



TILT: Together Protect the Community
1976 Mural - John Pitman Weber
Photograph - Bernard J. Kleina



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Annual Report 2013

Executive Summary



Michael P. Marsh, CFRE
President & CEO
Toledo Fair Housing Center

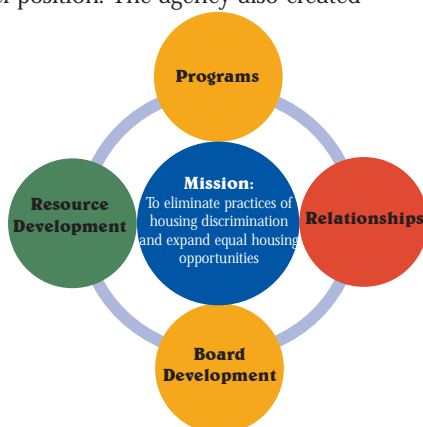
The Board of Directors of Toledo Fair Housing Center (TFHC) conducted a national search for a new President/CEO at the end of 2012. The Directors unanimously voted to select Michael P. Marsh, CFRE for the position. Mr. Marsh began his tenure as the President/CEO on February 1, 2013, having served for 16 years in other capacities within the organization.

Upon taking the lead of the organization, Mr. Marsh restructured the agency's staffing, created new position titles and job descriptions, and made salary adjustments for staff after the Board adopted new salary ranges. TFHC also added a new General Counsel position. The agency also created a department for systemic investigations focusing on industry-wide practices that have a disparate impact.

Mr. Marsh, along with other management staff and Board members, contracted with Aly Sterling Philanthropy in early 2013 to create a three-year strategic plan, carrying the organization forward from 2013-2016. The strategic plan recognizes that key decisions will need to be made over the next few years that will likely have a longer term impact on the future of TFHC. The strategic plan contains four Strategic Priority Areas: Programs, Relationships, Resource Development and Board Development.

During this fiscal year, TFHC saw a 250% increase in enforcement cases over the previous period. In addition, the Center was part of the first ever national settlement involving the maintenance and marketing of Real Estate Owned (REO) properties. As a result, Toledo has received an investment of \$1.4 million from Wells Fargo to be used for homeownership opportunities and neighborhood stabilization in communities of color.

TFHC remains a national leader in the fair housing movement. This would not be possible without the staff, Board, community and funders. Thank you to all who support our agency's mission.



Mission Statement: *The Fair Housing Center is a civil rights agency dedicated to the elimination of housing discrimination and its effects on individuals and communities.*

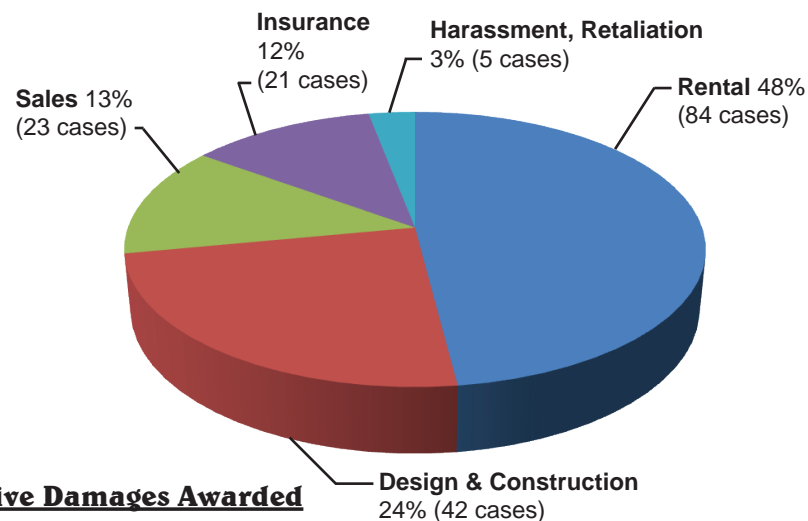
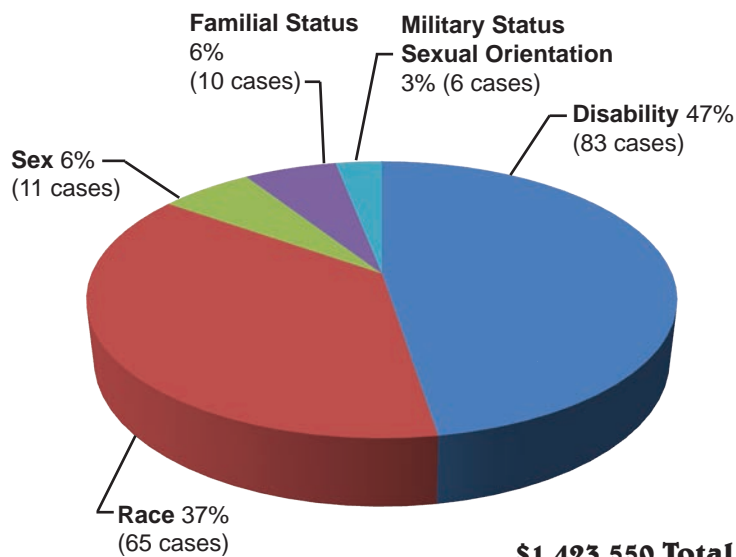
Education & Outreach

The Center's education and outreach activities include trainings and other outreach events for housing industry professionals, community leaders, and the general public. The agency also advertises and places public service announcements and staffs resource booths at community events and festivals. TFHC estimates over 1,000,000 persons reached through the Agency's Education and Outreach activities (including persons reached multiple times through various media).

