**Homeless Service Providers Earning Their Own Money**

by Eva Booker

Organizations serving the homeless have been faced with a number of challenges in the past decade. First, the number of organizations seeking to serve this population has grown. At the same time, the funding available has been shrinking. Both government and foundation grants are getting increasingly harder to come by, resulting in greater competition for fewer resources. Finally, the demand for services continues to increase.

A number of entrepreneurial organizations serving the homeless are meeting these challenges through creative programs that generate a reliable stream of unrestricted income through earned income ventures and social enterprises. Not only do these efforts generate much needed revenues, they also provide mission-related benefits, such as job training for clients and educating the public.

Many nonprofits are initially skeptical of for-profit ventures because they perceive them to be more risky. The risk is often no more extensive, in fact it may be more manageable, than the risk nonprofits accept with more traditional fundraising techniques. Significant staff time and agency resources are often devoted to pursuing grants that never materialize or other fundraising techniques such as fundraisers that end up losing money.

Homeless service providers around the country are running all kinds of ventures. The following are examples from here in Illinois.

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**Senate Committee Reports**

**FY06 HUD Spending Bill**

The Senate Appropriations Committee passed its FY06 HUD spending bill on July 21, two days after its Transportation, Treasury, and HUD (TTHUD) subcommittee marked up its version of the bill. In full Committee, Subcommittee Chair Christopher Bond (R-MO) and Ranking Member Patty Murray (D-WA) offered a successful amendment to increase the bill’s overall funding by $446 million. The majority of these funds went to HUD programs. (See table on page 2.)

As their counterparts in the House did, Senate appropriators rejected the Administration’s proposal to zero out CDBG and move the funds (at a reduced amount) to the Department of Commerce. CDBG is 8 percent less than last year, but more than the House bill provides. HOME was cut by $50 million from last year, with HOME formula grants cut by almost $40 million. The bill provides $40 million within the community development fund for

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Homeless Headlines

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Land Bank Authorities

and Bank Authorities: A Guide for the Creation and Operation of Local Land Banks, authored by Emory University Law School Professor Frank Alexander, explores land banks in St. Louis, Cleveland, Louisville, Atlanta, and Genesee County, Mich., addressing the history, objectives, and functions of each. This guide can serve as a roadmap for cities, counties and nonprofits seeking tools for revitalizing urban land. To see the full report, go to the LISC Online Resource Library www.lisc.org/resources/2005/03/authorities_7818.shtml?Planning+&+Land+Use

Source: www.lisc.org

Building a Better Urban Future

Building a Better Urban Future: New Directions for Housing Policies in Weak Market Cities is a joint publication of LISC, Community Development Partnerships’ Network, The Enterprise Foundation, and the National Housing Institute. National Housing Institute Research Director Alan Mallach provides an in-depth look at housing strategies for weak market cities as they plan their regeneration. For more information and to download this publication, visit the LISC Online Resource Library www.lisc.org/resources/2005/07/directions_8166.shtml?Affordable+Housing.

Source: www.lisc.org

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www.icaanet.org
At a regular physical check-up, the doctor may begin by asking the patient, “How are you feeling?” The answer is important. Although some patients may feel well but have a hidden disease, the patient’s own sense of well being is still an important indicator. In a similar way, when a board asks itself, “How do we feel about our board and our organization?” the answer is a useful indicator, if not an error-proof test. An annual poll of board members lets the board get a sense of how its members feel. There are many such surveys, but here’s a short one you can try.

Give board members a scale to choose from for each answer, such as 1 - 5, with 1 being Not Confident and 5 being Very Confident. You might also ask your executive director (and other staff who frequently work with the board) to fill out a similar survey, and then use the results of both to kick off a discussion where people reflect on the survey results and establish objectives for the year about board activities.

**Board Self-Assessment Survey**

Please rate your assessment of the Board of Directors’ performance on a scale of 1 – 5, with 1 = Not At All Confident, and 5 = Very Confident.

**How confident are you that as an effective governing body, the board:**

1. Monitors and evaluates the performance of the executive director on a regular basis?
2. Ensures legal compliance with federal, state, and local regulations?
3. Ensures that government contract obligations are fulfilled?
4. Monitors financial performance and projections on a regular basis?
5. Has a strategic vision for the organization?

