



there's no place like home

ANNUAL REPORT 2010
SOUTH SHORE HOUSING
DEVELOPMENT CORPORATION



SOUTH SHORE HOUSING DEVELOPMENT CORPORATION ANNUAL REPORT 2010

Featured in this annual report are stories of people overcoming hardship with determination and with help from others. While that help came from South Shore Housing and its dedicated staff, the recent story of SSH has many parallels to these difficult but ultimately inspirational personal stories.

Like many of our clients, SSH recently hit a rough patch in its life. We were overextended financially, operationally stressed and generally down on our luck. But like our inspirational clients we too managed to take care of business — serving our clients, managing our affordable housing, and pursuing new housing development opportunities — just as our clients raised children, reported for work and met their life obligations despite the incredible stress they faced.

Motivated by our commitment to our affordable housing mission, we at South Shore Housing have recently demonstrated tremendous determination and success in stabilizing this great organization. In this case it has been South Shore Housing on the receiving end of assistance and encouragement by our many allies and supporters — public agencies, elected officials, financial institutions and countless volunteers in the region.

Our progress in just 12 months has been remarkable.



- We've scored high marks from the state, from tenants and from landlords regarding our administration of 2700 vouchers in our leased housing program.
- We've paid down our financial obligations to public and private lenders by fifty percent.
- We increased the amount of private funds we have raised over the previous year by ten-fold.
- We addressed the housing needs — including homebuyer training, homeless prevention and foreclosure prevention — of a record number of individuals and families through our Housing Consumer Education Center.
- We are engaged with local towns and with other partners to increase access to affordable housing across our region.

At age 40, South Shore Housing, like so many of our clients, is a success story in the making. That's very good news for Southeastern Massachusetts and for the many people and families we serve or will serve. If we didn't already identify with the struggles that people face in making ends meet we most certainly do now. At no time have we been more inspired and motivated by their success stories as we write our own.



Carl Nagy-Koechlin
SSH Executive Director



Mike McGowen
SSH President

South Shore Housing's audited financial statement for fiscal year 2010 was not completed in time for inclusion in this annual report. Audited financials will be distributed separately in November 2010. Current unaudited financial information or audited financials from previous years can be requested by e-mailing lsheehan@southshorehousing.org



“I am glad I participated in the Family Self Sufficiency program and would recommend it to anyone who wants to do more with their lives than just survive. With the encouragement and support I received from Joanne and the FSS program, I reached a lot of goals that were just dreams back then.”

OPENING DOORS TO FAMILY SELF SUFFICIENCY

Although she struggled to make ends meet, Sherri Strickland had a lot going for her. She was bright, highly motivated and had two wonderful children.

All she lacked in providing for her family was an opportunity build her skills and get ahead. Enter South Shore Housing's Family Self Sufficiency program.

She worked with Joanne Wilmot, SSH's Family Self Sufficiency Program Coordinator, to come up with a 5-year contract with

goals and steps toward financial independence for her family. Her first step was to begin a degree program at Massasoit Community College. She also increased her hours as a receptionist and took advantage of in-house training available at her workplace. As Sherri's income grew, her rent subsidy was reduced but a matching amount was placed in an escrow savings account through HUD which was held until she completed her contract.

Having been in the foster care system since she was two years old, Sherri was committed to helping others who were less fortunate. Her dedication and increased education led Sherri to a position with a local non-profit where she does direct client care for disabled adults and supervises a staff of six. She simultaneously completed her associate's degree.

Sherri is hoping one day to own home where she can raise her 12 year old son and 6 year old daughter. While on the FSS program, she completed a first-time homebuyer class and received Consumer Credit Counseling to help her with budget planning. When she graduated from FSS, she received a large escrow account, which enabled her to pay off some debts and start a savings account for homeownership.

PARTNERSHIPS WITH A PURPOSE

Jack Hunter hardly needed more meetings on his schedule, but now he has monthly sessions of the Carver Local Housing Partnership and the Carver Housing Trust to add to his agenda.

But Carver's Town Planner is happy to be busy helping the Town prepare to increase its supply of affordable housing. And he's ecstatic to have technical assistance toward that goal from South Shore Housing's John Hixson.

