



BUILDING FOR ZERO



**An overview of the work
of one year
and forecast of activities
to meet challenges
ahead**

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the Chairman and Executive Director
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A message from the Chairman & Executive Director



In early 2014, 60 Minutes ran a segment on the 100,000 Homes Campaign, which was a challenge by the Nonprofit agency, Community Solutions, to communities across the country to place that many chronically homeless persons into supportive housing. This segment encouraged Coming Home to launch its own “Coming Home Campaign,” as a tool to drive its message of the need to address three facets of housing: its accessibility; its affordability and the sustainability of a person’s tenancy. Four years later, and after substantial success in creating a system to end homelessness that has resulted in the placement of many formerly homeless persons in permanent housing, we are officially joining Community Solutions’ current national effort that supports participating communities in their development of real time data on homelessness; the tracking of progress against monthly goals, and accelerating the spread of proven strategies. Community Solutions calls this effort “Built for Zero,” to describe its end goal of addressing the housing needs of each and every person on the community’s “by-name list” of persons who are homeless. Coming Home is calling its effort “Building for Zero” to reflect its considerable work in the actual creation of affordable housing units, as well as its work to deploy existing resources efficiently and capture and analyze real time information on the needs of persons who are homeless. This work allows us to identify the individual needs of persons who are homeless and to manage the system’s performance towards meeting the needs of all homeless persons.

We are excited as 2017 closes and new opportunities present themselves in 2018 to put us on a sure and steady path to bring the number of persons homeless in Middlesex County to zero.

A hearty thank you to all of you who have joined us in our endeavors and a warm welcome to those of you who are considering doing so.

A handwritten signature in blue ink, appearing to read "Brad Caruso".

Brad Caruso
Coming Home Chairperson

A handwritten signature in blue ink, appearing to read "Eileen O'Donnell".

Eileen O'Donnell
Executive Director

MISSION

To create a true system to end homelessness in the County by collecting and analyzing data; identifying needs and gaps in resources; developing needed programs and fostering collaborative strategies and public-private partnerships among all stakeholders, to rehouse individuals and families as quickly as possible and to provide connections to community resources to enable them to sustain their new homes.

We envision an environment where:

- ♦ The stigma of homelessness in Middlesex County is dispelled, encouraging anyone at risk of homelessness to know of, and to access, resources to prevent his/her/their homelessness.
- ♦ If prevention is not possible, that anyone who becomes homeless knows how to access the system to end homelessness and that such system is able to provide housing in a fair and efficient manner in consideration of severity of needs.
- ♦ Resources are adequate to meet the need.

VISION

VALUES

- ♦ Anyone can become homeless through no fault of their own
- ♦ Everyone deserves a roof over their head
- ♦ All persons are offered an opportunity for self-determination
- ♦ Homeless persons should get housing first then connection to services in the community
- ♦ An integrated community.



Data Collection and Analysis

Anyone can become homeless through no fault of their own and no one solution fits all. Accurate data on causes, circumstances creating barriers to housing, and resources to assist persons who are homeless is absolutely essential to ending homelessness in Middlesex County.

Coordinated Assessment

To end homelessness in an efficient and effective manner, we coordinate with all social service providers to:

- (i) have one point of entry for a homeless person;
- (ii) uniformly assess and prioritize persons who are homeless;
- (iii) keep the period of homelessness as short as possible, and
- (iv) make sure those most in need receive attention quickly.

Homeless Hotline Case Management

Coming Home assists persons who are homeless, and not eligible for other homelessness assistance, safely stay in the community and address their particular barriers to stable housing by providing connections to community services and locating permanent housing.

Homes for Homeless

We developed and operate a program to catalyze the creation of affordable housing specifically for persons who are homeless, working in conjunction with local affordable housing developers, municipalities and social service providers.

Landlord Engagement

We appreciate a great resource in the landlords in our County to help us end homelessness, and by addressing their needs and sharing our information about homelessness and resources, we continue to grow our landlord coalition.

Integration of Health and Social Services

Multiple studies have demonstrated that issues like housing and food instability far outweigh the effects of a visit to a health care provider on a person's health. We continue to work with area health care providers to bridge the work of the social and health care sectors to reduce unnecessary health care costs and improve people's health.





If every homeless person was alike and became homeless for the same reason, we would be able to simply count the number of homeless persons and develop one recipe to end their plight. Alas, that is not the case. The homeless population is as diverse as the non-homeless population, which makes the collection and analysis of data essential in our quest to end homelessness in Middlesex County.

