It is an honor to present the 48th Annual Report of the Houston Area Urban League from the Board Chair and CEO.

In 2016, the Houston Area Urban League (HAUL) celebrated Empowering Families. Our programs and services helped many in our community and made Houston a better place for us all. These opportunities included access to education, housing, job training, small business development and improved health conditions.

During 2016 HAUL served over 10,000 clients. We were moved by the many challenges faced by each client...yet inspired by the resources and opportunities we were able to develop as we helped them to face these challenges. We invite you to review this 2016 annual report as it describes some of our clients who are now thriving as a result of the opportunities provided them.

We are grateful for the support of our donors, sponsors and agency auxiliaries; the Guild and Young Professionals who are directly responsible for helping with each client’s success. Because of their commitment and support, HAUL can continue to help those in need as we move forward.

It is HAUL’s goal to reach more deeply into the communities we serve. Through increased partnerships, greater awareness, and enhanced use of technology and talent we will expand our goals...and our services to reach them.

The Houston Area Urban League again thanks our sponsors and supporters for all you have done and continue to do.

Judson W. Robinson, III
President and CEO

Cary P. Yates
Chairman of the Board
Houston Area Urban League (HAUL) is a 501©3 United Way agency, affiliated with the National Urban League. For forty-eight years it has implemented its mission which is to enable African Americans and other minorities to secure economic self-reliance, parity, power and civil rights. Using direct service and education as strategies, the HAUL’s Education, Workforce Training, Workforce and Economic Development, Health Outreach and Housing Departments served over 10,000 individuals from the greater Houston community during 2016.

National and local partners and supporters recognize HAUL as an organization that provides superior service and commitment to its clients. This recognition leads to partnerships which provide additional resources and opportunities for community residents who need assistance from the Agency. Each of its departments is focused to provide distinguished service to the community, and commitment to its clients.

Angel Lane is a Community Empowerment Center located in the underserved area of the Hiram Clarke community on the city’s south side. The center offers some UW Thrive and Urban League services with the vision of enhancing the long-term self-sufficiency of the residents within the vicinity of the facility. We provide small business training; housing counseling, parent trainings, job training, and other services that are helping empower the residents with knowledge while increasing the household wages of those who take advantage of the available skills trainings.

Another exciting and deliberative move was to become more entrenched in the Sunnyside community with our Project Ready Worthing HS Feeder pattern program. We moved services for education into the Worthing High School feeder pattern schools to work more closely with students, teachers, and parents to have a more comprehensive impact on test scores and graduation rates on the young people living in this most challenged area of our city.

The Houston Area Urban League is determined to create positive benefits for the citizens in the greater Houston community. And, HAUL continues to be committed to insuring that everyone has the opportunity to fulfill their life goals or dreams.
Cary Yates, Chair
Jerry Martin, 1st Vice Chair
Karen M. Jenkins, 2nd Vice Chair
Kristyn Page, 3rd Vice Chair
A. Martin Wickliff, Jr., Secretary
Peter Linden, Treasurer
Judson W. Robinson III, President & CEO

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Marion Bryant
Herman Burroughs
Marina Coryat
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THE HOUSTON AREA URBAN LEAGUE (HAUL), AN AFFILIATE WITH THE NATIONAL URBAN LEAGUE WAS FOUNDED IN 1968. HAUL IS A 501(C) (3) NONPROFIT, UNITED WAY AGENCY AND COMMUNITY-BASED ORGANIZATION. HAUL HAS BEEN A VOICE FOR DISADVANTAGED PEOPLE OF ALL RACES AND HAS A LONG AND DISTINGUISHED RECORD AS AN AGENCY THAT OFFERS TANGIBLE, LASTING BENEFITS TO ALL MEMBERS OF THE COMMUNITY WITHOUT REGARD TO AGE, SEX, RACE, PHYSICAL LIMITATIONS OR ETHNIC BACKGROUND.

The Houston Area Urban League fulfills its mission through direct service delivery in the following areas:

**EDUCATION SUPPORT SERVICES**

**HOUSING AND SOCIAL SERVICES**

**WORKFORCE DEVELOPMENT AND TRAINING**

**ENTREPRENEURSHIP CENTER FOR ECONOMIC ENHANCEMENT**
The Houston Area Urban League (HAUL) Education and Youth Development Department is designed to empower individuals, families and communities with the knowledge, skill sets and values that will enable them to thrive in any environment. This is achieved by providing services that are designed to promote educational, social and emotional development of children and families by finding their strengths and designing a plan that will develop their areas of improvement. Education and Youth Services of HAUL embraces a cradle to career model, preparing children to be self-sufficient adults, while supporting parental engagement throughout their educational development years. HAUL’s cradle to career model will provides quality services that support the education of children, youth and families in school, college, work and life.

