



Brothers Redevelopment takes the high road for housing solutions

What an extraordinary year Brothers Redevelopment just ended in 2017. We grew our brand, services, properties and geographical footprint with a masterful mix of innovation and legacy programs.

Brothers launched its Aging In Place initiative, coordinating an impressive array of services and resources for seniors that augment our housing solutions. We help Colorado seniors find and arrange for everything from healthy food to recreation and transportation, all neatly packaged in one-stop "shopping" at Brothers. Yet there is no charge for our services.

Last year we bundled programs and created new ones in ways that fully support the elderly, enabling them to stay in their homes, improve their homes or find better ones. Bottom line: We help seniors get to their sweet spot. And putting a roof overhead is just the

beginning of what Brothers now offers them.

In 2017 we set the stage for big developments, now unfolding in 2018 — such as the March 21 groundbreaking of the 39-unit Paris Family Apartments in Aurora. The current economic climate made it a hard shovel to get in the ground. Paris required an unprecit. Construction is underway. The

edented investment by the City of Aurora and all of Brothers' expertise, resources and perseverance to weld together a unique alliance of public, private, nonprofit and philanthropic partners. We did

two- and three-bedroom units are set to open in May 2019.

Brothers also acquired its first residential community in Erie – The Victor F. Smith Senior Apartments. Situated on more than 5 acres, the 12-unit community offers homes to Weld County residents 60 and older. Building on what we've learned in recent real estate transactions, we hope to develop the site into a much larger community in the next few years.

And, of course, we had to start planning a blowout bash in May 2018 for the 40th Birthday of the Paint-A-Thon. A colorful program in its prime, Paint-A-Thon volunteers paint 100 home exteriors a season for seniors, veterans, persons with disabilities and other Coloradans.

Fixing other problems for homeowners is the job of our Home Modification and Repair Department. It's been busy extending its reach in Colorado Springs and unincorporated El Paso County. Now, alongside the two pillars of Paint-A-Thon and Home Modification & Repair, Brothers Redevelopment has added a third — Senior Services Coordination. It's all part of our Aging in Place Initiative. Brothers' senior navigators make it their mission to help elder Coloradans thrive in every way.

Despite the blistering hot rental and housing markets, Brothers still enables Coloradans to plan and save their way to home ownership or stable rental. Our award-winning programs educate, counsel and empower Coloradans to secure better housing. This is another service expanding in the Colorado Springs area.

The City of Denver was among those government partners who leaned on Brothers to administer programs and provide services to improve the opportunities and quality of housing for our most vulnerable neighbors. Local government has shown its faith in our 47-year-old nonprofit — from Denver's Temporary Rental and Utilities Assistance, launched in November 2017, to the ongoing Safe and Accessible Arvada program and Aurora's bold Paris

Brothers is also recruiting landlords in 29 counties to rent to residents in transition — those recovering from health problems and

In 2017 we set the stage for big developments, now untolding in 2018

leaving rehabilitation. These tenants and Brothers have the backing of one of the state's strongest safety-net programs, Colorado Choice Transitions, which assists select members of Health First Colorado (Colorado's Medicaid program).

Brothers Property Management continues to upgrade the 13 affordable-housing communities we own and manage. We added Resident Service coordinators to five communities in 2017 and will expand this important new benefit to other properties.

This year, we also started providing maintenance services to another local nonprofit, People House, a healing community in west Denver that honors the mind-body-spirit connection.

We look forward to learning even more about the needs of Coloradans and discovering better, more cost-effective ways to meet them on the high road.