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Chicago Christian Industrial League

The Chicago Christian Industrial League has been serving Chicago’s poor and homeless since 1909. It operates a number of social enterprises, including landscape, housekeeping and food service programs that provide training for its clients and significant revenues for the organization. Its income-producing programs generate almost 50 percent of its revenues.

For more information about the Chicago Christian Industrial League check out their website at www.theleague.org.

Streetwise

Since 1992, Streetwise has provided employment to more than 3,600 homeless men and women. The bi-weekly newspaper also has expanded awareness of homeless issues to a diverse readership in Chicago.

For more information about Streetwise check out their website at www.streetwise.org.

Inspiration Corporation

The Inspiration Corporation traces its beginnings to 1989, when sandwiches and coffee were passed out to the homeless in Chicago’s Uptown neighborhood from a small red wagon. The wagon became a café that served meals to the homeless.

Today the corporation operates two cafés, The Inspiration Café in Uptown and The Living Room Café in Woodlawn. It offers a comprehensive 13-week culinary job-training program, case management and subsidized housing. This year the corporation expects to serve over 16,000 meals to guests and alumni.

The Inspiration Café is currently open to the general public every Thursday and Friday for lunch from 11:30 am – 2:00 pm. It has started rehabilitating a property at 4715 N. Sheridan that will include space for the training program and a café open to the public 7 days per week. The property will also include an additional 28 units of housing, including 13 subsidized units. It is expected to be open for business by August.

In addition to generating revenues through the meals it serves to the public, the Inspiration Corporation offers Cooking with Inspiration classes. For $40 per class, participants learn from local chefs how to make their favorite dish and go home full of tasty samples. The Inspiration Corporation also sells Inspiration Café Coffee, roasted by Intelligentsia, T-shirts and aprons.

For more information about the Inspiration Corporation check out their website at www.inspirationcorp.org.

Growing Home, Inc.

Growing Home, Inc. operates a social enterprise that produces and sells fresh organic produce to restaurants and at farmers markets throughout the Chicago area. It was founded by Les Brown, former Executive Director of the Chicago Coalition for the Homeless. Harry Rhodes is the current Executive Director.

Growing Home’s primary mission is to provide job training and create employment opportunities for homeless and low-income people within the context of an organic agricultural business.

Growing Home grows its produce on its 10-acre farm in LaSalle County and a garden in Chicago. It partners with transitional housing programs and shelters to identify people who are ready to change their lives. In addition to the agricultural training, clients also get sales experience, selling the produce at local farmers markets. Their current goal is to obtain a larger urban site with greenhouses where they can run their training program year round.

Growing Home grossed sales of $11,500 in the 2003 growing season, $38,000 in 2004 and project $75,000 for the 2005 season. Revenues are expected to cover the farm management and operating costs by 2007.

For more information about Growing Home, Inc. check out their website at www.growinghomeinc.org.

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WomanCraft, Inc.

WomanCraft, Inc. is a for-profit subsidiary of Deborah’s Place, a Chicago nonprofit that provides a continuum of services, including permanent and supportive housing to women who are homeless and formerly homeless. The purpose of founding WomanCraft was to provide training and regular, meaningful work for their clients. They wanted to start with what the program participants could do and liked to do, so they decided to create a crafts-based business. Their initial focus was on jewelry and papermaking.

WomanCraft sells stationery, programs and picturebooks. Its most popular product is its wedding invitations, which now account for approximately 50 percent of its business.

For more information about WomanCraft, Inc. check out their website at www.deborahsplace.org/womancraft.jsp.

For more information, visit Creative Consulting Solutions web site at www.creativeconsultingsolutions.com.

Senate Committee

(Continued from page 2)

“neighborhood initiatives that are utilized to improve the conditions of distressed and blighted areas and neighborhoods, to stimulate investment, economic diversification, and community revitalization in areas with population out-migration or a stagnating or declining economic base, or to determine whether housing benefits can be integrated more effectively with welfare reform initiatives.”

The allocation to the Housing Choice Voucher program is insufficient to renew all vouchers, even though the Senate’s overall voucher funding is higher than both the FY06 House and FY05 levels. The bill shifts all Section 811 Housing for Persons with Disabilities mainstream vouchers from the 811 account into the tenant-based renewal account. This will add a $60 million to $80 million cost to the voucher account.

