



# *It Takes a* **VILLAGE**

**2022 ANNUAL REPORT**



# DEAR FRIENDS,

Since 2006, IHT has created 156 permanently affordable homes, both rental and ownership, for working Island families. Our bold Vision 2025 strategic plan to create an additional 150 homes by the end of 2025, tripling our rate of production, is well underway.

In the fall of 2022, we completed Kuehn's Way, 20 rental apartments in Tisbury. This beautiful neighborhood is now home to 60 year-round Island residents and their families that, as the title of this report states, was a vision that it took a village to realize. Our team of supporters, donors, investors, local towns, state funders, builders, skilled tradesmen, bankers and IHT staff all worked hard to help us create Kuehn's Way, our most ambitious project to date.

It was a long process (with many challenges to overcome) and after seven years of believing, we cut the ribbon on a sunny, warm afternoon last November to celebrate! We are so proud of this accomplishment and the positive impact it has made on the residents who call Kuehn's Way home.

One of the tradesmen who worked on the buildings is now a Kuehn's Way resident! His pride in his new home, which he helped to create, is a testament to what we can accomplish when we all work together with a common goal. Our community is made stronger each time we experience these shared successes.

The next couple of years will continue to be very busy. We have over 148 rental and ownership homes in our construction pipeline which will become home to over 250 Island residents and their children. This includes two significant neighborhoods, Meshacket in Edgartown and Southern Tier in Oak Bluffs, which represent the largest investment in year-round, affordable housing made on the Vineyards. We're also working with the Town of Aquinnah to build 4 rental apartments, with the Vineyard Transit Authority to create new ownership homes at Cat Hollow, and with the Town of West Tisbury to create new over 55-year-old rental housing.



Together we are working to preserve the people who sustain our Island community and local economy. Your support allows us to continue our critically important mission. Thank you for believing and inspiring us to keep moving forward!

With gratitude,

A stylized, handwritten signature in black ink, appearing to read 'PJ' or similar initials.

Philippe Jordi, CEO





Kuehn's Way Ribbon Cutting

# FINANCIAL REPORT

## 2022 HIGHLIGHTS

23 rentals and 2 ownership homes completed and occupied in Tisbury, West Tisbury and Aquinnah in 2022

Secured permit approval for 36 rentals and 4 ownership homes at Meshacket Commons on town owned land in Edgartown

Total net assets increased by 12% to \$24 million

Leadership Circle raised \$2.1 million from members who have each pledged \$100,000 or more

Utilized \$1.35 million in low-cost, private revolving lines of credit for property acquisition and construction through Make It Happen Fund

### TOTAL SOURCES \$9,589,000



- 51% Grants & Contributions
- 38% Financing
- 8% Rents & Ground Lease
- 3% Sale of Property

### TOTAL USES \$9,079,000



- 76% Housing Development
- 14% Management
- 6% Rental Management
- 3% Fundraising & Events
- 2% Communications



“

*Bob and I see nothing more important on the Island than to actively support affordable housing. The lack of sufficient housing has a direct impact on every aspect of Island life; our school teachers, EMT's, doctors and nurses are all affected and can benefit directly from the efforts of IHT.”*

**Diana Barrett and Bob Vila,**  
IHT Make It Happen Fund Investors,  
Leadership Circle Members,  
and Advisory Council Co-Chairs

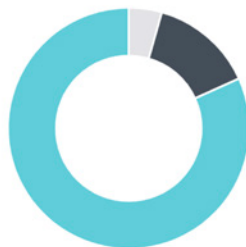


# VISION 2025

## SUCCESS MEASURED

Working with our partners and supporters, we plan to more than triple our annual rate of production by creating 150 new year-round ownership and rental homes by the end of 2025.