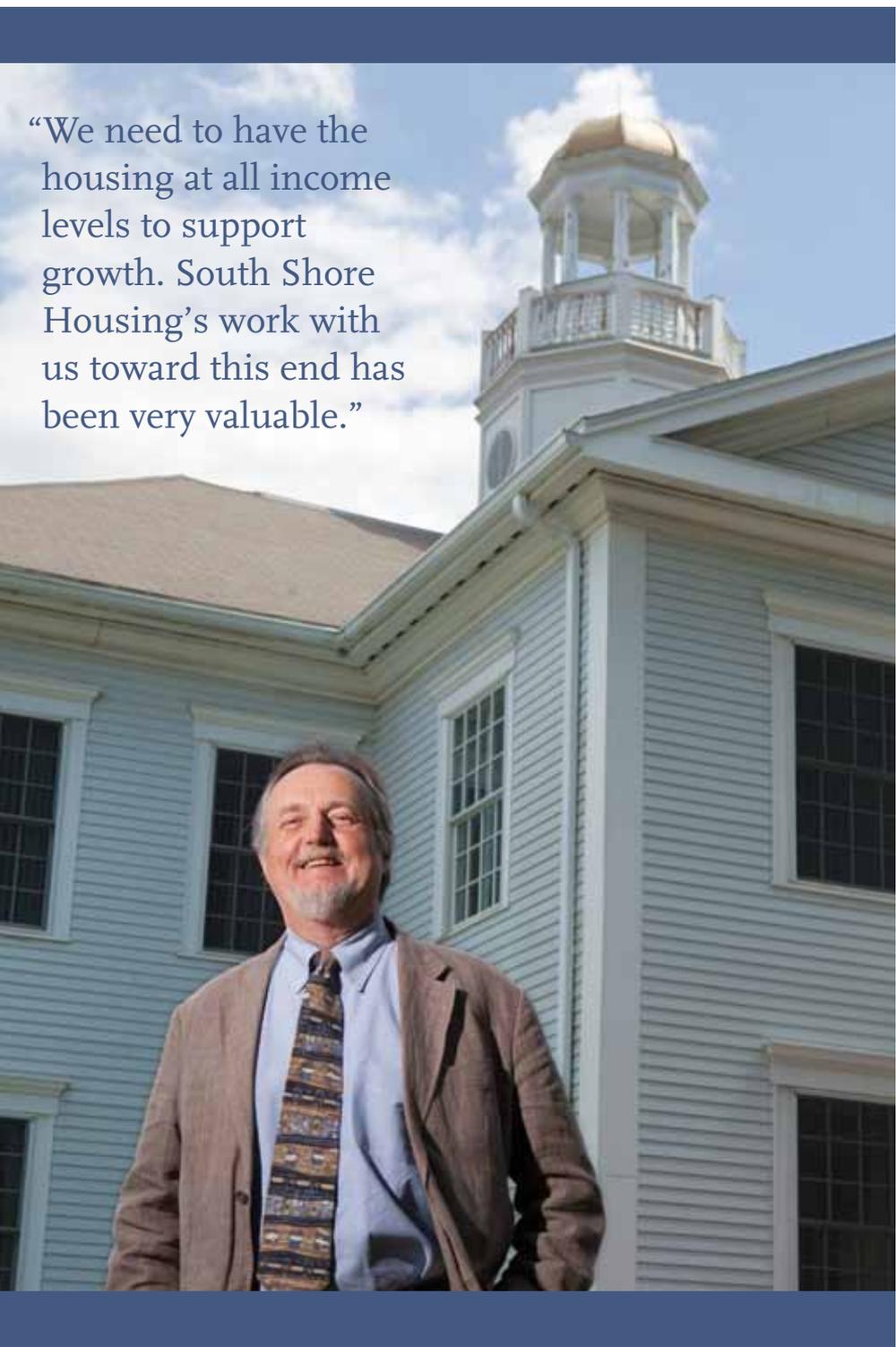
While Jack has been working with an informal affordable housing committee for several years since he came to Carver from a similar position in Holyoke, he now has as tools several ordinances that John helped redraft providing resources and incentives for the development of affordable housing.

Around the state local resistance to affordable housing gets a lot of play and press. However, quietly and methodically several towns are finding ways to expand affordable housing opportunities within their communities. In places like Carver, as well as Kingston, Halifax, Brockton, Taunton and Wareham, town officials rely on South Shore Housing as their affordable housing partners. In all, SSH has teamed up with local communities to develop over 600 affordable units, with an additional 100 in the development pipeline.

Currently, only 200 of Carver's 5,000 housing units are rental and only 60 meet the state's affordable housing definition. Nonetheless, Jack Hunter is optimistic. "Since the new Route 44 opened, Carver is definitely on the map for new development ideas, and we need to have the housing at all income levels to support growth. South Shore Housing's work with us toward this end has been very valuable."