When the Section 811 Program began, 25 percent of all funds were required to go to tenant-based rental assistance for people with disabilities. The goal was to provide program flexibility and to “mainstream” voucher recipients into the housing market. Currently, about 12,000 mainstream vouchers are administered by housing authorities and nonprofit organizations.

At the time of their initial funding, these vouchers are funded in the Section 811 account and have a five year appropriation. Thanks to their Section 811 origination, the mainstream voucher program has not been affected by the crisis in the Section 8 voucher program. But, because of their high cost (five years worth of budget authority must be appropriated initially and at the five-year renewal point for each voucher), advocates have long advocated to shift the renewal costs to the Section 8 tenant-based assistance fund to prevent Section 811 new construction funds from being depleted by ever-increasing tenant-based assistance renewals. However, combining the mainstream voucher renewals with the Section 8 Housing Choice Voucher renewals in the Senate Committee’s bill leaves the tenant-based renewal account short of funds need to accomplish both goals fully.

The Section 811 program itself is provided $240 million, $2 million more than the FY05 level. However, if $60-80 million of the Section 811 account’s funds that heretofore had gone to renewing mainstream vouchers are shifted to the Section 8 voucher program, there will be more funds for Section 811 new construction.

On the Section 8 project-based side, renewals are funded at the President’s request of $5.072 billion, $28 million less than the House bill. The Section 202 Housing for the Elderly program is level funded at $742 million.

Homeless assistance grants are funded at $1.415 billion, up from $1.240 billion in FY05. The Senate Committee’s bill retains the requirement that 30 percent of funds be used for permanent housing and that all funds awarded for services must be matched by 25 percent in funding by each grantee.

Benefiting from $5 million of the Committee’s $446 million amendment, the Housing for Persons with AIDS program is funded at $287 million, more than FY05’s $281 million but still less than FY04’s $295 million or the House’s $290 million proposal. Counter to the President’s requests for sharp cuts in both programs, the Senate Committee’s mark brings fair housing and lead programs up to their FY05 levels.

The Senate bill is expected to be considered by the full Senate in September.

For further information, contact the National Low Income Housing Coalition at the address in Headlines Directory.
Private Resources

The Patricia Foundation
175 E Delaware Pl., Apt. 8804
Chicago, IL 60611

Contact: Patricia C. Crowley, President
Email: patsosb@juno.com
Additional address: 7430 N. Ridge Blvd., Chicago, IL 60645-1913

Areas of Interest: Homeless; women; centers/services
Types of Support: Emergency funds, general/operating support
Limitations: Giving primarily in Illinois. No grants to individuals
Application Information: Application form is not required. One copy of the proposal; there is no deadline stated.

Ploughshares Foundation
108 W. Grand Ave.
Chicago, IL 60610
Telephone: (312) 321-9700

Contact: Donald M. Ephraim, Pres.

Areas of Interest: AIDS; homeless human services
Types of Support: General/operating support
Limitations: Giving on a national basis. No grants to individuals
Application Information: Application form is not required. Applicants should submit descriptive literature about organization. A letter is requested as a first contact – there are no deadlines stated.

The PMI Foundation
3003 Oak Rd.
Walnut Creek, CA 94597
Telephone: (800) 288-1970

Contact: Laura Kinney, Manager

Areas of Interest: Children/youth services; education; health organizations; housing/shelter development; human services.
Limitations: Giving on a national basis, with some emphasis on CA. No grants to individuals.
Application Information: Applicants should submit:
1. Detailed description of project and amount of funding requested.
2. Copy of IRS Determination Letter

The foundation requests a first approach of a letter; there are no deadlines stated.

Polk Bros. Foundation, Inc.
20 W. Kinzie St., Ste.1110
Chicago, IL 60610-4600
Telephone: (312) 527-4684
FAX: (312) 527-4681
Email: info@polkbrosfdn.org
URL: www.polkbrosfdn.org

Contact: Nikki W. Stein, Executive Director; Suzanne Doombos Kerbow, Assoc. Director

Areas of Interest: Adult education-literacy basic skills & GED; adult/continuing education; AIDS; child development education; child development services; children/youth services; community development; crime/violence prevention-domestic violence; disabled; economically disadvantaged; education; education-early childhood education; education-

reading; employment; family services; health care; health organizations; higher education; homeless; homeless human services; human services; leadership development; legal services; mental health/crisis services; minorities; minorities/immigrants centers/services; urban/community development; vocational education; women; women centers/services; youth development services. Types of Support: Continuing support; curriculum development; employee matching gifts; equipment; general/operating support; program development; program evaluation; scholarship funds; technical assistance.

