

2021

ANNUAL REPORT



ROUND It is HAUL's continued goal to expand our 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. We will not tire; we will not stop... 2020 LETTER FROM BOARD CHAIR & CEO



CEO'S LETTER

JUDSON W. ROBINSON, III
President & CEO



The Houston Area Urban League (HAUL) was founded on June 19, 1968, as an affiliate of the National Urban League in response to the demand for equal opportunity and justice, thanks in part to the civil rights movement. For over 53 years, we have provided programs of Education and Youth Development, Workforce Training, Housing Assistance, Entrepreneurship Support, Health and Wellness Initiatives, and Social Justice. This work is even more critical today as we experience the longer-term effects of COVID-19, social justice ills that continue to divide us as a nation, and tragedy that leaves many unable to secure economic self-reliance parity, power, and civil rights.

HAUL educates stakeholders and participants regarding the economic benefits of quality job training, homeownership counseling, and youth and parental educational programs targeting economically disadvantaged areas like Sunnyside, Acres Homes, Kashmere Gardens, Third Ward, and other low-income communities. We also work to improve the outcomes of middle-income families and dislocated professionals in the Greater Houston area.

As we seek to find a new normal after COVID-19, HAUL remains on the front lines of response to the COVID-19 pandemic, the Winter Storm, and social justice issues that greatly impacted those we serve. During 2021 we served over 10,000 clients with job training, small business technical assistance, mentoring and education of children and youth, assistance with utility, mortgage, and rental assistance, and help for first-time homebuyers. We continued programmatic operations for the economically disadvantaged communities through educational webinars, and phone and Zoom teleconferences.

We can only do this work because of the generosity of donors, volunteers, and allies who continuously partner with us to create positive benefits for the citizens of the Greater Houston community. HAUL has committed to ensuring that everyone has the opportunity to fulfill their life goals and dreams, offering them hope and opportunity. Thank you for joining us in this great work!

Sincerely,

Judson W. Robinson, III

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HAUL'S HISTORY

The Houston Area Urban League (HAUL) was founded in 1968 in response to the national demand for equal opportunity and justice, thanks to the civil rights movement. It became apparent then, as is today, that the need for housing, jobs, education, and other social services was needed for low-income persons. That need still exists today, on a national level and right here in the Greater Houston area.

We seek to enable Black people and other marginalized communities to secure economic self-reliance, parity, power, and civil rights. For over 53 years, we have provided the following six (6) programs targeting residents in economically disadvantaged geographic areas in the Greater Houston area: Education and Youth Development; Workforce and Economic Development; Workforce Training; Housing; Social Justice; and Health and Wellness Initiatives.

Our focus is on Education and early literacy; Youth Development programs;, Workforce Development & Occupational Skills training;, Economic Development and Financial literacy;, and Housing and Social Services. All this helps influence the likelihood of long-term family and community stability. Join us in our mission to empower communities and change lives by following our social media pages and making a generous donation at www.haul.org.

OUR GOALS

We plan ahead for a prosperous today and are continuously prepping for an empowered rewarding, memorable, and secure future for you & your community.





EDUCATION & YOUTH DEVELOPMENT

- Expand in-person/virtual educational services to more Greater Houston school districts through broadband access.
- 2. Starting in Harris County (HC) Precinct 1, partner with HC Commissioners and staff to expand virtual educational services throughout the county.



ENTREPRENEURSHIP CENTER

- Become Houston's go-to organization regarding business start-up and expansion.
- Recruit and coach individuals who want to start or build a business, building their technical skills, and opening the door to financing opportunities.
- 3. Support established businesses preparing for expansion.





HUMAN RESOURCES

- Conduct a human resources assessment to determine appropriate staffing levels throughout the organization.
- 2. Develop succession plans for critical HAUL positions.
- Provide managers with training, tools, and resources to maximize efficiency and effectiveness of organization.



MARKETING & COMMUNICATIONS

- **1.** Improve agency and program communications platforms, resources and processes.
- Increase community's understanding of HAUL, its programs, and its impact on our community.
- Provide quarterly updates to current and new donors so they are more aware of the impact of organization.





WORKFORCE DEVELOPMENT AND TRAINING

- 1. Significantly increase client certifications in growing industries.
- 2. Expand opportunities for client training on soft skills.
- 3. Build a high quality Wi-Fi enabled computer training lab to compliment HAUL's in-person service delivery model.