### HOUSING GOAL: 150 HOMES BY YEAR-END 2025



- 8 Homes completed in 2021
- 25 Homes completed in 2022
- 148 Homes in predevelopment pipeline

### INVESTMENT GOAL | \$83 MILLION / 40% RAISED

#### PRIVATE FUNDING



\$10 MILLION RAISED

\$22 MILLION GOAL

#### TOWN GRANTS



\$3.5 MILLION RAISED

\$6.5 MILLION GOAL

#### STATE & FEDERAL FUNDING



\$5.5 MILLION RAISED

\$36 MILLION GOAL

#### BANK & PRIVATE FINANCING



\$14.6 MILLION RAISED

\$18.5 MILLION GOAL



“

*My wife, Happy, and I were just talking about the many good causes Bob Kuehn's money has supported, and among the best is Kuehn's Way. Bob loved the Vineyard, was an early and nationally recognized affordable housing supporter and would be thrilled to see what his money has accomplished.”*

**Bob Green,**  
IHT Board and Advisory Council Member;  
MV Future Financing Investor;  
and Kuehn's Way donor

# LEADERSHIP CIRCLE MEMBERS

Our Leadership Circle of community members and foundations are inspired to pledge \$100,000 or more to expand housing opportunities within financial reach of year-round Vineyard residents.

Anonymous

Horowitz Giving Fund

Pamela & William Craven

Anne & Brian Mazar

Howard & Elaine Miller

Polly Brown

Couch Family Foundation

Jonathan & Michaelene Durst

Sam Feldman  
& Marilyn Meyerhoff

Delos Lander  
& Leslie Pearlson

Jonathan Chatinover  
& Elizabeth O'Connor

Seth A. & Beth S. Klarman

Diana Barrett & Bob Vila

Kokua Foundation

Steve & Constance Bernier

Elizabeth Harris

Laura & David Ross

The Edwin & Ellen Harley Fund

Eric & Sheryl Berke

Marni E.J. Grossman

Wendy Wolf

G.Woody & Dede Frank

Martha's Vineyard Bank  
Charitable Foundation

For more information about joining the Leadership Circle, visit [ihtmv.org/donate](http://ihtmv.org/donate)





“

*Now I can sleep at night.”*

**Sharon Brown,**  
*Kuehn's Way Tenant*

# A LETTER FROM THE CHAIR

It's been my honor and pleasure to serve as Chair of IHT's Board of Directors. As new leadership takes over, I'd like to share my reflections about my tenure.

Four years ago, IHT had a staff of 6 and had provided the community with 85 homes, and we clearly understood we had to grow to meet the need for many more. So I am quite proud that we navigated the increasing need and intense growth, expanding more than anticipated while still delivering on our mission.

No board chair works alone. I've had the privilege of working with our talented CEO, Philippe Jordi, a dozen dedicated board members and hard-working Executive and Governance Committees that have been invaluable in steering the organization. Their contribution of diverse perspectives always led to better decisions.

We would not have been able to jump the hurdles presented without the foundation built by past leadership. I am fortunate to have been able to lead an organization that had already established solid rules of governance, operational and planning procedures, and careful financial oversight. This last was critical: as COVID threatened every organization, IHT confidently retained all of our staff and continued working. For those many elements of our foundation, IHT has prior chair Richard Leonard to thank. He and Philippe set the tone for an organization that today routinely reassesses its strategy, mission, and the community, proactively adjusting as needed.

I'm really proud of where we are today: 154 units completed; a staff of 10; and a current production rate nearly 3 times higher. Less easily quantified are: establishing new management protocols; recruiting new board and staff with the talent, desire, and drive to do the work, and helping inspire the entire organization, including myriad volunteers to unflinchingly meet growing challenges. I thank them all - and all of you. Without everyone's reliable support we certainly would not be where we are today.

I am fully confident the community can rest assured that our new chair, Pam Craven, our CEO, our professional staff and the board will carry on with solid performance and continue to build the tools required to sustain us into the future. As ever, I remain fully committed to the critical work of the Island Housing Trust. Thank you all for your unflagging support.



*Doug Ruskin, IHT Board Chair 2018 - 2022*



Doug Ruskin (right) with Geoff Rose and Julia Burgess at an IHT brunch.