The HAUL Project Ready Program is a call to action for the communities we serve. The goal of this program is to strengthen the family structure by helping each community partner in setting expectations for their families, and teaching a spirit of excellence in education for their children, while fostering an environment for both youth and parent development. We provide training for teachers, and require top-notch curriculum materials to address the academic and personal needs of each family.

**EDUCATION SUPPORT SERVICES**

The program services are designed to support:

- **ACADEMIC ACHIEVEMENT**
- **CAREER AWARENESS**
- **SOCIAL DEVELOPMENT**
- **FAMILY ENGAGEMENT AND INVOLVEMENT**
- **COLLEGE CULTURE AND AWARENESS**
In 2016, HAUL Education and Youth Development Department achieved the following outcomes:

<table>
<thead>
<tr>
<th></th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>AT-RISK YOUTH SERVED</td>
<td>622</td>
</tr>
<tr>
<td>CHILDREN SERVED THROUGH EARLY CHILDHOOD EDUCATION</td>
<td>2,188</td>
</tr>
<tr>
<td>NON-PROFIT SERVED THROUGH LEADERSHIP DEVELOPMENT</td>
<td>485</td>
</tr>
<tr>
<td>PARENTS SERVED THROUGH PARENTING CLASSES AND WORKSHOPS</td>
<td>1,134</td>
</tr>
<tr>
<td>SERVED THROUGH ACADEMIC SUPPORT PROGRAMS</td>
<td>1,431</td>
</tr>
<tr>
<td>SERVED THROUGH CHARACTER DEVELOPMENT</td>
<td>485</td>
</tr>
<tr>
<td>SERVED THROUGH HEALTH EDUCATION PROGRAM</td>
<td>96</td>
</tr>
<tr>
<td>SERVED THROUGH JOB TRAINING SERVICES</td>
<td>153</td>
</tr>
<tr>
<td>SERVED THROUGH MENTORING PROGRAM</td>
<td>96</td>
</tr>
<tr>
<td>YOUTH INVOLVED IN SUMMER PROGRAM</td>
<td>116</td>
</tr>
</tbody>
</table>
Creált in 1973, is a HUD Certified Housing Counseling Agency and is staffed by 5 Certified Housing Counselors (two bi-lingual Housing Counselors and a bi-lingual Housing Case Manager/Financial Education Specialist with over 35 years of housing counseling experience, over 29 years of outreach and housing education expertise and 8 years of financial education and mortgage loan expertise. Housing services are provided in English and Spanish. HAUL is certified to provide designated housing programs which include Financial Management/ Budget Counseling, Mortgage Delinquency and Default Resolution Counseling, Pre-purchase Counseling, Rental Counseling, Financial/Budgeting and Credit Enhancement Workshops, Pre-purchase Homebuyer Education Workshops, Fair Housing Center Outreach/ Education, Services for Homeless, Post Homeownership education and Counseling and Financial Coaching. The goal of the Housing Department is to provide counseling and advice for safe, secure and affordable housing. The housing department programs are as follows:

**Financial Education Workshop/Credit Enhancement** provides financial education workshop and extensive one-on-one credit counseling to improve the client's credit rating within a specific time frame.

**Homebuyer Education Workshop** provides education and counseling to first time homebuyer candidates.

**Housing Counseling Program** provides comprehensive housing counseling.

**Mortgage Default Counseling** assists families experiencing financial difficulties to prevent mortgage default. Counselors provide information on the foreclosure process and negotiate with lenders for repayment strategies.

**Veteran Housing/Homeless Support Program** provides limited financial assistance for housing stabilization and services to prevent veterans and their families from becoming homeless and help those experiencing homelessness to be quickly re-housed and stabilized.

**Fair Housing Center Education and Outreach Program** assists low and moderate income, the elderly, disabled and immigrants in the City of Houston and surrounding Gulf Coast Counties. HAUL’s designation as a Fair Housing Center provides outreach, education, counseling and filing of Fair Housing complaints for consumers.

