



**Community Development Authority
of the City of Madison
Request for Qualifications:
Homeless Supportive Housing
RFQ No: 4531-0-2016**

Submitted To:

Matt Wachter

Community Development Authority of the City of Madison Room 312,
Madison Municipal Building
215 Martin Luther King, Jr. Boulevard
Madison, WI 53703

Submitted By:

Horizon Development Group, Inc.
5201 East Terrace Drive, Suite 300
Madison, WI 53703

Porchlight, Inc.
306 N Brooks Street
Madison, WI 53715



June 23, 2016

Matt Wachter
Community Development Authority of the City of Madison
Room 312, Madison Municipal Building
215 Martin Luther King, Jr. Boulevard
Madison, WI 53703

RE: Response to Homeless Supportive Housing
RFQ No: 4531-0-2016

Dear Mr. Wachter:

Thank you for the opportunity to submit our qualifications for the Homeless Supportive Housing project that the City and CDA are advancing. Horizon Development Group, Inc. is excited to partner with Porchlight, Inc. to develop, construct, and operate the proposed Homeless Supportive Housing community.

Horizon's corporate platform includes three distinct companies at one office location; Horizon Development Group, Inc., Horizon Construction Group, Inc., and Horizon Management Services, Inc. In business since 1984, Horizon has a tremendous amount of knowledge and experience when it comes to development and construction of multifamily housing. Horizon will lead the project structuring, development, design, entitlement process, closing, construction, and all tax credit compliance items in the project. Horizon has a broad range of experiences with each of these topics and can most efficiently handle these project aspects.

Partnering with Porchlight on this project adds an unparalleled dimension to the team. As the largest supplier of low-cost housing in Dane County, Porchlight reduces homelessness by providing shelter, housing, supportive services, and a sense of community to the residents it serves. They bring needed support to those suffering from mental illness, veterans, and adults in recovery from alcohol and/or drug addictions. Countless testimonials and life changing stories give us a true sense of Porchlight's mission and the benefits they will bring to this project.

If our response requires additional information or further clarification, please do not hesitate to contact me. Our team is prepared and eager for the opportunity to work with the CDA on this exciting project.

Sincerely,

Horizon Development Group, Inc.

Daniel D. Fitzgerald
CEO/President

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- Provide the name and the background of the person that will have primary responsibility for project management on this project.

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Describe your team's experience in:

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- Team experience in obtaining Section 42 tax credits
- Team experience in developing low-income multifamily housing and permanent supportive housing
- Team experience in public/private partnerships

Property Management

- Team experience in providing property management services for housing with Section 42 low income housing tax credits
- Team experience in providing property management services for low income multiunit housing in buildings of comparable size
- Team experience in providing property management services for supportive permanent housing for homeless adults

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- Team experience in providing case management services for chronically homeless adults
- Team experience in providing or partnering with providers of supportive services for individuals with AODA, mental health, or physical disability issues

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- List and provide contact information for three clients for whom you have provided similar services

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- Provide written statement of willingness and ability to provide construction, tax credit, and operating guarantees
- At the request of the CDA, teams shall make available for review by CDA and City staff or their agent copies of the firm's financial statements.
- Provide financial / bank references

SECTION 5 - APPENDIX

Describe your team structure, including individual roles and relevant experience, as well as a single point of contact including name, phone number, and address

The project will be led by Horizon Development Group, Inc. Horizon brings 32 years of experience with multifamily housing and has completed 82 multifamily housing projects to date. As the CDA's single point of contact, Horizon will coordinate project structure, financial feasibility, tax credit application, investor equity procurement, all aspects of project design and entitlement, soft funding, financial closing, and on-time, on-budget project delivery. Horizon Construction Group, Inc. will be the project general contractor. Since 1996, Horizon Construction has completed 167 multifamily housing properties and has strong subcontractor relationships in south central Wisconsin. Horizon staff are extremely knowledgeable with the intricacies of affordable housing and have a proven track record with Wisconsin Housing and Economic Development Authority (WHEDA), lenders, investors, architects/engineers, and various consultants in the industry.

The project team will also include Porchlight, Inc. as the property manager for the project as well as Porchlight, Inc. as the homeless service provider. Horizon Management Services, Inc., who also is a property manager, will assist as needed on the project to provide expertise with tax credit compliance and reporting items. Both organizations possess unique skill sets and strengthen the project team. Additional details on Porchlight and Horizon Management are provided later in this response to the RFQ. A project architect will be selected at a later date based on its experience with the product type and reputation for the high quality architecture desired.

Single Point of Contact:

Scott Kwiecinski, Development Manager
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5201 East Terrace Drive, Suite 300
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Team Member Contacts:

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Karla Jameson, Associate Executive Director
Porchlight, Inc.
306 N Brooks Street
Madison, WI 53715
608-257-2534
klp@porchlightinc.org

Brad Hinkfuss, Director of Operations
Porchlight, Inc.
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Madison, WI 53715
608-257-2534
bhinkfuss@porchlightinc.org

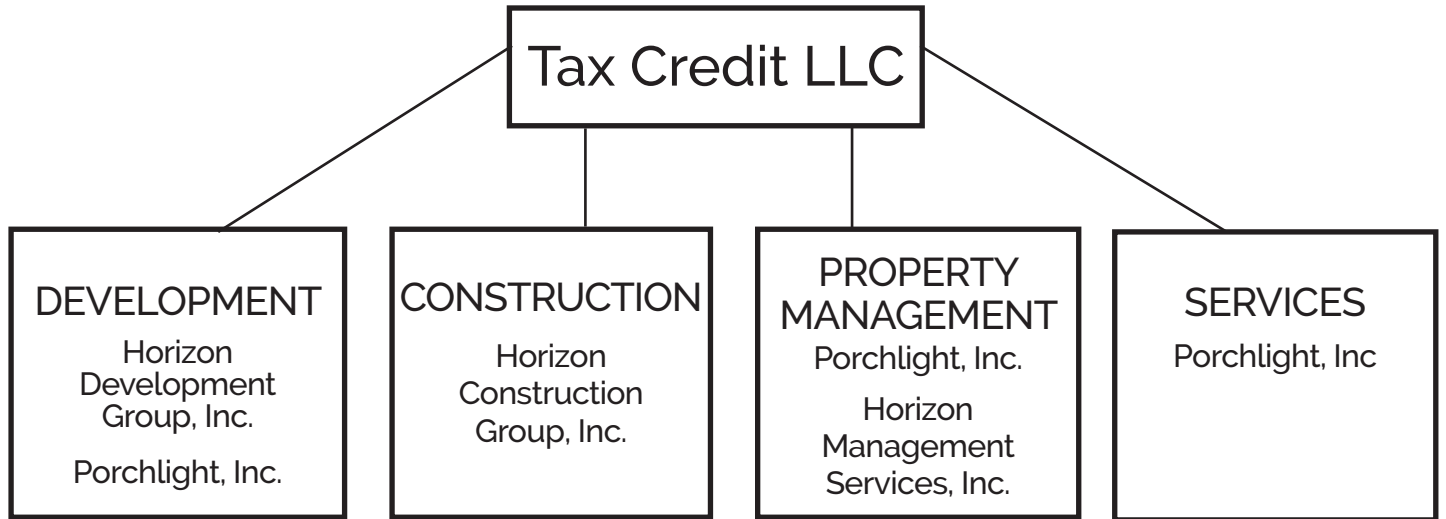
Dana Pellebon, Director of Housing
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306 N Brooks Street
Madison, WI 53715
608-257-2534
dpellebon@porchlightinc.org

Please note that Horizon Development Group, Inc. is a local business and wishes to capture the local scoring preference. Horizon Development Group, Inc. has obtained a local preference status as of June 21, 2016 as evidenced in the approval email located in the appendix.

Porchlight, Inc. also has local preference status.



Firm structure and individual roles



- Project structuring
- WHEDA application
- Other soft funds
- CDA communication
- Architect
- Engineer
- Interior design
- Entitlement / city approvals
- Tax credit equity procurement
- Debt/equity closing

- Subcontractors
- Owner training
- Warranty
-

- Property management
- Tax credit compliance
- Service provider
- Operating budget
- Design input

- Needs assessments
- Service coordination
- Maintain case records
- Medicaid reimbursement
- Case management

Scott Kwiecinski - Development Manager, Project Executive



As development manager and project executive for Horizon, Scott is responsible for market research, project structuring, economic modeling, soft funding, municipal entitlement, and all other development work for his projects. His expertise includes feasibility, schedules, proformas, section 42 financing, closing transactions, and business development. His ability to communicate, work through detailed entitlement processes, and coordinate layered financing makes him a valuable member of Horizon's team.

Scott is a licensed real estate salesperson and an active member of the Wisconsin Real Estate Alumni Association. He received his Masters of Business Administration - Real Estate & Urban Land Economics and Bachelor of Business Administration - Finance from the University of Wisconsin - Madison.

Low Income Housing Tax Credit Relevant Experience:

Park Place & Westgate Apartments, Merrill, WI –
102-unit new construction and rehabilitation of public housing with Merrill Housing Authority

Grand View Townhomes, Grand Chute, WI –
40-unit, two story walk-up townhome development with Appleton Housing Authority

River Walk Place, Appleton, WI –
70-unit, four story senior residential building with underground parking with Appleton Housing Authority

Burr Oaks Senior Housing, Madison, WI –
50-unit, three story wood frame residential apartments on 1.4 acre development for the Community Development Authority of the City of Madison.

The Landing at Eagle Flats, Appleton, WI –
54-unit, four story workforce housing complex, geared toward working families and entry-level professionals.

Cedar Glen Senior Housing, Wauwatosa, WI –
80-unit, three story wood frame residential building
with underground parking.

Woodfield Village II Senior Housing, Howard, WI –
49-unit, three story wood frame residential building
with underground parking.

Hill Crest Senior Housing, Greenfield, WI –
41-unit, three story wood frame residential building with
underground parking.

Alta Mira II Senior Housing, Menomonee Falls, WI –
57-unit, three story wood frame residential building with
underground parking.

Applewood IV, Dubuque, IA –
60-unit, two story wood frame residential building with
underground parking (senior 55+)

Daniel D. Fitzgerald - President and CEO Horizon Development Group, Inc.

Daniel D. Fitzgerald is a principal and CEO of Horizon Develop Build Manage and President of the development and construction divisions. Dan has 24 years of experience in the real estate industry and has worked for Horizon since 1999. Dan also leads the business development efforts and has been involved in many of Horizon's residential, commercial and hospitality projects.

As President, Dan's responsibility is to help clients achieve their goals via Horizon's comprehensive design, development, and construction processes. Dan will ensure that the assigned team has the proper resources to exceed your expectations and deliver a high quality end product on-time and on-budget.



Dan has been an active member of the Wisconsin Assisted Living Association since joining in 1999. Dan has served with Wisconsin Housing and Economic Development Authority (WHEDA), where he was appointed to serve on the Tax Credit Advisory committee. Dan also participates in the Economic Development Committee for Downtown Madison Inc. Dan was recognized by In Business magazine as one of Dane County's "Forty under Forty" for his professional and civic accomplishments.

Dan received his Bachelors of Business Administration degree from the University of Wisconsin – Madison with majors in Real Estate and Finance, and is a member of the UW Alumni Association. He graduated from The Dale Carnegie Training Institute and is a licensed broker and registered member of the REALTORS® Association of South Central Wisconsin, Inc.

Curt Peerenboom, CFO of Horizon Development Group, Inc.

Curt joined Horizon in 2015. As the company's CFO, he oversees all company accounting functions, while maintaining high production and quality standards for all accounting operations. In addition, he is responsible for the company's financial relationships and determining the financial feasibility of investment opportunities and overseeing the closing process for debt and equity.

His past experience includes working as a Senior Manager at SVA Certified Public Accountants, S.C. Curt has over sixteen years of experience in the real estate industry with a focus on the Section 42 tax credit, historic tax credit and new markets tax credit programs, including working on transaction structuring and underwriting various real estate projects.



Curt holds a Bachelor's Degree in accounting, from the University of Wisconsin – Madison. He is a member of the Wisconsin Institute of Certified Public Accountants, the American Institute of CPAs and is a member of the board of directors for The Rodney Scheel House Foundation, Ltd., where he currently holds the position of treasurer.

Becky Hildebrandt, VP of Horizon Management Services, Inc.

Becky joined Horizon in 1999 and became an owner/partner in 2015.

As Vice President, she is responsible for running the day-to-day operations of Horizon's entire portfolio by effectively overseeing the managers, and ensuring the buildings operate effectively and efficiently, and within budget.

Prior to becoming Vice President, Becky worked as a Compliance Specialist, Compliance Manager, Director of Compliance and Director of Operations.

She holds COS, TCS and CMH certifications and an Associate's Degree in Business from Madison College.



Steven J. Schooler, Executive Director

Executive Director, Steven J. Schooler, graduated from the University of Michigan Law School in 1981, and practiced law in Madison for twenty years before deciding to change careers and become the Assistant Director for what was then Transitional Housing Inc. (now Porchlight) in 1999. He became the Executive Director in 2001 and has served in that capacity ever since. Transitional Housing merged with another local non-profit, Community Housing and Services to become Porchlight in 2004 and he became Executive Director of the merged entity, Porchlight. Mr. Schooler served on the Board of Directors for Transitional Housing from the early 1990s until 1999 when he joined the staff. During that time, he led several summer mission camps connecting volunteers to helping at the Drop-In Shelter and renovation and maintenance projects for buildings owned and operated by Transitional Housing.

In the summer of 2004, Mr. Schooler, with a scholarship awarded by the Harvard Business School Club of Wisconsin, attended an intensive seminar at the Harvard Business School, "Strategic Perspectives in Nonprofit Management".

He has also received several awards, including the 2010 Perry Saito Award from the Wisconsin Conference of the United Methodist Church, the 2010 Non-Profit Executive of the Year – Sales & Marketing Executives, the 2009 Professional Fair Housing Award – Wisconsin Fair Housing Network, and the 2008 Community Asset Builder from Downtown Madison, Inc.

Mr. Schooler was previously active in the State Bar of Wisconsin and on the Board for Transitional Housing prior to 1999 and has been an active member of First United Methodist Church since 1981.

Karla Jameson - Associate Executive Director



Karla Jameson holds a Master's Degree in Social Work from the University of Madison-Wisconsin with a concentration in mental health. Karla has worked for Porchlight since 1991. She did her internship at the Men's Drop-In Shelter at Grace Episcopal Church in 1990 and has worked or supervised every housing and services program managed by Porchlight.

Karla has extensive grant writing and program development experience. Karla received the Unsung Heroine Award given out by NAMI in 2002.

Karla is the co-chair of the Dane County HUD Continuum of Care application committee, Chairperson of the Performance Review Committee, member of the Zero2016 Steering Committee and a member of many various groups and committees committed to solving homelessness in Madison.

In 2017, Karla will be transitioning into the Executive Director role at Porchlight.



Bradley Hinkfuss - Director of Operations



Bradley Hinkfuss has managed new construction projects, acquisition/rehab, and buildouts for Porchlight for over 15 years. In addition, he manages the Porchlight maintenance staff, facility services and new initiatives for 30 properties under the Porchlight umbrella.

Brad also manages the Porchlight Homeless Men's Drop-In Shelter in terms of policy, appeals, staff supervision and volunteer coordination. He currently serves on the Joint City of Madison/Dane County Homeless Issues Committee.

Brad has considerable experience in grant writing, technical editing and proposal development. Outside of Porchlight, he has worked as the manager of a downtown redevelopment organization, as a technical editor, and as an urban community development specialist with the US Peace Corps.

In a volunteer capacity, Brad is President of the Schenk-Atwood-Starkweather-Yahara Neighborhood Association. This 15-member group serves one of the most development-intensive areas of Madison.