# OUR DONORS

## **\$500,000 - \$1,000,000+**

Elizabeth Harris  
William Cumming

## **\$100,000 - \$499,999**

Couch Family Foundation  
The Horowitz Giving Fund  
Seth A. & Beth S. Klarman  
Massachusetts Department of  
Housing & Community Development  
Oak Bluffs Municipal Housing Trust  
Town of Edgartown (CPC)

## **\$25,000 - \$99,999**

Anonymous (3)  
Diana Barrett & Bob Vila  
Eric & Sheryl Berke  
Steve & Constance Bernier  
Brush, Flanders & Moriarty LLC  
Polly Brown  
Charlesbank Homes  
Pamela & William Craven  
Michaelene & Jonathan Durst  
G. Woody Frank & Dede Frank  
Happy & Bob Green  
The Edwin & Ellen Harley Fund  
Kokua Foundation  
Linehan Family Foundation  
Marni E.J. Grossman

Martha's Vineyard Bank  
Charitable Foundation  
Mass Save Residential  
New Construction Program  
Marilyn Meyerhoff & Sam Feldman  
Howard & Elaine Miller  
Elizabeth O'Connor  
& Jonathan Chatinover  
Leslie Pearlson & Delos Lander  
Rockland Trust  
Charitable Foundation  
Laura & David Ross  
Town of West Tisbury (CPC)  
Wendy Wolf

## **\$10,000 - \$24,999**

Anonymous (2)  
Ann Baum  
Benevity Community Impact Fund  
Cape Cod Five Foundation, Inc.  
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Karen Kohlberg Davis & David Davis  
Susan Dickler & Sig Van Raan  
Ellen Epstein & Ian Brownell  
Anne & John Grandin  
Hoch 2009 Charitable Lead Trust  
Island Source MV

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Charles & Molly Linehan  
Joan Loneragan & John Mellow  
Yvonne MacPherson & Jeffrey  
DuBard  
Catherine & Andrew Marcus  
Paul & Kristen Marcus  
Kay Matschullat & Allan Arffa  
Anne & Brian Mazar  
Nelson Mechanical Design  
Judith Obermayer  
Elizabeth & James Pickman  
Point B Realty, LLC  
Howard and Geraldine Polinger  
Family Foundation  
Deborah & Richard Previdi  
Catherine Samuels & Jeremy  
Henderson  
Gail Schargel  
James & Susan Snider  
Kathryn & Gregory Solomon  
Joyce & Geoffrey Stewart  
Jeane Ungerleider & William Stone

## **\$5,000 - \$9,999**

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Alexander Family Fund

Joseph Antonellis  
Holzwarth Blommer Family Fund  
Mary Kate & Richard Bluestein  
Rebecca Brewer & Keith Snedeker  
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Mark & Gina Chudnow  
The Laura & Steven Coleman Family  
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Daphne Hoch Cunningham 2012  
Charitable Lead Trust  
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Susan Eckstein & Paul Osterman  
Forrester Family Fund  
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Jacqueline & Gerard Hokanson  
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Linda & Gerald Jones  
Katherine Kidder & Tom Kent  
Dr. Chimene Liburd & John Johnson  
Cathy & Scot McCulloch  
Steele Family Foundation  
Robert & Bridgette Minicus

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The Rauch Foundation  
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Lupi & John Robinson  
Leah & Robert Rukeyser  
Faye & George Russell  
Sandpiper Realty  
Susan Scheuer & Jonathan Lipnick  
Susan Silk  
Margaret & Peter Snajczuk  
Vivian & Lionel Spiro  
The Stafford Family  
Patricia Tyra  
Vineyard Self Storage, LLC  
Steve Warner  
John & Amy Weinberg  
Christina Weiss Lurie  
Pam Zilly & John Schaefer

## **\$1,000 - \$4,999**

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Mary & James Adelstein  
American General Media, Inc.  
Douglas Anderson  
Kimberly Angell & John Abrams  
Elizabeth Barringer & John Clark  
Helen Benham Foundation



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Susan & James Cole	Lori & Jonas Herbsman	Angel Morris	Anne & Howard Rudner	Lee Wolf & Jordan Cohen
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	Roberta & Tatnall Hillman	Cassie Murray & Bill Plapinger	Susan Schaefer & Christian Halby	
	Island Energy, Inc.	Jennifer Newbold	Robert C. Schiff Jr.	