HOUSING AND SOCIAL SERVICES

- Facilitate access to stable housing serving vulnerable populations in rural areas surrounding Houston.
- Position HAUL as a subject matter expert on resources to re-build homes in response to natural disasters.
- Connect HAUL clients with referrals and resources that promote a healthy lifestyle.



CENTER FOR SOCIAL JUSTICE AND EDUCATION

- 1. Develop a greater understanding of the justice system and its history of application on People of Color (POC).
- 2. Build relationships with local, state, and federal elected officials and partner with them on social justice issues and related legislation.
- 3. Partner with other community organizations to seek and negotiate just solutions to social justice issues.



RESOURCE DEVELOPMENT

- 1. Develop and implement a comprehensive Resource Development plan, broadening the types and sources of funding for HAUL.
- 2. Train and support the HAUL board, volunteers and staff members in their role as serving as HAUL's ambassadors, opening the door to additional funding, and in-kind resources through their contacts and relationships.
- 3. Build on current board leadership in fund development, involving all board members in meaningful financial support of HAUL.





FACILITIES & INFRASTRUCTURE

- Update facilities assessment to determine how current facilities are meeting the needs of clients and staff (program and administrative).
- Conduct an IT audit documenting computer/server/printer/software inventory, security, and broadband capabilities at all facilities.
- Develop budget for IT investments with goal in mind to be able to provide both in-person and virtual services to clients for all programs.

FINANCE

- Upgrade to new Financial Reporting Software to streamline financial reporting process.
- Train financial, management, and board staff on new financial reporting software and it's reporting capabilities.
- Develop a board dashboard that highlights fina: cial trends, critical financial indicators, return on investments, and other key organizational indicators.

2021 IMPACT REPORT

PLANNING FOR TODAY, IMPACTING OUR FUTURE

HAUL's strategic plan takes into consideration both internal and external opportunities and the difficult realities related to virtual service delivery.







As our teams address challenging goals, the plans when implemented have the power to strengthen and transform our organization and community.



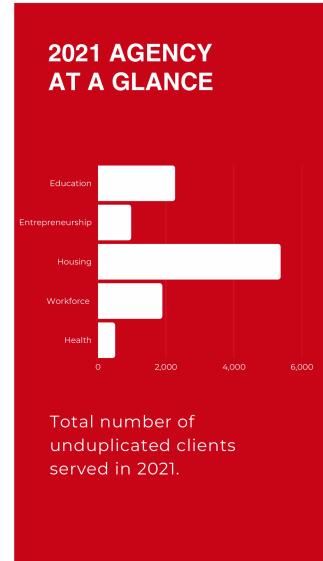




TOTAL SERVED

We invite you to read through the impact of the programs in 2021 and see the potential for partnership to advance equity for all.

JAN - DEC 2021
Total Clients Served *



10,993
*Unduplicated client numbers

EDUCATION & YOUTH DEVELOPMENT



HAUL Education and Youth Services embrace a cradle-to-career model, preparing children to be self-sufficient adults while supporting parental engagement throughout their educational development years. The HAUL Project Ready Program integrates a holistic view of providing services that address every area of each student's life through academic support, life skills development, and college and career awareness.

HAUL Program components are:

- Project Ready Mentoring
- · Academic Achievement
- · Social/Emotional Development
- · College Culture and Awareness
- Career Awareness
- · Family and Community Engagement



MELANIE HERRERA

Melanie Herrera is a current sophomore at Lone Star College who was able to attend school thanks in part to a HAUL partnership and scholarship with Freeport LNG. Students who go through HAUL's Project Ready program have the opportunity to receive annual scholarships for up to 4 years to assist with tuition, books, and board. Melanie has finished her freshman year with honors and seeks to next year transfer her Associate's Degree to a local university and continue in the medical field to become an Anesthesiologist.

With this scholarship, Melanie has the opportunity to become a firstgeneration college graduate. As HAUL continues to advance equity for all, educating youth and partnering with corporations and businesses to increase the opportunities for others is paramount.