Coming Home administers the County-wide Homeless Management Information System (HMIS), which is an information technology system used to collect client-level data and data on the provision of housing and services to homeless individuals and families and persons at risk of homelessness in the County. We report this data to the U.S. Department of Housing and Urban Development (HUD) which may use it in the aggregate to inform its programs. Locally, we use the system operationally in that it is an open system allowing providers, with client permission, to coordinate services for the client's benefit, as well as for planning purposes to better inform homeless policy and decision making and to identify particular needs and gaps in resources.

Coming Home also administers the County's Coordinated Assessment System described herein. Through the uniform assessment of a person's homelessness, this system produces by-name lists of persons experiencing homelessness and prioritizes their placement on the list for shelter and/or permanent housing, according to criteria established collectively by the County's homeless service providers. The assessment provides us information about each homeless person's particular barriers to securing and maintaining permanent housing.

At the end of 2017, Coming Home was invited to join the collaborative of organizations across the nation involved in ending homelessness in their communities, formed and nurtured by an organization called Community Solutions. Coming Home is now participating in the Built for Zero campaign to end Chronic (long-term) Homelessness and then onto family homelessness. Community Solutions will help us (i) capitalize and improve our by-name lists of homeless persons; (ii) conduct analyses of our data so that we can track our progress against monthly goals; (iii) adopt nationally proven best practices and (iv) deploy existing resources even more efficiently. Community Solutions will also engage leadership from the government, private and philanthropic sectors to secure new resources and provide an online platform for keeping track of our progress and connecting with other communities. This affiliation will help Coming Home and the agencies with which it works to move to the next level of performance. Stay tuned.

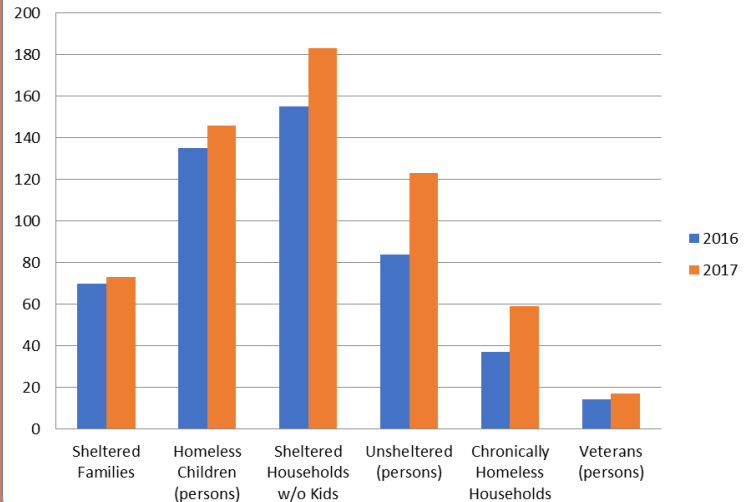
Coming Home contributes greatly to the administration of the federally required, annual Point in Time (PIT) survey of homeless persons and provides an analysis of the data collected through this one-time event.

DATA COLLECTION AND ANALYSIS PROGRAM

The 2017 PIT survey in Middlesex County reflects that on one night in January 2017:

- ⇒ 544 individuals (372 “households”) were homeless.
- ⇒ 421 individuals of the total (including 146 children) were sheltered in emergency shelter, transitional housing or hotel placement.
- ⇒ 25% of the total were unsheltered
- ⇒ 13% were “Chronically Homeless,” which is a subset of the unsheltered population
- ⇒ 50% were individuals
- ⇒ 20% or 73 were families .

Homeless Subpopulations



This data reflects increases in all categories of homeless persons counted in Middlesex County on the night of the PIT, but may be more a reflection of an increasingly efficient system to end homelessness than anything else. With the full implementation of Coordinated Assessment throughout 2016, the homeless system was able to successfully identify and engage more homeless individuals and families than in past years. In addition to increased street outreach efforts throughout the year, including on the night of the PIT, Coordinated Assessment staff also conducted telephone outreach to individuals on the waiting list for shelter to administer the PIT survey, which had never before been done.