Limitations: Giving primarily in Chicago. No support for political organizations or religious institutions seeking support for programs whose participants are restricted by religious affiliation, or for tax-generating entities (municipalities and school districts) for services within their normal responsibilities. No grants to individuals, or for medical, scientific or academic research, or purchase of dinner or raffle tickets.

Application Information: An organization that has not previously received a grant from the foundation should first call or complete the pre-application form available on the foundation’s website. Proposals for health-related services are reviewed at the spring and fall board meetings only. An application form is required. Applicants submit:
1. Copy of IRS Determination Letter.
2. Copy of most recent annual report/audited financial statement/990.
3. Listing of board of directors, trustees, officers and other key people and their affiliations.
4. Detailed description of project and amount of funding requested.
5. Copy of current year’s organizational budget and/or project budget.
6. Listing of additional sources and amount of support.

(Continued on page 7)
The foundation requests a letter as the first approach; one copy of the proposal; no deadlines stated, but the board meets in February, May, August and Nov. Final notification will be within three to four months.

### Rauch Family Foundation I, Inc.
1705 2nd Ave. Ste.424
Rock Island, IL 61201-8718
Telephone: (309) 788-2300
FAX: (309) 788-3298
Email: info@dayfoundation.org
URL: www.dayfoundation.org

**Contact:** Alan L. Egly, Executive Director

**Areas of Interest:** Children/youth services; community development; education; housing/shelter. **Types of Support:** Building/renovation; emergency funds; general/operating support; program development; scholarship funds. **Limitations:** Giving primarily in Rock Island, Illinois. No grants to individuals. **Application Information:** An application form is required. Applicants should submit:

1. Copy of current year’s organizational budget and/or project budget.
2. Copy of IRS Determination Letter.

### Pasquinelli Family Foundation
6880 N. Frontage Rd., Ste.100
Burr Ridge, IL 60527
Telephone: (630) 455-5400

**Contact:** Bruno A. Pasquinelli, Director

**Areas of Interest:** Children services; education; housing/shelter; secondary school/education. **Limitations:** Giving on a national basis. **Application Information:** Applicants should submit:

1. Copy of IRS Determination Letter.
2. Detailed description of project and amount of funding requested.

The foundation asks that a letter be the initial contact with them; deadlines are May 1 and November 1.

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Headlines Directory

Center for Community Change
1536 U Street NW
Washington, DC 20009
Telephone: (202) 339-9380
http://www.communitychange.org

Center on Budget and Policy Priorities
820 First Street, NE, Suite 500
Washington, DC 20002
Ph: (202) 408-1080
Fax: (202) 408-1056
http://www.cbpp.org

Center for Community Change
1536 U Street NW
Washington, DC 20009
Telephone: (202) 339-9300
Fax: (202) 339-0384
http://www.communitychange.org

Chicago Coalition for the Homeless
1325 S. Wabash, Suite 205
Chicago, IL 60605
Telephone: (312) 435-4548
Fax: (312) 435-0198
http://www.enteract.com/~cch/

Coalition of Citizens With Disabilities in Illinois
300 E. Monroe, Suite 100
Springfield, IL 62701
Telephone: (217) 522-7016
Fax: (217) 522-7016
http://www.inw.net/~ccdi/

Corporation for Supportive Housing
1 N. LaSalle, 12th Floor
Chicago, IL 60602
Phone: 312 676125
Fax: 3126467280
Email: il@csf.org
www.csf.org

Food Research and Action Center
1875 Connecticut Avenue, NW, # 540
Washington, D.C. 20009
Telephone: (202) 986-2200
Fax: (202)986-2525
foodresearch@frac.org

Housing Assistance Council
1025 Vermont Ave. NW, Suite 606
Washington, D.C. 20005
Telephone: (202) 842-8600
Fax: (202) 347-3441
http://www.ruralhome.org