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OUR LEASED HOUSING AND HOUSING SERVICES DEPARTMENT PROVIDED THE FOLLOWING SERVICES THIS YEAR:

- Section 8 rental subsidies to **2,859** low income families
- Responded to **6,343** housing information and referral inquiries
- Housing search and education counseling to **364** families
- First time homebuyer education to **102** families
- Foreclosure counseling to **504** families
- Financial Literacy Counseling to **112** families
- Family Self Sufficiency Program for **108** families
- Safe Step Transitional Assistance Program aided **23** families who were homeless due to domestic violence
- Plymouth Supportive Housing Program provided housing and case management to **12** families with a disabled family member

South Shore Housing Development Corp.
169 Summer Street
Kingston, Ma 02364-1220

To Whom It May Concern:

I no longer wish to participate in the Section 8 program @ South Shore Housing Development Corporation. I don't feel it's really necessary to remain on Section 8 while I am able to provide for my daughters and me. I was able to use Section 8 to go to school and become a Registered Nurse. Now I am able to manage my bills and my future look brighter than it did 9 years ago. I would like to say again thank you for the shelter support you have provided my family in the last couple of years.

Thank you!

SOUTH SHORE HOUSING
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“Without the hard work and dedication of the HUD counselor at SSHDC I do not know if I could have made it through the long and confusing process of my loan modification. My daughter and I thank you.”

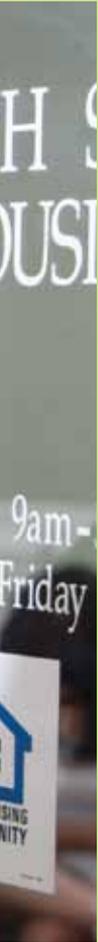
FORESTALLING FORECLOSURE AND REBUILDING LIVES

Tom had just lost his fiancée to cancer. As if that weren't tragic enough, he and their 6-year-old daughter were about to also lose their home to foreclosure.

Tom was referred to South Shore Housing to inquire about funding available through the state to assist him with his late mortgage payments. SSH staff discovered that he was ineligible for the funding because he was over-income.

This could have been the end of the story, and a sad ending at that. But Margarite Pujalte, SSH's HUD Certified Housing Counselor didn't give up. She discovered that his default was due to a temporary loss of income as he cared for his ailing fiancée and then, after her death, struggled to raise their daughter alone.

Margarite contacted his mortgage company and won a stay of foreclosure. She persuaded them to change the terms of the loan to a fixed rate at 4.25% — 4% lower than the original loan. She then had the arrearages rolled back into the loan and extended the term to 30 years. By doing this Tom would have much lower fixed payments on the loan that he could afford. In the process he will rebuild his credit. More importantly, thanks to the determination and know-how of an SSH employee, a man who lost his fiancé and a girl who lost her mother were at least spared the additional indignity of losing their home.



OPPORTUNITY FROM CRISIS

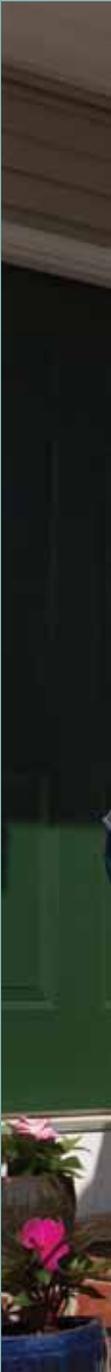
As a Senior Loan Officer at Mayflower Bank in Middleboro, John Biggio has to wear many hats, but he never planned on becoming a developer.

However, when the developer of Cranberry Knoll in Plympton fell victim to the housing crash, John had to step in and he reached out to South Shore Housing for help.