- Over 5,500 brochures distributed
- Partnerships with 65 local, state and national organizations, impacting approximately 6,200 persons
- 300 Public Service Announcements
- 53 Trainings (2,000 persons)
- 7 Resource booths (2,400 persons)
- Advertising placed with several printed publications, radio, television and internet "screen crawlers"
- Audio and visual advertising with the TARTA Bus Line for 8 weeks, reaching over 241,000 persons
- Michael P. Marsh, President/CEO, featured in a web-based radio program "Understanding Reasonable Accommodations" that has been downloaded over 4,000 times (www.forestoftherain.net)

Enforcement & Systemic Investigations

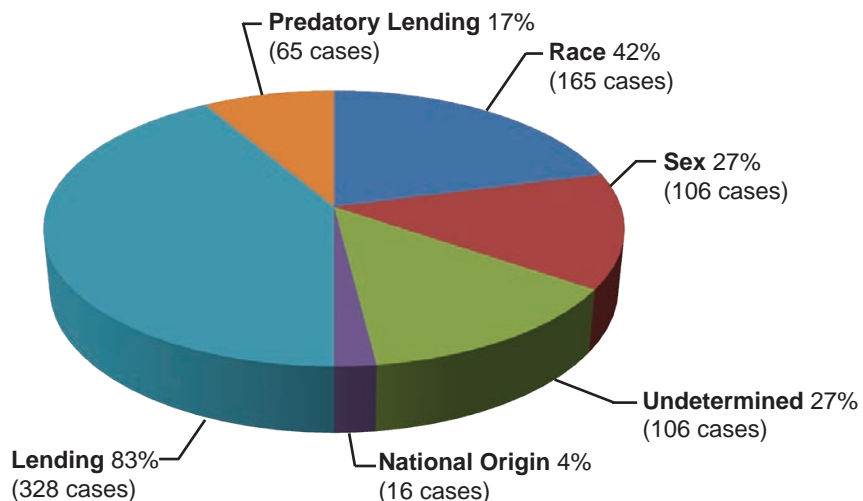
175 Cases Opened



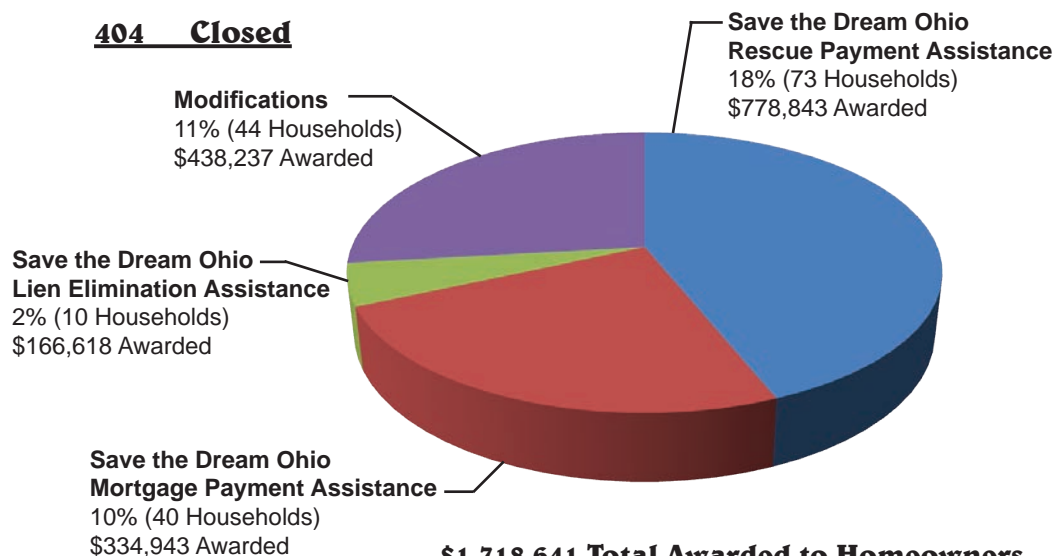
\$1,423,550 Total Compensation & Punitive Damages Awarded