PROGRAM NUMBERS AT A GLANCE

Parenting Classes 660
Early Childhood Development 30

Technical Assistance 6
Character Development 374
Mentoring Program 374

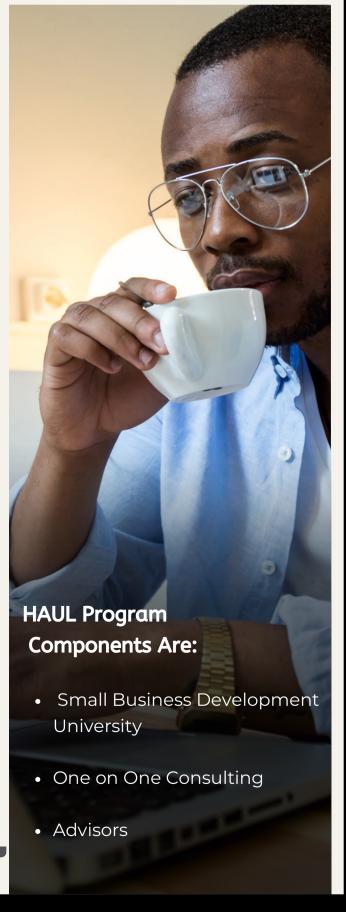
Summer Program 195 Health Education 374

ENTREPRENEURSHIP CENTER & SMALL BUSINESS UNIVERSITY

972 SERVED

HAUL's Entrepreneurship Center works with private, public and nonprofit resources to build strong, sustainable and successful minority businesses. The result is wealth creation, job creation and better economic health in the minority and urban core communities of the Greater Houston Area. The goal of the Entrepreneurship Center is to help new or 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. This occurs through a Small Business **Development University, One on One** Mentoring, and Workshops.





PROGRAM NUMBERS AT A GLANCE

Small Business University 972
One on One Mentoring **374**New Businesses Created 151

HOUSING & SOCIAL SERVICES



The Housing & Social Services Department is a HUD approved housing counseling agency that provides services in English and Spanish. HAUL's housing programs include Financial Management/ Budget Counseling, Mortgage Delinquency & Default Resolution Counseling, Rental Counseling, Financial/Budgeting and Workshops, Pre-purchase Homebuyer Education Workshops & Counseling, Fair Housing Outreach/Education, Services for Homeless, Post Homeownership Education & Counseling, Disaster Housing Counseling and Financial Coaching.

HAUL Program components are:

- First Time Homebuyers
- Mortgage Delinquency
- Financial Education Workshop
- Fair Housing Program
- Rental Counseling
- Pre-Purchase Program
- Veteran Support Program

NIKISHA GREEN

Nikisha Green is a client who came to HAUL seeking guidance about first-time homeownership. HAUL counselors were able to guide her through a process, educating and guiding her through financial literacy and budgeting, understanding the home buying process, and possible financial resources to achieve her goals.

Due to HAUL's partnership with the Center for Civic and Public Policy Improvement (CCPPI), the City of Houston, and the LIFT Fund, Nikisha was able to receive down-payment assistance and purchase a 3 bedroom home, with over \$50,000 of assistance. This makes her mortgage affordable, fulfills a dream for Nikisha and her family, helps to contribute to the local economy, and creates generational wealth for Nikisha's children. She says "For my children, they now see that if mama, can do it so can we." As HAUL works to advance equity for all, we are thankful for partners that remove barriers to homeownership.

PROGRAM NUMBERS AT A GLANCE

Home Buyer Education-229 Mortgage Counseling -241 Financial Education -568 Case Management- 2,005 Fair Housing - 339 Financial Literacy - 477 Rent Assistance - 392 Referral Services -1,084 Veterans Served-209

HEALTH & WELLNESS



The Houston Area Urban League's Health and Wellness program aims to increase access to quality healthcare, improve chronic disease management and prevention, and increase access to nutritious foods for under-represented and under-served populations in the greater Houston area through education, awareness and advocacy, health insurance enrollment, faithbased partnerships, and community engagement.

In 2021 we also began a COVID-19 Outreach Initiative that provides information and vaccines to Greater Houston residents that have not received the vaccine. Our goal is to provide 3,200 lst, 2nd or booster vaccine doses, and outreach to 20,000 residents by October 31st.

Thanks to partnerships with the HRSA and City of Houston, we have helped to administer over 1.000 vaccines.