**Post Homeownership Program** Designed to educate and counsel first time homebuyers in transitioning the mindset of renter to that of a homeowner.
In 2016, the Housing and Community Department achieved the following outcomes:

<table>
<thead>
<tr>
<th>Outcome Description</th>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Basic Needs Assistance - Rent Assistance</td>
<td>60</td>
</tr>
<tr>
<td>Case Management</td>
<td>226</td>
</tr>
<tr>
<td>Fair Housing</td>
<td>665</td>
</tr>
<tr>
<td>Financial Education</td>
<td>74</td>
</tr>
<tr>
<td>Financial Literacy Participants</td>
<td>130</td>
</tr>
<tr>
<td>Home Buyer Education Participants</td>
<td>5,319</td>
</tr>
<tr>
<td>Homeless Individuals Served</td>
<td>72</td>
</tr>
<tr>
<td>Information and Referral Services</td>
<td>73</td>
</tr>
<tr>
<td>Mortgage Default Counseling</td>
<td>316</td>
</tr>
<tr>
<td>Non-Profits Served Through Capacity Building</td>
<td>830</td>
</tr>
<tr>
<td>Pre-Purchase and Mortgage Phone Counseling</td>
<td>1,978</td>
</tr>
<tr>
<td>Veterans Served</td>
<td>895</td>
</tr>
</tbody>
</table>
WORKFORCE DEVELOPMENT
AND TRAINING

The Workforce Development and Training Program is designed to help clients become economically stable, increase their personal and professional ability to obtain employment and increase their marketability. The program provides clients with techniques for job search, presentation management, career transition, interview skills, instruction on the application process and addresses employment retention with the long-term goal of family self-sufficiency. Clients receive assessments, job readiness workshops, resume development, job referrals, career coaching, placement assistance and support services – all provided with the goal of full-time employment. Program staff helps clients address employment barriers including inadequate family support; involvement with the criminal justice system; Inadequate education; Lack of job skills and orientation to current skills and qualifications required by employers.

Workforce Occupational Skills Training assists clients in meeting the challenges brought about from constantly changing employment skill needs of existing and emerging industries in the Gulf Coast Area. One program focuses on the Construction Industry utilizing the National Center for Construction Education Research (NCCER) Core Curriculum for Industry Craft Skills. The program provides an introduction to construction skills needed for the industry and national certification.

Another program is the LINCS Supply Chain Management program providing an industry recognized certification through CSCMP SCPro Fundamentals. Job Specific Training/Placement coordinates industry employers, labor unions and higher education partners to provide participants with specific training, including apprenticeships, to better prepare for employment. After participants complete the job training, they are better equipped to enter the workforce.

HAUL’s Job Bank is a self-directed employment process comprised of electronic and traditional postings allowing clients to identify up to date local, regional and national jobs. Thousands of jobs can be browsed using the intuitive sites where clients can apply online or email/text message.
In 2016, Workforce Development and Training achieved the following outcomes:

<table>
<thead>
<tr>
<th>Count</th>
<th>Outcome</th>
</tr>
</thead>
<tbody>
<tr>
<td>137</td>
<td>At Risk Youth Served</td>
</tr>
<tr>
<td>555</td>
<td>Clients Gaining Employment</td>
</tr>
<tr>
<td>1,305</td>
<td>Economic Development Training Participants</td>
</tr>
<tr>
<td>951</td>
<td>Job Readiness Workshops and Employment Assistance</td>
</tr>
<tr>
<td>1,324</td>
<td>Job Search Assistance</td>
</tr>
<tr>
<td>492</td>
<td>Job Training</td>
</tr>
<tr>
<td>38</td>
<td>Veterans Served</td>
</tr>
</tbody>
</table>
Entrepreneurship Center for Economic Enhancement

The Houston Area Urban League’s (HAUL) Entrepreneurship Center enhances services provided to small businesses by promoting economic development, access to capital, promoting job creation and vibrant business communities. The core services provided by the Entrepreneurship Center are through its Small Business University, one-on-one counseling, event facilitation and referral for Certification as a Small Business with the City of Houston, State of Texas, Port of Houston METRO and Houston Minority Supplier Development Council.