Illinois Coalition Against Domestic Violence
301 S. 11th
Springfield, IL 62703
Telephone: (217) 789-2830
Fax: (217) 789-1939
http://www.iladv.org

Illinois Coalition to End Homelessness
Matthew Hanafee, Executive Director
P.O. Box 3956
Oak Park, IL 60603-3956
Telephone: (708) 263-3590
Email: ILHomeless@aol.com

Illinois Community Action Association
3435 Liberty Drive
Springfield, IL 62704
Telephone: (217) 789-0125
Fax: (217) 789-0139
http://www.icaanet.org

Illinois Department of Commerce and Economic Opportunity
620 E. Adams, CTP-3
Springfield, IL 62701
Telephone: (217) 789-6445
Fax: (217) 782-1206
http://www.commerce.state.il.us/

Illinois Department of Human Services
Homeless Services and Supportive Housing
400 W. Lawrence, 2C
Springfield, IL 62762
Telephone: (217) 524-6029
Fax: (217) 524-6029
http://www.state.il.us/agency/dhs/

Illinois Food Bank Association
P.O. Box 8293
Springfield, IL 62703
Telephone: (618) 993-0094
Fax: (618) 993-0094
E-mail: cifbank@aol.com

Illinois Housing Development Authority
401 N. Michigan Ave., Suite 900
Chicago, IL 60611
Telephone: (312) 836-5200
Fax: (312) 836-5286
TDD: (312) 836-5222
http://www.ihda.org/

National Alliance to End Homelessness
1518 K Street, NW, Suite 206
Washington, D.C. 20009
Telephone: (202) 638-1526
Fax: (202) 638-4664
E-mail: nae@nlhomeless.org
http://www.endhomelessness.org/

National Coalition for Homeless Veterans
333 1/3 Pennsylvania Avenue, SE
Washington, D.C. 20003-1148
Telephone: (202) 546-1969
Fax: (202) 546-2063
E-mail: nchv@nchv.org
http://www.nchv.org/home.html

National Coalition to End Homelessness
Matthew Hanafee, Executive Director
P.O. Box 3956
Oak Park, IL 60603-3956
Telephone: (708) 263-3590
Email: ILHomeless@aol.com

National Community Reinvestment Coalition
727 15th St., NW, #900
Washington, D.C. 20005
Telephone: (202) 737-6444
Fax: (202) 737-6445
http://nchrweb.org

National Law Center on Homelessness & Poverty
918 F Street NW #412
Washington DC 20004
Telephone: (202) 638-2535
Fax (202) 628-2737
E-mail: info@nlihc.org
http://www.nlihc.org

National Low-Income Housing Coalition & National Low Income Housing Information Service
727 15th St NW, 6th Floor
Washington, D.C. 20005
Telephone: (202) 662-1530
Fax: (202) 393-1973
E-mail: info@nlihc.org
http://www.nlihc.org

National Rural Housing Coalition
601 Pennsylvania Avenue, NW Suite 850
Washington, D.C. 20004
Telephone: (202) 393-5229
Fax: (202) 393-3814
http://www.nrhcweb.org

Rural Development
2118 W. Park Ct, Suite A
Champaign IL 61821
Telephone: (217)403-6222
Fax: (217)403-6231

Southern Illinois Coalition for the Homeless
P.O. Box 955
704 W. Boynton
Marion, IL 62959
Telephone: (618) 993-0093
Fax: (618) 993-0094

Statewide Housing Action Coalition
11 E. Adams, Suite 1501
Chicago, IL 60603
Telephone: (312) 939-4074
Fax: (312) 939-6822

Supportive Housing Providers Association
3417 North Monticello
Chicago, IL 60618
Telephone: (773) 588-0827
Fax: (773) 588-0827
supportivehpa@aol.com

U.S. Department of Housing and Urban Development
Office of Community Planning and Development
77 W. Jackson 24th Floor
Chicago, IL 60604-3507
Telephone: (312) 359-0345
Fax: (312) 359-0346

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Office of Community Planning and Development
77 W. Jackson 24th Floor
Chicago, IL 60604-3507
Telephone: (312) 359-0345
Fax: (312) 359-0346