HAUL Program components are:

- Health Prevention
- COVID-19 Vaccination/Booster
- Health Insurance Enrollment
- Community Health Fairs



DEMOGRAPHIC NUMBERS AT A GLANCE

Hispanic - 31% Non-Hispanic - 69% Black/African American - 65% White 1% Asian American - 1% Native American - 1%

Male - 50% fFemale -50%



JUANITA BAILEY

Juanita Bailey is a native Houstonian who, like many in economically-disadvantaged communities, experienced hardship and made some negative decisions before overcoming the barriers of prison and poverty to succeed. Juanita participated in HAUL's two-week NCCER and OSHA Training, which placed her on a path of advanced education. She received her certification in pipefitting and is now taking classes at Alvin College to pursue a degree in pipefitting and HVAC.

Juanita's goal is to start her own HVAC company and to pass it down to her children, to create generational equity. "HAUL has changed my life dramatically... because you can tell HAUL cares, they become like your family members, and you don't want to let them down."

Juanita says. "The staff helped to change my mindset, to understand how to present myself, dress appropriately, and get prepared for a future. It was a good feeling to complete something, even though it was just a two-week class. I know I can continue completing and doing other things now."

WORKFORCE DEVELOPMENT & 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 marketability. The program provides clients with techniques for job search, presentation skills, career transition, interview skills, and 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 with the goal of full-time employment.

HAUL's partnership with the National Center for Construction Education and Research provides free training and resources to clients interested in pursuing careers in Construction, Industrial, or Manufacturing.

HAUL Program components are:

- Employment Orientation
- Core Skills Training
- Workforce Occupational Skills
 - NCCER Certification
 - OSHA 30 Certification
 - Pipeline Safety Certification
 - CompTIA/AWS Certification

PROGRAM NUMBERS AT A GLANCE

SOCIAL JUSTICE & REFORM

Racial equity is one of the most important pillars that we uphold. We provide a formidable foundation for all participants and make sure they understand the importance of working towards a more equitable, inclusive, and educated society. By acknowledging our differences, we can be closer towards securing a more equitable environment that makes it possible for all individuals, especially those from underserved communities, to succeed from a personal and professional standpoint.

To empower the community, we have created a combination of Advocacy U workshops and series to ensure community members and high school youth can understand the importance of social justice through education. Education is vital to spread the word about social inequities and help the community become well aware of current issues that directly impact the lives of many individuals in the city.

HAUL Program components are:

- Racial Equity For All
- Racial Equity in the Workplace
- Police Reform
- The Power of the Vote



HOW YOU CAN HELP

If you are looking for ways to make a difference in your community, we have many opportunities that are a perfect fit for your time and interests. Check out the possibilities below and decide what fits best with you, whether it is by contributing your financial support or by giving your time to help HAUL make an impact in others' lives.







01. VOLUNTEER

The primary way to serve as a HAUL volunteer is to become a member of one of our auxiliary groups: HAUL Young Professionals/HAULYP (18-40) or HAUL GUILD (41+). These groups spearhead Houston Area Urban League volunteer & outreach activities and support the work we do for our community.







02. PARTNER

We are grateful for the support and partnership of our corporate partners. Their continued support is key to helping ensure HAUL continues to empower our Houston area community and change lives. To learn more about how your company/organization can partner with HAUL to impact the underserved in the Houston Metropolitan area contact us today at www.haul.org.

Scan me





03. DONATE

Donations of all sizes from generous supporters help ensure that HAUL continues to impact communities and change lives. Your donation will also help us provide resources for those fighting for equality, education, and opportunity in underserved communities. For more information about how you can donate, please contact us at 713-393-8700 or email info@haul.org.

FINANCIALS STATEMENT OF FINANCIAL POSITON

HOUSTON AREA URBAN LEAGUE, INC. (A Texas Nonprofit Corporation)