Jeff Martinez, President

All roads lead to Brothers Redevelopment's housing solutions

(Data is for Fiscal Year October 1, 2016, to September 30, 2017, except where new programs are indicated*)

Property	Management
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527 subsidized apartments for seniors, veterans, people with disabilities, low-income families

Paint-A-Thon

Homes painted	100
Average age of homeowner	72
Average monthly income of homeowner	\$1,568
Number of volunteers	2,222
Volunteer hours	15 <i>,</i> 731
Dollar value of volunteer hours	\$403,972
Value of paint jobs	\$409,800

Home Modification And Repair

(Aging home and safety issues, rooting,	accessibility, plumbing,
furnace, water heater, electrical, sewer)	
Total services completed	311
Project households	155
Savings to clients	\$577,823

Housing Counseling Program

Tidosing Coonseing Program	1 011
Total Clients Counseled	1,811
Homebuyer counseling/education	1,452
In-person homebuyer counseling	907
On-line homebuyer counseling	545
Reverse mortgage counseling	204
Rental workshops and counseling	135
Default prevention	20

Colorado Housing Connects

Total calls	15,893
Calls navigated	11,436
Unique callers served	8,633

Aging In Place/Senior Services Coordination* Est. July 2017

Calls for information, services first nine months	1,988
Enhanced senior services coordination	462
Value of services for 347 seniors	\$299,000
Average dollar value of direct benefits per senior	\$862

Temporary Rental/Utility Assistance*

Calls since launch 11/1/07 to 12/31/17	286
Households assisted with rent	124
Households assisted with utilities	20
Total households receiving assistance	136
Value of rent paid for individuals/famillies	\$151,324
Value of utilities paid (water)	\$6,596

Landlords Opening Doors With Colorado Choice Transitions*

Landlord recruitment program finding rentals for persons with disabilities, seniors and others recovering from health issues: Inception August 2017 to March 31, 2018

2017 Results:

Homes Provided Or Improved	949
Households Served	~15,000

AGING IN PLACE



Colorado Seniors Can Thrive in Their Own Homes -Brothers Redevelopment's Aging in Place Initiative

At Brothers Redevelopment — after almost five decades of solving housing-related problems for older Coloradans — we know seniors. That's why we can enable them to reside securely in their sweet spot — home, safe home.

So what?

We see what's coming at us in the near future— The graying of America will rock the economy, culture and politics of our state and nation for decades to come. The rising demographic tide of older Americans is beginning to reshape every sector of society, including housing nonprofits like us.

Brothers Redevelopment recognizes its urgent mission. We have undertaken massive restructuring, creating the Aging in Place **Initiative**, to meet the challenges ahead. We know keeping a roof over seniors' heads is just the beginning of what is needed to support them.

"The time for discussing this inevitable change in American society has passed. There are too many seniors already struggling today, says Brothers President Jeff Martinez. "The 'graying' of our region over the next 20 years will profoundly change the landscape for housing and services across the state. As an organization that has led the way for decades helping our elders and persons with disabilities, Brothers Redevelopment is uniquely prepared right now to help Coloradans navigate the challenges associated with aging."

Recent real estate data and surveys reveal that nearly two-thirds of Americans over age 55 want to stay in their current homes. Virtually no one wants to spend the coming years warehoused in

gentrification

AINT-A-THON

Grows as Cornerstone of

Aging in Place

institutions or displaced from preferred homes by and other market forces. And the state can't afford it any better than they can. The cost savings of aging in place are enormous. And, aging in place has been shown to have health and emotional benefits over institutional care.







Aging in place, with the right kind of strategic help and the right amount of independence, is the right answer. It offers a big return

Whether seniors want to age in place in the houses and neighborhoods where they raised their families and made their memories — or whether a new sweet spot would better serve as home — Brothers Redevelopment has long been the Colorado nonprofit in the best position to give them a good choice.

"Our practical, purpose-driven programs have been proven to help communities across the state address this most pressing of

housing-related issues," Martinez says. "But we're taking it to a higher level, with new and expanded programs and services, such as Senior Services Coordination, all under one









Brothers Redevelopment lost a great friend in 2017, when its first Paint-A-Thon volunteer, Roland Buteyn, passed away Nov. 17 at age 88. He is the soul and inspiration of our annual "Roland Buteyn Heart of Service Award," given to those who demonstrate selfless commitment.

Roland is pictured here in September at our Local Social, where he and Paint-A-Thon manager Chad Nibbelink presented the 2017 award to volunteer Annette Bernal.

"Seniors are our sweet spot. That's why we're returning the favor. We can help them find or keep their home, sweet home."