Brad holds a Masters Degree in Community Development from the Stevenson Center for Community Development at Illinois State University, as well as an undergraduate degree in English and Philosophy from Carroll University. He has completed additional coursework with the Department of Urban & Regional Planning at UW-Madison.



Dana Pellebon - Director of Housing



Dana Pellebon has managed and maintained compliance for market rate, Section 42 tax credit, HUD, HOME and Rural Development funded properties for 20 years. She supervised the compliance and management of over 600 units as a Regional Property Manager. She has managed and supervised initial lease up on over 7 Section 42 tax credit properties in Southern Wisconsin, ranging from a 176 unit project in Madison to a 90 unit senior rehab in Beloit to a 16 unit in Mazomanie.

Dana Pellebon has been the Director of Housing at Porchlight since 2013 and has been an employee of Porchlight since 2012. She currently manages 303 units of transitional and permanent supportive housing. She has partnered with organizations to create programs for those currently homeless, like the Second Chance Program administered through the YWCA. Initially an educational program for persons working through evictions, this program has become a permanent, supportive housing program for families throughout Dane County.



In a volunteer capacity, Dana Pellebon was a board member for Domestic Abuse Intervention Services during their 7 million dollar construction campaign for a new shelter. Dana also serves on the Board of Directors for Music Theatre of Madison and works with a variety of other arts organizations.

Dana Pellebon is a Housing Credit Certified Professional and a Certified Occupancy Specialist.

Provide the name and the background of the person that will have primary responsibility for project management on this project

Scott Kwiecinski - Development Manager, Project Executive

As development manager and project executive for Horizon, Scott is responsible for market research, project structuring, economic modeling, soft funding, municipal entitlement, and all other development work for his projects. His expertise includes feasibility, schedules, proformas, section 42 financing, closing transactions, and business development. His ability to communicate, work through detailed entitlement processes, and coordinate layered financing makes him a valuable member of Horizon's team.

Scott is a licensed real estate salesperson and an active member of the Wisconsin Real Estate Alumni Association. He received his Masters of Business Administration - Real Estate & Urban Land Economics and Bachelor of Business Administration - Finance from the University of Wisconsin - Madison.



Team experience in obtaining Section 42 tax credits

Horizon is one of the most experienced developers and builders of affordable housing tax credit projects in the state. Our company has developed and/or constructed 53 affordable housing tax credit communities totaling over 3,200 units and remains very active in the low income housing tax credit program. Horizon's principals participate regularly in WHEDA board meetings and are part of WHEDA advisory councils. Our performance track record is outstanding with WHEDA and our company consistently earns top point scoring for development team in the application process.

Horizon is experienced in analyzing the application process and recommending best strategies to maximize both scoring and project performance/feasibility. We have detailed knowledge of each scoring category and, in such a competitive allocation environment, know the importance of each and every point awarded. Our experience tells us that extensive documentation, proactive communication, practical modeling, and aggressive point scoring strategies all help create a successful application. With this, a great site, and Horizon's scoring ability as developer, the Homeless Supportive Housing project will be a very attractive development application in WHEDA's 2017 cycle.

Our experience and exemplary reputation with WHEDA projects has also helped in sourcing reliable, competitive financing in debt and equity markets. Our team is fortunate to have a variety of financiers ready, willing and able to step in and provide attractive deal terms that other developers may not have access to. Horizon is thankful to have performed so well in the past and is eager to introduce this project to the lending and investment community for consideration.



Team experience in developing low-income multifamily housing and permanent supportive housing

Horizon has 24 years of experience in developing and/or building affordable housing using Low Income Housing Tax Credits. Our first WHEDA project was completed in 1992 and since we have completed 53 projects totaling over 3,200 units. We have a distinct reputation for success amongst WHEDA and the financing community.

Porchlight brings additional experience with multi-family housing and Permanent Supportive Housing. 2718 Pheasant Ridge Trail, 4002-16 Nakoosa Trail, and 1102 Spring Street for specific examples of Permanent Supportive Low Income Housing experience. These projects were completed from 2005-2012 and represent some of the high quality design, energy efficiency, public/private partnership experience that will be important with the Homeless Supportive Housing project.



Team experience in public/private partnerships

Horizon and Porchlight have in-depth experience in working on projects that benefit from public/private partnerships. The appendix includes relevant examples of projects where a partnership was created to help make projects feasible and achieve redevelopment goals. We are comfortable assuming any role as appropriate, and are confident that we can work together, learn from each other, share innovative ideas, and use our collective capabilities to best serve the project. Horizon and Porchlight are both experienced in working with public and private funding sources including Low Income Housing Tax Credits, taxable or tax-exempt bonds, Community Development Block Grant (CDBG) funds, HOME funds, tax increment financing, Affordable Housing Program (AHP) funds, HUD Section 811, HUD Continuum of Care, State and Federal Medicaid and other private financing vehicles.

Horizon Experience:

Burr Oaks - Madison, WI

50 units, senior tax credit. City of Madison contributed land assemblage costs and CDA contributed 30 project-based vouchers to achieve a high quality, affordable apartment community.

Riverwalk Place - Appleton, WI

70 units, senior tax credit. Replaced obsolete housing facility with new construction in redevelopment area. Moved existing HAP (Housing Assistance Payments) contract in partnership with the Appleton Housing Authority

Uptown Commons - Chilton, WI

40 units, senior tax credit. Partnered with the City of Chilton to redevelop blighted Uptown district. City funds, tax incremental finance, and HOME funds assisted in project feasibility.

Park Place & Westgate Apartments – Merrill, WI (in progress)

102 units, tax credit. Partnered with the City of Merrill Housing Authority to rehabilitate existing public housing property and build new construction units. Also converting property funding platform from ACC (Annual Contributions Contract) to HAP contract through HUD's RAD (Rental Assistance Demonstration) program.

Porchlight Experience:

2718 Pheasant Ridge Trail – Madison, WI

In 2005 Porchlight made its first move into new construction of permanent supportive housing with the development of 16 efficiency units at 2718 Pheasant Ridge Trail in the Town of Madison. This \$1.4M project set the standard for new affordable housing construction on many fronts.

First, the project involved the successful collaboration of many funders: the City of Madison CDBG, Dane County, WHEDA, HUD, the Federal Home Loan Bank and private donations. By strategically combining these funding sources, Porchlight was able to construct a project with minimal debt service while keeping rents affordable. The project serves residents who make no more than 50% AMI, although most residents make well below that. Porchlight also provides case management services to all residents.

Second, the Pheasant Ridge Trail project showcased a combination of efficiency and renewable energy features never before combined in a Madison affordable housing project at that time. Porchlight worked closely with Focus On Energy to incorporate a range of features:

- Solar thermal system for domestic hot water
- 10 kW Photovoltaic system
- In-floor radiant heat for all units
- High-efficiency, redundant boilers that serve both hot water and heating needs
- Single-metered electric to minimize per-meter charges
- Energy Star qualified appliances and fixtures throughout

The result is a building that operates at literally half the cost of a similarly sized older 16-unit with all electric utilities that Porchlight owns in a different neighborhood. This efficiency also plays into the final operating cost of the facility. It is part of the equation that allows Porchlight to keep rents low in a new, state-of-the-art facility.

4002-16 Nakoosa Trail - Madison, WI

In 2012, Porchlight completed an ambitious and technically challenging project with its project at 4002-16 Nakoosa Trail in the City of Madison. This \$3.6 M project brought together three different types of housing, administered by three distinct

staff groups, within two buildings, all on one campus. With 48 new units of efficiency and single room occupancy (SRO) housing it marked the largest new construction project to date for Porchlight.

The most challenging aspect of this development up front involved a trade of land with the City of Madison, and then negotiating the hurdles of site preparation for a former utility site that had contaminated fill and serious geotechnical obstacles. This involved intensive work with the Wisconsin Department of Natural Resources in addition to the Army Corps of Engineers. Placing this new project on a site that most developers would consider unworkable is testament to the creativity, resourcefulness and partnerships that Porchlight brought to the table.

The Nakoosa project combined three programs:

1. Safe Haven – A federally-funded housing & services program for homeless guests with diagnosed mental health issues. The program retains 14 SRO units for resident guests, and serves many more daytime drop-in guests. The program is staffed 24/7.
2. Partnership for Transitional Opportunities – a federally-funded program that serves 18 formally homeless residents in recovery from substance abuse. Residents pay no more than 30% of their income in rent, receive intensive case management, and can stay for up to 2 years.
3. An additional 16 efficiency units at the Nakoosa Trail site are permanent housing available to residents at 80% AMI. However, the \$375/month rent that Porchlight charges for these units keeps them soundly affordable to much lower income individuals. Three of the units are HUD-funded for chronically homeless disabled individuals.

The project combined a creative mix of financing to realize the finished product.

Participant organizations included the Department of Housing & Urban Development, Dane County CDBG, the Federal Home Loan Bank, Focus on Energy, a private mortgage loan and numerous private foundation grants.

Porchlight continued the pattern of incorporating best practices and features for the Nakoosa Trail development. The project features two photovoltaic systems in addition to ultra high-efficiency boilers and in-floor radiant heat. An extensive series of raised-bed gardens help supply the on-site kitchen program and give a means of resident engagement. Nakoosa Trail was also the first development in all of Madison to include a built-in, dedicated heat treatment room for the elimination of bed bugs.

1102 Spring St - Madison, WI

In 2010, Porchlight opened a newly-renovated facility dedicated exclusively to serving formerly homeless veterans. The first of its kind in Madison, the facility included 24 SRO units combined with an array of on-site services. This \$400K renovation was the product of Porchlight's application to the Department of Veterans Affairs (VA) Homeless Providers Grant and Per Diem Program. It marked much more than the comprehensive renovation of an old facility; it marked the start of a strong partnership between Porchlight and the VA in serving the nation's homeless veterans.

The application to the VA Grant & Per Diem Program was itself the result of a strong partnership between Porchlight and the United Way of Dane County (United Way). Staff from both organizations collaborated on the application. The successful award resulted in a 65/35 split in the capital improvement costs. Porchlight continued the partnership with the United Way to raise the remaining funds.

The strength of this partnership is born out in the daily administration of the program. Porchlight provides 2.5 FTE dedicated, on-site case managers to work exclusively with the veteran population.

Porchlight and VA staff work together to approve each applicant. That collaboration continues by identifying additional resources within the VA Hospital and the larger community. Although homeless at move-in, most residents quickly secure an income through employment and benefits. Program participants can make no more than 30% AMI after achieving an income.

As a public/private partnership, this program and this facility have had to meet a much stricter standard of review, life safety features and annual inspections. Porchlight's success in this partnership is not only a testament to organizational prowess, but also the long-term success of all the veterans that the project has served. Most veterans exit this transitional program with newfound independence, income and housing.

Team experience in providing property management services for housing with Section 42 low income housing tax credits

Porchlight Experience:

Porchlight is uniquely qualified to manage CDA's proposed housing program, as the agency has over 30 years of experience operating, managing, and providing case management services to 303 housing units in Madison and Sun Prairie. Of the 303 units, 250 units provide permanent supportive housing for homeless and low-income singles and families.

Brooks Street

In 2012, Porchlight successfully completed the first 15 years of a tax credit project at 306 N Brooks St. This project was previously operated by a predecessor, Community Housing and Services, Inc. and was taken over by Porchlight in 2004. Porchlight did all of the tax credit compliance and reporting for this project without significant compliance issues. Brooks Street is a 102-unit mixed use property that has HOME funds, HUD funds and Section 42 tax credit layers. Porchlight is currently in the second 15-year period of the Land Use Restriction Agreement (LURA) and is continuing with compliance and reporting with Wisconsin Housing and Economic Development Authority (WHEDA).

Anderson Street

In 2015, Porchlight partnered with the Community Development Authority (CDA) to lease and manage an eight-unit Section 42 tax credit project. Porchlight property management staff worked tirelessly to fill the property within 30 days of obtaining the occupancy certificate. This property continues to have 100% occupancy since original lease up. Porchlight provides quarterly and annual reporting to WHEDA, maintains a capital reserve and budget, and provides full accounting services with audit-approved accounting practices for both projects.

Tenants for the Anderson Street building included chronically homeless individuals and military veterans, and were selected from the Madison/Dane County CoC community-wide prioritization list. The waitlist is comprised of homeless and chronically homeless individuals who are prioritized by length of homelessness and severity of needs based on a vulnerability scoring tool called the Vulnerability Index- Service Prioritization Decision Assistance Tool (VI-SPDAT).

Annual inspections and file reviews are conducted by Wisconsin Housing and Economic Development Authority (WHEDA) and the City of Madison Community Development Block Grant (CDBG) office that administers HOME funding. Audit results have been favorable and required little to no correction.

Porchlight is also audited by an independent CPA firm annually. The annual audit is conducted in accordance with generally accepted auditing standards. Those standards require obtaining reasonable assurances about the accuracy and completeness of Porchlight's financial records by examining evidence to support amounts reported and disclosed. This testing includes review and examination of tenant files to assure compliance with various federal agency requirements. Additionally, Porchlight is monitored annually by WHEDA to ensure compliance with Section 42 requirements.

On-site property management staff has over 40 years of combined experience with the Section 42 tax credit program. Dana Pellebon, Director of Housing, has managed and leased up over seven Section 42 tax credit properties from construction and rehab through initial year lease up. These projects range from a 176-unit project in Madison, WI to a 24-unit rehab in Mazomanie, WI. Dana is also a Housing Credit Certified Professional and a Certified Occupancy Specialist. Lauri Mack, Housing Specialist, worked with the Ohio Housing Authority for 20 years working exclusively on HUD and tax credit projects, processing rent calculations and tenant income certifications.

Horizon Experience:

Horizon Management Services, Inc. provides management and administrative expertise to residential real estate. As owners ourselves, we truly understand the bottom line. Prudent management of assets, together with consistent rental income, allows us to focus on meeting owner needs.

With over 30 years of experience, Horizon has the knowledge you need to make your investment successful.

- Senior Housing
- Affordable Housing
- Market Rate Housing
- Condominium Management
- Commercial Real Estate

Horizon has demonstrated skill with a wide variety of funding sources, including HUD, bonds, Section 42, HOME, FHLB and FMHA.

Our staff excels in all facets of property management, including:

- Leasing
- Compliance
- Accounting
- Maintenance
- Resident relations
- Marketing
- Budgeting
- Human resources

Currently, Horizon manages over 53 residential properties throughout Wisconsin, Illinois and Iowa with approximately 2,700 units. Of the 53 residential properties, 48 are low income affordable with approximately 2,100 total units.

Today, Horizon Management Services include more than 85 dedicated real estate professionals. We are comprised of principals, on-site managers, maintenance personnel, compliance, financial, marketing, and clerical staff who work in concert towards our client's needs. And we carry our responsibilities in an honest and sincere manner. It's an asset management style that is valued by everyone.



Team experience in providing property management services for low income multiunit housing in buildings of comparable size

Porchlight Experience:

One way that Porchlight furthers its mission to decrease homelessness in Dane County is by continuing to develop and manage new affordable housing projects to provide homes for those most in need in the community. As such, Porchlight has significant experience providing property management to both small and large multi-unit buildings. Porchlight owns, manages, and provides supportive services for homeless and chronically homeless individuals with disabilities at 306 N. Brooks Street (87 SRO and 15 efficiency units), 4002-4016 Nakoosa Trail (14 SRO units and 34 efficiency units), 2718 Pheasant Ridge Trail (16 efficiency units), 1309 Northport Drive (16 efficiency units), and 1102 Spring Street (24 SRO units). In addition, Porchlight is breaking ground in July on a new development on Madison's east side that will provide 28 efficiency units of permanent supportive housing.