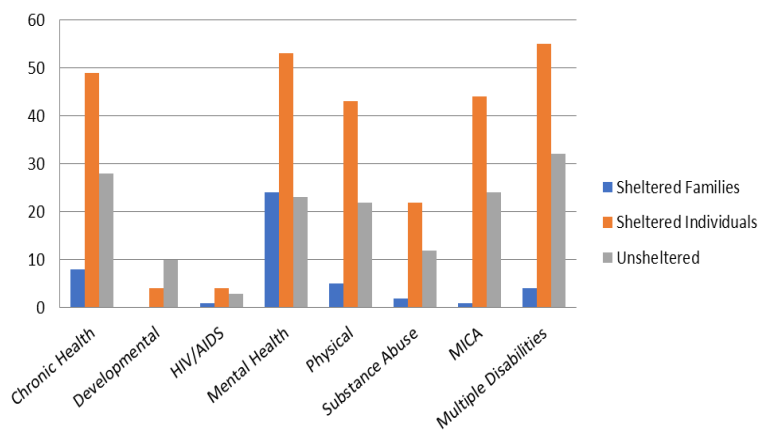
In total, the Middlesex County count demonstrated a 19% increase in homelessness compared to 2016; however, in the past five years, we have seen a steady decline in homelessness, with an overall reduction of 47% since 2013.

Of the homeless families:

- ⇒ 63 were headed by single moms (86%)
- ⇒ 2 were headed by single dads
- ⇒ 8 were headed by a mom and a dad

Less than half of the families had a family member with a disability. Homeless individuals were much more likely to report a disability, and the disabilities most frequently reported were mental illness and/or MICA, which is dual diagnosis of mental illness and chemical abuse.

Type of Disability PIT 2017



Income and Housing

As to income, the 2017 PIT data showed that seventy-nine percent (79%) of the homeless families had an average annual income of \$15,000. The sources of income are almost equally split between employment and social welfare benefits. To afford housing in Middlesex County, a family needs an annual income of

\$52,000 for a 1 bedroom (BR)

\$66,000 for a 2 BR

\$84,000 for a 3 BR.

The data indicates that we need 73 apartment units to house the homeless families, assuming that a 1 BR is sufficient for an adult and a child.

Apartments Needed to House Homeless Families (PIT 2017)

1 BR (\$1,296)	2 BR (\$1,654)	3 -4 BR (\$2,109-2,551)
29	34	10

The homeless, childless individuals reported an average annual income of \$12,000, mostly from social welfare benefits (85%) and some from employment (30%).

The 2017 PIT data indicates that to house these individuals, we would need the following rental units.

Apartments Needed to House Homeless Singles (PIT 2017)

Studio (\$700-1,054)	1 BR (\$1,296)
282	16

As to causes of homelessness, the top three causes varied slightly among the homeless cohorts. “Asked to Leave Shared Residence” and “Loss/Reduction of Job Income” were always among the top three reasons. “Release from Prison/Institution” was added for childless Sheltered Adults; “Domestic Violence” was added for Sheltered Families, and “Substance Abuse” and “Release from Prison/Institution” were added for Unsheltered persons. Both these commonalities and differences will inform homelessness policy in the County and affect the services that agencies offer to their clients. For Families, Domestic Violence was cited as the second leading cause of homelessness.

Finally, the PIT data reflects that 52% of the “shelter” (in the form of hotel placements) for families, and 38% for singles, was provided by the Middlesex County Board of Social Services. Clearly, the Board provides significant support for the County’s homeless population. However, this service is not captured by our HMIS system. Capturing it, could not only inure to the benefit of the placed person, but also enrich the information the system collects to better inform programs, advocacy, policy and use of resources. We look forward to our collective work with Community Solutions to make our data as rich and reliable as possible in order to end homelessness in Middlesex County.

The Coordinated Assessment (CA) Program, established in November 2015, is the single point of entry for anyone homeless or at risk of homelessness in Middlesex County. The process, and its assessment tools, were developed collaboratively with all providers of homeless services in the County over the course of a year. CA is a two-phase process: homeless callers are first assessed by the NJ 211 Homeless Hotline to determine homelessness, eligibility for welfare benefits, and appropriateness for available shelter space or the possibility of staying with family or friends. The receiving agency then conducts a full assessment, using the tool developed collaboratively, to assess the person's severity of needs and barriers to housing. Coming Home is a receiving agency since all callers not referred to our County welfare agency or shelters are offered case management services through Coming Home. The full assessment is then scored based on the prioritization criteria established collaboratively.



Coming Home maintains the prioritization lists for shelter and for permanent housing for the entire County and, when resources are made available, consults the lists to match the resource with the need, starting at the top of the list. In this manner, those with the highest need and longest length of homelessness are served first. No longer does it depend on whom, or which agency, you know in order to get appropriate assistance in Middlesex County if you are homeless.