Senior Services Coordination

Savings to the Community: For every \$3 invested in a grant to Brothers, we saved our clients \$7

Colorado Housing Connects

1-844-926-6632

One number connects any client, of any age, to any service needed - 15,893 calls received October 1, 2016, to September 30, 2017

BRI Counseling and Education

receives the "Right on the Money" Award for Excellence in Financial Education from Consumers United Association

Brothers Redevelopment's Aging in Place Initiative is a one-of-a-kind comprehensive approach for seniors that benefit their families and the entire community — and it also helps avoid sticker shock. Most of our services are

offered to eligible seniors at no cost.

Almost half of low-income seniors in this area are not aware of the benefits and programs for which they are eligible and have worked all their lives to earn. Our job is to see that they tap into all resources. We can even serve as their advocates with governmental bodies and other agencies.

Here's what **Brothers Redevelopment** is doing to empower **Aging in Place**:

Senior Services Coordination, a new BRI department, ties everything together for seniors. Helpful information is at hand for anyone with a question by calling BRI's central statewide helpline, Colorado Housing Connects, 1-844-926-6632. BRI's senior service navigators and coordinators can identify and help secure the wide range of resources, programs and services available.

- Brothers' Counseling and Education pros inform on reverse mortgages and all housing-related financial topics. They also can help with other topics, such as living wills, identity-theft protection, powers of attorney, financial planning and budgeting.
- Coordinators can facilitate food assistance, house-cleaning services, yard work, health care, transportation and more.
- Coordinators help seniors develop links with other select community agencies and service providers.
- We can identify and enhance educational and recreational opportunities. Coordinators strengthen social networks and civic engagement.

Brothers' Home Modification and Repair (HMR) provides incomeeligible homeowners with free or discounted repairs and renovations that keep their homes humming safely and securely.

- HMR modifies eligible homes at no charge to make them safe and accessible for seniors and disabled residents with varying levels of mobility; we build wheelchair ramps and install stair-lifts, handrails, safety bars, and more.
- HMR can repair or replace heating, cooling, electrical and plumbing systems for those eligible with funding from grants and no-interest loans and deferred

Brothers Property Management (BPM) operates 13 safe, affordable and accessible housing communities for seniors, disabled and low-income Coloradans. And BPM has plans to expand and upgrade its senior campuses and amenities.

- BPM has launched its Resident Service program, with professional coordinators who work with our elderly residents and their families to ensure they receive customized social services, from home-delivered meals to job counseling, if they want it.
- **BPM** offers maintenance services to other select nonprofits.

FOUR Brothers' Annual Paint-A-Thon recruits and provisions volunteers to paint, weatherproof and make other repairs that improve safety and preserve property values for about 100 income-eligible households each year. The savings to homeowners, \$5,000 and up, significantly boosts their household budgets.

Home Modification & Repair

provides accessibility retrofits, safety repairs and/or heating, electrical and plumbing help for homes in Adams, Arapahoe, El Paso and Jefferson counties — saving clients almost \$578,000

Brothers Property Management

made more than \$2.3 million in capital improvements to its affordable properties during 2016-17. Average occupancy was more than 99 percent. Average HUD inspection score, 90 out of 100

PAINT-A-THON'S

clients, on average, are 72 years old, live alone, have resided in their homes for 26 years and have an annual income of \$18,816 destination: **paris family apartments**

Brothers is building Paris Family Apartments



AURORA, March 21, 2018 — It felt like springtime on Paris Street, with bright sunshine and golden shovels breaking ground on Brothers Redevelopment's new affordable housing project for underserved veterans and families.

The groundbreaking of the \$12.9 million project represents a big milestone for the City of Aurora in its quest to make sustainable housing accessible for all its residents. Paris will offer 39 apartments — two- and three-bedroom units for low-income families, with preference given veterans' families.

"It's been a long journey to Paris," said Jeff Martinez, president of Brothers Redevelopment Inc., the Paris project developer. "We faced some very long odds to get here."

Martinez credited officials with the City of Aurora for its unprecedented investment in the project, more than \$2 million in land, funding, exemptions and credits.