An important part of property management for larger developments is maintaining positive ties with the surrounding community. Porchlight has extensive experience addressing community issues both at the development stage, and when new programs become fully operational. Porchlight leverages its positive reputation in the community to garner support from key stakeholders, and then remains committed to addressing any issues that may arise.

Brooks Street



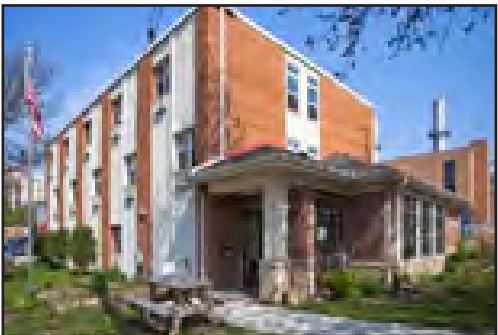
306 N. Brooks Street was originally a YMCA converted to low-income housing in the 1990s and expanded with Low Income Housing Tax Credits (LIHTC), City of Madison HOME, HUD and Federal Home Loan Bank (FHLB) funding in 1997. This 102 mixed-use housing with 87 single room occupancy and 15 efficiency mainly permanent, supportive housing units for homeless and chronically homeless adults with disabilities. Rent amounts range far below market, from \$245-\$435 per month including utilities. Both the LIHTC and FHLB programs were successfully completed. Services are provided in part through the ETH (Formerly ESG) program and contributions.

Nakoosa Trail



Developed and managed by Porchlight in 2012, Nakoosa Trail apartments provide 14 single room occupancy (SRO) units and 34 efficiency units of permanent and transitional supportive housing to homeless and chronically homeless individuals, including those with AODA, mental health and physical health disabilities. Nakoosa Trail has multiple layers of funding including HUD Continuum of Care (COC) and City of Madison HOME funds. Support services are provided through HUD and Comprehensive Community Services (CCS). Non-HUD units are far below market rent at \$375/month including utilities. In 2015, this property maintained 97% occupancy.

Spring Street



Porchlight acquired Spring Street in 1999 with WHEDA financing and extensively rehabilitated it in 2010 with funding from the VA's Homeless Providers Grant and Per Diem program. This housing was transformed into a 24-unit single room occupancy, transitional and supportive services housing program for Veterans. Rent is 30% of a participant's income, with a maximum rent of \$350 per month, which is well below market rate rent. Services are provided by 2.5 FTE case managers supported by the Grant & Per Diem program. Also, meals are provided through a commercial-grade kitchen that provides additional employment training opportunities.

Pheasant Ridge Trail



Developed in and managed since 2006 by Porchlight, Pheasant Ridge Trail has 16 permanent, supportive efficiency units for chronically homeless individuals with disabilities. Residents of this 16 unit building are selected from the Madison/Dane County Housing Priority List. The funding for this property was through the FHLB, WHEDA, HUD, and Dane County. Rent is 30% of a resident's income, with a maximum of \$610 per month including utilities. Services are provided through HUD Continuum of Care (COC) funding. In 2015, Pheasant Ridge Trail maintained 100% occupancy.contributions.

Horizon Experience:

One example is Burr Oaks, in Madison, WI. Burr Oaks Senior Apartments was developed in partnership with the Community Development Authority of the City of Madison to revitalize a blighted area of Madison's south side. The project was leased in four short months and was viewed as a tremendous success in the neighborhood. Project financing included section 8 vouchers, tax credits, HOME funds, and a bank loan.

Gateway Senior Apartments
Waupun, Wisconsin
49 Unit Senior Apartment Building

Fairview Senior Apartments
Jefferson, Wisconsin
49 Unit Senior Apartment Building

Fox Meadow Senior Apartments
Evansdale, Iowa
41 Unit Apartment Building

Waterview Senior Apartments
Sheboygan, Wisconsin
67 Unit Apartment Building

Maple Ridge Apartments
Reedsburg, Wisconsin
49 Unit Senior Apartment Building

Cottonwood Trails Senior Apartments
Cudahy, Wisconsin
49 Unit Senior Apartment Building

First Senior Housing
Janesville, Wisconsin
45 Unit Senior Apartment Building

The Phoenix Senior Apartments
Portage, Wisconsin
44 Unit Senior Apartment Building

The Woodlands Senior Apartments
Dubuque, Iowa
45 Unit Senior Apartment Building

Francis Meadows Senior Apartments
Burlington, Wisconsin
49 Unit Senior Apartment Building

Waterview I
Sheboygan, Wisconsin
67 Unit Senior Apartment Building

First Senior Housing I
Janesville, Wisconsin
45 Unit Senior Apartment Building

Highland Senior Apartments
Watertown, Wisconsin
49 Unit Senior Apartment Building

Hillside Woods Apartment Homes I
Delafield, Wisconsin
60 Unit Senior Apartment Building

Hillside Woods Apartment Homes II
Delafield, Wisconsin
60 Unit Senior Apartment Building

Brookside Senior Apartments
Davenport, Iowa
42 Unit Senior Apartment Building

Highland Village of Watertown II
Watertown, Wisconsin
49 Unit Senior Apartments

Sedgemoor Apartments
Elkhorn, Wisconsin
48 Unit Senior Apartment Building

Westminster Senior Housing
Madison, Wisconsin
66 Unit Senior Apartment Building

Angell Park Senior Apartments
Sun Prairie, Wisconsin
61 Unit Senior Apartment Building

Cedar Creek Senior Housing
Rothschild, Wisconsin
49 Unit Senior Apartment Building

Cedar Creek Senior Housing II
Mosinee, Wisconsin
49 Unit Senior Apartment Building

Globe Apartments
Watertown, Wisconsin
48 Unit Apartment Building

Ingram
Milwaukee, Wisconsin
53 Unit Apartment Building

Woodfield Village Senior Apartments
Green Bay, Wisconsin
61 Unit Senior Apartment Building
with Retail Space

Woodfield Village II Senior
Apartments
Howard, Wisconsin
49 Unit Senior Apartment Building

Granville Heights Senior Apartments
Milwaukee, Wisconsin
63 Unit Senior Apartment Building

Parmenter Circle
Middleton, Wisconsin
50 Unit Senior Condominium Building

Applewood I Senior Apartments
Dubuque, Iowa
47 Unit Senior Apartment Building

Applewood II Senior Apartments
Dubuque, Iowa
45 Unit Senior Apartment Building

Applewood III Senior Apartments
Dubuque, Iowa
43 Unit Senior Apartment Building

Burr Oaks Senior Housing
Madison, Wisconsin
50 Unit Senior Apartment Building

The Landing at Eagle Flats
Appleton, Wisconsin
54 Unit Apartment Building

Alta Mira II Senior Apartments
Menomonee Falls, Wisconsin
57 Unit Senior Apartment Building

Clare Heights Senior Apartments
Milwaukee, Wisconsin
45 Unit Senior Apartment Building

The Pines at Mount View
Weston, Wisconsin
46 Unit Senior Apartment Building

Uptown Commons Senior
Apartments
Chilton, Wisconsin
40 Unit Senior Apartment Building

Hillcrest Senior Apartments
Greenfield, Wisconsin
41 Unit Senior Apartment Building

Prairie Hill of Woodland Ridge
Greenfield, Wisconsin
69 Unit Senior Apartment Building

Angell Park Senior Apartments
Sun Prairie, Wisconsin
61 Unit Senior Apartment Building

Clare Meadows of Franklin – Phase II
Franklin, Wisconsin
40 Unit Senior Apartment Building

Team experience in providing property management services for permanent supportive housing for homeless adults

Porchlight has been providing property management for a multitude of low-income units (currently 303 units) with multiple layers of funding for over 30 years. Porchlight's property management services include resident relations, rent collection, maintenance, leasing, waitlist maintenance, application screening, annual income certifications, monthly/annual government housing reporting (i.e. WHEDA, HUD, HOME, etc.), full accounting services, legal services as it relates to housing, and case management services and supervision. Porchlight Housing residents have access to 24-hour emergency maintenance. They may also contact the Porchlight front desk receptionist Monday – Friday for information and resources. The ability to provide all of these services makes it easier to assess and intervene with any resident, maintenance, or neighborhood issues immediately as they arise.

For approximately 50 units of Porchlight's housing units, Porchlight uses the Madison/Dane County CoC community-wide prioritization list for tenant selection, which prioritizes applicants by length of homelessness and vulnerability. This includes Porchlight's HUD-funded Housing First Leasing Project, which is a partnership between Porchlight property management and several community landlords.

In addition to property management services, Porchlight provides on-site case management services to all 303 units of Porchlight housing. A team of 14 case managers provides ongoing services to residents including needs assessments, goal planning, employment counseling, money management, AODA counseling, and connections to outside service providers. The case manager and property manager meet on a regular basis to discuss the changing needs of the residents. As behavioral or other issues arise, the property manager and case manager work with the resident to resolve the problem together and work towards goals of improving future interactions. Property management and case management staff have the joint goal of helping all residents become and remain stable in their housing.

Porchlight also partners with many community providers to provide a myriad of services to its residents. For example, at Porchlight's 102-unit permanent supportive housing program at Brooks Street, residents have access to many on-site amenities including free medical services, health education trainings, legal clinics, job training through Porchlight

Products, and five bag lunches a week. Interns from the University of Wisconsin – Madison work with residents on professional skills and services like resume writing. In addition, volunteers meet weekly with residents for community activities such as game night and community outings. Brooks Street also has an on-site food pantry that is open to residents twice per week to obtain essential items. This is in addition to Porchlight's donation warehouse, from which residents have an opportunity to obtain donations of clothing, hygiene and cleaning supplies, and various other household items. Partnered with case management, these resources support residents in maintaining their permanent housing.

The assessment of potential program participants begins during the application and interview process. Upon receipt of an application, a background check and income source verification are performed. Because it serves those most in need in the community, Porchlight is committed to reducing barriers to entry for all of its programs, and especially its permanent supportive housing. Next, both the property manager and case manager conduct a personal interview to assess applicants' strengths and individual service needs. The strengths and needs explored during this initial screening help guide Porchlight staff in developing housing stability plans as well as determine appropriate referrals and recommendations for each applicant. Collaboration with existing supportive service systems is essential and utilized.



Team experience in providing case management services for chronically homeless adults

Porchlight's mission is to decrease the Dane County homeless population by providing shelter, housing, support services, and a sense of community in ways that empower residents and program participants to positively shape their lives. In furtherance of this mission, Porchlight provides a continuum of services to homeless and low-income individuals and families, with the overarching goal of helping consumers obtain and maintain permanent housing. As the largest provider of homeless services and low-income housing in Madison, Porchlight serves chronically homeless individuals in all of its programs. Porchlight case managers provide an array of services tailored to each program participant. Specifically, the participant and case manager work together to identify previous and potential barriers to maintaining permanent housing, and establish supports so the participant is able to succeed in housing long-term. Participants may enter Porchlight programs with many barriers or obstacles, including mental and physical health issues, substance abuse, inadequate income, lack of transportation, limited education, and criminal history. The case manager acts as a supporter, advocate, and skills coach for program participants. Clients are taught skills such as budgeting and money management, resume building and job interviewing, housekeeping and hygiene, and navigation of the public transportation system. The case manager helps clients understand the complicated mental and physical health systems in Dane County and provides support and encouragement as they navigate those systems.

Porchlight Programs

Outreach

In 2009, with funding from the City of Madison, Porchlight began providing outreach services to chronically homeless individuals with mental illness and substance abuse issues who were living in places not meant for human habitation. Over the past several years, Porchlight has greatly expanded its outreach services to better serve individuals who may not otherwise seek help, or who are less able to navigate the homeless services system without assistance. This includes a City-funded partnership with the Madison Central Library, where outreach workers have a dedicated office space to meet with homeless individuals who frequent the downtown area. There is also an ETH-funded outreach worker dedicated to the Men's Drop-In Shelter. That worker is focused on reducing the length of shelter stays by connecting guests to resources in the community that may remove barriers to housing. Since the outreach worker is in constant communication with the intake workers and night managers at the shelter, staff is able to work together to identify those guests most in need of outreach or intervention.

One particularly successful aspect of these outreach efforts is that extensions of shelter time (beyond the allotted 90 days) are administered in coordination with outreach services. Individuals who have reached their maximum time at the shelter but have been working with the outreach worker to identify and make progress toward goals that will help them secure housing may submit a request for an extension of shelter days. Guests actively working toward goals, whether it is with shelter outreach staff or a case worker from the community, may increase their access to shelter while they are working to secure housing.

Safe Haven

Safe Haven is a transitional shelter for homeless individuals with mental illness. As it is a low barrier to entry program that aims to serve those who may not otherwise seek help, many Safe Haven guests have a significant history of homelessness. Guests are referred by staff from numerous community agencies, and have often been unsuccessful in other programs. Safe Haven is staffed 24 hours per day, every day. Staff continually attempt to engage guests, starting with their initial referral. When a guest is offered a shelter bed, they are assigned a particular staff member who works with that guest to develop an individual service plan that addresses the guest's short- and long-term goals. In 2015, Safe Haven provided shelter and services to 51 individuals with mental illness (half of which had a co-occurring substance abuse issue) and another 196 drop-in guests.

Porchlight Housing

All Porchlight housing programs serve individuals who are chronically homeless. In 2015, 36% of new residents reported that they were chronically homeless upon entry into Porchlight housing. Additionally, Porchlight has housing programs with designated units for individuals who are chronically homeless.

Pheasant Ridge Trail (PRT)

In 2006, Porchlight received a HUD grant to build, operate, and provide support services to 16 homeless individuals with disabilities, many of whom are chronically homeless, in efficiency units located on Pheasant Ridge Trail. Porchlight provides voluntary intensive case management for PRT residents, including home visits, medication monitoring, transportation to medical appointments, and connection to mainstream resources. Since the program's onset, PRT has served 43 individuals, 16 of whom are still housed in the program. Of the 27 residents who exited the program, 17 moved into other permanent housing. Nearly 77% of PRT residents have successfully maintained long-term housing. Also, as residents exit the program, Porchlight has committed to designating 100% of

turnover units to placement from the community-wide permanent supportive housing prioritization list, which prioritizes individuals who are chronically homeless.

Housing First Leasing Project (HFLP)

In 2007, utilizing HUD funds, Porchlight initiated the Housing First Leasing Project (HFLP), which provides permanent, subsidized housing and supportive services to chronically homeless single individuals. Porchlight currently partners with landlords in the community to lease 12 housing units, and then subleases the units to single individuals who are chronically homeless and have a disability. HFLP provides voluntary intensive case management services to the residents, many of whom have co-occurring disorders. Since the onset of the program, HFLP has served 25 individuals, 15 of whom are currently still housed in the program. Of the 10 residents who exited the program, five moved into other permanent housing. An impressive 80% of residents have maintained long-term housing.

Nakoosa Trail

In addition to the Safe Haven and PTO programs, the Nakoosa Trail Campus constructed in 2012 includes 10 units of permanent housing with case management, four of which are designated to serve chronically homeless individuals. Since the building opened, all four of the chronically homeless original tenants are still housed with Porchlight.

Team experience in providing or partnering with providers of supportive services for individuals with AODA, mental health, or physical disability issues

Porchlight has over 30 years of experience providing services to individuals with mental illness, substance abuse issues, and physical disabilities. Because all Porchlight programs serve individuals with mental illness, staff members throughout the agency have participated in Mental Health First Aid training through Journey Mental Health Center. Additionally, case managers regularly participate in available trainings on topics applicable to Porchlight clientele, such as motivational interviewing, trauma-informed care, harm reduction, and hoarding prevention and treatment. Porchlight has worked with the United Way and other community agencies to develop and offer these trainings.

