



**ARIZONA  
HOUSING  
FUND**

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**FUNDING A PLACE TO CALL HOME**

[www.arizonahousingfund.org](http://www.arizonahousingfund.org)

**Join the fight against homelessness by building more affordable housing.**

**AZHF is a component fund at the Arizona Community Foundation**

**ACF manages the fund and grants proposal process**

**2201 E. Camelback Rd. #405B | Phoenix, AZ 85016 | 602.381.1400 | [azfoundation.org](http://azfoundation.org) | Tax ID: 86-0348306**

# AZ IS AT A TIPPING POINT.

## HOW BAD IS OUR PROBLEM?

- **“36,000 people in Arizona experienced homelessness in 2018 – 1 in 184 Arizonans.”**  
Phoenix Rescue Mission
- **“In 2019, the POINT IN TIME count shows the number of people experiencing homelessness in Maricopa County was 6,614. Increasing for six (6) straight years .”**  
Maricopa Association of Governments
- **“37% of our homeless are families.”** Phoenix Rescue Mission
- **“Homelessness in Phoenix is up 12% from last year.”** Maricopa Association of Governments
- **“24,770 Arizona Public School students’ experienced homelessness during 2018.”**  
HUD
- **“In the state of Arizona, there are approximately 9,865 people homeless on any given night.”** National Alliance To End Homelessness

# WHY DOES ARIZONA HAVE A GROWING HOMELESS PROBLEM?

## ❑ Growing population of the most vulnerable:

- Elderly
- Mentally Ill
- Disabled
- Minimum/Low Wage Workers
- Veterans
- Addicted
- People In Crisis
- People Escaping Violence

## ❑ Temporary and emergency shelters are always **FULL**.

## ❑ Lack of affordable housing, permanent supportive housing and low income housing.

- Existing supportive housing projects are **FULL**, some with six (6) month waiting lists.

*“The Arizona Housing Fund is an innovative partnership that will help thousands of people find homes. The City of Phoenix proudly supports this statewide initiative and thanks the business, nonprofit, and government leaders who are working together to identify a unique solution to a complex issue.”*

Kate Gallego, Phoenix Mayor

# 10,000 PEOPLE IN ARIZONA ARE LOOKING FOR PERMANENT HOUSING.

PHOENIX  
Permanent  
Supportive  
Housing  
FULL

FLAGSTAFF  
Permanent  
Supportive  
Housing  
FULL

MESA  
Permanent  
Supportive  
Housing  
FULL

TUCSON  
Permanent  
Supportive  
Housing  
FULL

Today, we have **10,000 people in Arizona, sheltered and unsheltered**, who are looking for Permanent Housing. This number is growing **EVERY** month. *“Homeless Management Information System”*

THE MOST RESPONSIBLE, COST-EFFECTIVE **SOLUTION** IS TO CREATE **ADDITIONAL**  
SUPPORTIVE **AFFORDABLE HOUSING STATEWIDE.**

*“This fund gives us one of the best tools to fight homelessness.”*

Mike Traylor – Native American Connections

# WHAT IS THE ARIZONA HOUSING FUND?

The **AZHF** is a dedicated and sustainable revenue source that grants funding to the nonprofit agencies that build and operate Permanent Supportive, Low-Income and Working Poor Housing.

**Our equity grants** will enable more housing units to be constructed, meeting the growing needs of our communities in Arizona with the goal of reducing homelessness.

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*“Our State needs this kind of effort. There is urgency and we think now is the time for the Arizona Housing Fund.”*