Aurora Mayor Pro Tem Marsha Berzins thanked Brothers for its foresight and perseverance on a project that took several years to come together. Brothers closed on the deal in late 2017.

"Jeff had a great vision for the property, and he made it easy to go along with him," Berzins said.

Martinez said none of this happens without the resources of the federal government and the Department of Housing and Urban development.

HUD Rocky Mountain Deputy Regional Administrator Eric Cobb called the Paris project "the perfect example of how public and private partners can work together" to achieve what otherwise is not possible in affordable housing.

"These 39 units will go a long way in easing the burden of families seeking affordable and stable housing," said Cris White, CEO of

the Colorado Housing and Finance Authority, which provided the tax credits needed to leverage funds for the project.

One of the key private partners, Wells Fargo, is the lender, equity investor and provider of a \$250,000 Wells Fargo Housing Foundation Priority Markets Program Grant.

"Projects like this don't get done without a talented group of visionaries and (professionals)," said Scott Horton, vice president with Wells Fargo Community Lending & Investment.

Tracey Stewart, investment director for Gary Community Investments' Family Economic Security, said the \$250,000 grant her organization is giving will help make this project the first of its kind in Colorado. Brothers Redevelopment will coordinate a large slate of support services for Paris residents.

"This is a unique project with wraparound services for residents," Stewart said. "We're all about making sure every child in Colorado has what is needed to thrive and move forward, and affordable housing is big part of that."

Allison George, director of the Colorado Division of Housing, which provided a \$500,000 grant and loans, said stable housing is the springboard for residents' success.

"Think about an opportunity in your life that changed the path of your life — the ripple effects of that opportunity," George said. "Affordable housing provides that opportunity."

And, although Paris Family Apartments is situated in Adams County, Arapahoe County is a neighbor that chipped in a \$550,000 grant, and some of its residents may live in the new complex when it opens around May 2019.

"Our residents don't care when they cross Colfax Avenue if they're in Adams or Arapahoe County," Arapahoe County Commissioner Nancy Jackson said.

Aurora City Council Member Crystal Murillo said the Paris Family Apartments will be a welcome addition to a neighborhood in the heart of Aurora, near to the Anschutz Medical Campus and new veterans hospital under construction.

Members of NANO, the Northwest Aurora Neighborhood Organization, were among the estimated 60 people who attended. Martinez thanked them for their interest and participation in the project.

"I grew up around here. This is my community," Martinez said. "I was practically raised by my grandparents here. I went to high school at Aurora Central. My heart is here with all of you."

Also in line for heartfelt thanks were the building designer, Shopworks Architecture, general contractor Deneuve Construction Services, a hard-working board that untangled many issues over several years and key staff experts.

Brothers Property Management Communities

Brook Haven Apartments	40 units
1646 S. Federal Blvd., Denver, CO 80219 303.893.0520	
Clayton Street Residences	8 units
1455 Clayton St., Denver, CO 80206 303.893.0520	
Corona Residences	54 units
1455 Corona St., Denver, CO 80218 303.832.1302	
Decatur Street Residences	12 units
2903 W. Second Ave., Denver, CO 80219 303.893.0520	
East Bay at Hidden Lake	81 units
3720 W. 68th Ave., Westminster, CO 80030 303.427.6275	
Edgewater Plaza	84 units
2250 Eaton St., Edgewater, CO 80214 303.427.6275	
Federal View Apartments	24 units
2625 Federal Blvd., Denver, CO 80211 303.893.0520	
Garfield Apartments	36 units
2830 Garfield St., Denver, CO 80205 303.832.1302	
Jefferson Terrace	22 units
2400 Decatur St., Denver CO 80211 303.455.5034	

La Alma Family	34 units
1361 Klamath, Denver, CO 80204 303.893.0520	<u> </u>
Sheridan Glen	100 units
5350 W. 52nd Ave., Denver, CO 80204 303.433.0409	
Sunnyside Senior Apartments	20 units
1935 W. 46th Ave., Denver, CO 80211 303.455.5034	
Victor F. Smith Senior Apartments	12 units
800 High Street, Erie, CO 80516 303.832.1302	
13 Affordable Housing P	roperties
527 Units:	
7 Studio Apartments	