Safe Haven

Porchlight has operated Safe Haven, a transitional shelter serving exclusively homeless individuals with severe and persistent mental illness, since 1996. Safe Haven is a supportive environment that serves hard-to-reach homeless individuals who are on the street or in emergency shelter and may be unable or unwilling to participate in supportive services. It provides a critical first step to individuals who have multiple barriers to maintaining permanent housing. Staff progressively engages with guests to identify their strengths, and to address barriers so they can ultimately obtain and succeed in permanent housing. Safe Haven has 14 beds for sleeper guests, and also provides services on a drop-in basis to guests who are waiting for a shelter bed. Services include at no cost to guests, meals, showers, laundry, bus tickets, assistance with housing and employment applications, and referrals to other community agencies. In 2015, Safe Haven provided shelter to 51 individuals with mental illness, and another 196 drop-in guests.

Partnership for Transitional Opportunities (PTO)

PTO is an 18-unit transitional sober living program that has been operating for over 20 years. PTO is a recovery-focused program for homeless individuals with substance abuse issues who have been sober for at least 90 days. Residents participate in on-site support meetings, therapy, and house activities. The program employs a case manager who focuses on employment and housing, as well as a certified Substance Abuse Counselor who is also a CCS Service Facilitator. In 2012, PTO moved from the Brooks Street building to join the Safe Haven program on the newly constructed Nakoosa Campus. At that time, Porchlight added six permanent apartments to house individuals in long-term recovery who provide mentorship to PTO's transitional residents. Each of these six mentors voluntarily participate in mentor development meetings and facilitate public support meetings each week held on the Nakoosa Campus and open to the public. In 2015, the PTO program served 29 individuals. Of the 11 participants who exited the program, 10 (91%) moved into permanent housing.

Porchlight Products

Porchlight Products is a kitchen employment and training program that employs individuals with disabilities. The program provides job skills training for positions in food preparation while giving employees an opportunity to participate in meaningful employment. At the same time, it utilizes and supports local agricultural providers and sells its products to local grocery stores and restaurants. Unlike some programs that employ individuals with disabilities to perform fairly simple or repetitive tasks, Porchlight Products employees create food products from scratch that will then be available in many local grocery stores and restaurants. Participants take a great amount of pride in the work that they do and the final product that is made available to the public. The kitchen employment and training program also provides bag lunches to Brooks Street residents during the week. In 2015, 33 individuals were employed in the Porchlight Products program. Porchlight Products partners with numerous grocery stores, restaurants, and farmers to make this program such a huge success.

CoC Participation

Porchlight is an active member of the Madison/Dane County Continuum of Care (CoC) and has been an important part of the Dane County Homeless Services Consortium (HSC) since its inception 30 years ago. Several staff members participate in the monthly meetings and sit on its various committees, including CoC Homeless Assistance Application, Coordinated Intake and Assessment, Performance and Peer Review, Written Standards, Shelter Providers, and Data Quality. Porchlight also has a representative on the HSC Board of Directors and Homeless Issues Committee. The HSC launched an ad-hoc committee to join the Zero: 2016 national effort to end chronic and veteran homelessness by the end of 2016. Porchlight has members on its Steering Committee as well as its Housing Placement Group, and has committed both permanent supportive housing and rapid re-housing units to be filled by individuals on the community-wide prioritization list.

This year the Madison/Dane County CoC is also updating its Community Plan to Prevent and End Homelessness. As part of the process, the CoC contracted with Corporation for Supportive Housing (CSH) to coordinate a community Charrette. Porchlight had two staff members on the Charrette Steering Committee, two staff members as experts on Charrette panel discussions, and many more attendees. Following the Charrette, CSH made several recommendations for community goals, including increasing rapid re-housing slots for singles. Porchlight sought to make progress toward this goal by partnering with Community Action Coalition for South Central Wisconsin, Inc. (CAC) to provide 12 units of rapid re-housing for single adults. Porchlight and CAC applied for and received a grant to begin this rapid re-housing project in July of this year.

As a founding member of the HUD Continuum of Care, the Associate Director meets annually to write the HUD application for funding. This application brings in over \$3.5 million for homeless services in Madison and Dane County. The Associate Director has also served on the Housing and Health Care Committee. The Porchlight Director of Operations sits on the City-County Homeless Issues Committee. The Executive Director is also a member of the Downtown Madison, Inc. (DMI) Board of Directors and the DMI Quality of Life Committee.

Community Referral

In addition to direct partnership with other agencies, Porchlight case managers and support staff work closely with other community organizations to make appropriate referrals for housing and services. Community partners include The Salvation Army, YWCA, Port St. Vincent, Tellurian, Hope Haven, Journey Mental Health Center, Department of Corrections, AIDS Network, Domestic Abuse Intervention Services, Tenant Resource Center, Division of Vocational Rehabilitation, Legal Action of Wisconsin, Meriter, Dean/St. Mary's, UW Hospital & Clinics, Department of Veterans Affairs, Community Development Authority, and many more.



Partnering with Social Service Providers

Porchlight, Inc. partners with the following Social Service Providers for individuals with AODA, mental health, or physical disability issues:

University of Wisconsin – Madison MEDiC Program:

Established in 1990, MEDiC is a student-run program of the University of Wisconsin School of Medicine and Public Health and is comprised of seven health clinics throughout Madison. MEDiC's goals are twofold: first, to improve the health of the underserved in the Madison area and second, to educate University of Wisconsin-Madison health professions students.

Grace Clinic:

The Grace Clinic is MEDiC's first clinic. It opened in February 1991 and works out of the Porchlight Men's Drop-In Shelter in Grace Episcopal Church. It began as an educational service, but it quickly became clear that guests needed on-site provision of medical treatment. Medical, pharmacy and physical therapy students from different disciplines interview patients in a one-on-one setting. These students present their findings to the resident or attending physician volunteer, and then decide the best treatment option for that patient. The Grace Clinic operates every Tuesday night.

Michele Tracy Preventative Health Clinic:

The Michele Tracy Clinic was coordinated by medical students in 1997 to provide educational and emotional support to Brooks Street residents so they might assume a stronger role in meeting their individual health care needs. The clinic provides health education programs that address topics such as medications, first aid, respiratory health, infectious diseases, sexual health, and vision and hearing screenings. It operates one Tuesday a month from 5:30pm – 7:30pm.

Safe Haven:

The Volunteer Psychiatric Clinic (VPC) is a collaboration between Porchlight's Safe Haven shelter and the UW MEDiC program. The student-run clinic offers free mental health services provided by volunteer psychiatrists to clients who do not have access to a provider. Since 1996, the VPC has served clients diagnosed with severe and persistent mental illness, including schizophrenia, depression, anxiety, bipolar disorder, and PTSD. Most VPC clients are experiencing homelessness and many have little to no income or health insurance. In addition to providing basic psychiatric care and free

psychotropic medications, the VPC is able to make community referrals to supplement services provided on-site. Maintaining an on-site clinic eliminates a significant barrier to treatment for Safe Haven clients, while empowering them to seek additional care in the community. The VPC operates every other Wednesday at 6:00pm.

Dane County Comprehensive Community Services (CCS)

(Safe Haven, Partnership for Transitional Opportunities (PTO), Porchlight Housing)

Comprehensive Community Services (CCS) is a voluntary, community-based program that provides psychosocial rehabilitation services to clients across the lifespan who have needs for ongoing, high- or low-intensity services resulting from mental health or substance use disorders but who are not in need of Community Support Program (CSP) services. These services and supportive activities are designed to assist CCS clients to achieve their highest possible level of independent functioning, stability, and independence, and to facilitate recovery.

Porchlight has had a CCS contract with Dane County since July 2015. Porchlight has two staff members who are certified to bill Medicaid. These staff members currently provide Service Facilitation and AODA Counseling to residents of Safe Haven, PTO, Brooks Street, Northport CBRF, and Mifflin Street.

Dane County (Journey Mental Health Center) Crisis Stabilization Program
(Northport CBRF)

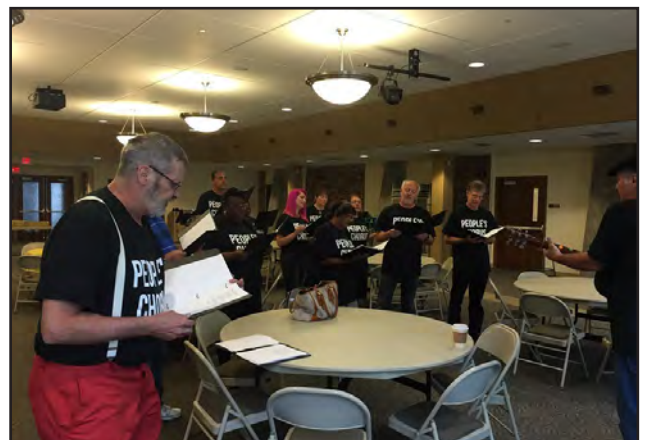
Dane County (Journey Mental Health Center) Crisis Stabilization Program

(Northport CBRF)

The Northport Group Home is a community-based residential facility that serves eight homeless men with severe and persistent mental illness. The purpose of this program is to provide a supported community living arrangement that offers crisis stabilization services to promote and teach residents social and independent living skills that will help them move to less restrictive living arrangements. The eight residents have single rooms and share common living spaces. Two night managers work 7:00pm – 7:00am and a cook prepares evening meals. A Porchlight case manager provides counseling, teaches daily living skills, makes referrals to community resources, and provides crisis support. Residents must be Crisis Stabilization (CS) qualified. Porchlight screens applicants in conjunction with its CS Clinical Supervisor.

William S. Middleton Memorial Veterans Hospital (Spring Street Veteran Grant & Per Diem Program)

As a collaborative endeavor between Porchlight and the Veterans Administration Grant and Per Diem Program, Spring Street is a 24-bed, single room occupancy, transitional housing program for single men who are military veterans. Two Porchlight case managers, a peer support specialist, and a Veterans Administration social worker assist residents with money management, application for benefits, alcohol and drug abuse recovery support, referrals to community services/support systems, legal support, medical care, and counseling. Spring Street also has a commercial kitchen that provides daily meals to current and former residents. The goal of the program is to provide a continuum of care while preparing veterans to transition into permanent housing. In 2015, the Spring Street program served 48 participants. Of the 24 residents who exited the program, 19 (79%) moved into permanent housing.



List and provide contact information for three clients for whom you have provided similar services

Horizon references:

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ElderSpan Management

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John McCarty, Vice President

Midwest Affordable Housing Corporation

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Porchlight references:

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Provide written statement of willingness and ability to provide construction, tax credit, and operating guarantees

Horizon and Porchlight are willing and able to provide full construction, tax credit, and operating guarantees for the project. We are also open to alternative ownership and guaranty structures if desired by the CDA. We understand that alternative structures may involve additional discussion in terms of the risk profile and compensation to each entity.

Porchlight, Inc. is willing and committed to providing affordable housing and supportive services in the City of Madison. Porchlight, Inc. has been providing affordable housing and services for over 30 years and has only grown to serve the need of Madison.

Porchlight, Inc. has grown by acquiring, renovating and/or developing new properties. Porchlight, Inc. has been able to achieve this growth for three reasons. First Porchlight, Inc. has utilized financial opportunities, such as low-income tax credits, HOME, CDBG, Federal Home Loan Bank and HUD in conjunction with local support to provide the financial support necessary. Second Porchlight, Inc. has established a good relationship with local contractors, such as McGann, Bachman, Findorff and Knothe & Bruce to achieve amazing new affordable housing units. And third Porchlight, Inc. has successfully operated each of the many projects over the years in conjunction with the federal, state, county, city and other local agencies.

Porchlight's level of commitment and ability has been proven by providing affordable housing with services in Madison to homeless, near homeless and low income residents for over 30 years. As such Porchlight, Inc. is willing and able to provide the construction, tax credits, and operating guarantees associated with this LIHTC project.

At the request of the CDA, teams shall make available for review by CDA and City staff or their agent copies of the firm's financial statements

Horizon's financial statements are available for review upon request

Porchlight's financial statements are available for review upon request and are also available on-line at www.porchlightinc.org.

Provide financial / bank references

Horizon financial / bank references:

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Success Stories

Eric - Success Story Housing First Program

- Age 31 (2011) I started to have some health problems. After several months of not knowing what was going on, I was diagnosed with congestive heart failure.
- In 2012, my mom moved to a smaller apartment and I was no longer able to stay on the lease with her and so I went to the Men's Drop-In Shelter.
- While I was homeless (August 2015), I had a stroke and I now have paralysis on my right side (leg and arm). I was hospitalized and then went to a nursing home somewhere near the Wisconsin Dells.
- When I was released from the nursing home, I went back to the shelter on 1/1/16. Matt Julian from Unity Point Health care coordinator connected with me. I hung out near the capitol during the day because I couldn't walk far. Matt would come meet with me and help schedule appointments and make sure I had my medication.
- Kelli, my Porchlight case manager, helped make sure I had everything I needed when I moved into my new apartment. I didn't have money but she got me items for my kitchen, bedding, food, furniture etc.
- When I started receiving SSI, Kelli took me to buy an air conditioner and TV and helped set everything up, which was important, since I could not have done it with only one arm.



“I like living here, it’s very quiet and my neighbors in the building are courteous. Having rent be only 30% and no utilities is a big burden off of my chest and I am very appreciative”

Isaac Shuler / Porchlight Resident / Madison College GED Graduation 2016

Isaac moved to Madison at the age of 18 to live with his brother. Isaac's first three years in Madison were filled with consistent and frustrating attempts to secure gainful employment. It was at this point that Isaac's life took a turn for the worst. He rapidly went down a life path of severe and progressive alcoholism that co-occurred with major clinical depression, which was undiagnosed at the time. For the 15 years, Isaac lived his life on the streets struggling with chronic alcoholism and untreated depression.

In 1988, Isaac reached a point in his life where he resolved to combat his alcoholism. He expressed that he could no longer live life "drunk and on the streets". As he progressively grounded his sobriety, he managed to secure employment. Having a consistent income enabled Isaac to rent an apartment for the first time. He also purchased a car. But the most important fruit of living a sober and stable life for Isaac was his ability to reconcile and develop a relationship with his daughter, who was in her early adolescence at the time.



Then, seven years into his sober and stable life, Isaac decided to "test" himself and have a beer. He surely thought that in consuming one beer, he could walk away and carry on, living a sober and stable life. His stable life unraveled rapidly, as his alcoholism consumed him completely. He lost his apartment due to alcohol filled, drunken, rowdy parties. His chronic drinking also led to the loss of his job and his business. For the next 15 years he lived his life on the streets, alleys, parks, hospitals, jails, prisons, and the men's homeless shelter. Isaac believes for certain that he "broke the record for the number of admittances to Dane County's Detox Center. "

In the spring of 2012 Isaac was admitted to the hospital for what amounted to a complete collapse of his system caused by decades of drinking and drug use. Soon after his discharge from the hospital he resolved to end his life of alcoholism and drug use. At

Appendix

around this time a friend told him of a place where he could get help to get back on his feet. This place was Safe Haven. In June of 2012, Isaac walked into Safe Haven and started the process to receive services. Throughout the five months Isaac accessed services at Safe Haven, he was consistently focused and diligent in working on his sobriety and moving forward in his life.

Isaac continues his efforts in grounding his sobriety and stabilizing his mental health in November of 2012, through his transition from Safe Haven into Porchlight sober living called Partnership for Transitional Opportunities (PTO). At PTO, Isaac actively engaged in programming that consisted of on-site individual counseling, group meetings, AA meetings, and access to relevant resources in the community.

In December 2013, Isaac moved into a permanent, new efficiency apartment with Porchlight. He has maintained his sobriety and now mentors formerly homeless persons who are newly sober in the PTO program. At the age of 64, Isaac received his GED from Madison College.