HAUL’s Entrepreneurship Center Program partners with the City of Houston, Houston Minority Supplier Diversity Council, Port of Houston, SBA, MBDA, LiftFund, HCC Entrepreneurship Center, faith-based organizations, universities and small business development centers to be effective in providing training, advocacy and outreach to the local community, minority and women-owned businesses, and non-traditional urban residents. Core program services are designed to promote business ownership and address the needs of small business enterprise expansion. At the end of year 2016, HAUL had achieved the following outcomes:

In 2016, Entrepreneurship Center for Economic Enhancement achieved the following outcomes:

- **TOTAL CLIENTS SERVED**: 1,917
- **TRAINING HOURS PROVIDED**: 3,235
SUCCESS STORIES

HOUSTON AREA URBAN LEAGUE
Hello my name is Christopher Henderson and I am a senior at Worthing High School. Before I joined Project Ready I felt lost. I didn’t really have any concrete idea of what I wanted to do or study while in college. I do have some things that I would love to do like game design, acting/voice acting, and clothing design. I joined Project Ready to see if I could learn how to manage my time and money. My main goal was to see how Project Ready could help me in my future.

Before joining project ready I was angry, I would always take my anger out on people and think that I’m right even if I wasn’t. I realized I was still wrong because there’s different ways how to deal with things. I was dealing with the fact that my momma was and still is on drugs and my father was trying to play dad even though he’s been absent all my life. I was so upset that my sister had to take care of me with her two kids and it is so stressful to think about because it’s like my whole family is depending on her to do everything. I told my sister that I’ll get job to help out but she didn’t want to hear it, she said the only way I could help her out is walk across the stage when I graduate. Everything just used to bug me and I’m only human and I do get fed up at times and I try my hardest to not let things get the best of me.

While participating in the Project Ready program I learned how to be more patient look at things as half full instead of half empty. During the 2016 summit we visited “The Great Blacks of Wax Museum” in Maryland, Baltimore opened my eye to the true history of where I come from. The museum mimicked the actual scene of slavery and showed male children and adults in a cage and women being tortured it made me cry. I cried because it broke heart to see the truth but it made realize that I could be so much more. The slave went through all this and I needed to do more because of what they went through. The museum taught me about our history’s past and how people used to look at us like monsters. But I decided that I would take this anger of wanting to revenge and instead pay them back by doing well in everything. By going to college and following my dreams.

I never thought the history of black people was that bad until I actually learned how we really came up and it was tough. The summit changed me as a whole, I look at things different from what I used to. Project Ready helped me to get ready for college by going to college fairs and having people to guide us and mentor us and that’s more than enough I could ever ask for and I would highly recommend Project Ready to any student because this could help you out in the future to.
Mr. Curtis was referred to the Houston Area Urban League’s Veteran Support Services Program through his nephew.

David Curtis was a US Army, Secret Operations Missile Technician. He was honorably discharged from the military after serving 15 years. Since his retirement from the service, Mr. Curtis went on to become a husband and father to a beautiful family and settled in North Carolina. After years of owning and managing a successful business, the economic crisis of 2009 took its toll on Mr. Curtis’s business and finances. As a result of the economic down turn, Mr. Curtis was forced to close his business and relocate his family to Houston Texas. After receiving a contract to begin working in Houston as a Veteran Counselor for a small organization, David relocated his family of four to Houston only to find out that the contract was cancelled. Now in Houston with his family and without a job or funds it would take David’s courage, faith, and some divine intervention to see him through this troubling time.

After calling and scheduling an appointment to visit with a Housing Counselor, Mr. Curtis learned about the mission of the Houston Area Urban League and the rental assistance program that was available to him. After completing the intake process and financial management portion of the housing assistance program, the Urban League along with US Vets was able to provide the security deposit and two months’ rent for Mr. Curtis and his family.

“The assistance received put my family in a home and provided me with resources to get back on my feet” stated David. HAUL’S holistic approach provided me with SNAP benefits and an opportunity to find gainful employment. If not for the Houston Area Urban League Veterans Support Services Program Mr. Curtis and his family could be homeless.
Anthony Gonzalez was experiencing employment transition after being laid-off. Through his previous employer he learned about the LINCS Supply Chain Management program while at a local Workforce Solution office while seeking assistance in finding employment. Mr. Gonzalez is a former client of HAUL; he completed our NCCER occupational skills training program in 2010. Anthony has experience working in logistics, manufacturing and construction and was also participating with Workfaith Connections; a program that provides intensive Job Readiness training for job seekers with criminal backgrounds.