7 Studio Apartments
431 One-Bedroom Units
87 Two-Bedroom Units
2 Three-Bedroom Units



DESTINATION: **SUSTAINABLE HOUSING**

Brothers Redevelopment Staff

Administration

Jeff Martinez
Yvonne Duvall
Patricia Richmond
Krishna Aldrete
Abigail Bugas
Martha Rea
Electa Draper

President
Compliance and Evaluations Manager
HR Manager/Bookkeeper
Bookkeeper
Bookeeper
Bookkeeper

Aging in Place Initiative

Gary Olson Senior Services Manager Rene Quihuiz Senior Services Coordinator Erica Hill Senior Services Navigator

Housing Counseling

Cyndi Goodman Housing Counseling Coordinator
Cindy Larsen Housing Counselor
Elke Rother Reverse Mortgage (HECM) Counselor
Anita Jones Housing Counselor/Navigator, Colorado Springs

Colorado Housing Connects (1-844-926-6632)

Patrick Noonan
Estela Zuniga
Kaley Wind
Anne Pierce
Whitney Whitson
Bilingual Housing Navigator
Housing Navigator
Landlord Recruitment Specialist
Whitney Whitson
Housing Navigator, Colorado Choice Transitions

Home Modification and Repair

Jason McCullough
Jesse Buckalew
Eden Armendariz
Alexander Poulson

Program Manager
Foreman
Housing Rehab Support Specialist
Construction Technician

Paint-A-Thon Volunteer Program

Chad Nibbelink Program Manager
Jason Stutzman Volunteer Coordinator



Property Management

Director Sebastian Galan Amanda Malcomb Area Property Manager Jose Rodriguez Maintenance Director Diane Gonzalez Compliance Coordinator Gary Olson Resident Service Manager Amy Escobar-Gethen Resident Service Coordinator Amber Kruse Resident Service Coordinator Emily Trollope Resident Service Coordinator

Community Managers:

Tina Uttecht • Rossi Bray • Shirley Garcia • Tikeysha Ashley Karla Arredondo • Valeen McIntyre

Leasing Consultant:

Daniel Ortiz

Maintenance Technicians:

Chris Brasuell • Steven Diaz • Anthony Menchaca Diaz Michael Fowler • John Gonzales • Carlos Polar • Rogelio Tellez Michael Torres • Jose Corral

Landscaper:

David Duran

Building Attendants:

Mark Anderson • Virginia Cornish • Patsy Dupuis Mary Griego • Loretta Hartpence • Mercedes Juarez Maria Rodriguez • Patricia Zornes



Solar Eclipse 2017.

Left: BRI president Jeff Martinez celebrates Paris Family Apartments groundbreaking in Aurora with founder and board member Don Schierling.

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Above: Representing BRI at a ceremony honoring excellent consumer service, left to right, Eden Armendariz, Yvonne Duvall and Estela Zuniga.











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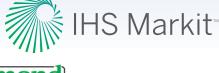
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2017 Annual Report — Brothers Redevelopment Inc. 11

Financial Summary* (pending final audit) Fiscal Year October 1, 2016 – September 30, 2017

Statement Of Activities	
Revenue	
Property Rental/Fees	\$592,515
Donations/Grants	364,631
Local Government	529,406
Government Contracts	518,770
Other	48,654
Cost of Goods	(386,963)
Total Revenue	\$1,667,013
Expenses	
Business Expenses	\$1,597,510
Depreciation and Amortization	26,008
Total Expenses	\$1,623,518
Net Income	\$43,495

Balance Sheet	
Assets	
Current Assets Fixed Assets Other Assets	\$6,059,752 531,718 1,108,820
Total Assets	\$7,700,290
Liabilities	
Current Liabilities Equity	\$706,004 6,994,286
Total Liabilities & Equity	\$7,700,290

Earned Income Government Contracts Donations/Grants Other