Appendix

Ward

- Homeless because sent daughter (unemployed, chronic health issues) most of his social security income
- Homeless for ~20 years (in his vehicle; sleeping in a warehouse at his workplace; outdoors; one winter at Goodman Center)
- Korean War veteran with the Marine Corps; later worked in education for 13 years, including as a middle school principal
- Family: two daughters, late (/ex-?) wife who struggled with mental health issues during marriage
- Went to Porchlight drop-in shelter and was identified as a veteran, moved into Spring Street, moved into permanent efficiency with Porchlight



“You develop a courage. You’re not afraid of dying—you’re not afraid of anything. If you look at homelessness from a distance, it looks nothing like if you experience it. It’s a different world.”

Support Letters



DEPARTMENT OF VETERANS AFFAIRS
William S. Middleton Memorial Veterans Hospital & Clinics
2500 Overlook Terrace
Madison, WI 53705

June 22, 2016

Porchlight Inc.
306 N. Brooks Street
Madison, WI 53715

Dear Porchlight Administrator,

I am writing in support of your grant application to partner with the City of Madison and Community Development Authority in developing and managing a building comprised of 50 to 60 units for homeless adults.

As you know, the William S. Middleton Memorial Veterans Hospital (Madison VA) Homeless Veteran Program staff has successfully partnered with you to mutually serve the homeless Veteran population. Indeed, since 2009 the Madison VA and Porchlight have worked collaboratively to serve homeless Veterans in transitional housing. Porchlight received a Federal grant to provide the day-to-day case management services to assist Veterans in recovery with housing, economic and self-determination supports, and the benchmarks for national measures for success have been surpassed each year. In FY16, the exits from the transitional housing program into permanent housing had a 79% success rate compared to the national goal of 65%.

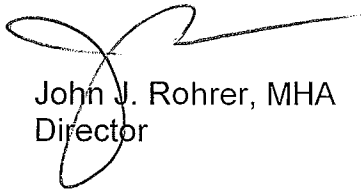
Your record in the area of bed occupancy also exceeds the established goal. The national Grant and Per Diem office sets the mark for bed occupancy to be maintained at 75% of the allotted rooms. As of mid-April, your housing first model employed at the Spring Street Transitional Housing 24 bed site had an occupancy rate of 79%.

One of the more critical changes in the last year in providing transitional housing for homeless Veterans has been the move to take on more challenging Veterans with high co-morbid mental health needs. In that regard, you have used the approval granted to you by the VA to provide Bridge Housing (short term 90 day placement) to some of these Veterans. In doing so, you have met the challenge of housing vulnerable Veterans with complex needs directly from the streets and shelters. You have offered these Veterans a space that is more conducive to their needs and offers a better alternative to them than the shelter care system.

The Madison VA's goal is to successfully partner with non-federal organizations in an effort to help Veterans establish and maintain housing stability. We have met that goal with you. Your outcomes and client satisfaction levels are evidence of your

success in serving our Veterans. As noted, your outcomes via our partnership have exceeded the Federal standards. Moreover, our VA staff has heard directly from the population you serve, and they have expressed deep gratitude and appreciation for the support they have received through your housing programs. Therefore, it is without hesitation that the Madison VA supports your grant application. We wish you all the best in this endeavor.

Sincerely,



John J. Rohrer, MHA
Director



MADISON
PUBLIC
LIBRARY

Central

201 W. Mifflin Street
Madison, WI 53703

608.266.6300 ph
608.266.4338 fax

June 14, 2016

CDA
c/o Matt Wachter
Room 312
Madison Municipal Building
215 Martin Luther King Jr. Boulevard
Madison, Wisconsin, 53703

RE: Homeless Supportive Housing RFQ No: 4531-0-2016.

Dear Mr. Wachter,

I am writing in support of Porchlight to be considered for providing on-site support services within the affordable housing unit program.

Porchlight has been providing on-site support services at Madison Public Library's Central Library for over two years. Their professionalism and dedication has been a tremendous asset to the Library and to the community. There are several examples where Porchlight workers have gone beyond expectations to make sure that individuals in need find relief. A recent illustration of this was exhibited by Porchlight library case managers, Tyler and Molly, who recently handled a difficult situation with empathy and professionalism. A family with two young children arrived in Madison from Milwaukee in late May. Library security staff connected the family with the Library's Porchlight services. Molly made numerous calls on the Friday of a holiday weekend to arrange for dinner that evening at the Road Home as well as temporary shelter for the evening. Tyler continued to reach out after hours on Saturday to find a ride to Stoughton for the family as well as secure diapers, food, and car seats for the children. Being able to directly refer individuals and families to our committed, on-site, permanent caseworkers is an invaluable resource for our most vulnerable patrons.

It is that personal connection that Porchlight workers make with their clients that brings immense value to their services. Many times during the week individuals that have benefited from their support will stop by just to chat. This truly demonstrates their ability to establish and maintain relationships with the people they serve.

Last year when I was advocating to the Mayor during budget discussions to maintain Porchlight's services at the Library by illustrating the many ways their work has been invaluable to the community, his response was to renew their contract and he added we can't afford not to provide their services.

Thank you for your consideration of Porchlight for this important service to the Madison community.

Best,

Greg Mickells
Library Director



Sharing the Path from Hope to Recovery

Community Development Authority of the City of Madison
C/o Matt Wachter
Room 312
Madison Municipal Building
215 Martin Luther King, Jr. Boulevard
Madison, WI 53703\

Re: Request for Qualifications No. 4531-0-2016

Dear Sir / Madam,

I write this letter on behalf of Journey Mental Health in support of Porchlight's response to Community Development Authority's Request for Qualifications for Homeless Supportive Housing RFQ No: 4531-0-2016.

Journey Mental Health (Journey) is excited to be able to partner with Porchlight should it be selected for this project's development, operation and provision of services. Journey has worked closely with Porchlight on numerous occasions over several decades. Journey has provided case management and the coordination of services (mainly professional mental health and substance abuse) for homeless adults.

For this project, Journey will work with Porchlight in the provision of professional services as needed by the residents of the housing, including but not limited to: needs assessments, service coordination, maintenance of case records, Medicaid reimbursement through programs such as Comprehensive Community Services, connections with supportive professional services provided by Journey such as healthcare, mental health treatment, AODA treatment and job training.

Journey has long history of providing these professional services to adults, including homeless adults, in Dane County. Journey was one of the pioneers in the development of Assertive Community Treatment (ACT) teams, which is the basis for service provision in Housing First programs. Journey has been operating ACT teams through its PACT program since the early 1990s and has worked with numerous Porchlight clients and residents in this capacity. Journey was also one of the first agencies to participate in Dane County's Comprehensive Services program and again serves several Porchlight residents through this program. Both of these programs can be used to support Porchlight residents through this project. Our work with Porchlight has helped many homeless citizens gain hope and

independence. Porchlight stands alone in their commitment to ending homelessness in our city and I support their mission and their vision.

This is an exciting opportunity to address homeless in Madison. I urge you to seriously consider Porchlight's application and allow Journey to work with Porchlight through this project to meaningfully end homelessness in this area.

Sincerely,

Ronald A Lampert

Ronald A. Lampert
President and CEO
Journey Mental Health Center



June 14, 2016

CDA

c/o Matt Wachter

Room 312

Madison Municipal Building

215 Martin Luther King, Jr. Blvd.

Madison, WI 53713

Dear Mr. Wachter:

Madison-area Urban Ministry (MUM) is pleased to submit this letter of support for Porchlight's application under the City of Madison Request for Qualifications: Homeless Supportive Housing RFQ No. 4531-2016. Porchlight and MUM have a long history of collaboration dating back to the 1980's when MUM helped develop one of the two programs that would eventually merge to form Porchlight. We work with many of the same individuals and our reentry work with people returning from prison would be made much more difficult were it not for the programs operated by Porchlight. Housing is crucial to successful reintegration into the community and without Porchlight's housing programs many of the individuals with whom we work would have been at increased risk of returning to prison. We are currently working with Porchlight to move our vocational training program, Just Bakery into their new site on Lien Road, allowing for even greater collaboration and synergy between our programs.

Porchlight is one of the few organizations in Dane County with the expertise to develop, build and operate the proposed 60 studio/one bedroom apartments for singles and couples who are chronically homeless. We enthusiastically support their application for this project, they have the capacity and grasp of the challenges facing people who have been chronically homeless, people who have been involved with the criminal justice system and people who have experienced addiction and/or mental health challenges. Porchlight not only provides quality housing services, they are committed to serving our community.

Sincerely,

Linda Ketcham, M.S.

Executive Director





United Way
of Dane County

June 15, 2016

CDA c/o Matt Wachter
Room 312, Madison Municipal Building
215 Martin Luther King, Jr. Boulevard
Madison, Wisconsin, 53703

Re: City of Madison Request for Qualifications: Homeless Supportive Housing RFQ No: 4531-0-2016

This letter is in support of Porchlight, Inc.'s proposal to build 60 apartment units for chronically homeless, adult men, women and couples.

United Way of Dane County has a long-time partner with Porchlight in reducing homelessness for both single adults as well as families in Dane County. We are keenly aware that affordable and safe housing is at a premium in our community. As you know from both the City's Housing Report as well as the Dane County Housing Needs Assessment, as a community we are significantly under-resourced in housing affordable to very low income individuals (particularly those neighbors with long term barriers to stable housing). Our partnership with Porchlight has focused on providing quality professional case management to both families and single adults to enable formerly homeless persons to remain stably housed and fully engage in our community. In 2015, Porchlight provided housing and services to 468 individuals. Half of the residents have a mental health disability.

Porchlight has a strong history of providing quality low-cost housing and services for Dane County's homeless population. Porchlight's commitment to increasing the housing and services available to Madison's chronically homeless persons is evident in the new projects they have undertaken to both create more supportive housing as well as provide dignity to individuals through Porchlight Products Kitchen training program. I am pleased to support their effort to increase the supply of affordable supportive housing for our neighbors and urge you to support Porchlight's application.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Martha", written in a cursive style.

Martha Cranley
Director of Community Impact

Cc: Karla Jameson, Porchlight, Inc. 306 N. Brooks Street Madison, WI 53715

June 16, 2016

Robert Faga
4016 Nakoosa Trail #202
Madison WI 53714
Robert.faga@yahoo.com
608-513-4464

City Of Madison C.D.A Grant Committee;

I would like to start this letter by expressing that it is a privilege and honor to be asked to write a letter on the behalf of Porch Light Inc. and more specifically the Partners for Transitional Opportunity's Program (P.T.O.). I am a 51 year old male who came from an upper middle class family, and in my youth was successful in most of my endeavors to include: letter winner in high school, semiprofessional snow skier, honorable discharge from the U.S Army Reserves, where I acted as a Squad leader, I was formally trained as a Classical French Chef in Florida in the 80's and have owned and managed successful restaurant businesses throughout Wisconsin. I have two sons, the oldest in Law School and the youngest in Pharmaceutical School, and a 14 year old daughter who is on the National Honor Society.

It's hard to believe with such a resume that I would become a chronic alcoholic, homeless felon, who ended up serving three years in prison? The fact is, I became that person, taken hostage by co-occurring disorders of severe clinical depression and alcoholism. I was in the grips of a progressive illness that stripped me of all my dignity and everything that meant something to me.

In 2010 after living homeless for two years, rendered by depression and alcoholism and forced to collect aluminum cans for my daily medication (alcohol), I was arrested for taking bottles of alcohol off a porch of a University student's house and charged with felony burglary of a dwelling. I served some county jail time and was placed on probation. I could not stay sober, because my depression and alcoholism was untreated, and the wreckage of my past was too much to bear. My probation was revoked for technical violations of not having housing, employment, and abstinence from alcohol. I was sent to prison.

It was in prison where I began seeking help, knowing if the same man left prison who entered prison, I would die on the streets or return back to prison as another statistic of recidivism. I worked hard with many Psychiatric and therapists, participated in a group called, Affected Children of Adult Alcoholics and also attended an intense A.O.D.A residential treatment program called, the New Freedom program. This program consisted of drug and alcohol treatment with an anger management component.

I was sent to a work camp minimum security prison for my last 10 months of my sentences, it was there that I heard about Porch Light for the first time.

Confronted with the fact that I would be released from prison in a very short time, I was paralyzed with fear. I had no-where to go, no job and very little money. I knew that I would be dropped back into my same environment of homelessness with strict probation rules and no community support. I sought out help from a prison councilor who told me about the program called P.T.O. I would have to fill out an application and make a monthly check in calls to remain on the wait list and continue to advance to the top of the list, I was informed that it was about a 9 month wait list at that time. Little did I know that this program would change my life in ways I never expected.

I was released on June 14 2013 and went directly to a temporary half-way house with an ankle monitor device strapped to my leg, which proved to be a great barrier for seeking employment and housing. Three days before my thirty days was up and being faced with homelessness again, I received a call from Porch Light telling me that I had been accepted into the P.T.O. program and that they had an apartment available for me. I was picked up by an employee of Porch Light and brought to my new apartment, it was beautiful and spacious, most of all it was affordable. It was that day I experienced something that I had never experienced before from a complete stranger, a sense of unconditional caring and love, this person wanted me to succeed, and immersed themselves into my life. I was connected to a mentor and held accountable to attend outside as well as property self-help meetings. I was subject to random U.A's and empowered to set goals, I enrolled into college for the first time in my life.

One year into the program I had obtained quality work and had completed my first year of college with a 4.0 GPA. Porch Light offered me a grant to become a Peer Support Specialist and an opportunity to become a mentor on the property and graduate the program one year early. I accepted, and hence began my journey into a life I never thought could exist for me, a life of service. I was asked to speak publicly for Porch Light on topics such as: homelessness, stigma and stereo-types. In 2014 I was awarded the Presidential Award for community achievement.

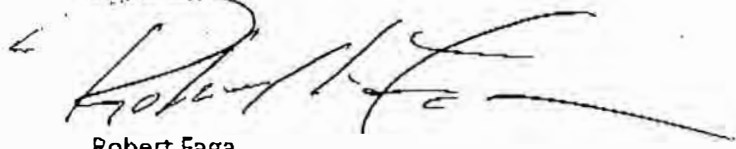
In 2015 I was awarded the only Associate degree level internship at Journey Mental Health in the Crisis Stabilization Unit that requires a minimum of a Bachelor degree to work as a paid employee. I have recently completed that Internship and was offered a position with the company, but have declined to work in a more addiction clinical environment where I can have my clinical hours supervised. On May 14, 2016 I graduated from Madison College with an Associate degree in Human Services and a State licensure, consisting of a Substance Abuse Counselor in Training (SACIT). As of July 3, 2016 I will be

working at the same job for three years where I started as a line cook, and as of June 16, 2016 signed a new two year contract of employment to stay with the company as Executive Chef, Operational Manager. As of June 14, 2016 I was released from parole without any infractions. I remain living and mentoring at Porch Light P.T.O. program not because I need to, because I want to be part of an organization who truly change lives.

In closing I would like to make this statement: The P.T.O. Program of Porch Light inc. saved my life, it provided me with quality affordable housing and support that enabled me the opportunity to change my life. This program is Holistic in nature and is designed not to just treat homelessness and addiction but to recover the whole person in: community, family, employment, spirituality and self-esteem. The program embraces individuality and is culturally competent. It maintains integrity through fellowship and property accountability by which clients learn how to hold each other accountable and maintain structure, long-term sobriety and most important respect for themselves and each other. The staff of the P.T.O. program provide a tough love but yet, unconditional commitment to changing lives as they sacrifice their own time and money. This program has the potential to become an evidence based model for Holistic transitional housing that reduces chronic homelessness and helps consumers develop life skills. Its long term effect on community and government will be the reduction of homeless recidivism and the burden of tax dollars allocated for homelessness.