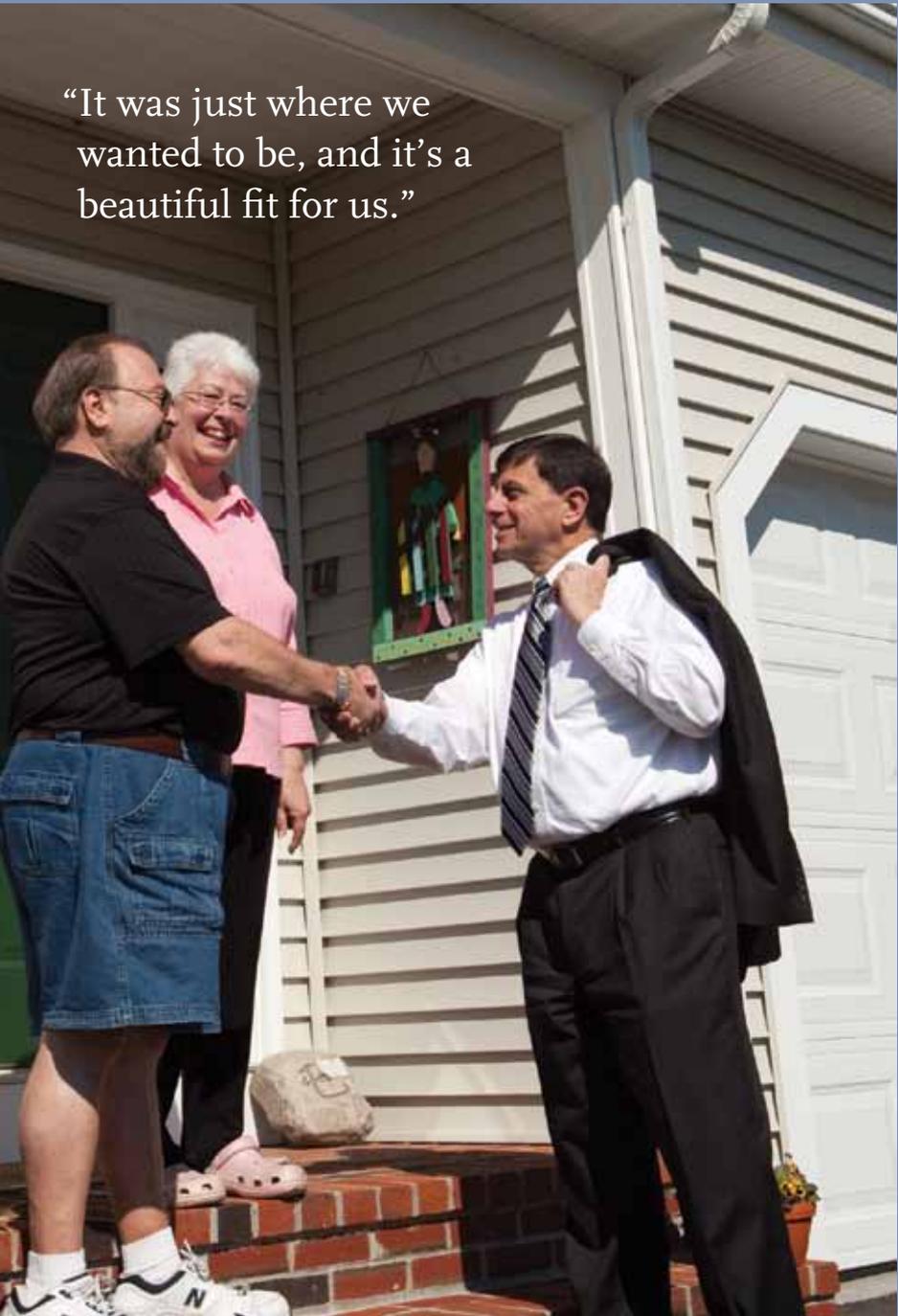
The bank needed to sell two affordable units and South Shore Housing was relentless and resourceful in doing so. Among its strategies were “cold calls” to people looking for affordable housing on Craigslist, like Donna and Phil, a couple in their 60s who had owned a home but had to sell because of poor health and limited income. They were prepared to pay rent that exceeded the monthly payments on the affordable unit at Cranberry Knoll.

“We were surprised,” says Phil, “But it was just where we wanted to be, and it’s a beautiful fit for us.” It wasn’t easy — getting across the homeownership threshold never is. Still, with help from the bank and South Shore Housing, the couple is right at home in Plympton. So happy were Phil and Donna that Phil referred a colleague who eventually bought the unit next door.

As it has done so often, South Shore Housing had snatched opportunity from the jaws of disaster. Says John Biggio, “South Shore worked all the angles to help us find the right people and complete the mission.”



“It was just where we
wanted to be, and it’s a
beautiful fit for us.”



PUTTING OUT FIRES: A *SAFE STEP* TOWARD REBUILDING FAMILIES

Each time Lisa responds to an emergency in her capacity as a firefighter and EMT she is returning a favor.

That's because it was not long ago that she found herself and her baby daughter in a life-threatening situation, victims of her violently abusive boyfriend. It

was South Shore Housing and its Safe Step Transitional Assistance Program (SSTAP) that responded to Lisa's emergency.

Lisa and her daughter were referred to SSTAP from a local domestic violence shelter. SSTAP provides safe housing and support services for women and their children fleeing an abusive relationship and living situation. Upon entering the Program, Lisa began working with case worker, Susan Briggs, who got Lisa and her child into safe, stable housing. Over the next two years, Lisa was provided with a comfortable two-bedroom apartment, individual and domestic violence counseling, financial literacy education, and access to dare care, while continuing to work on her sobriety with specialized support from High Point.

As soon as she was stabilized Lisa began making plans for her future, with strong motivation to provide for her daughter. She supported herself by making and selling jewelry and other crafts, while attending the classes and training required to pass her firefighters exam, complementing her previous experience as an EMT. She was soon hired as a full-time firefighter/EMT.





“Lisa and the others we support through SSTAP need support, a secure living environment and an opportunity to advance in their lives. Lisa took advantage, and she and her daughter have thrived as a result.”

— SUSAN BRIGGS, SSTAP CASE WORKER

SOUTH SHORE HOUSING'S DONORS

Public Grants and Contracts

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Department of Transitional Assistance,
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Town of Carver

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South Shore Housing
169 Summer St.
Kingston, MA 02364

www.southshorehousing.org