In 2017, we continued to make strides in housing the hardest to serve in Middlesex County through the Coordinated Assessment model. Permanent housing for the homeless can be either through government vouchers (called "Permanent Supportive Housing" and requiring that the new tenant have a diagnosed disability) or through the development of affordable housing dedicated to the homeless. Affordable housing developers in Middlesex County have risen to the challenge in creating additional housing with fewer restrictions for homeless individuals and families. These projects, which dedicate at least some of the apartments created to house the homeless, include Low Income Housing Tax Credit projects, as well as private partnerships, such as Coming Home's Zebra Way project.

During 2017:

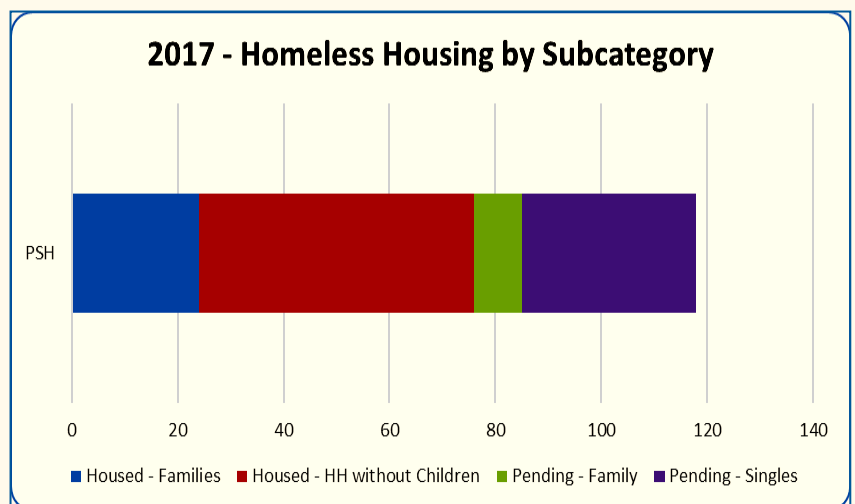
- ◆ 76 homeless individuals and families moved into affordable housing dedicated to the homeless;
- ◆ 42 more were selected to move into housing assisted by government vouchers, and are either awaiting the opening of the building or are in the housing search process.

Of the 76 housed:

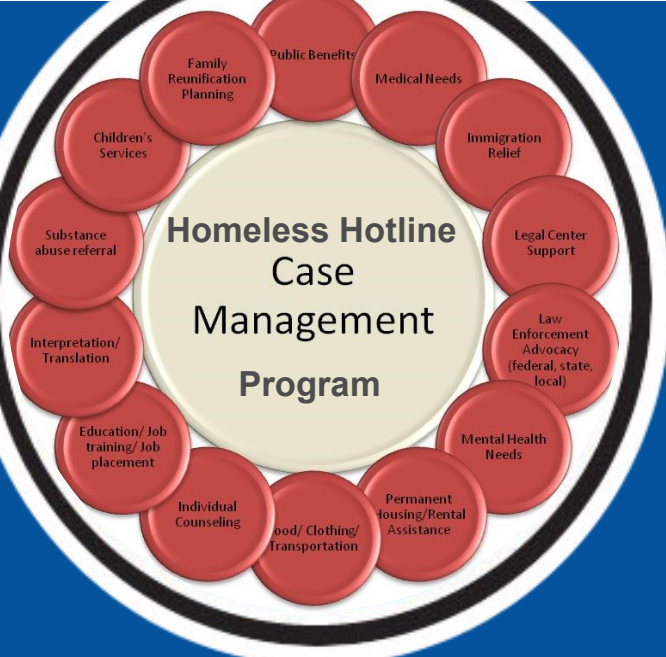
- ◆ 24 were families with children, in which the parent was living with a disability;
- ◆ 52 were household without children (single adults or couples)

In addition:

- ◆ 47 of these households (5 families and 42 households without children) were chronically homeless.

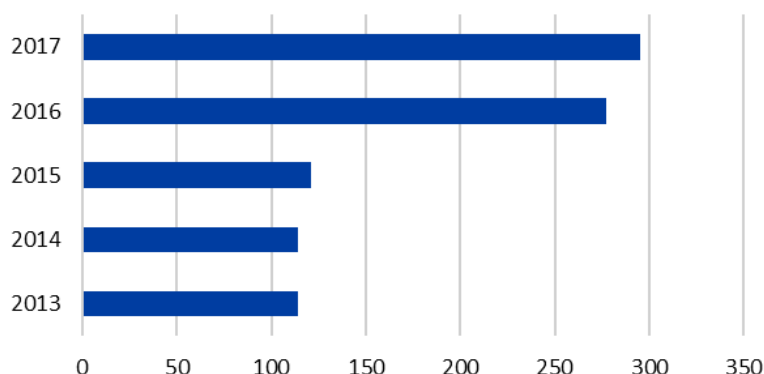


As our community embarks on the Built for Zero initiative, we hope to continue making progress toward identifying and housing the chronically homeless.



