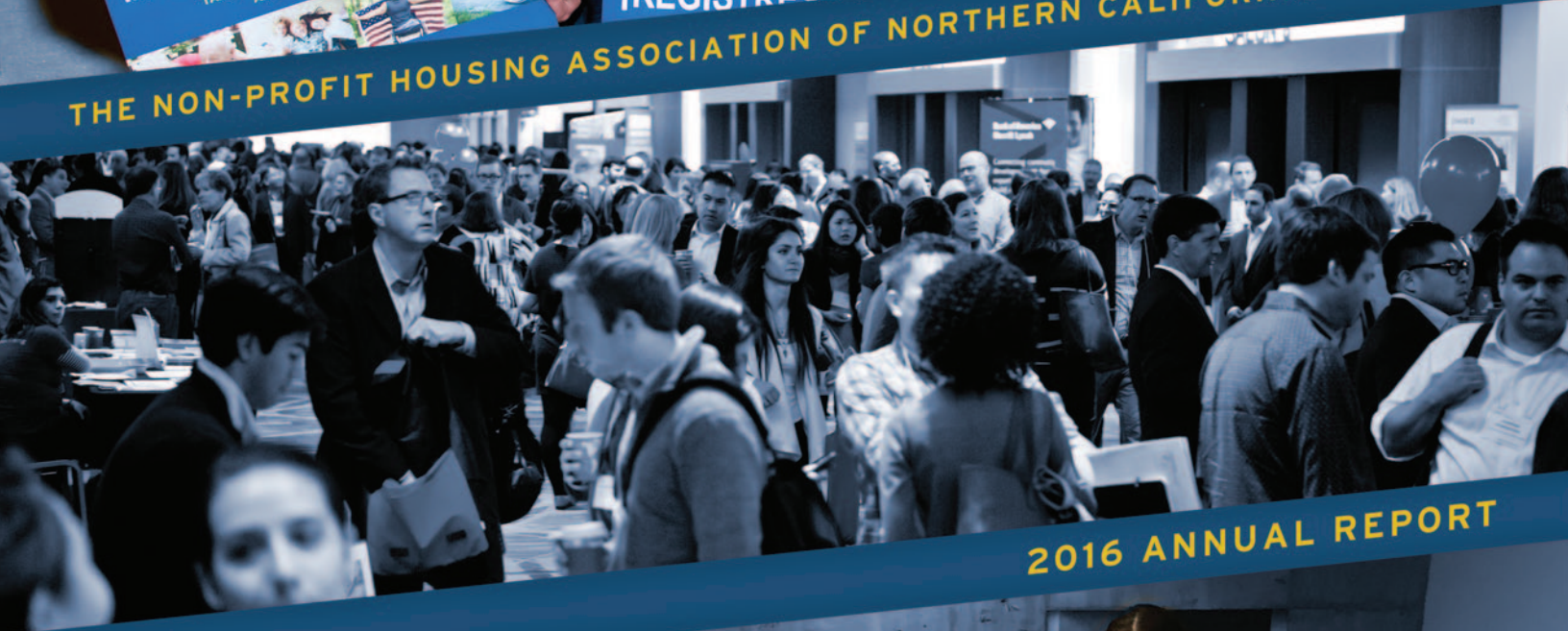


NPH



THE NON-PROFIT HOUSING ASSOCIATION OF NORTHERN CALIFORNIA



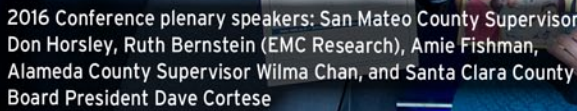
2016 ANNUAL REPORT



The Voice of
Affordable Housing

A Letter From Executive Director Amie Fishman

A Letter From Executive Director Amie Fishman



In 2016, NPH chose the theme “Building Opportunities” to shape our work, reflecting our goal to work with our members, coalition partners, and supporters to maximize opportunities at the local, regional, state and federal level to increase resources for affordable housing.

And what headway we made! From our three regional ballot measure wins and new resident voter mobilization program (see next page) to gains at the state level (see page 6) to our largest conference ever (see pg 5), the NPH community seized opportunities to build incredible progress for our movement.

