



2018 ANNUAL REPORT

JANUARY 29, 2019

Helping people. Changing lives.

The bottom half of the page features an aerial photograph of El Paso, Texas, showing a dense urban area with various buildings and a large industrial area with a train yard. In the background, there are blue mountains under a clear sky. The image is partially overlaid by a white diagonal shape that matches the top half of the page.

A Message from the Executive Director



Project BRAVO remains committed to the betterment of our community. Our organization provided over ten million dollars in direct program services to the 29,436 people in poverty that we served in 2018. Project BRAVO helped clients with various forms of programs and services such as utility assistance payments, weatherization work, furnace and air conditioner repair, college and trade school tuition payment, rental/mortgage assistance, home repairs, transportation supports, child care, food assistance, and GED testing scholarships. More importantly, our staff continued to build upon the professional relationships we have with other community partners in order to expand the scope of services that can be offered to our residents in order to improve their quality of life.

There were many successes in 2018 and I would like to highlight two of those programs. First, Project BRAVO secured funding from the City of El Paso and UnidosUS to expand the First-Time Homebuyer program. Thanks to our funding partners, this program is now available to people of any income level who want to better prepare for the responsibility of being a homeowner. The new program has resulted in three success stories in 2018 and we expect many more to occur in 2019.

The second was the completion of the LIFT Program, which was sponsored by Wells Fargo Bank. In partnership with Rebuilding Together, the homes of forty-nine families received needed construction repairs. The grant of \$150,000 was leveraged with \$317,634 from other generous grants. With the help from the LIFT fund and our leveraging partners, Project BRAVO was able to make needed repairs and improve the lives of people with disabilities and the elderly who live in these homes.

Our organization is committed to fiscal responsibility and operational efficiency. Our annual fiscal audit, conducted by an independent auditing firm, and monitorings conducted by funders all attest to Project BRAVO's financial and operational success. Our 2017 audited financials revealed that administration costs do not exceed 12% and preliminary numbers for 2018 point to an administrative percentage of less than 10%!

In 2018, Project BRAVO completed the Community Needs Assessment (CNA), a study that is conducted every three years in order to gauge the types of services needed in our community. The CNA will guide the strategic planning process that will take place in 2019. The needs identified in the report will guide Project BRAVO's board of directors, staff, and stakeholders as we work to ensure that our organization continues to provide programs and services that address the needs of our community. Thank you to our Board of Directors, staff, funders, and community partners for your support of Project BRAVO and the important work we do to help the most vulnerable members of our community.

Laura Ponce
Executive Director

2018 BOARD OF DIRECTORS

Mission

Project BRAVO, Inc. is a non-profit 501(c)3 organization that exists to maximize resources for an improved quality of life for the economically disadvantaged residents of El Paso County.

Vision

Project BRAVO, Inc. is committed to putting an end to poverty by mobilizing resources and promoting self sufficiency as we strive to achieve a better tomorrow for our community.

Officers

Bernadette Segura, *Chair*
Elke Cumming, *Vice-Chair*
Fernando Fernandez, *Secretary*
Omar Rodriguez, *Treasurer*

Low-Income Sector Representatives

Laurencio Bosquez, *District III: Lower Valley & Far Eastside*
Sylvia Carreon, *District II: Central & Eastside*
Alfonso López-Vasquez, *District I: Westside*
Bernadette Segura, *District IV: Northeast*

Private Sector Representatives

Elke Cumming, *Paso Del Norte Center of Hope*
Fernando Fernandez, *Texas Industrial*
Omar Rodriguez, *KPMG LLP*
Jacqueline Salais, *WestStar Bank*

Public Sector Representatives

Gabriella M. Reed, *Office of County Attorney Jo Anne Bernal*
State Senator Jose Rodriguez, *Texas Senate District 29*
Judge Enedina Serna, *Justice of the Peace, Pct. 6, Pl. 2*
Commissioner David Stout, *Commissioner's Court, Pct. 2*