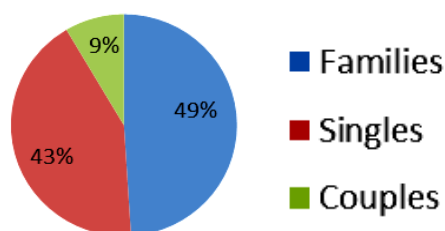
Number of Cases

Coming Home has been providing case management for homeless households referred through NJ 211 since September 2012. The clients served by Coming Home remain in the community in a precarious housing situation. We started doing so in 2012 through a small grant from the State through the County for short-term emergency placement or 1.5 months' rental assistance. Since the inception of Coordinated Assessment in late 2015, the caseloads have risen dramatically (see below), necessitating the addition of staff. The case management provided consists of budgeting/financial literacy counseling, housing and employment search, and advocacy and linkages to other community supports, such as food pantries and child and health care.



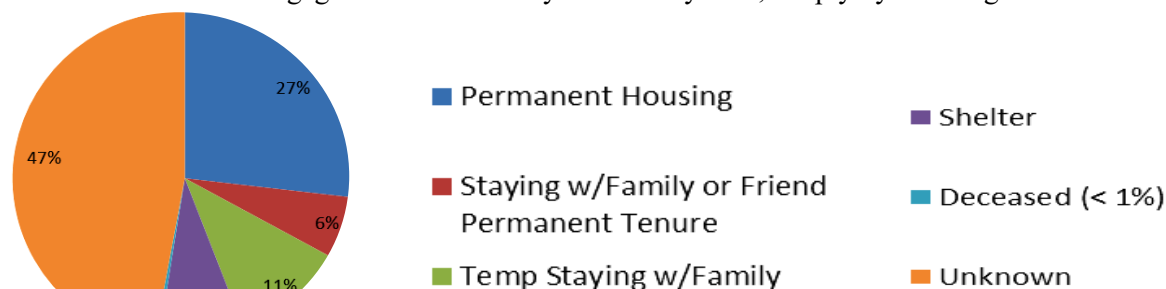
2017 - Client Household Type

In 2017, the referrals received by Coming Home from NJ 211 were comprised as shown:



2017 - Client Destination

Coming Home served 295 cases in 2017. Upon case closure, 27% of individuals and families had moved into their own housing, with another 17% going to stay with friends or family, at least temporarily. Moving in with friends or family can be the most viable option for a homeless household with limited income. Another 8% of Coming Home's cases transitioned into a shelter, where they will receive ongoing case management assistance from the agency providing shelter, continuing the work begun with the Coming Home case management staff. Lastly, 47% of households voluntarily discontinued services without providing a destination. In these cases, Coming Home staff makes continued attempts to outreach the household, and after a certain amount of time has passed, closes the case. These households are able to reengage in services if they wish at any time, simply by reaching back out to their case manager.



Coming Home assisted 33 clients with the one-time 1.5 months' rental assistance grant it administers to secure their apartments. For these persons, plus individuals and families who were able to secure permanent housing without Coming Home's financial assistance, our case managers will provide follow up calls for 6 months in order to ensure housing stability. In 2017, 92% of Coming Home's clients have successfully remained housed through at least 6 months after moving in.



“I found myself in a situation pressed for time. After I drained my savings fixing my car after an accident, I was rushed to move without having the means to do so. I and my two children had more than overstayed our welcome at a family member's house that was not a good environment for the kids or myself. I first started looking for help at the Board of Social Services, but because I have a full time job, I did not qualify for rental security deposit help. I also didn't qualify for assistance from another agency due to income. I was so stressed and exhausted of searching for help. I remember the day I walked into the Coming Home office to meet with Christiana after being referred there by 211. I was depressed, scared, tired, drained.... I could barely speak without crying. Christiana was so kind. She asked me questions, listened to the details, and constantly reassured me that everything was going to work out. She kept in touch and provided me with resources to continue my search while she submitted my paperwork. She followed up with me, asked how I was feeling, provided me with complete mentorship thru this whole ordeal. And at the end of it all, she found me the help I needed. I could never thank Christiana and Coming Home enough for the weight they lifted off of my shoulders. Now, my kids and I are enjoying our humble home, eating dinner together, playing, laughing, doing chores and thriving.”