Joan Serviss, Executive Director - Arizona Housing Coalition



# Who are the Arizona nonprofit agencies who might benefit from the Arizona Housing Fund?

A NEW  
LEAF  
*The Valley*

TOWNSITE  
COMMUNITY  
LAND  
TRUST  
*Flagstaff*



HOUSING  
FOR HOPE,  
CATHOLIC  
CHARITIES  
*Statewide*

HOUSING  
SOLUTIONS  
OF  
NORTHERN  
ARIZONA  
*Flagstaff*

CPLC  
CHICANOS  
POR LA  
CAUSA  
*Statewide*

ARIZONA  
HOUSING  
INC.  
*The Valley*

PIMA  
COUNTY  
COMMUNITY  
LAND  
TRUST  
*Pima County*

FLORENCE  
CRITTENDEN  
*The Valley*

FAMILY  
HOUSING  
RESOURCES  
*Tucson*

FOUNDATION  
FOR SENIOR  
LIVING  
*Statewide*

MERCY  
HOUSING  
*Statewide*

COALITION  
FOR  
COMPASSION  
AND JUSTICE  
*Yavapai County*

OLD  
PUEBLO  
COMMUNITY  
SERVICES  
*Tucson*



SALVATION  
ARMY  
*Statewide*

SAVE THE  
FAMILY  
*The Valley*

ST. VINCENT  
DE PAUL  
*The Valley &  
Tucson*

UMOM NEW  
DAY  
CENTERS  
*The Valley*

U.S.  
VETERANS  
INITIATIVE  
*Statewide*

NATIVE  
AMERICAN  
CONNECTIONS  
*The Valley*

# HOW DOES THE ARIZONA HOUSING FUND GENERATE DONATION REVENUE?

In addition to traditional directed donations from individuals, families, foundations and government, revenue is generated through voluntary donations programs.

**ESCROW  
DONATION  
PROGRAM**

**RENTAL  
APPLICATION  
DONATION  
PROGRAM**

**RETAIL  
ROUNDUP  
DONATION  
PROGRAM**

**CUSTOM  
DESIGNED  
DONATION  
PROGRAM**

*“Arizonans committed to changing the lives of those experiencing homelessness.”*



# ESCROW DONATION PROGRAM



- ❑ At the close of escrow, all the buyers, sellers, agents, REALTORS®, builders and title companies involved in the transaction are given the opportunity to donate \$25 (or more) to the Arizona Housing Fund.
- ❑ A simple one-page sheet, the **ESCROW DONATION FORM** (*part of the sales and escrow package at closing*) directs the Escrow Company to collect and distribute the donation to the **Arizona Housing Fund** at the Arizona Community Foundation.

*“The Arizona Association of Realtors is excited to support the Arizona Housing Fund. We believe our membership of over 50,000 Realtors can directly impact homelessness in our state by promoting the Fund’s Escrow Donation Program. We are proud to be associated with the Arizona Housing Fund.”*

Michelle Lind, CEO-Arizona Association of Realtors



# RENTAL APPLICATION DONATION PROGRAM



- ❑ When an application is submitted, participating Rental Communities make a \$5 donation per application to the **Arizona Housing Fund**.
- ❑ Rental companies distribute the donation to the **Arizona Housing Fund** at the Arizona Community Foundation.

*“Submit a rental application and get someone closer to home.”*

# RETAIL ROUNDUP DONATION PROGRAM



- ❑ When checking out at the register, participating retailers and restaurants will invite their guests to round up for the homeless and donate to the **Arizona Housing Fund**.
- ❑ Retailers and restaurants will distribute the donations to the **Arizona Housing Fund** at the Arizona Community Foundation.

*“Arizonans committed to changing the lives of those experiencing homelessness.”*

# CUSTOM DONATION PROGRAM



- ❑ Contact us at [info@arizonahousingfund.org](mailto:info@arizonahousingfund.org) for assistance in designing a donation program that best suits your business and supports the Arizona Housing Fund in creating affordable housing for the most vulnerable in Arizona.
- ❑ Donations will be distributed to the **Arizona Housing Fund** at the Arizona Community Foundation.

*“Join the Arizona Housing Fund partners in bringing the homeless home.”*

# WHERE IS THE FUND MANAGED?

The **Arizona Housing Fund** is a component fund at the



ARIZONA  
COMMUNITY  
FOUNDATION

**ACF** manages the fund and grants proposal process.

*A public-private-philanthropic solution that could impact our community for decades.*

*We are very excited to be a partner in the Arizona Housing Fund.”*

Steve Seleznow, President and CEO - Arizona Community Foundation



# WHO DECIDES WHERE & HOW THE MONEY IS GRANTED?

1. Nonprofit agencies that meet the AZHF grant criteria submit proposals to the Arizona Community Foundation.
2. The AZHF Advisory Committee reviews the proposals and recommend grants to Arizona Community Foundation.