As of today, I have recovered from a seemingly hopeless state of mind and body. I have become a tax payer again, and I am able to vote. The P.T.O. program is one of a kind, because it is: all-inclusive with long term housing, addiction support, employment support, peer run, and is successful in placing graduates in permanent housing at the end of their two year achievement. Please support this program and help continue to change lives in Dane County.

Sincerely,

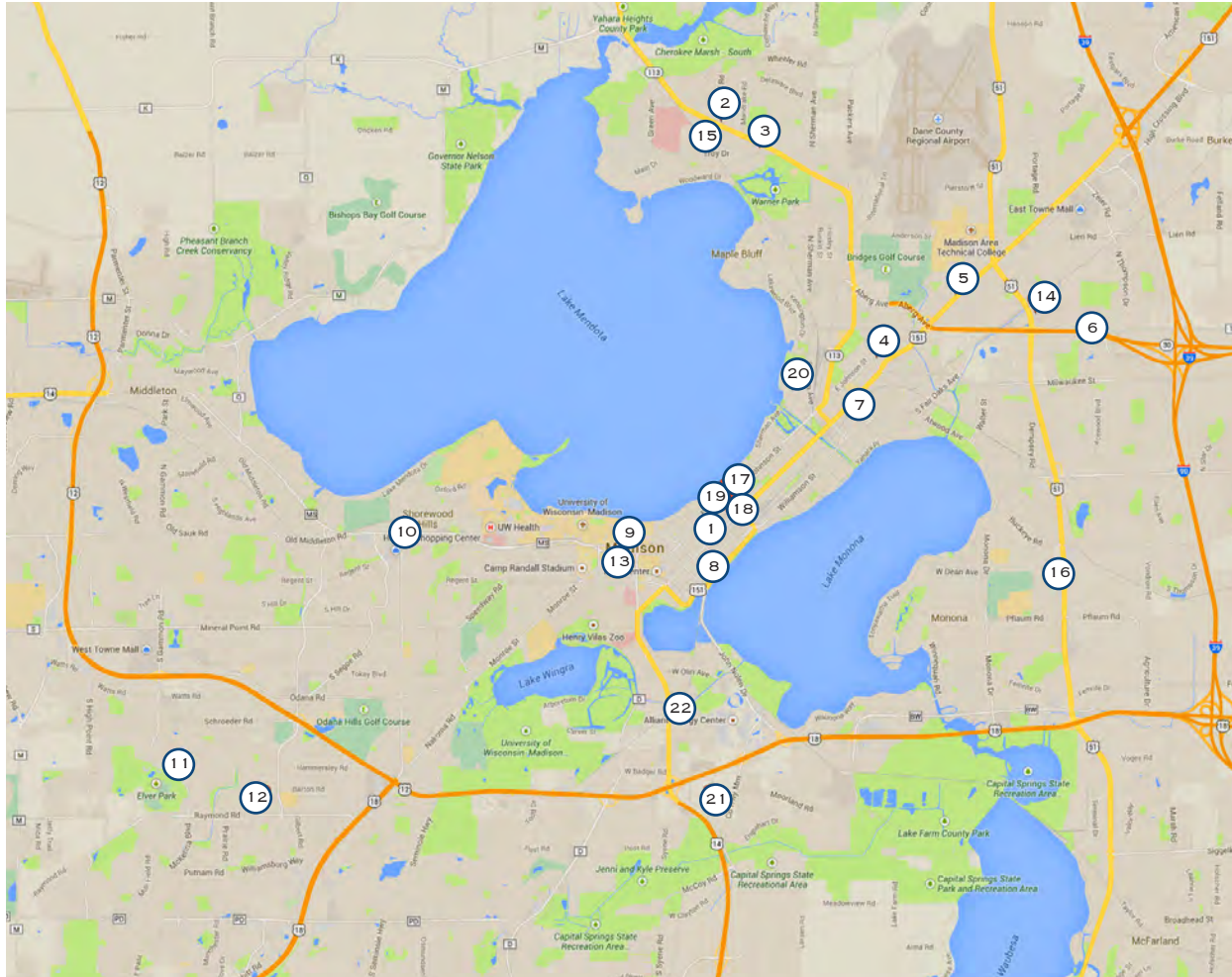
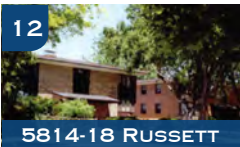


Robert Faga



Porchlight Property Map

PORCHLIGHT PROPERTIES



FACEBOOK.COM/PORCHLIGHTMADISON

WWW.PORCHLIGHTING.ORG

Partnering with Community Providers

Porchlight Programs and its on-site Community Partners:

Drop-In Shelter

In 2015, 1,272 homeless persons received 35,382 nights of emergency shelter, two hot meals per day, personal grooming supplies, case management services, and access to laundry facilities at the Men's Drop-In Shelter located at Grace Episcopal Church. A weekly, on-site, free Medical Clinic operated by the University of Wisconsin Medical School's MEDiC Program assisted more than 300 individuals. With the support of over 60 churches and other community groups providing over 1,800 volunteers, the shelter provides a warm, safe, and compassionate respite from the struggle of survival without a home. The shelter is open 8:00pm to 7:30am daily from spring through fall. During the winter months, the shelter is open from 5:00pm to 7:30am to all men who are not incapacitated by drugs or alcohol and who abide by the shelter rules. Originally sponsored by Madison Area Urban Ministries (MUM), the shelter has been operating at the Grace Episcopal Church site since 1985. Shelters include overflow shelters at St. John's Lutheran Church and beginning in 2007, First United Methodist Church.

- UW MEDiC Program
- Single Men Outreach Workers
- LAW
- Outreach (Tellurian, VA)
- 1,700 volunteers, including 60 groups who serve two meals per day 365 days per year

Hospitality House

Opened in 1990, Hospitality House is both a multi-faceted resource center and a warm, safe place for homeless and near-homeless families and individuals to seek assistance.

In 2015, approximately 4,450 guests received a variety of services from simply a place to warm up to housing and employment counseling, telephone and mail services, and legal assistance. Hospitality House, located at 1490 Martin St, serves an average of over 50 people each day. Porchlight partners with the City of Madison Office of Community Services to provide transportation assistance to many guests through the Transportation for Jobs (TFJ) and Transportation for Economic Self-Sufficiency (TESS) programs.

At the same location, Porchlight operates a donation center which provides donated clothing, household supplies and kitchen items for its residents and program participants.

- Dane County Job Center
- RSVP of Dane County
- FoodShare
- Ian's Pizza, Barriques, Banzo

Safe Haven

To address the growing number of homeless individuals with a severe mental illness, Porchlight's Safe Haven began operating in June 1995. Men and women with severe and persistent mental health issues are often unconnected to the shelter system and necessary social services. Safe Haven is a "soft-entry" program, allowing staff to slowly develop relationships and trust with guests and ultimately connect them to appropriate housing and mental health services.

Safe Haven offers 14 shelter beds as well as a variety of drop-in services including three meals per day, shower and laundry facilities, storage space, and a mailing address. Safe Haven provides an atmosphere of support for this vulnerable segment of the homeless population. In 2015, 51 individuals with mental illness received 5,000 nights of shelter, and an additional 196 persons received drop-in services.

- UW MEDIC Program Volunteer Psychiatric Clinic
- University of Wisconsin Master Gardeners
- Community Action Coalition (food)
- UW Madison Athletic Department (food)
- Panera
- Hy-Vee

Brooks Street

Porchlight's Brooks Street location consists of 87 SRO and 15 efficiency units. In 2015, Brooks Street served 134 individuals.

- UW Madison Pharmacy students
- UW MEDiC Clinic

- Game night
- Food pantry, Second Harvest

Dwelling Intervention Grants and Sustenance (DIGS)

A long-standing eviction prevention program known as DIGS (Dwelling Intervention Grants and Sustenance) also operates out of Hospitality House and the Sunshine Place in Sun Prairie. DIGS is a collaborative effort with area faith communities to centralize emergency eviction prevention assistance. In 2015, 1,200 households were counseled and of those, 1,000 received financial assistance through DIGS. Follow-up checks on a group of those receiving financial assistance through DIGS directly confirm that 80% of those families assisted remain in housing at six months; 75% remain in housing at twelve months, and 70% at eighteen months. Major funders for direct assistance include the City of Madison, United Way of Dane County, the Madison Rotary Foundation, First United Methodist Church and FEMA.

- 25+ faith communities
- 25+ community partners
- 20+ community landlords

Home Mission in Sun Prairie

Home Mission Fund provides emergency funding, referrals to community resources, and case management for low-income and/or homeless families and individuals in the Sun Prairie School District. In addition to eviction prevention and utility assistance, Home Mission Fund assists with the following on a case-by-case basis as they relate to housing stabilization: gas, bus tickets, medication, medical expenses, automotive repair, school expenses, work related items, and identification.

- Joining Forces for Families (JFF)
- Early Childhood Initiatives
- Sun Prairie School District – referrals, IEP advocacy, volunteer placement for W2
- Community Action Coalition
- United Way of Dane County
- Salvation Army
- St. Albert the Great Catholic Church
- St. Vincent De Paul

- Sunshine Place
- Financial Education Center Dane County – budgeting
- Summit Credit Union – budgeting

Northport Community Based Residential Facility (CBRF)

Porchlight's Northport group home is a Community Based Residential Facility (CBRF) which serves eight (8) men diagnosed with severe and persistent mental illness or are dually diagnosed with alcohol or other drug dependency. Most have been in crisis in the recent past due to symptoms of their mental illness, that is, have been homeless, in treatment centers, hospitalized, or involved with the criminal justice system. Some of the men are under Chapter 51 commitment and some are on probation. All applicants must be Crisis Stabilization (CS) qualified. Porchlight screens applications working in conjunction with Journey Mental Health Center. The men served at the Northport CBRF are often homeless, have lived for years with a severe and persistent mental illness, and often have substance abuse issues as well. The facility is staffed by a Resident Manager 7pm to 7am daily. In 2015, the program served nine men.

- Journey Mental Health Crisis Stabilization Program
- Community Intervention Team
- PACT Case Management

Porchlight Products

Porchlight Products provides employment opportunities, job and life skills training, and a safe, supportive community for formerly homeless men and women living with mental illness and/or physical and/or cognitive disability. In 2015, 33 training program participants, including permanent part-time staff members, worked alongside 35 volunteers from the community to create jams, pickled items, dry mixes for baked goods, and sauces. Over 75% of all ingredients are sourced from local farms using sustainable agriculture methods.

The Porchlight Products commercial kitchen is located at the Brooks Street facility.

•Farming Partners

- o Appleberry Farm – Cross Plains, WI
- o Cedar Grove Cheese – Plain, WI

- o Glacier's Edge Gardens – Mount Horeb, WI
- o Happy Valley Farm – Black Earth, WI
- o Keewaydin Organics, LLC
(and their Network of Farmers) – Viola, WI
- o Mammoth Produce – Randolph, WI
- o Peacefully Organic Produce and CSA – Waunakee, WI
- o Roth Sugar Bush – Cadott, WI
- o Helping Harvest Farm – New Glarus, WI

•Restaurant Partners

- o Baldwin Street Grille
- o Brasserie V
- o Daisy's Café and Cupcakery
- o Epic Systems
- o Short Stack Eatery

•Grocery Store Partners (10 stores)

- o Hy-Vee East, West and Fitchburg
- o Metcalfe's Hilldale and West
- o Miller and Sons (Verona)
- o Willy St. Co-op East and West
- o Capitol Centre Foods
- o Stone Fence of Madison

Porchlight Housing

Porchlight Housing offers 303 units of low-cost transitional and permanent housing with case management to homeless individuals and families at 24 locations throughout Dane County. Porchlight Housing provided 164,395 nights of shelter to 423 men, women, and children in 2015.

Properties vary in size and scope from single room occupancy (SRO) units for homeless single individuals to multi-family units. Support services for residents include counseling for employment and maintaining affordable housing as well as assistance in developing better skills in money management, personal health, and parenting. Referrals to other agencies are made as needed for education, legal, medical or mental health services. All residents are responsible for paying rent, which varies by program requirements. The goal for all residents is to obtain and maintain permanent housing.

- Dane County Comprehensive Community Services (CCS) program – 2 staff, 8 residents
- University of Wisconsin Madison – Interns
- Madison College – Interns
- Porchlight Partners
- United Way Days of Caring

Spring Street Veteran Grant and Per Diem Program

Since 2009, Porchlight has provided 24 units of affordable housing and on-site services to military veterans at its Spring Street location. Once in the program, the veteran works with the on-site case managers (1.5 FTE) and Peer Support Specialist. The case managers assist the veteran in getting connected to income, VA benefits, doctors, and other mainstream resources in the community. The Peer Specialist is a retired, 20-year veteran who is available to provide counseling, runs a weekly anger management group, connects vets to services in the community, and engages the vets in community and on-site recreational activities. Veterans in the housing program are hired to work in 3 training programs: the on-site kitchen (4 cooks and 2 dishwashers), preparing 2 hot meals and a bag lunch daily for veterans in the program; the turnover program, learning to clean, paint and provide light maintenance to the units once a veteran moves out; and Porchlight Products, learning how to work in a kitchen preparing high quality, good food products for sale in stores and restaurants. This program has been successful because of the close involvement of Porchlight and VA staff in all aspects of the program and the “on demand” services of AODA, mental health, and health care services available to veterans at the VA Hospital.

- William S. Middleton Veteran Memorial Hospital
- VA Homeless Outreach Program
- Veteran Service Office
- Circle of Change (Veteran's dog program)
- RSVP Dane County
- Senator Tammy Baldwin
- Madison Vet Center
- Community Action Coalition
- Metta Acupuncture, Madison
- Dry Hootch
- Veterans Services, Madison College

- Veterans Club, Madison College
- Veterans Legal Clinic
- Wisconsin Dept. of Veterans Affairs
- Free Wheel Community Bicycle Collective

Partnership for Transitional Opportunities

The Partnership for Transitional Opportunities (PTO) program is an 18-unit program located at 4002 Nakoosa Trail. This program is for individuals who are in recovery from drug and alcohol addiction. As the name implies, the program is transitional and participants stay for a maximum of two years. During that time, they work with two dedicated case managers to devise and follow a recovery plan. Participants must be homeless and sober 90 days prior to entry into the program. In 2015, 29 persons were served in PTO.

- On-site support meetings: AA, NA, Smart Recovery
- Whole Foods (food)
- Special Delivery Cakes – celebrating sobriety anniversaries
- Dane County Comprehensive Community Services

Quotes



"As President and CEO of United Way of Dane County, I am honored to call Porchlight, Inc. our long-time partner, and the first to partner with us in our Housing First initiative. Highly respected in the community, they are true collaborators in the fight against homelessness. One of the largest issues facing Dane County is the lack of affordable housing, and Porchlight has risen to this need by providing quality professional case management and low-cost housing to both families and single adults. These efforts have led to stable housing for

many in our community, especially for veterans and those with disabilities who are often underserved in housing initiatives. I am confident that Porchlight will rise to this opportunity, leading to a better Dane County, for all."

Renee Moe, President and CEO, United Way of Dane County

"When Dane County Department of Human Services became certified to operate a Comprehensive Community Services program, Porchlight seized the opportunity to partner again with the County to expand the availability of supportive mental health and substance abuse services for adults struggling with homelessness in Dane County. Porchlight was one of the initial agencies that partnered with the County to provide these wraparound psychosocial rehabilitation services, specializing specifically in serving individuals with a history of homelessness. Porchlight has shown enthusiasm for learning to implement a new model of service delivery and has shown diligence in adhering to the rigorous documentation standards required of CCS programs. Porchlight is a valued agency in our CCS Provider Network and I am grateful for their dedication to providing quality services to Dane County residents who struggle with homelessness, mental illness, and addiction."