“ I am so grateful for this organization - thank you from the bottom of our hearts! “



Homes

for the homeless

Coming Home established its H4H program in 2013, collaboratively and across sectors, to catalyze the creation of affordable housing to provide homes for persons who are homeless. It does this through both “pull” and “push” projects. In pull projects, Coming Home responds to initiatives from developers, large and small, seeking to construct affordable housing and who are open to the idea of dedicating all or some of the contemplated units to house persons who are homeless, with recommendations on funding sources, suggested partners and data on the needs of homeless persons in the County. For push projects, Coming Home proactively works to “tee-up” potential projects for the marketplace and partner with developers to create homes for persons who are homeless. We follow the Housing First model to quickly and successfully house individuals and families experiencing homelessness without preconditions and barriers to entry, such as sobriety, treatment or service participation requirements, and use the County Coordinated Assessment System to identify tenants. Supportive services are offered to maximize housing stability and prevent returns to homelessness, as opposed to requiring the achievement of predetermined treatment goals prior to permanent housing entry. Here are some of our major projects in 2017.

101 Zebra Way, New Brunswick

A push project – initiated by CHM and created in partnership with BCUW/Madeline Housing Partners, LLC

This is small apartment building of 12 units, the rent of half of which are subsidized by governmental rental assistance, which allows us to drastically reduce the rent of the other six units for persons who are homeless without rent vouchers. We believe this is a model that should be duplicated to be able to house the considerable number of homeless persons who are ineligible for any voucher that may become available. Triple C Housing will provide supportive services for the tenants in the 12 new units, putting us one step further towards ending chronic and hardship homelessness within the County. We expect the units to be fully occupied by April 2018.

432 Lawrie Street, Perth Amboy

432 Lawrie Street, Perth Amboy, (a pull project – initiated by partner)

This is our second development venture with the Perth Amboy YMCA: the project is a completely renovated single-family home, with two bedrooms, and two full bathrooms. Lawrie Street will house a local homeless family, reunited through “Keeping Families Together,” a family reunification program created by the NJ Department of Children and Families. We anticipate the family will move into this lovely home in April 2018.

National Housing Trust Fund Grant (NHTF)

A push project with Perth Amboy YMCA

Our third and latest development venture with the Perth Amboy YMCA, will be partly funded by a grant awarded to Coming Home, by the New Jersey Department of Community Affairs (DCA). In late 2017, Coming Home was one of only two recipients in Middlesex County, and six recipients state-wide, to be awarded the 2017 National Housing Trust Fund grant. The Fund was created by HUD and is administered by the DCA, to increase the numbers of available affordable housing for homeless people. Applications that included a preference for homeless people with a reentry background received priority consideration. Coming Home and the Perth Amboy YMCA will create three large new units of housing in Perth Amboy, each with a fully renovated interior and exterior. We anticipate housing three families, consisting of approximately 12 people.

The second NHTF award in Middlesex County, was given to the Reformed Church of Highland Park Affordable Housing Corp (RCHP-AFC), with help from Coming Home in preparing the grant application and locating suitable properties. RCHP-AFC will provide four units of housing for families

Middlesex County Housing First Capital Fund

Coming Home receives and reviews applications from affordable home-builders for funds from the County's Housing First Capital Fund (HFCF). The HFCF is annual funding from Middlesex County to assist in the creation of affordable housing for persons who are homeless. Coming Home makes recommendations to the County on the worthiness and practicality of the application. Similar to an underwriter reviewing an application for traditional financing, Coming Home's staff comprehensively reviews the application with our Accessibility and Executive Committees, and County staff, and formally makes a recommendation to the County. Applications must show that the project will provide a service which will meet the needs of the County's homeless population. Whereas, people without homes most obviously need a place to live, the project must also be conveniently located to transportation and amenities. In 2017, Coming Home received seven requests from Low Income Housing Tax Credit (LIHTC) applicants for gap funding from the HFCF. Two applicants were successful with their LIHTC bid, and were approved for funding from the HFCF. Pennrose Properties (Phase II of Camp Kilmer) seeks to provide twenty-two homeless units in their new 81-unit building in Edison, and Ingerman will provide five homeless units in Jacob's Landing (Phase II) in Woodbridge. All units are expected to be completed and occupied by the end of 2019.