Anthony joined the LINCS Supply Chain Management program to obtain certifications that would increase his ability to secure employment and become self-sufficient. Mr. Gonzalez’s goal was to secure full-time permanent employment in logistics.

Anthony’s major barrier is his criminal background. He has work experience along with certifications, but it appears his background is a huge challenge. The job opportunity he has had did not provide an opportunity to earn a livable wage to support his family. Anthony was actively job searching while participating in the LINCS Supply Chain Management training program, but unable to secure stable employment.

Anthony’s confidence increased after he passed his first exam for Inventory Management. He wasn’t extremely excited about his score, but he decided to dedicate more time to his study guides and the online Learning Management System. Anthony was unsure of his ability to excel in this program without being in a traditional classroom setting, but he had now earned three certifications. Providing follow-up and being accessible when he had questions contributed to his success. Both HAUL and San Jacinto staff availed themselves as needed to assist with academic and/or social concerns. Also, offering testing at the HAUL eliminates any transportation barriers.

HAUL and Workforce Connection staff contributed to his transformation by providing career counseling, encouragement and guidance. Staff from both organizations will continue to assistance with career pathing and job development. Anthony enrolled with the expectation of obtaining all eight certifications and finding employment. Mr. Gonzalez has reached one of his goals by obtaining employment with Walmart in logistics. It is an entry level position with an opportunity for advancement. With his experience, work ethic and certifications; we predict Anthony will continue on the path of self-sufficiency and provide a better life for his family.
Houston Area Entrepreneurship Center client Elite Image Tax and Notary Service, LLC (EI) was formed by Michelle Levi in December 2012 and incorporated in September 2013. EI offers comprehensive accounting and tax preparation and consultation to service business financial needs. As a graduate of the Houston Area Urban League Small Business Development University in the spring of 2014, and certified business owner, procurement opportunities for EI increased.

In May of 2016 after attending a pre-bid meeting at the City of Houston Public Works Department, EI was vetted as a subcontractor on a 3 year contract with 2 one year options with a face value of $4.6 million. Receiving the formal notice to proceed was a wakeup call that she could no longer do this alone.

Through a partnership established by the Entrepreneurship Center, Michelle was introduced to Lift Fund to seek additional resources to help her firm grow. At first, she was skeptical because of her unfavorable financial history. However, EI was in need of operating capital for staffing and rent, to help manage the scope of work in the new contract. In a collective effort, Urban League consultants and Lift Fund helped Michelle prepare her business financials in efforts to help her firm meet their financial goal.

In December 2016, Lift Fund approved EI for $5,000.00 operating funds with an option for automatic review in 6 months for additional funds. Michelle’s past was not the determining factor; it was the positive revenue growth reported over the past three years. Michelle Levi thanks the Houston Area Urban League for being true to small business growth, support, and development, and credits her recent success to the relationship forged with Lift Fund that helped facilitate her firm’s access to capital.

Michelle Levi is entering the 2nd year of her tenant agreement at the Houston Area Urban League Entrepreneurship Center Incubator. The goal of HAUL EC Incubator is to help established minority entrepreneurs obtain the necessary management skills that will enable them to take advantage of new business opportunities and qualify for financing that will lead to higher levels of business growth. Michelle has also went on to become a subject matter expert volunteer in the areas of tax and accounting with the Center’s Small Business Development University program. EI is currently certified as a DBE, MBE/Women-owned small business enterprise with the City of Houston, State of Texas HUB, Metro SBE and Federal WOSB.
## Financial Statements

**Houston Area Urban League**

(A Texas Non-Profit Corporation)