This work is a testament to you, the NPH community. As you look back at our 2016 highlights, remember that we couldn't have done any of this without our members, our committed staff, and the outstanding leadership of our Board – with special thanks to outgoing Board President Matt Franklin, who steered NPH through an executive leadership transition and a shift toward electoral campaigns, and a warm welcome to current Board President Jacquie Hoffman.

And despite new challenges ahead, we find hope as we look at the work in front of us. NPH will continue to stand together with our partners and members, affirm our values and defend our most vulnerable communities, push for an end to homelessness and housing insecurity and create vibrant inclusive communities. These are no small tasks – but when you look at what we accomplished together in 2016, I have no doubt that, standing together, we will continue to build opportunities and make progress.

Thank you.



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AFFORDABLE HOUSING WINS AT THE BALLOT

NPH's Three Big Wins for the Bay Area

2016 was an unprecedented year for Bay Area housing. For the first time, voters identified affordable housing as the region's most critical challenge – and then showed that they were prepared to do something about it. NPH was ready, strategizing and coordinating with local leaders and coalitions, to provide voters with solutions.

The result? Three county ballot measures initiated, supported, and won at the November 2016 ballot, resulting in more than \$2 billion of new investments for affordable housing in three Bay Area counties.

NPH led efforts in driving success for the three campaigns' members and partners:

- Yes on A, the \$950 million Homelessness and Housing Bond in Santa Clara County;
- Yes on A1, the \$580 million Affordable Housing Bond in Alameda County;
- Yes on K, an extension of the half-cent sales tax in San Mateo County to increase investment in affordable homes and critical county services.

Under leadership from Political Director Sharon Cornu, NPH members in resident services and related areas developed and implemented a new program to register, inform, and mobilize affordable housing residents. East Bay Housing Organizations, Housing Leadership Council of San Mateo County, and SV@Home played lead roles in their counties, and NPH staff and members filled hundreds of volunteer shifts. NPH members and partners provided substantial funding for these campaigns – giving early and significantly to ensure robust campaigns and galvanizing others to invest.

We worked strategically, gave generously, and won big. The urgently needed investments will create thousands of affordable homes for seniors, veterans, people with disabilities, working people and families.

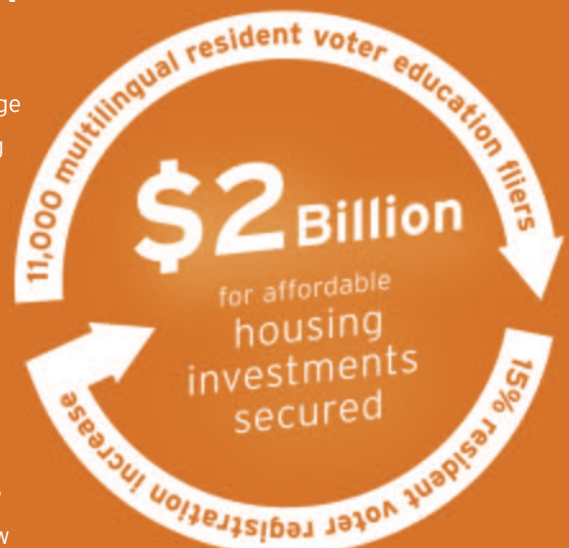
Thanks to NPH members and partners, the Bay Area took a big step forward in 2016 to build opportunities for our communities and work towards our vision of a future where everyone has a place to call home.

STRATEGY AND GROWTH AS AN ORGANIZATION

It was no accident that three Bay Area County measures found success this year. With leadership from the Board of Directors, NPH planned carefully to set the stage for these victories, laying the groundwork, assessing opportunities, and launching a new political program to develop an electoral strategy.

Starting with a pilot program for San Francisco's affordable housing bond campaign in 2015, NPH identified resident engagement opportunities and mobilized for November 2016's election. Funding from The San Francisco Foundation and NPH's Dianne J. Spaulding Legacy Leadership Fund provided key resources to support these new electoral initiatives and the NPH Action Fund.