STATEMENTS OF FINANCIAL POSITION

December 31, 2021 and 2020

	December 31, 2021 and 2020					
ASSETS	CURRENT ASSETS	2021	2020			
	Cash and cash equivalents	\$ 2,140,821	\$ 1,183,596			
	Cash and cash equivalents, restricted	102,827	66,959			
	Pledges receivable	323,585	337,171			
	Grants receivable	254,163	374,805			
	Other receivables	244,997	55,664			
	Prepaid expenses	23,370	26,392			
	Total Current Assets	3,089,763	2,044,587			
	NONCURRENT ASSETS					
	Long-term pledges receivable, net	500,000	622,376			
	Certificates of deposit	236,662	236,568			
	Rent deposit	10,711	10,711			
	Property and equipment, net	2,442,286	2,545,606			
	Total Noncurrent Assets	3,189,659	3,415,261			
	TOTAL ASSETS	\$ 6,279,422	\$ 5,459,848			
LIABILITIES	CURRENT LIABILITIES					
	Line of credit	\$ 45,000	\$ 150,000			
	Accounts payable 121,077		81,113			
	Accrued expenses and other liabilities	72,674	365,133			
	Unearned revenue	298,998	281,437			
	Total current liabilities	537,749	877,683			
	NONCURRENT LIABILITIES					
	SBA Economic Injury Disaster Loan	146,054	149,900			
	Unearned revenue	215,046	184,661			
	Total noncurrent liabilities	361,100	334,561			
	TOTAL LIABILITIES	898,849				
	NET ASSETS					
	Without donor restrictions	2,274,454	2,007,481			
	With donor restrictions	3,106,119	2,240,123			
	Total net assets	5,380,573	4,247,604			
	TOTAL LIABILITIES AND NET ASSETS	\$ 6,279,422	\$ 5,459,848			

FINANCIALS STATEMENT OF ACTIVITIES

STATEMENTS OF ACTIVITIES
For the Years Ended December 31, 2021 and 2020

	2021		2020			
REVENUES Contributions:	Without Donor Restrictions	With Donor Restrictions	Totals	Without Donor Restrictions	With Donor Restrictions	Totals
United Way	\$ 572,337	\$ -	\$ 572,337	\$ 683,694 \$	-	\$683,694
Others	1,165,574	955,441	2,121,015	831,188	1,814,252	2,645,440
Federal grant revenue	601,982	-	601,982	300,007	-	300,007
State and local grants	567,149	-	567,149	775,971	-	775,971
Foundation and corporate grants revenue	647,944	-	647,944	488,142	-	488,142
Fund-raising and special events	687,763	-	687,763	28,000	-	28,000
In-kind contributions	-	-	-	14,493	-	14,493
Rental income	65,458	-	65,458	73,834	-	73,834
Program fees	26,000	-	26,000	31,150	-	31,150
Interest income	297	-	297	2,430	-	2,430
Other income	4,178	-	4,178	18,501	-	18,501
Net assets released from restrictions	89,445	(89,445)	-	98,907	(98,907)	-
TOTAL REVENUES	4,428,127	865,996	5,294,123	3,346,317	1,715,345	5,061,662
EXPENDITURES Program Services:						
Special projects	437,481	-	437,481	824,757	-	824,757
Education and youth services	478,058	-	478,058	377,310	-	377,310
Workforce development and training	511,520	-	511,520	568,914	-	568,914
Housing and community services	1,000,346	-	1,000,346	724,022	-	724,022
Economic development	187,752	-	187,752	176,427	-	176,427
Health initiatives	66,742	-	66,742	456	-	456
Total program services	2,681,899	-	2,681,899	2,671,886	-	2,671,886
Support services: Management and general	1,359,049	-	1,359,049	1,120,784	-	1,120,784
Fundraising activities	120,206	-	120,206	16,450	-	16,450
Total support services	1,479,255	-	1,479,255	1,137,234	-	1,137,234
TOTAL EXPENDITURES	4,161,154	-	4,161,154	3,809,120	-	3,809,120
CHANGE IN NET ASSETS	266,973	865,996	1,132,969	(462,803)	1,715,345	1,252,542
NET ASSETS, BEGINNING OF YEAR	2,007,481	2,240,123	4,247,604	2,470,284	524,778	2,995,062
NET ASSETS, END OF YEAR	\$ 2,274,454	\$ 3,106,119	\$ 5,380,573	\$ 2,007,481	\$ 2,240,123	\$ 4,247,604

THANK YOU TO OUR SUPPORTERS

At HAUL, we are grateful for our supporters who have invested in our mission to empower communities and change lives. The reinvestment of these generous contributions provides us with the resources to continue with our mission while also supporting our expansion into additional communities. Together, let's make tomorrow a brighter place through our efforts today!

2021 MAJOR DONORS













































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2021

ANNUAL REPORT

Advancing Equity

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