PROGRAMS & SERVICES



WEATHERIZATION PROGRAM

- Attic Insulation
- Weatherstripping
- AC/Furnace Repair



COMMUNITY SERVICES

- Utility Assistance
- Adult Basic Education
- Case Management
- Patient Assistance Program



HOUSING SERVICES

- Affordable Apartments
- Foreclosure Prevention
- First Time Home-buyer Education

Weatherization Program

Our organization provides weatherization assistance, which is a service that makes your home more energy efficient. “Weatherizing” a home involves installing a wide variety of energy efficiency measures, including door insulation, window caulking, attic insulation, as well as revamping heating ventilation, air conditioning and electrical systems. The most effective weatherization utilizes a “whole home approach”, which combines several of these procedures to reduce net energy consumption and reduce client utility bills



120 Homes
\$1,771,627
Homes Weatherized

49 Homes
\$116,289
Home Repairs

625 Repairs
\$1,539,159
AC/Furnace Repairs

Community Services

Utility Assistance Program

Project BRAVO's Comprehensive Energy Assistance Program (CEAP) assists low-income households in meeting their immediate energy needs through utility bill assistance and energy education that encourages consumers to control energy use and costs.

12,345

Households Assisted

\$6,739,566

Provided in Utility Assistance



67 Students Enrolled in GED Classes

12 Students Received their GED

\$10,248 Scholarships for GED Testing

Adult Basic Education (GED)

Project BRAVO provides GED classes in both English and Spanish. We aim to help our students increase their academic skills and prepare them to take the G.E.D battery examinations. We make learning attainable by working with our students to build confidence and achieve their goals.

Community Services

Case Management

Project BRAVO provides intensive case management to clients that are committed to transitioning out of poverty. Project BRAVO utilizes the Results Orientated Management (ROMA) Principles, as recommended by the National Association for State Community Services Programs (NASCSPP), to assess, plan, implement, achieve results, and evaluate the services we provide to our clients. Participants may access programs and funding that supports training and employment thus removing barriers to success.



260
Medication Prescriptions



61
Free Eye Exams

98
Free Eyeglasses



\$225,528
in Aggregate Savings to
Clients for Free Prescriptions

77 Clients Enrolled in Transitioning Out of Poverty

31 Clients Transitioned Out of Poverty

\$38,358 Rental/Mortgage Assistance

\$29,203 Tuition Assistance

\$10,250 Transportation Assistance

\$19,860 Other Financial Support

Patient Assistance Program

Project BRAVO's Patient Assistance Program addresses the need for health care services for low-income individuals. We aim to help patients who lack health insurance or prescription coverage obtain the services and medications they need. We assist our clients by identifying and providing referrals or applications for low cost health clinics, pharmacy discounts, and free eye exams and eyeglasses.

Housing Services

Affordable Apartments

Project BRAVO owns and manages thirty six units in six apartment complexes that are rented to qualifying families. Our affordable apartments aim to be a safe space for families to live and thrive. In 2018, in accordance with the Fair Market Rent rate, our apartments saved our tenants a total of \$258,146 in rental payments versus market-rate apartments. Our tenants also qualified for and received utility assistance which saved them an annual average of \$60 per household. Tenants also received budget counseling to help assist with money management skill and 75% of the tenants attended our First Time Home Buyer education program to help them transition into home-ownership.



**43 Families Lived in
Affordable Housing**



**\$25,000
in Utility Savings**



**\$258,146
in Rental Savings**

Housing Services

Foreclosure Prevention

Project BRAVO's Foreclosure Prevention Program aims to help keep families in their homes by preventing avoidable foreclosures.

37 Families Were Assisted
\$32,905 Aggregated Savings for Families that Received Mortgage Modification



First Time Home-Buyer Education

Project BRAVO, Inc. is a HUD Certified non-profit organization dedicated to assisting El Pasoans on their journey to becoming successful homeowners. Our Housing Counselors offer classes and one-on-one counseling to future homeowners. Successful completion of our program connects participants with government and private bank programs that assist with down payments, closing costs, and reduce the principal amount of the home.