This new campaign infrastructure will continue to support NPH in our work, as we explore funding solutions across our nine county region and statewide. With a new resident voting bloc, expanded coalitions, and an experienced membership base, the affordable housing community has built new political power and opportunities!



NPH EVENTS & PROGRAMS

Engaging Our Community

NPH plays an important role in the affordable housing community, fostering connections and collaboration and sharing and spreading knowledge. In 2016, we were proud to grow existing programs, identify and fill industry needs, and have fun together as a community! Highlights in 2016 included...

CONNECTIONS AND COLLABORATION

- Renewing opportunities to collaborate on local and regional advocacy, NPH strengthened our network of Bay Area advocacy partners – CCHO, EBHO, HLC, and SV@Home – and worked to align messaging and coordinate action on efforts including the three County ballot measures, Plan Bay Area, and more.
- NPH's Emerging Leaders Peer Network (ELPN) is a platform for growth, achievement, and opportunity among a cohort of affordable housing practitioners and advocates. Founded in 2014, the group continues to grow, hosting 15 events with more than 400 people in 2016, and developing housers' expertise and knowledge for the future.
- In 2016, NPH identified a growing need from members to provide a forum for housing communicators to connect about affordable homes messaging. In response, NPH provided message trainings and convened a Strategic Communications Committee to develop exciting new public engagement tactics, from generating Bay Area-wide media during May Affordable Housing month to working closely with reporters during #SFHomelessnessMediaBlitz.
- As NPH membership continues to grow, we remain committed to bringing together our growing and diverse affordable housing community to foster connections and build relationships. This includes working groups and programs, as well as networking and get-togethers, such as our annual member Holiday Party.

ELPN IS A PLATFORM FOR GROWTH, ACHIEVEMENT, AND OPPORTUNITY.





OUR CONFERENCE KEYNOTE PRESENTATION ENERGIZED ATTENDEES TO MOBILIZE BEHIND OUR CAMPAIGNS.

EDUCATION AND EXPERTISE

- NPH organized our largest annual conference yet in 2016 with over 700 attendees. We held 22 workshops on both bread-and-butter topics like affordable housing finance and cutting-edge issues like how to attract and retain diverse talent in our field. Our keynote presentation included county leaders from the affordable housing ballot measure campaigns, providing key insight and perspective and energizing our attendees to mobilize behind the campaigns.
- 2016's Brown Bag series continued to provide timely and relevant industry expertise, bringing together hundreds of learners during the multi-part series, spanning an array of topics from technical and regulatory information to advocacy and communications trainings. (See sidebox for more.)
- NPH celebrated our 20th Annual Leadership Awards in 2016, where we recognized the expertise and leadership from our community. We were proud to present a new awards category in 2016 to honor our strategic "boomerang" partners and celebrate NPH's growing local collaboration with Bay Area city and county leaders.

BROWN BAG SPOTLIGHT: AHSC

Brown Bag events provide opportunities for members to learn an array of tools and tactics and to develop professional expertise.

One of NPH's most popular Brown Bags of 2016 helped members leverage funding opportunities for affordable housing developments through AHSC (Affordable Housing and Sustainable Communities), a state program providing funding for affordable housing that supports California's environmental goals. Guests discussed how the program might evolve and learned tools and strategies they could employ to improve program applications.

IDENTIFYING AND SECURING POLICY SOLUTIONS

Policy Progress Around the Bay and Beyond

NPH continued in 2016 to identify and build opportunities to strengthen regional and statewide affordable housing policy. Member-driven priorities kept the NPH Policy Team hard at work on legislative and regulatory advocacy, developing concepts, building support, and providing technical assistance. Highlights from 2016 included...

- **Driving progress on Plan Bay Area.**

NPH led a diverse coalition of stakeholders to advocate for meaningful affordable housing progress in Plan Bay Area, the regional policy framework through 2040, including an Action Plan to make the region more affordable, stabilize communities, and improve access to jobs, especially for our most vulnerable. NPH also advocated successfully for amendments to the One Bay Area Grant (OBAG) Program to incentivize cities and counties to prioritize affordable housing.