Julie Meister, MSW, CISW, Mental Health Program Specialist/CCS Administrator Dane County Department of Human Services

Local Purchasing for Dane Businesses

From: noreply@cityofmadison.com
To: [Scott Kwiecinski](#)
Subject: Do Not Reply - Approval status email for the business information for Local Purchasing for Dane Businesses.
Date: Tuesday, June 21, 2016 8:16:18 AM

Approval Status: Approved

Business Information

Business Name: Horizon Development Group, Inc.
Business Address: 5201 East Terrace Drive, Suite 300
Madison, WI 53718
Business Telephone: 608-354-0900
Business Fax:
Website: <http://www.horizondbm.com>
Business Category: Construction Services, Professional Services, All other services

Contact Information

Contact Name: Scott Kwiecinski
Contact Address: 5201 East Terrace Drive, Suite 300
Madison, WI 53718
Contact Email: s.kwiecinski@horizondbm.com
Contact Telephone: 608-354-0820

Portion of your employees working at facilities in the local area (minimum 50% to be considered local): 67%

Portion of ownership vested in residents of the local area (minimum 50% to be considered local): 72%

Portion of business sourcing within the local area (minimum 15% to be considered local). Sourcing includes the local acquisition of supplies and raw materials or support services like contract employees, accounting, advertising, banking, printing, etc. : 50%



TIME FOR

Transition

Porchlight, Inc. 2015 Annual Report

Porchlight Mission

Porchlight strives to decrease the Dane County homeless population by providing shelter, housing, supportive services, and a sense of community in ways that empower residents and program participants to positively shape their lives.

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Time For Transition

*In. boy; go first. You houseless poverty –
Nay, get thee in. I'll pray, and then I'll sleep.*

*Poor naked wretches, whereso'er you are,
That bide the pelting of this pitiless storm,
How shall your houseless heads and unfed sides,
Your looped and windowed raggedness, defend you
From seasons such as these? O, I have ta'en
Too little care of this! Take physic, pomp;
Expose thyself to feel what wretches feel,
That thou mayst shake the superflux to them
And show the heavens more just.*

William Shakespeare, King Lear, Act III, Scene 4, lines 26-38.

As my twenty-five plus years as a volunteer, board member and employee for this organization nears its end, I have been reflecting on my relationship to Porchlight and its mission. In one sense, the organization exists to help individuals and families experiencing a range of issues, some beyond their control, but others recognized as their responsibility. These persons are not friends, family or acquaintances, but instead, are complete strangers. So, why do I care so passionately about Porchlight and its mission?

Remarkably, Shakespeare provides insight into this quandary through his tragedy, King Lear. This is remarkable because it was written in the early seventeenth century as entertainment for the middle and upper classes of his day as the long and prosperous Elizabethan Age concluded. Certainly, extreme disparities in power, privilege and property existed, but the King was considered divine province and such disparities were just a part of the human condition. Yet, in this scene, King Lear has his fool enter the hovel for shelter from the raging storm before him while regretfully ruing the condition of the homeless, confessing his failure to do more to help.

Although Shakespeare's motivation for this incredible scene and passage is unknown, when viewed in the context of the entire play, it provides

a much greater understanding of homelessness and our own response. Lear represents the powerful and wealthy brought to homelessness in the span of merely a few short weeks. Seeking shelter from a terrible storm in a shack, he meets "Poor Tom," who is actually Edgar, the rightful heir of Gloucester, hiding, as a homeless wretch feigning mental illness to add to the legitimacy of his disguise. The rapid and radical reversals of fortune for both Lear and Edgar remind us that we may not be that far from destitution, ourselves.

Those volunteers providing meals for our shelter, when describing their experience, often observe that those served are no different from those serving. All of us realize that our circumstances are heavily influenced by where, to whom and with what we were born. For my own family, we were born in the United States, to middle class families and without the genetic inheritance of the mental illness that is a part of our family history. By helping the homeless, we are in a sense actually treating those no different than ourselves, as we would hope to be treated.

But there is more. Lear's tragedy is his arrogant confusion of his eldest daughters' fawning adulation of power, privilege and property for love. In fact, love is the continued caring by his youngest daughter, despite being disowned and



Steve Schooler, Executive Director of Porchlight, with Sheri Carter, President of Porchlight's Board of Directors

disinherited, for her father even though he is a powerless, property less and pitiful old man. As the quoted passage makes clear, the meaning of love is caring for others regardless of their circumstances extends to family and beyond. Lear realizes this too late for him, but not for us.

In the midst of Lear's raging storm, both without and within, he cries out for the "poor naked wretches," regrets not having done more and wishes "to shake the superflux to them... And show the heavens more just." When volunteering for the shelter twenty-five years ago, I began to realize that I had an opportunity to make a difference in that regard. Hopefully, with your help, I have played at least some small role in making that happen.

Thank You!

Steven J. Schooler
Executive Director, Porchlight

As most of you already know, Porchlight is undergoing a transition of leadership to a new Executive Director. Thankfully, we have been provided substantial time to plan and implement this transition which is anticipated to be complete by the end of this year.

As we embrace a new Executive Director, the Board renews its commitment to its mission: reducing homelessness in Dane County by providing shelter, housing, support services and programs that create a sense of community empowering residents and guests and positively shaping their lives. Porchlight has been fortunate that through the leadership of Steven Schooler, it has substantially more housing, programs and services than ever before. The Porchlight Board is committed to continue the development of housing, services, and programs to meet the needs of the homeless in our community.

We look forward to the opportunity presented for new leadership to reach broader audiences, expand housing and programs and enhance community understanding of homelessness and its solutions.

Sheri Carter
Board President, Porchlight

Porchlight Board of Directors

Members of the Porchlight, Inc. Board bring a rich mixture of skills, resources, perspectives and backgrounds to their tasks as directors. They represent Madison's business, education and social service communities. The Board directs the activities of Porchlight, Inc., overseeing operations and monitoring management of its programs.

2015 Officers

Sheri Carter, President

Christine Thomas, Vice President

Kevin Huff, Secretary

Brian Donley, Treasurer

2015 Other Directors

Richard T. Chao

Gene Schaeffer, Jr.

Mary Ann Cook

Keith Schmidt

Antonio Gonzalez

Jeff Schraml

Ronald Luskin

Jeremey Shepherd

Beatrice McCoy

Sal Troia

Jeffrey McIntyre

John Tucker

T. Michael Osborne

Doug Van Schoik

Porchlight Programs

As the largest nonprofit provider of low-income housing in Dane County, Porchlight is able to offer its residents the opportunity to live in a variety of locations throughout Madison and the surrounding area. Porchlight's 303 housing units include both transitional and permanent housing. Transitional programs serve residents for up to two years or until they transition into permanent housing at Porchlight or in the community. Residents in permanent housing may choose to stay indefinitely, or for a period of time while they seek other permanent housing options. Properties vary from single-room occupancy units for single adults to multi-family units. One of Porchlight's central goals is to enable residents to achieve independence and stability in housing through case management and connection to other services. To that end, all Porchlight residents are assigned a case manager who assists with job training, money management, development of life skills, and referrals to appropriate resources in the community. **Porchlight Housing** as a whole served 391 adults in 2015.

In addition to providing housing and case management, Porchlight fulfills its mission to decrease homelessness by operating specialized programs to meet the needs of the homeless population in Dane County. The **Men's Drop-In Shelter** is the only emergency nighttime shelter for homeless men in the Madison area. Shelter guests are provided with meals, showers, laundry, and outreach services. The shelter serves around 80 men nightly in the summer and expands to serve 160-190 men every night during the colder months. When demand is higher, Porchlight accesses overflow shelters for a total of three locations: Grace Episcopal Church, St. John's Lutheran Church, and First United Methodist Church. In 2015, the Drop-In Shelter provided services to 1,272 men who were experiencing homelessness.

Porchlight's **Hospitality House** is a daytime resource center located on Madison's south side off Fish Hatchery Road. Hospitality House offers guests food, clothing, personal hygiene essentials, employment counseling, and housing resources. In 2015, Hospitality House served more than 1,833 individuals.

The **DIGS** program, located at St. John's Lutheran Church, is Porchlight's emergency eviction prevention program that provides aid to Dane County individuals and families in collaboration with local faith organizations. In 2015, the DIGS program provided counseling to 1,260 households and financial assistance to 1,020 households in danger of eviction.

Safe Haven is a 14-bed transitional homeless shelter for individuals with mental illness, located on Madison's east side. In 2015, Safe Haven provided shelter to 51 guests on a transitional basis. Eligible guests who are waiting for a shelter bed may access drop-in services 7 days per week, including meals, laundry, showers, and case management. Safe Haven served an additional 196 drop-in guests in 2015.

Participants in the **Porchlight Products** program create handmade products such as jams, jellies, sauces, and dry mixes that are sold in local stores and restaurants. More than 75 percent of all ingredients come from local farms using sustainable agricultural methods. In this program, individuals with mental and/or physical disabilities receive job and life skills training in a supportive work environment. Participants take great pride in the work they do and the final product on store shelves for the public to enjoy. To learn where you can buy or taste these great products, please visit porchlightproducts.org.

Tony Gonzalez: New Chapters



I had been abusing alcohol since the age of 14 when I decided to get help for my addiction. At this point I had been homeless just over two years and was trying to make it in a world I felt was completely against me. Survival was always on my mind. Worrying about a warm place to sleep, staying safe, my next meal, and where I was going to get my next drink.

One day, my oldest daughter woke me up and said “you’re going to the V.A. to get some help!” She knew I was hurting badly and was tired of seeing me shake so much due to the withdrawals getting worse. I made an agreement with her to quit drinking and get some help so I checked myself into the VA Hospital.

Everyone was nice, but at first I was scared and embarrassed. That is until I started meeting people that had the same issues I had, so I didn’t feel so alone. The program was 35 days long and I was kept busy from sun up to sun down. I really tried hard to belong but for some reason, I couldn’t do it. I tried to absorb as much as I could, but it was like my brain had shut down and next came the depression. I didn’t want to deal with anyone or anything and I stopped eating. It was like my body was in each group, but my mind was fighting my horrible past! But, after finding the right doctors and the right medication,

it all seemed to come together. One morning, I woke up and the clouds were gone. I felt better.

My next step was to find sober and stable housing. That’s when I met Kathy, Loran and Jen at Porchlight. These people did so much for me and every other veteran that came through their doors. It wasn’t just a job for them. It came from their heart and soul. I have never known three people that cared so much. Kathy helped me apply for Social Security, FoodShare, and a cell phone. I remember going to Kathy when feeling really depressed and, by the end of our conversation, I felt really good about myself. She was always there when I needed to talk. Loran made sure I had everything I needed and had gave a lot of support. If you had appointments to get to, they would make sure you had transportation. Jen was my miracle worker from the V.A. She explained to me my rights as a veteran and benefits for which I qualified.

I was at Spring Street for approximately two months when I was offered a mentorship position at Nakoosa, which meant permanent housing. At first, it took a little to get used to but Porchlight has given so much to me and it was time to pay it forward. I moved to Nakoosa embarking on a new chapter in my life.

-WRITTEN BY: TONY GONZALEZ

Erica Moore: Finding a Clear Path



Erica became homeless at the age of 22 after a personal issue caused her to be unable to stay with family members. At first she stayed with her friend but then her friend moved out of state. Erica found herself without a place to stay. She then began sleeping at the Salvation Army women's shelter, occasionally staying with friends or family members.

She heard about Safe Haven, a shelter for those with a mental health diagnosis, and began using day services there while she waited for a bed. At the time Erica began using services at Safe Haven, she was very depressed about her housing situation. Being homeless was very stressful and caused her to feel like she was "all over the place." She had difficulty saving money and remembering to take her medications.

After Erica received a bed at Safe Haven, she was able to really commit to her goals. She began saving money, volunteering at the Boys and Girls Club, going to doctors' appointments, and most importantly remembering to take her medications daily. Erica also shared her beautiful artwork with staff and other Safe Haven guests.

Erica worked with her assigned staff person to overcome her fear of going to the eye doctor. She attended her eye exam and was able to get glasses to correct her severe nearsightedness.

Erica is continuing to work hard and hoping to move into her own apartment soon.

-WRITTEN BY: ERICA MOORE & MARJORIE LEWIS, SAFE HAVEN COORDINATOR

Joseph Frey: Looking Forward

I have done what I can to make it back into a society that I had been wrongfully incarcerated from for 23 years. How did I do this? It was very hard work. First, I had to get some kind of housing. That was something that I had no idea how to do, but with the help of Porchlight, I was able to figure it out.

Once I was released, the first night stay at a hotel was paid for by the UW Law school's Innocence Project. The second night would be on me. I had to start at the homeless shelter. I learned what had to be done everyday and to make a routine that I could follow. Because I had a disability, it made things harder. But it wasn't about looking back; I had to keep my vision and sight looking forward. Along with getting my state ID, social security card, medicine and care, (which I managed to secure through St. Vincent DePaul and the medical students who visited the shelter), I was able to get my health back into shape. It seemed daunting to ever reach a good place. Eventually I got connected with Madison Area Urban Ministries (MUM). They were able to offer me services I needed as long as I was willing to do the leg work to get it done...and I did!

Often I reflect upon what I have managed to accomplish. I have managed to pay it forward at every step that I could. I started doing reintegration programs with MUM at various locations, volunteering at Porchlight's Drop-In Shelter when I was able, and have never stopped looking forward.

With all things, life moves on and I have to keep moving forward. Now I do independent studies and work as an Administrative Liaison with the Wisconsin Senior Employment program. I help train

seniors on how to get prepared to re-enter the work force by teaching them basic computer skills, resume writing, debt relief, and anything else that can be done to get them ready to go back to the workforce.

I'm excited for the beginning of many things to come; all because of the help and support that I have received from UW Law School, MUM, and Porchlight. Without whom, I would have never been able to keep looking forward.

-WRITTEN BY: JOSEPH FREY



Aisha Chestnut: Family First



Before coming to Porchlight my life was horrible. I felt like giving up. My children and I had been staying with family and friends, bouncing from place to place for over two years. I had a bad rental history that left me with evictions and money owed to multiple landlords. It seemed impossible for me to find housing.

A friend of mine who rented from Porchlight referred me to them and I filled out an application for housing. I was able to move into the Sun Prairie Housing First Program at the end of last summer.

My case manager, Wendy, helped me make the transition to a place of my own. She assisted with furniture and household items, provided school supplies, and helped our family with Christmas gifts. When there was an opening for Porchlight Permanent

Housing in Sun Prairie, she recommended me, even though I had only been in the Housing First Program a short time, because she knew it would be a good fit for my family and our budget. I moved into a duplex in Sun Prairie in December of last year.

Wendy is still my case manager in permanent housing and we continue to work on financial goals that will help me fix my rental history. She provides support and resources for my family, like helping me get my son enrolled in school, connecting me with summer camps and educational expenses for my children. Because of Porchlight I no longer worry whether my kids are safe or where they will sleep at night because we have a home. Porchlight has given me the housing stability I needed to take care of my family and myself.