798.2

Hours of Client Education

172

Clients Served

3

Families Purchased Homes

Our Clients

Veronia Reyes

and her mother visited Project BRAVO in dire need of assistance after they received a two-month foreclosure notice on their home. Ms. Reyes is a single mother of four who also cares for her elderly mother had been unable to work due to outstanding legal matters. With the household's only income being her mother's SSI, they were left with little to nothing to cover her mortgage payment and other basic living expenses. Through her active participation in Project BRAVO's Foreclosure Prevention Program, our housing counselor contacted the bank and was able to expedite her application for assistance.

Through the incessant efforts of our counselor, Ms. Reyes was able to qualify for a reduction in monthly payments from \$937 to \$749; resulting in a total monthly savings of \$187. Furthermore, once the trial loan modification is complete, her mortgage company will offer a new interest rate bringing her down to at least 4.5%.

Throughout the process, Ms. Reyes informed us that she was able to secure a new job which has helped her situation. Ms. Reyes commented, "I'm overjoyed along with my mother, we thank Project BRAVO and the housing department for all of their help. They are angels and we could not thank them enough."

Our Community



2018 Paint-A-Thon



32nd Annual Paint-A-Thon

In 2018, Project BRAVO rallied volunteer teams from local corporations, congregations, and civic groups to assist in this great community effort. Teams spent their Saturday morning scraping and painting the homes of elderly and disabled residents in the community. The Prudential Foundation, our generous corporate sponsor, provided funding for the paint, materials, snacks and volunteer appreciation event. Since 1986, over 10,000 Paint-A-Thon volunteers have painted the homes of more than 1800 residents in need.

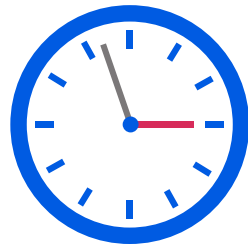
206

Volunteers



956.9

Hours



13

Homes



“

Volunteering for Project Bravo's 32nd Annual Paint-A-Thon was an indescribable experience. The look on the homeowner's face is something like no other."

”

Jessica Mathis
University of Texas El Paso
Paint-A-Thon Volunteer



Financial Report

STATEMENT OF FINANCIAL POSITION

December 31, 2018

ASSETS

Current Assets:	
Cash	\$ 615,757
Grants and other receivables	4,002
Prepaid expenses	44,043
Total current assets	<u>\$ 663,802</u>
Non-current Assets:	
Property and equipment-net	\$ 1,238,218
Total Assets	\$ 1,902,020

LIABILITIES AND NET ASSETS

Current Liabilities:	
Accounts payable	\$ 166,606
Current portion of notes payable	28,496
Current portion of forgivable notes	44,154
Accrued expenses	30,536
Deferred revenue	140,787
Total current liabilities	<u>\$ 410,579</u>
Long term liabilities:	
Long term notes payable	\$ 122,277
Forgivable notes	187,265
Tenant deposits	13,680
Total long term liabilities	<u>\$ 323,223</u>
Total liabilities	<u>\$ 733,802</u>
Net Assets:	
Unrestricted	\$1,168,218.44
Total liabilities and net assets	\$ 1,902,020

STATEMENT OF OPERATIONS

For the year ended December 31, 2018

PROGRAM REVENUES

Federal grants	\$ 8,099,488
Other grant revenue	73,641
Rent revenue	196,326
Interest Income	41
Debt forgiveness	49,860
Donations	327
Other income	54,428
Total revenue and income	\$ 8,474,111

EXPENSES

Utility Assistance	\$ 3,886,973
Weatherization	1,997,397
GED and Transition Out of Poverty	66,518
Paint-A-Thon Materials	12,375
Direct service support	1,691,254
General and administrative	803,586
Total expenses	\$ 8,458,103

Change in net assets	\$ 16,008
Net Assets, beginning	1,152,211
Net Assets, ending	\$ 1,168,218



Thank you.

Let's continue helping
people and changing lives.



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www.projectbravo.org



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