Future Projects

Using guidance and advice from our Board Accessibility Committee members, we, at Coming Home, continue to use creative and innovative methods to identify, rehabilitate, and develop homes for our homeless friends and neighbors. We will also continue our efforts to encourage all the municipalities within Middlesex County to utilize the authority bestowed upon them in New Jersey's Abandoned Properties Rehabilitation Act, and include us in their COAH settlement plans for the creation of affordable housing.



Coming Home initiated a Landlord Engagement Initiative with Continuum of Care service providers, dubbed the Provider Advisory Committee, to expand the system's network of landlords with whom our coalition agencies work to house clients experiencing homelessness. In April 2017, the Middlesex County Freeholders honored our current cooperating landlords at their formal meeting during National Fair Housing Month. These landlords were nominated for recognition by the participating agencies for their work with us in housing clients without homes, even if doing so required less than strict adherence to such things as credit check policies. In turn, the agencies guarantee assistance to their clients, the new tenant, in all matters needed to sustain their newfound housing. These exemplary landlords in turn formed our Landlord Advisory Committee and have assisted the Provider Advisory Committee in designing outreach and information sessions for other landlords in Middlesex County.

As a result of our outreach, 31 new landlords indicated an interest in learning more to potentially get involved in our efforts. We held "Landlord Information Sessions" for these landlords in October where we described the function and benefits of the various rental assistance and case management programs for persons experiencing homelessness. Turnout was adequate for our first outreach; however, we recognize that there is always room for more participation and more coaching of the new landlords to fully understand our mission.

The two committees are also developing a newsletter entitled, **"Doing Well by Doing Good"**, that will keep landlords in our network engaged, informed of our collective progress and addressing any issues of mutual concern. The Newsletter is expected to be released in April 2018 and will be sent out via mass email quarterly at the onset, and then bimonthly in 2019.

Finally, the joint committees continue to plan for the formation of a Tenant Advisory Committee, led by a former client, to assist clients during the transitional phase of being homeless to getting housed; to advise them of all of their rights and responsibility as tenants, and to provide a peer support group.

Coming Home continued in 2017 to convene the cross-sector coalition of social service and health care entities it had formed in 2016 to develop a model of operation whereby Coming Home leads case managers in addressing the health-related social needs of housing instability and food insecurity of high utilizers of area hospital Emergency Departments (ED). This coalition replied to a Request for Proposal from the Centers for Medicare and Medicaid Services (CMS) in 2016 and learned a



year later that it was not awarded the very competitive grant to “bridge the work of the social services and healthcare systems.” Undeterred, our coalition, the health care provider part of which includes all New Brunswick hospitals and community health centers and a Medicaid HMO, decided to take advantage of our cooperative, collective work and develop a model of integration, albeit on a smaller scale than that contemplated by the CMS grant.

Coming Home launched a “Housing is Healthcare” campaign in 2013 and in the past couple of years, the health care sector, including health care foundations, has recognized the importance of such “upstream” issues of housing instability and food insecurity in determining a person’s health status in their new “population health” models. Since our coalition wants to be able to solve the social issue of the subject high utilizers, whereas the CMS model required social service navigation and only an analysis of the gap between need and resources, we will need to secure funding for rental assistance as well as to employ case managers.



In the last quarter of 2017, Coming Home was invited to participate in the initiative of the RU Mason Gross School of the Arts (Mason Gross) called *Windows of Understanding*. Windows of Opportunity was a pilot program in New Brunswick and Highland Park that matched artists with social service organizations to combat hate and negativity in the headlines through art that shows the compassion and understanding being perpetuated here in New Brunswick by organizations such as ours.

Mason Gross has been Coming Home’s partner since 2015 in the operation of Coming Home’s **Photography Club**, which convenes persons experiencing (or having recently experienced) homelessness, to teach photography and conduct a photo contest. We have found that this effort is appreciated by the club participants in that it allows them to express themselves artistically and nurtures a sense of community belonging that has been challenged by the loss of stable housing. Our assigned Mason Gross artist used club participants’ photos as a base to produce Coming Home’s artistic presentation that was displayed for a month in New Brunswick along the path to the train station next to Barnes & Noble bookstore as part of *Windows of Understanding*. This same artist will assist Coming Home run the third cycle of its photography club.