**AZHF has no overhead costs, so 100% of every dollar in the fund goes to the nonprofits.**

## **Advisory Committee:**

- Howard Epstein, *National Executive* - Bank of America
- Elisa de la Vera, *Chief Community Officer* - Arizona Community Foundation
- Steven Hilton, *Chairman and CEO* - Meritage Homes Corporations
- Michelle Lind, *Chief Executive Officer* - Arizona Association of REALTORS
- Tim Sprague, *Principal* - Habitat Metro, LLC
- Kathy Rosenzweig, *Educator* - All Saints Episcopal Day School
- Michael Traylor, *Chief Strategy Officer & Executive Leadership Team Member* - Native American Connections

*This is a very smart and creative solution. This fund will bring permanent supportive housing inventory to our communities and it is something we should all get behind."*

Mark Holleran, CEO - Arizona Housing Inc.

## **AZHF Grant Example:**

***What might a  
typical  
grant look like***

that would assist  
in the construction  
of new affordable  
housing?

- ❑ An Arizona nonprofit identifies a new project to build 80 units for family supportive housing
- ❑ The cost of the project will be \$10 Million
- ❑ The Arizona nonprofit has raised \$2 Million in private donations
- ❑ Securing a \$6 Million below market interest loan
- ❑ They need an additional \$2 Million to complete the funding package and begin construction
- ❑ The **Arizona Housing Fund** could provide the equity grant required of \$2 Million

*“This is the game changer our state needs.”*

Steve Hilton, Chairman and CEO – Meritage Homes

# HOW MUCH MONEY CAN THE ARIZONA HOUSING FUND RAISE?

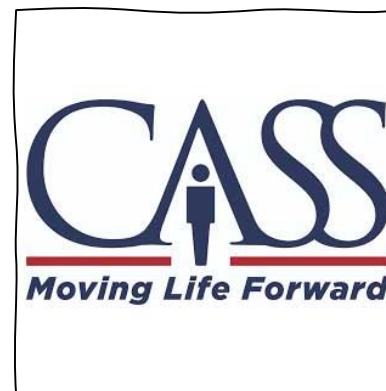
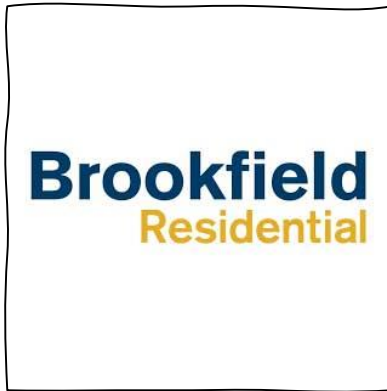
## THE GOAL IS TO RAISE \$10 MILLION A YEAR

When the Donation Programs are fully imbedded in the community, **we believe the caring citizens in our state will donate to the Arizona Housing Fund** and change the trajectory of the homeless in Arizona now and for decades.

## THE POWER OF NUMBERS

**An Example:** Petsmart Charities has raised and **distributed \$400 million to various pet charities** through their cash register donation program.

# THANK YOU TO OUR COMMUNITY PARTNERS.



To donate or become a community partner of the  
**Arizona Housing Fund**  
visit  
**[arizonahousingfund.org](http://arizonahousingfund.org)**.



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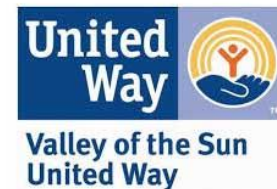
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# ARIZONA HOUSING FUND IS THE SOLUTION

- ✓ **Private sector** solving the homeless and housing problem
- ✓ **Voluntary giving** through donations
- ✓ **Tangible results** by bringing new housing inventory to our state

**This is groundbreaking and Arizona is the only State with this creative initiative.**



**TO LEARN  
MORE VISIT**

[arizonahousingfund.org](http://arizonahousingfund.org)