### Statement of Financial Position

**December 31, 2016 and 2015**

<table>
<thead>
<tr>
<th>Assets:</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$430,314</td>
<td>$203,726</td>
</tr>
<tr>
<td>Cash equivalents, restricted</td>
<td>11,808</td>
<td>51,749</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>166,760</td>
<td>195,958</td>
</tr>
<tr>
<td>Grants receivable</td>
<td>312,392</td>
<td>248,460</td>
</tr>
<tr>
<td>Other receivables</td>
<td>42,345</td>
<td>183,144</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>16,951</td>
<td>28,010</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td>980,570</td>
<td>911,047</td>
</tr>
<tr>
<td><strong>Non-Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash equivalents, restricted</td>
<td>..........</td>
<td>51,090</td>
</tr>
<tr>
<td>Certificates of deposit</td>
<td>507,376</td>
<td>506,133</td>
</tr>
<tr>
<td>Rent Deposit</td>
<td>2,754</td>
<td>2,754</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>2,952,495</td>
<td>3,055,671</td>
</tr>
<tr>
<td><strong>Total Non-Current Assets</strong></td>
<td>3,462,625</td>
<td>3,615,648</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$4,443,195</td>
<td>$4,526,695</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities:</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>$51,583</td>
<td>$73,615</td>
</tr>
<tr>
<td>Accrued expenses and other liabilities</td>
<td>71,054</td>
<td>62,964</td>
</tr>
<tr>
<td>Unearned revenue</td>
<td>326,616</td>
<td>165,641</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>449,253</td>
<td>302,220</td>
</tr>
<tr>
<td><strong>Non-Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unearned revenue</td>
<td>390,242</td>
<td>454,882</td>
</tr>
<tr>
<td><strong>Total Non-Current Liabilities</strong></td>
<td>390,242</td>
<td>454,882</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>839,495</td>
<td>757,102</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Net Assets</th>
<th>2016</th>
<th>2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporarily restricted</td>
<td>538,088</td>
<td>404,118</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>3,065,612</td>
<td>3,365,475</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>3,603,700</td>
<td>3,769,593</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$4,443,195</td>
<td>$4,526,695</td>
</tr>
</tbody>
</table>
### STATEMENT OF ACTIVITIES FOR THE YEARS ENDED
### DECEMBER 31, 2016 AND 2015

<table>
<thead>
<tr>
<th></th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2016 Totals</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2015 Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>** Contributions:**</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>United Way</td>
<td>$ 608,128</td>
<td>$ 608,128</td>
<td>$ 602,350</td>
<td>$ 602,350</td>
<td></td>
<td>$ 602,350</td>
</tr>
<tr>
<td>Others</td>
<td>205,941</td>
<td>309,285</td>
<td>515,226</td>
<td>338,487</td>
<td>224,118</td>
<td>562,605</td>
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<tr>
<td>Federal grant revenue</td>
<td>403,848</td>
<td></td>
<td>403,848</td>
<td>370,172</td>
<td></td>
<td>370,172</td>
</tr>
<tr>
<td>State and local grants</td>
<td>341,195</td>
<td></td>
<td>341,195</td>
<td>516,876</td>
<td></td>
<td>516,876</td>
</tr>
<tr>
<td>Foundation &amp; corporation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant revenues</td>
<td>363,590</td>
<td></td>
<td>363,590</td>
<td>301,351</td>
<td></td>
<td>301,351</td>
</tr>
<tr>
<td>Fund-raising and special events</td>
<td>543,980</td>
<td>80,000</td>
<td>623,980</td>
<td>478,700</td>
<td>180,000</td>
<td>658,700</td>
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<tr>
<td>In-kind contributions</td>
<td>63,852</td>
<td></td>
<td>63,852</td>
<td>32,872</td>
<td></td>
<td>32,872</td>
</tr>
<tr>
<td>Rental income</td>
<td>97,621</td>
<td></td>
<td>97,621</td>
<td>94,330</td>
<td></td>
<td>94,330</td>
</tr>
<tr>
<td>Program fees</td>
<td>9,892</td>
<td></td>
<td>9,892</td>
<td>8,450</td>
<td></td>
<td>8,450</td>
</tr>
<tr>
<td>Interest income</td>
<td>1,388</td>
<td></td>
<td>1,388</td>
<td>1,430</td>
<td></td>
<td>1,430</td>
</tr>
<tr>
<td>Other income</td>
<td>30,933</td>
<td></td>
<td>30,933</td>
<td>19,689</td>
<td></td>
<td>19,689</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>255,315</td>
<td>(255,315)</td>
<td></td>
<td>26,262</td>
<td>(26,262)</td>
<td></td>
</tr>
<tr>
<td>** TOTAL REVENUES**</td>
<td>2,925,219</td>
<td>133,970</td>
<td>3,059,189</td>
<td>2,890,969</td>
<td>377,856</td>
<td>3,268,825</td>
</tr>
</tbody>
</table>