- **New Local Affordable Housing Funding.**

NPH was proud to co-sponsor the successful 2016 “Boomerang Bond Bill” (AB 2031, Bonta), which provides new local opportunities for affordable homes, by allowing a city or county to bond against “boomerang funds”—funds returned to a locality from the state due to the elimination of redevelopment agencies.

- **Key legislative support for housing policy.**

NPH also played a significant support role for several successful 2016 legislative bills, including the No Place Like Home Bill (AB 1618) – dedicated revenue for a housing-first strategy for people with mental health needs who are experiencing homelessness – and CHP’s SB 873 (Beall), which increases the value of the State Low Income Housing Tax Credit.

- **Regulatory Advocacy.**

With a strong commitment to post-passage participation and program effectiveness, NPH pursued regulatory advocacy with our members, coordinating members and the Legislative Issues Committee to develop recommendations on state funding programs for affordable housing including TCAC guidelines and HCD’s uniform multi-family regulations.

BUILDING TOGETHER

NPH’s success stems from building and leading coalitions and convening working groups, with dedicated staff hard at work for members. In 2016, NPH’s Legislative Issues Committee introduced a new two-part series, “There Ought to Be a Law,” to engage NPH members with expanded background and information to assess the legislative process for timelines, opportunities, and strategies, and to identify priorities. NPH has committed to deepen our advocacy with in-district resident meetings, to ensure decision makers hear directly from the individuals impacted by their policies.

Pictured here with Alameda County Supervisor Nate Miley.

BIG GIVING INSPIRING BOLD ACTION

Year-End Summary

2016 STATEMENT OF ACTIVITIES

Total Revenue:	\$1,622,430
Total Expenses:	\$1,574,924
Change in Net Assets:	\$47,505

2016 STATEMENT OF FINANCIAL POSITION

Total Net Assets:	\$1,093,774
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2016 CONTRIBUTIONS:

Grants:	\$460,500
Contributions:	\$348,542
Special Events:	\$691,965
Membership Dues:	\$87,615
Program Fees & Technical Assistance:	\$32,510
Other:	\$1,297

2016 EXPENSES

Operations:	\$202,775
Programs:	\$1,292,968
Fundraising:	\$69,181

*Your donations helped NPH
support three ballot measures
that secured more than*

**\$2 BILLION
OF INVESTMENTS IN
AFFORDABLE HOUSING
AND OUR COMMUNITIES.**



THE DIANNE J. SPAULDING LEGACY LEADERSHIP FUND

When former Executive Director Dianne Spaulding announced her retirement after 23 years leading NPH, the Board decided to create a Fund in her honor to ensure NPH's sustainability and growth through the leadership transition, help develop future leadership in the affordable housing field, and provide catalytic funding for visionary policy initiatives. Led by Fund Chairman Jack Gardner, NPH members and supporters gave generously to support NPH's continued pursuit of bold action in support of affordable housing development.

During the two year fundraising campaign, nearly 100 organizations and individuals contributed over \$400,000 to

the Fund, creating a discretionary pool of funds that will sustain NPH's leadership role in affordable housing development, policy, advocacy, and financing solutions.

The DJS Legacy Leadership Fund has already enabled NPH to take bold steps, including laying the groundwork for the successful affordable housing revenue measures in 2016 and building capacity and impact through the Emerging Leaders Peer Network and other new initiatives.

In 2016, we closed the two-year fundraising cycle with deep gratitude and appreciation for the donors and leaders.



Champion funders (contributing \$10,000 or more):

BRIDGE Housing, Low Income Investment Fund, The John Stewart Company, Mercy Housing California, Carlson Beck, Chase Community Development Banking, Chinatown Community Development Center, Community Economics, Bay Area LISC, Construction Employers' Association, Eden Housing, Enterprise Community Partners, John and Gussie Stewart, Merritt Community Capital, MidPen Housing, Northern California Carpenters Regional Council, Tenderloin Neighborhood Development Corporation, and William Witte.

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(former)

Alina Harway, Communications Manager

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Names in white indicate DJS Legacy Leadership Fund donors. (See pg 7 for more information.)

And for a full list of NPH members, please visit www.nonprofithousing.org/get-involved