COMING HOME BOARD OF DIRECTORS



Brad Caruso , Chairman
Withum, Partner



Sarah Clark, Vice Chair
DEVCO , Executive Vice President



Brian Matulo, Treasurer
TD Bank,, Vice President



Don Parisi, Esq., Secretary
Rider Insurance Co., General Counsel



Arp D. Trivedi
*ORNL Federal Credit Union,
VP Enterprise P. Management*



Blanquita Valenti
Middlesex County, Freeholder



Bridget Kennedy
*Middlesex County, Social Services,
Director*



Gloria Aftanski
United Way of Central Jersey, President



James Cahill, Esq.
City of New Brunswick, Mayor



Jamie Schleck
Community Solution, CFO/COO



Jim Zullo
Haahs and Associate, Vice President



Melissa Bellamy
*Middlesex County Division of Housing/
Community Development, Manager*



Michael Nulty
Matthew & Nulty Inc., Partner



Patricia McKenna
*Transparent Title & Settlements, LLC,
Principal*



Ronald Rios
Middlesex County, Freeholder Director



Sharon Grice
Consultant



Wilda Diaz
City of Perth Amboy, Mayor



COMMITTEES

As a small organization, Coming Home relies on its Board members to provide wealth, wisdom and work. Gratefully, its members conduct considerable work for the organization towards realization of its mission through the establishment and participation on the three Board Committees of Accessibility, Sustainability and Fundraising.



Accessibility Committee

The Accessibility Committee meets bimonthly to give advice and guidance on how to produce more affordable housing units for homeless citizens of Middlesex County. This includes the identification of potential property for development and careful analysis of project costs based on past experiences.

Members

Melissa Bellamy, Keith Jones, Jim Zullo, Brian Matula, Patricia McKenna, Susan KramerMills, Jamie Rios, Mike Nulty and Tashi Vazquez.
Frances O'Toole serves as the designated staff member.



Sustainability Committee

The Sustainability Committee focuses on developing measures to assist homeless and formerly homeless persons grow in their ability to be self-sufficient, such as Coming Home's initiative with the County Workforce Development and NJ Employment Services in New Brunswick, whereby homeless adults are offered individualized assistance in registering through the State's job database and searching for employment opportunities that match their skills.

Members

Gloria Aftanski, Jamie Schleck, Jean Holtz, Nicole Fernandez and John Ross. Bobbin Paskell and Christiana Osawe serve as the designated staff members.



Marketing Fundraising

The Fundraising Committee is the source of energy, ideas and work to help Coming Home meet the goals and objectives of its Resource Development Plan and to help the staff raise funds to support the work of Coming Home. In 2017, this committee held a successful, non-traditional golf outing at the local Top Golf facility. It is planning a second golf outing in the Fall 2018, as well as a Jeffersonian Dinner during the Spring 2018.

Members

Sharon Grice, Brad Caruso, Bridget Kennedy, Patricia McKenna.
Eileen O'Donnell and Meriam Shenoda serve as the designated staff members.

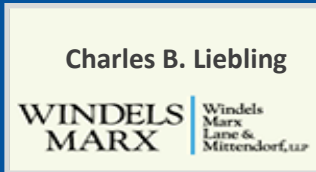

Statement of Activities Year ended December 31, 2017/2016

	Unaudited 2017	Audited 2016
Support and revenue		
Government grants and contracts	\$ 467,461	\$625,795
Program income	70,874	24,183
Corporate and foundation contributions	60,221	-
Individual contributions	849	808
In-kind support	48,477	52,477
Special events, net	7,730	18,602
Other income	<u>272</u>	<u>2146</u>
	655,884	625,011
Expenses		
Program services	374,303	357,028
Management and general	213,005	210,184
Fundraising	<u>28,050</u>	<u>27,157</u>
	615,358	594,369
Changes in net assets	40,526	30,642
Net assets, beginning of year	<u>353,347</u>	<u>322,705</u>
Net assets, end of year	<u>\$ 393,873</u>	<u>\$ 353,347</u>

Statement of Financial Position December 31, 2017/2016

	Unaudited 2017	Audited 2016
Assets		
Cash and cash equivalents	\$ 185,624	\$ 197,561
Grants receivable	<u>238,025</u>	<u>187,261</u>
	<u>\$ 423,649</u>	<u>\$ 384,822</u>
Liabilities and Net Assets		
Accounts payable and accrued expenses	\$ 18,137	\$ 19,836
Grant advances payable	<u>11,639</u>	<u>11,639</u>
Total liabilities	29,776	31,475
Net assets		
Unrestricted		
Available for operations	388,873	348,347
Building fund	<u>5,000</u>	<u>5,000</u>
Total net assets	<u>393,873</u>	<u>353,347</u>
	<u>\$ 423,649</u>	<u>\$ 384,822</u>

THANK YOU TO ALL OUR SPONSORS AND SUPPORTERS



Prudential Financial Women's Leadership Forum

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