Foreclosure Prevention

393 Cases Opened



404 Closed



\$1,718,641 Total Awarded to Homeowners

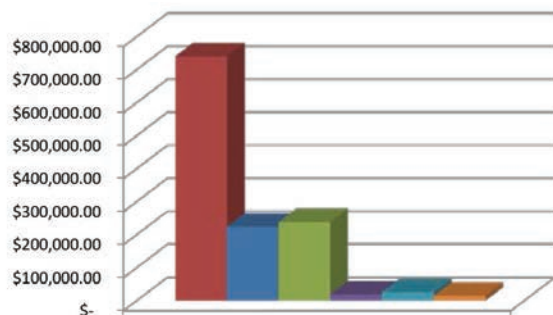
Fair Housing Opportunities of Northwest Ohio, Inc.
dba Fair Housing Center
July 1, 2011 – June 30, 2012

Financial Statements

Fair Housing Opportunities of Northwest Ohio, Inc. (FHONO) received approximately 58.6% of its revenue from federal, state and local grants. These grants are used to fund the enforcement of fair housing laws, educational programs, outreach, various investigation activities and staff development. Foreclosure Prevention contracts accounted for 18.9% of revenue. Investment Income generated 17.7% of revenue. The investment account is used for any funding gaps experienced during the fiscal year. Other revenue sources include Settlements (1.2%), Fundraising and Training Fees (1.5%) and Rental Income and Property Fees (2.1%). Wages and Benefits remain the largest share of expenses at 73%. Other Operating Expenses represent 24.8%, while fundraising activities represent 2.2%. For the fiscal year ending June 30, 2012, revenue exceeded expenses by \$35,158.

Operating Revenue 2011-2012

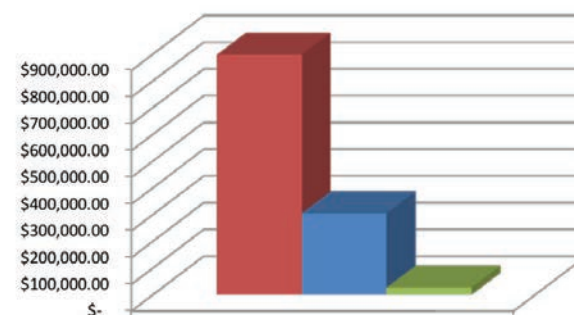
■ Grant Revenue \$740,869.00
 ■ Investment Draw \$224,000.00
 ■ Contracts \$238,598.00
 ■ Fund Raising & Training \$19,009.00
 ■ Rental Income & Property Fees \$26,682.00
 ■ Settlements \$14,751.00



Total Revenue:
\$1,263,909

Operating Expenses 2011-2012

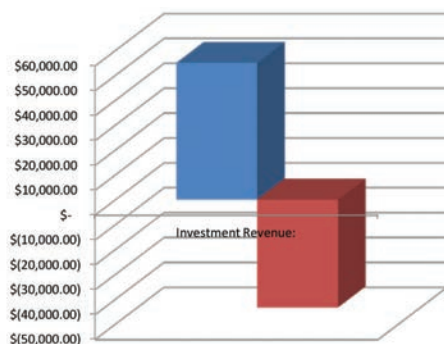
■ Wages & Benefits \$897,230.00
 ■ Other Operating Expenses \$304,566.00
 ■ Fund Raising \$26,955.00



Total Expense: \$1,228,751

Investment Revenue 2011-2012

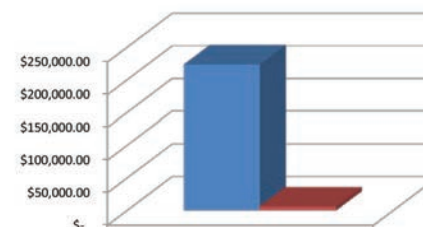
■ Interest and Dividends \$54,973.48
 ■ Unrealized (Loss) On Investments \$(43,347.69)



Total Investment
Revenue: \$11,626

Investment Expenses 2011-2012

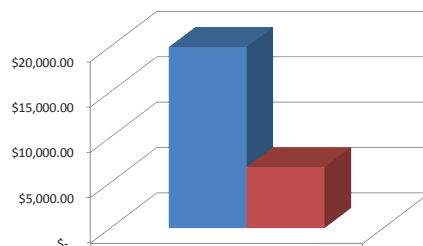
■ Investment Draw \$224,000.00
 ■ Investment Advisor Fees \$6,438.74



Total Investment
Expense: \$230,439

Building Revenue 2011-2012

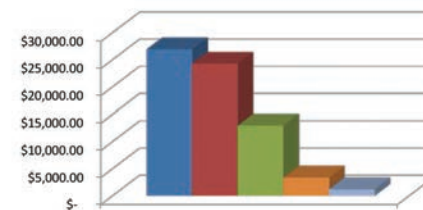
■ Rental Income \$19,954.00
 ■ Maintenance Reserve \$6,728.00



Total Building
Revenue: \$26,682

Building Expenses 2011-2012

■ Building Maintenance and Supplies \$26,955.00
 ■ Mortgage Interest \$24,289.36
 ■ Mortgage Principal \$12,987.92
 ■ Property Taxes \$3,381.54
 ■ Building Insurance \$1,206.00



Total Building
Expense: \$85,432