|                        |              |                        |             |              |                        |             |
| ** EXPENDITURES**      |              |                        |             |              |                        |             |
| Program services:      |              |                        |             |              |                        |             |
| Special projects       | 116,039      |                        | 116,039     | 132,821      |                        | 132,821     |
| Education and youth services | 521,408 |                        | 521,408     | 537,482      |                        | 537,482     |
| Workforce development & training | 630,748 |                        | 630,748     | 805,260      |                        | 805,260     |
| Housing & community services | 494,794 |                        | 494,794     | 308,330      |                        | 308,330     |
| Economic development   | 139,061      |                        | 139,061     | 147,647      |                        | 147,647     |
| Health initiatives     | 53,737       |                        | 53,737      | 155,574      |                        | 155,574     |
| Total program services | 1,955,787    |                        | 1,955,787   | 2,087,114    |                        | 2,087,114   |

| Support services:      |              |                        |             |              |                        |             |
| Management and general | 1,080,567    |                        | 1,080,567   | 885,719      |                        | 885,719     |
| Fund-Raising           | 188,728      |                        | 188,728     | 213,375      |                        | 213,375     |
| Total non-program services | 1,269,295 |                        | 1,269,295   | 1,099,094    |                        | 1,099,094   |
| ** TOTAL EXPENDITURES**| 3,225,082    |                        | 3,225,082   | 3,186,208    |                        | 3,186,208   |

|                        |              |                        |             |              |                        |             |
| Change in Net Assets   | (299,863)    | 133,970                | (165,893)   | (295,239)    | 377,856                | 82,617      |
| Net Assets, Beginning of Year | 3,365,475 | 404,118 | 3,769,593 | 3,660,714 | 26,262 | 3,686,976 |
| Net Assets, End of Year | $ 3,065,612 | $ 538,088  | $ 3,603,700 | $ 3,365,475 | $ 404,118 | $ 3,769,593 |
THANK YOU TO OUR 2016 SUPPORTERS