## \$1 - \$999

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Michele Kassarich	Philip Lilienthal	Jill McMahon	Andra Oakes & Ed Huddleson	Manny, Ashley & Jackie Rey
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Patricia Kendzierski	Julia Livingston	Carol Merle-Fishman	Judith & Gregory Patrick	Brooks Robards
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Martha & Michael Klein	Christie Loon & Allen Green	Mary B. Miller	PayPal Giving Fund	Patricia Rodgers
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Judith Lane & Mark Mattson	Devin Mann	Juliet Mulinare	Theodore Polansky	Katherine Schlesinger
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Bernadette & Raymond Laporte	Martha's Vineyard Family	Robin & John Murray	Nadine & Jeffrey Pravda	Lindsey & Josh Scott
Cynthia Laudadio	Campground		Julie Prazich & Sara Rosenthal	Pamela & Christopher Scott



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Martha Solinger  
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Justine Woolner Wise  
& Thomas Wise  
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Caroline & Edwin Woods  
Felice & Henry Yager  
Pamela & David Young  
Linda & Robert Zeltzer  
Ronald Zentner  
Dorothy Zug

# SOCIAL IMPACT INVESTMENTS

The short-term Make It Happen Fund bridge financing and longer-term MV Future Financing engage socially responsible community members and foundations to help reduce the cost of real estate development.

## MV FUTURE FINANCING

### *Individual Investors*

Anonymous  
Ellen & Andrew Celli  
Happy & Bob Green  
Wendy Wolf

### *Institutional Investors*

Martha's Vineyard Bank  
MassHousing

## MAKE IT HAPPEN FUND

Anonymous  
Betsy & Jesse Fink  
Cardinal Brook Trust  
Deborah & Andy Rappaport  
Diana Barrett & Bob Vila

DMR Family Foundation  
Seth A. & Beth S. Klarman  
Tom & Sharon Johnson  
Valerie Sonnenthal

## GIFTS IN HONOR & IN MEMORY

Alison & Norman Axelrod  
in honor of Dale & Robert Mnookin

Alison & Norman Axelrod  
in honor of Susan Tatelman

Wiet & John Bacheller  
in honor of Pamela Craven

Berger Family Foundation  
in memory of Leone Webster

Mary Kate & Richard Bluestein  
in memory of Bob Kuehn (2)

Dudley Cannada  
& R. Russell Bridges  
in honor of  
Mary Stewart Hammond Allen

Makenzie Brookes  
& Christopher Anderson  
in honor of Shelly Davis & Susan Silk

Victoria Brown  
in honor of Gardner M. Brown Jr.

Richard Brudnick  
in honor of Cynthia Brudnick

Cape Cod Five Cents Savings Bank  
in honor of  
Richard Leonard's Retirement

Gary Bruce Chadwell  
in honor of  
Bill and Pamela Craven (3)

Cynthia & David Chamberlain  
in honor of Betsy & Jim Harris

Matthew Clausen  
in honor of Laura Clausen Coelen

Jeanne DeSantos  
in honor of Caitlin Burbridge

Randi Dorn & Jay Ryan  
in memory of Steven Dorn

Dianne V. Durawa Charitable Trust  
in honor of Pamela Craven

Angela & Robert Egerton  
in honor of Pamela Craven

Ann Ellery in honor of Jim Suozzo

David Ellison  
in honor of Jack & Emily Ellison

James Fishman  
in honor of Ernest Fishman

Cornelia Gray in honor of John Merrow

Denis Hadjilias  
in honor of Dr. Mariano Jose Rey

Philip & Deborah Hale  
in honor of Pam Craven

Eliza Hamner-Koenig  
in memory of Mariano Rey

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IHT Summer Benefit Brunch Volunteers





Sharon Brown and her son Carron,  
Kuehn's Way Tenants

## Here's how to *get involved and help* create more permanently affordable workforce housing:

- Make a Donation
- Join the Leadership Circle
- Invest in the Make It Happen Fund
- Be an IHT Ambassador
- Join an IHT Tour
- Bequeath Your Home or Land
- Become a Partner
- Volunteer



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