-WRITTEN BY: AISHA CHESTNUT

2015 Funding Sources and Expenses

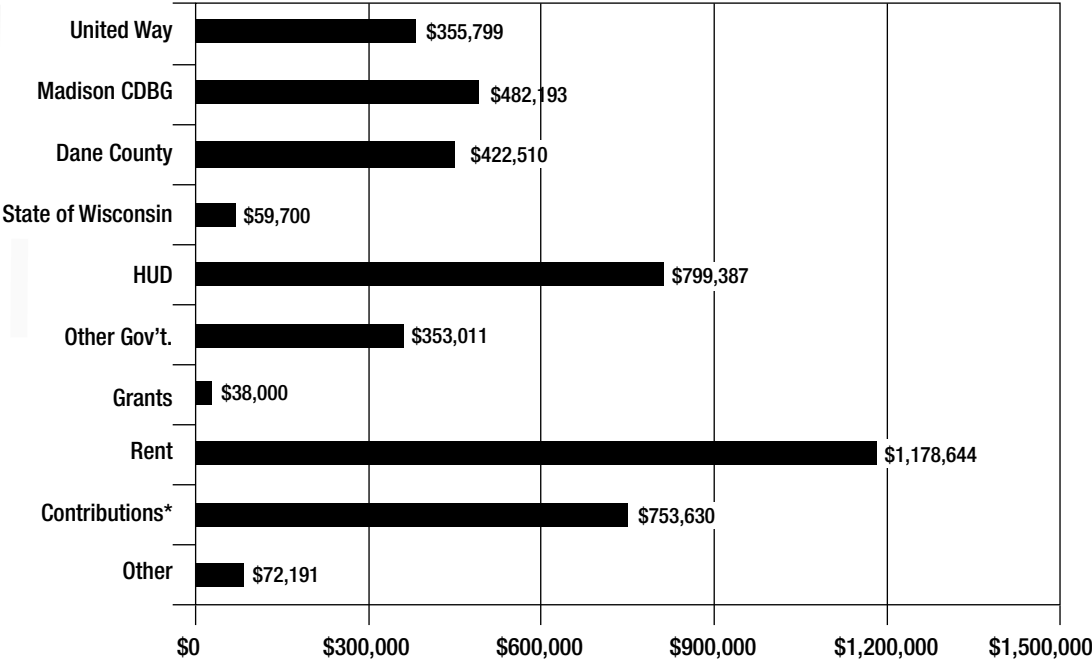
2015 REVENUE*	Drop-In Shelter	Housing	Hospitality House	Housing Support Services	Safe Haven	Brooks Street
United Way	\$ -	\$196,466	\$86,233	\$ -	\$36,100	\$37,000
Madison Community Development Block Grant	47,633	117,258	289,114	1,602	1,094	25,492
Dane County	134,917	1,414	189,140	72,000	-	25,039
State of Wisconsin	59,700	-	-	-	-	-
Department of Housing & Urban Development	-	-	-	454,621	344,766	-
Other Gov't.	-	-	16,000	337,011	-	-
Grants	-	5,000	8,000	-	-	25,000
Rent	-	591,501	-	237,930	-	349,213
Contributions	193,103	128,121	39,565	138,186	111,758	142,897
Other	-	10,763	1,100	4,233	277	55,818
TOTAL	\$435,353	\$1,050,523	\$629,152	\$1,245,583	\$493,995	\$660,459

2015 EXPENSES*	Drop-In Shelter	Housing	Hospitality House	Housing Support Services	Safe Haven	Brooks Street
Personnel	\$352,133	\$475,090	\$374,265	\$614,030	\$375,516	\$322,854
Operating	40,447	85,765	24,132	144,864	53,801	195,477
Space	36,199	452,086	24,239	466,371	59,245	282,880
Special Costs	6,574	37,582	206,516	20,318	5,433	8,364
TOTAL	\$435,353	\$1,050,523	\$629,152	\$1,245,583	\$493,995	\$809,575

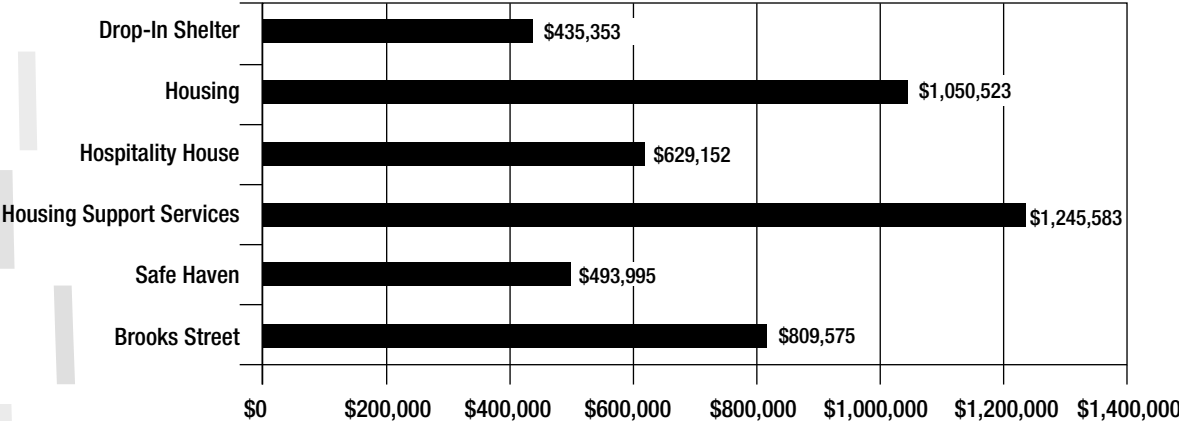
Total Agency Income for 2015:	\$ 4,515,065
Total Agency Expenses for 2015:	\$ 4,664,181
Capital Expenditures for 2015:	\$ 151,729

*Figures are unaudited and do not include the capital campaign.

Revenue by Funding Sources 2015



Expenses by Programs 2015



Thank You

For many struggling to escape homelessness, the barriers encountered daily often seem insurmountable. Every day in 2015, Porchlight helped families find housing, and connected countless men and women with jobs and other community resources. Porchlight would not be able to do any of this work without the dedicated volunteers and community partners that assist with our many operations. We have groups and individuals who not only donate their money, but also their time, strength and personal connections to help Porchlight continue its mission. Our residents and staff thank everyone who contributes to Porchlight.

In 2015, Porchlight was the beneficiary of an amazing number of events. Porchlight would like to recognize everyone who donated their skills and talent to create community gatherings, concerts, plays, galas and all-around unique occasions to make a difference in the lives of those who need a helping hand.

As in the past, our contributors are listed without regard to levels of giving, not because amounts are unimportant, but because we do not want the amount to obscure the recognition and expression of gratitude for the gift, however large or small.

We have tried to provide an accurate alphabetical list of contributors. There are numerous spouses and other household members not listed. For households, we have listed the person who actually signed the check, but where there was an indication of additional contributors for a household we have tried to include them as well. If you have contributed but your name is not included, we apologize. Please let us know so we can correct any inaccuracy. For those wishing to remain anonymous, we have

respected that request. For those who would like to be anonymous in future listings, also please let us know.

The list of those who gave monetary donations fails to recognize the many thousands who donate their time and talents. The in-kind donations received from these households, organizations and businesses provide an essential sense of security and support to the men, women and children as they get back on their feet.

The doctors, nurses and students who staff our public health clinics contribute greatly to assist those in need. The medical clinics at the Drop-In Shelter and Brooks Street have helped numerous homeless guests with an array of medical problems. The Volunteer Psychiatric Clinic, coordinated by Dr. Ron Diamond, provides invaluable free psychiatric services at Safe Haven and has expanded services to include continued assistance with medication monitoring. These clinics and their many volunteers have been a welcome addition to the medical services provided to those that have few other options when it comes to medical care, particularly those that need ongoing treatment.

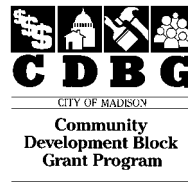
Beyond the professional clinics, there are donations of time by numerous individuals and organizations who assist with work projects, provision of services at Hospitality House and, of course, the Drop-In Shelter. Our Drop-In Shelter volunteer network of 60-plus organizations and more than 1,700 people has been an incredible contributor to the lives and health of those we serve.

Also, there are the many donated services and auction items that have made our Annual Recognition Dinner and silent auction a tremendous

success. We raised more than \$85,600 in 2015 from this event alone. At the 2015 dinner, we highlighted the accomplishments that past and current residents have made over the last 30 years with the help of Porchlight's programs and staff.

Our programs would not be possible without the support of our long-term funding agencies: City of Madison Community Development Block Grant Commission, Dane County Department of Human Services and the Community Development Block Grant office, the State of Wisconsin, the Wisconsin Housing and Economic Development Authority, the United States Department of Housing and Urban Development and the United Way of Dane County. We also received significant additional support this year from numerous public and private foundations, businesses, organizations and individuals who advocated for Porchlight.

We are tremendously grateful for the overwhelming community support received in 2015 and throughout our 31 years. Without this compassion and generosity, we would not be able to accomplish many of our programs' goals described in this report. Your gifts of time, talents and resources have made the difference in the lives of so many.



Thank You!

2015 Individual Donors to Porchlight, Inc.

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Advent Lutheran Church	Dane County Bar Association, Inc.	John Knox Presbyterian Church	Meriter Hospital
Alliant Energy Foundation, Inc.	Dane County Credit Union	Johnson Bank	Messiah Lutheran ELCA
Altria Group, Inc.	Dean Clinic-Patient Account Services Dept.	Keller Real Estate	Metcalfe's Market
American Family Insurance	Dean Health Systems	Knapp House Fellows	Mid Town Pub
American Transmission Company, LLC	Deanne's Custom Decorating	Knights of Columbus-Assembly #1200	Michael Best & Friedrich, LLP
Apartment Association of South Central Wisconsin	DL and LF Rikkers Family Foundation Inc	Knothe & Bruce Architects, LLC	Midvale Community Lutheran Church
Arbor Covenant Church	Downtown Madison, Inc.	La Force, Inc.	MIG Commercial Real Estate
Athletic Business Media	Employee Benefits Corporation	Lake Edge UCC	Monona United Methodist Church
Austad & Son, Inc.	Endres Manufacturing	Churchwomen of Lake Edge UCC	Mount Olive Lutheran Church
Banzo	Epic Systems Corporation	Landmark Credit Union	Mt. Zion Baptist Church
Bashford United Methodist Church	First Baptist Church	Lawton & Cates, S.C.	National Mutual Benefit
Becker Law Office	First Business Bank	London Moravian Women's Fellowship	Nordic Consulting Partners, Inc.
Benjamin Franklin Lodge #83	First Congregational UCC	Luther Memorial Church (ELCA)	North American Mechanical, Inc.
Beth Israel Center	First Federal Bank of Florida	M3 Insurance	Orpheum Theater
Bethany UMC	First United Methodist Church	Madison Bead Company	Oak Bank
BMO Harris Bank	First Weber Group	Madison Community Foundation	Oakhill Correctional Institute
Cento	First Weber Group Foundation, Inc.	Madison Concourse Hotel and Governor's Club	Student Life Office of Ogg Residence Hall
Chase Bank	Franke Family Trust	Madison Festivals, Inc.	Our Lady Queen of Peace
Chase Family Foundation	Frederic Ogg Testamentary Trust	Madison Gas & Electric Foundation, Inc.	Painters Local Union 802
Chubb & Son / Federal Insurance Company	Godfrey & Kahn, S.C.	Madison Investment Advisors	PHD Candidates of UW School of Social Work
Clarence W. Firari Revocable Trust	Good Family Foundation	Madison Monona Lioness	Phoebe R. and John D. Lewis Foundation
Clarmar Apartments	Good Food	Madison Pentecostal Assembly	PhotoGraphic Creations
Community Development Division	Gorman & Company, Inc.	Madison Rotary Foundation	Physicians Plus Insurance Corporation
Community of Hope UCC	Grace Episcopal Churchwomen	Madison South Rotary Foundation	Pierce's Community Foundation
Constance Botanicals, LLC	Group Health Cooperative	Madison Veterans For Peace, Chapter 25	A Pig in a Fur Coat
The Coopers Tavern	H & H Foundation, Inc.	Madison West High School	PLS Financial
Corporate Business Systems	Heritage Senior Living	Markesan United Methodist Church	Pontoon Porch
Covenant Presbyterian Church	Hooper Foundation	Martin Schreiber & Associates, Inc.	Preceptor Delta Chapter of Beta Sigma Phi International
Crossroads Church	HP Company Match	McGann Construction	Primrose Lutheran Church
Crossroads UMC	Hughes Flooring, Inc.		ProAxis, LLC
Cummings Christensen Family Foundation	Isthmus Brass		
	Bradley Residence Hall		

2015 Organizational Donors to Porchlight, Inc.

Programmed Cleaning	Steenbock's on Orchard	TOSA Foundation	Wild Birds Unlimited
Quality Hardware Inc.	St. Dunstan's Episcopal Church -- Outreach Committee	U.S. Bank	WIPFLI
Realtors Association of South Central Wisconsin, Inc.	St. James Church	U.S. Bank Foundation	Wisconsin Bankers Association
Richard B. Anderson Family Foundation	St. John's Lutheran Church	University Hill Farms Association	Wisconsin Craft Market
Rochdale International Co-Op	St. Michael the Archangel Parish	UW Credit Union	Wisconsin Dept. of Transportation
Rotary Club of Madison Breakfast	State of Wisconsin-Unemployment Insurance Employees	UW Health & Unity Health Insurance	Wollersheim Winery
Rough Sportswear	Steve Brown Apartments	UW Hillel	Woman's Club of Madison
Sagacious Consultants	Strand Associates, Inc.	V.F.W. Post No. 7591 Auxiliary	Women of Evangelical Lutheran Church of Mt. Horeb
Scholz Nonprofit Law	Sub-Zero Wolf Foundation	Waunakee Rotary Foundation	Women of St. John's Lutheran Church
Sergenian's Floor Coverings	Sustainable Engineering Group, LLC	Wear Your Music LLC	Women's Ministry of Bethel Lutheran Church
Shomos Family Foundation	Sweet Orchard Outreach Ministries	Welton Enterprises	WPS Health Insurance
Short Stack Eatery	Temple Beth El	West Koshkonong Lutheran Church	Zion Lutheran Church (ELCA)
Silver Lining Foundation, Inc.	The De Atley Family Foundation	Westminster Presbyterian Church	
UW Madison Society of Human Resource Management	The Evjue Foundation, Inc.	WHEDA	
Southern Wisconsin Apple Group	Thomas Kemp Foundation	Whyte Hirschboeck Dudek S.C.	

2015 Drop-In Shelter Organization Volunteers

Activity Group	Covenant Presbyterian	Group	Sherman Avenue UMC
Amma Satsang of Madison	Crossroads UMC	Knights of Columbus	Sikh Society of WI. -- Madison
Arbor Covenant Church	East Madison Baptist Church	Lake Edge UCC	St. Dunstan's Episcopal Church
Asbury United Methodist Church	First Baptist Church	Lake Mills Moravian Church	St. Francis Xavier Catholic Church
Assumption Greek Orthodox Church of Madison	First Presbyterian Church of Waunakee	Lake Mills UMC	St. Ignatius Church
Bashford UMC	First Unitarian Society	Madison Christian Community	St. John's Lutheran Church
Beth Israel Center	First United Methodist Church	Madison Firefighters	St. Martin's Lutheran Church
Bethany UMC	Glenwood Moravian Community Church	Messiah Lutheran ELCA	Temple Beth El
Bethel Lutheran Church	Good Shepherd Lutheran Church	Midvale Community Lutheran Church	Unity Church
Blackhawk Church	Grace Episcopal Church	Mt. Zion Baptist Church	Vedanta Society of Madison
Blessed Sacrament Church	Grace Episcopal Food Pantry	Orchard Ridge UCC	Wellspring UMC
Blowin' Smoke Barbeque	Harvest Church of Madison	Plymouth Congregational UCC	Westminster Presbyterian Church
Cathedral Parish	High Point Church	Prairie Unitarian	Windsor UCC
Christ Lutheran Church of DeForest	Hope Lutheran Church Youth	Second Baptist Church	



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Nonprofit Organization
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