A Rocket Moving & Storage
A. Martin Wickliff
Access Data
Across the Track PAC
AECOM
Albertsons Safe Way
AllState Foundation
AllState Giving Camp
Allstate Insurance
ALS Education, Inc.
Altus Foundation
Alvin Shaffer
Amegy Bank of Texas
Andrea Smith
Anita Truitt
A-Rocket Moving
Arthur Baird
Arvo Realty
AT&T Employee Giving
AT&T YourCourse
Attorney Marc Grossberg
Attorney Ricky Anderson
Bank Of America
Barbara Bush Literacy Foundation
Barbara Harris
Barbara J Foster
Barbara Jackson
Bayway Lincoln Mercury
BBVA Compass
BBVA Compass Charity
Benevity Community
Best Houston Casino
Beverly P Haemon
Blue Cross Blue Shield of Texas
Bobby Scott
Boy Scouts of America
BP
BP Foundation
Brenda and John H. Duncan
Brenda Banks
Brian G. Smith
Brian Wycliff
Bud Light/Silver Eagle Distributors
Byron C. Stevenson
C. Carmouche
Calvin and Debra Guidry
Calvin Guidry
CAMAC Foundation
Capital IDEA
Capital One Bank
Carla Lane
CARMAX
CarMax Foundation
Cary Yates
Cathy Potter
Centerpoint Energy
Chanda Anderson
Charles W. Duncan, Jr.
Chevron
Chevron YourCourse
Chris Dennis II
Christin Spence
COMCAST
Comcast Foundation
Community Bank
Community ImpactFund
Cora & Countney Councilmember
Amanda Edwards
Councilmember
Larry Green
Cozen O’Connor
Craig and Danita Wiltz
Cynthia Davis
D E Harvey Builders
Darlene Mckinney
David and Rosalind Anderson
David Mendez
Don and Patricia Hudson
Don Hudson
Don Kerl
Dr. and Mrs. John Clemmons
Dr. and Mrs. Kase Lawal
EAN Holdings, Inc.
Elmer D Rogers
Enterprise Car Rental
EPISCOPAL Foundation
Ernest Peeples
FMC Technologies
Fort Bend Church
Frost Bank
Gail T. Landry
Gayle Amos
Gerald H Zona
Gerald Hines
Gilda Ramirez
Gordon Goodman
Greater Houston Community Foundation
Gregory Scott
Group 1 Automotive
Gulf Coast Com. Serv
Gunda Corporation
Halliburton Giving
Harris County Department of Education
Hausdorff
HAUCDC
HAUL GUILD
HAUL YOUNG
PROFESSIONALS
HEB Foundation
HEB Grocery Company
Hellen Adedipe (God Is Good)
Herman Burroughs
Hilton Americas Hotel
Hines - SW
HISD
Houston Astros Foundation
Houston Community College
Houston First
Houston Links (TX) Chapter
Houston Rockets
Houston Style Magazine
Hunt & Hunt Engineering
HVJ Associates, Inc.
IBM Corporation
Ibrahim Kromah
Iris M. Cross
Ivy Ricketts
J. Ralph Watkins & Assoc
James & Loyce Owens
James Furr
James H. Davis
James Harris
Janathan Smith
Jean Starr
Jeanette Harris CwJ
Jeanie Galvanni
Jeff Hines
Jeff Wallace
Jerome Love
Jerry and Nanette Finger
Family Foundation
Jerry Martin
Jeska Washington
Jim Dannenbaum
JO Etta Staggers
Joe Abuso
John D Hofmeister
Johnny M Bryant
Jordan Hale
Joseph Lee
JP Morgan Chase
Judson Robinson III
Karen Hofmeister
Karen Jenkins
Kelsey Seybold
Khammad Marshal
KPRC
Kristyn Page
KROGER
L. Raman
LaMaur A Banks
Lance s. Tolson
Lanease Fuller
Larry F. Mumphey
Laurie Vignaud
Lawrence P.Simon
Leo Alexander III
Lilly Grove Baptist Church
Lina Y Bell
Lions Club of Blueridge
Lisa James
Lockwood, Andrews & Newnam, Inc. & Aurora Technical
Loretta Harris
Lorine Clark
Lyndon F. Ward
Macy’s
Madeline Boone
Marathon Oil
Marek Family Foundation
Marian Harper
Marina Coryat
Marion Bryant
Mark Clegg
Martha Kennerson
Mary Gallentine
Mary L. Rousseve
McConnell Jones
Memorial Hermann Health Care
Menninger Clinic
Michael Pearson
Michael Smith
Michael Thomas
Michelle Kennedy
Michelle Trevino
Michelle Underwood
Mike and Beth Beck
Mike Beck
Monica C Thrman
Morris Clark
Myra Nwoke
Nathelyne A. Kennedy
National Urban League
Nena Ivory
Nisha Patel
Noble Energy, Inc.
NRG Energy, Inc
Obie Thompson
Ora Clarrette
Orson Pate
Patrick & Katie Oxford
Patrick Evans
Peter & Joanne Linden
Peter C. Stracke
Peter Linden
Phil Dyson
Phillips 66
Port of Houston Authority
President and Mrs.
George H.W. Bush
R Denise Sanders
Radio One
Randall’s
Ray Shackelford
Red Hat Society
Reginald Stewar
Regions Bank
Reliant NRG
Ric Campo
Rice University
Richard Chappell
Ronald K Moss
Ryan Colburn
S. D. Gregory
Samuel and Jovanny Orellana
Sandra Porter
Scholastic Inc.
Shell Oil
Sherman Lewis
Sklar Family Foundation
SL Baseball LLC
Smith Graham
Southwest Airlines
State Farm Ins.
Steve Kean
Steven A. Mays
Tamara Cooper
Tanglewood Corporation
Taycon
Taylor Construction Management
Tedsi/Lupher LLC
Terri McGee
Terry Anderson
Terry W. Roberson
Texas Central Partners
Texas Southern University
The Church Without Walls
The Garver Foundation
The Lewis Group
The Postle Family Foundation
Tomikia L
Trammell Crow
Residential
Trisha Bradley
Troy C Whitley
TTL Trading LLC
Tyrone and Jackie Turner
Tyrone Willis
Underwood Trilogy
Engineering Services
United Way Texas
Gulf Coast
University of Houston
UPS
UPS Foundation
Uptown Houston
UW Brazoria County
UW Greater Austin
UW Metro Dallas
UW Metro Dallas
UW Midland County
UW of Greater Austin
UWGPSNJ
Vanessa E Wyche
Velda Culis
Victor Lofton
Walter Strickland
Waring Lester
Wayne and Ronda Haynes
Wells Fargo
William H Gruy
William Traylor
William E Owens
Windsor Village UMC
Yolanda Green Barnes
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