

DEAR FRIENDS

Here on Martha's Vineyard we are very fortunate to be part of a community in which people from all walks of life are dedicated to respecting and protecting the natural beauty, history, and traditions of our island **and to its survival as a place to live**. Contributing to our community through developing and building affordable homes and apartments for year-round residents is the mission of the Island Housing Trust.

ONE COMMUNITY, MANY VOICES

In fulfilling its mission, IHT adopts strategies that balance the needs and concerns of all voices in the community—those who need housing, those businesses and organizations who employ them, community officials, town residents, conservationists and donors. We hear these voices at town meetings, in newspaper editorials and letters to the editor. We hear them where we shop, worship and work. Our commitment to listening means that we are open to new ideas, whatever their source, and are ready to adapt our strategies to changing realities.

Each of us has a stake in making sure the Vineyard continues to not only endure but to prosper as a place to start businesses, create homes, raise families and honor old memories while making new ones. Together, we all have a voice in the future.

WE'RE LISTENING

In 2016 we launched our **Vision 2020** to create 100 additional year-round affordable homes by the end of 2020. Vision 2020 is a direct outgrowth of more than a decade of listening to community voices.

Homeownership. Our ground lease model (new construction as well as renovation) produces housing that is permanently affordable and designed to last for generations. We continue building homeownership properties on small parcels of land, creating "pocket neighborhoods" of beautifully designed and sited homes, completing two at Smalley's Knoll in Aquinnah in October 2018 and receiving permits for 6 townhomes in 3 duplexes on Greenwood Avenue in Tisbury.



Rental Housing. We have increased our efforts to build more rental homes, completing 9 new apartments at Scott's Grove in West Tisbury in October 2018, beginning the renovation of the 16 bedroom/bathroom Hanover House in Vineyard Haven (slated for occupancy in May 2019), planning for 20 apartments at Kuehn's Way in Tisbury and planning 7 apartments by repurposing The Clark House in Tisbury.

Innovative Financing Approaches. Our donors and partners understand the urgency of the problem and are collaborating with us as we **scale up our capacity** to create more housing at a faster pace. We launched the Make It Happen Fund, a social impact investment fund, raising \$2.2 million in low interest private financing and we're exploring several permanent funding sources.

None of this would be possible without our generous donors, tireless volunteers, supportive town officials, active citizens and committed partners.

We are so grateful for everything you do. Let's keep the dialogue alive...we're listening and making progress.

Philippe Jordi Executive Director

ordi Richard Leonard

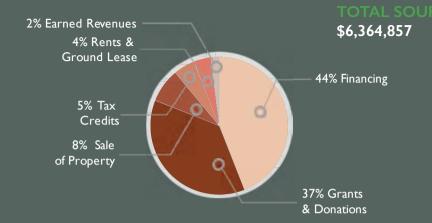
Board President

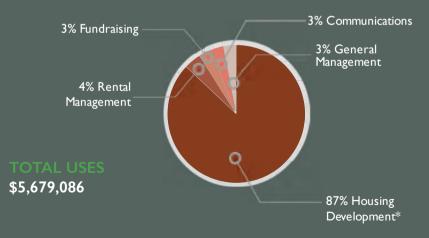


FINANCIAL REPORT

2018 Financial Highlights

- 9 rental apartments in West Tisbury completed and occupied
- 2 single family houses in Aquinnah completed and sold
- Secured \$2.2 million in low-cost, private revolving lines of credit for property acquisition through new Make It Happen Fund
- Total net assets increased by 10% to \$14.3 million
- Purchased a 16 bedroom inn in Vineyard Haven to repurpose into year-round rental housing
- Grew Leadership Circle to 19 members who have each pledged \$100,000 or more

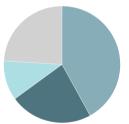




^{*}includes \$4,527,049 in fixed assets from project development



HOUSING GOAL 100 HOMES



76 TOWARDS GOAL

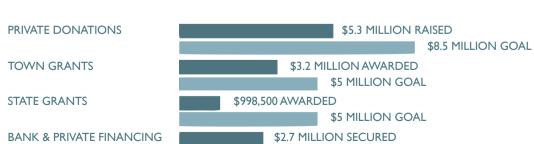
11 UNITS WERE COMPLETED IN 2018

42 PERMITTED

\$5.5 MILLION GOAL

23 PREDEVELOPMENT

INVESTMENT GOAL \$24 MILLION 50% RAISED



THE PINCKNEY LEGACY CIRCLE

LEAVE A LASTING LEGACY ON THE VINEYARD



There are many ways to leave a lasting impact through Planned Giving:

- A Bequest of property or cash
- Life Estate and Remainder Interest
- Gift of Life Insurance Policy
- Charitable Remainder Trust
- Charitable Lead Trust
- Gift from an IRA
- Beneficiary of an IRA or other Retirement Plan

Join these generous donors in the Pinckney Legacy Circle:

- Anonymou<u>s (2)</u>
- Jeri Dantzig
- Lorraine & Napoleon Pinckney
- Clare & Robert Dudley Harrington
- Wendy Andrews

For more information on Planned Giving, visit ihtmv.org/bequests

left: Scott's Grove neighborhood of 9 rentals named for Susan Scott who donated the property to the Town of West Tisbury.

"Young adults like myself have a difficult decision...to leave the community we grew up in and take our dreams of home ownership off island with us, or to continue the Vineyard shuffle with the constant fear of having no place to go."

Trey Rasmussen

Banking Officer, Rockland Trust Residential Lending and childhood IHT resident





"I've been hoping for my own room. It feels like there has been so much uncertainty and now it feels like finally everything is certain"

Sam Fetters,

Scott's Grove resident, age 1

OUR THANKS

The Island Housing Trust is fortunate to have the support of many individuals, businesses, foundations, and Island towns, who have made gifts, grants, pledges, in-kind donations, and volunteered in support of our mission. The following is a list of multi-year donors, supporters and volunteers who contributed to the Island Housing Trust in 2018. If you have been inadvertently omitted or if we have misspelled your name, please accept our sincere apology and let us know.

DONATIONS OF \$500,000 & UP

Town of West Tisbury (CPC)

\$100,000 - \$499,999

Cape Light Compact
Massachusetts Department of
Housing and Community Development
Happy & Robert Doran
Happy & Bob Green
MassHousing
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\$10,000 - \$24,999

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Tufts Health Plan Foundation
-- Faye & George Russell

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GET INVOLVED



You can get involved and help create more permanently affordable workforce housing.

Here are all the ways you can help!

- Become a Partner
- Donate
- Participate in the Community Investment Tax Credit program
- Make a Legacy gift or pledge
- Join the Leadership Circle
- Invest in the Make It Happen Fund
- Volunteer

To learn more about these options, visit www.ihtmv.org or contact us directly info@ihtmv.org 508-693-1117

left: Dr. Phillip Clay and Cassandra Clay at the IHT Summer Benefit Brunch

We are proud to be affiliated and partners with the organizations below. Their advice, leadership and support make our work possible.





























































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