



The 2022 Annual Report of CFH, Inc.

A Brief Overview of 2022 Programs and Activities

CFH, Inc.

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A Message from Executive Director George Davies

It's been a rewarding year as we expanded our reach, our services and our generous network in 2022. Before I highlight these accomplishments, I'd like to take a moment to acknowledge and mourn the passing from illness this fall of Dr. Melanie Rochon Bush, our capable and dedicated associate director. She was committed to CFH and our mission, and worked determinedly till the end of her life to help us serve our community in the ways in which we do.

Thus, we were thrilled to received a significant grant Melanie had worked on - one from Fairfax County that enables us to serve 80 seniors with emergency assistance for rent, utilities, medical equipment and other needs, to include limited Case Management Services. And we are humbled to name this new program in her honor: The Dr. Melanie Rochon Bush Senior Emergency Assistance Program.

The food insecurity relief program we established at East End Mobile Home Park during the Covid-19 pandemic now has a life of its own! We've embraced this opportunity and continue to expand our service area to greater Manassas and Prince William County.

We also refinanced a majority of our rental properties - including East End - at lower rates, and obtained additional lines of credit to increase production through the Acquire, Rehabilitate, Sell Program (ARS) This helps us pivot to the future with a fresh look at programs and funding as we prepare for our Strategic Planning efforts for FY2024.

Here's a summary of the people we've been able to help this year:

***Families made Homeowners through
Acquire, Rehabilitate, Sell Program
3 households - 5 adults and 6 children***

***Persons served by our
Edie Streett Security Deposit Program
16 households - 19 adults and 14 children***

***Residents in our
Affordable Rental Programs, including
East End Mobile Home Park
72 households - 286 individuals***

***Families Served with
Virginia Rental Relief
1 family - 2 adults, 2 children***



The 2022 Board of Directors

The members of the CFH Board of Directors provide considerable knowledge from various industries that lead to the success of CFH. These industries include real estate, development, banking, legal, management, senior housing and services, and the faith community. They provide much needed guidance and support to ensure CFH sustainability and to create and maintain housing opportunities for those we serve.

2022 Officers

President: Charlie Einsmann, Clear Sky Financial
Vice President: Joan Thomas, Birmingham Green
Secretary: Brian “Tully” McLaughlin, Crowell & Moring
Treasurer: Luis Castillo, Navy Federal Credit Union

2022 Directors

Scott Sterling, The IDI Group Companies
Harry P. “Bud” Hart, Wiregill, L.L.P.
Jerome Jones, Jr., Navy Federal Credit Union
Susan Hoffler-Goodman, Lake Ridge Fellowship House
Christopher Daniels, Anne Arundel County
Ryan Comisky, Latticework Communities

George Davies
Executive Director

Fr. Gerard Creedon
Director and Founder
In honor and respect
1944 – 2017



Solidifying Financial Partnerships Old and New

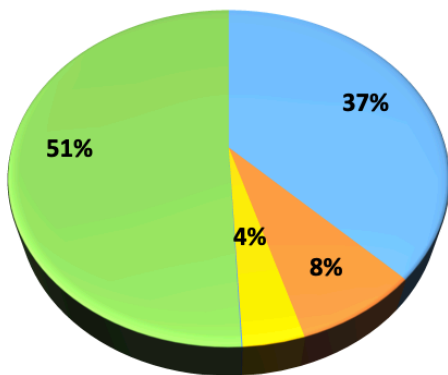
We are so grateful for the ongoing partnerships that are the primary source of our success. We're happy to report that CFH was again selected as an approved organization of the Neighborhood Assistance Program, a special status that allows our donors to qualify for an extra state tax benefit and has been extended for another year through June 30, 2023.

Notable grants this year include one for nearly \$2600 from Home Depot Foundation that we used for East End storage solutions, resource center exterior painting, mulching the playground and childrens outdoor educational area, and landscaping. Perhaps our most notable new grant was from Fairfax County; it funds our Senior Emergency Assistance Program, designed to help seniors in Fairfax County avoid eviction and/or relocation. This program provides financial resources (up to \$1,000) to help seniors and adults with disabilities avoid crises by helping with medical expenses or equipment, health insurance out-of-pocket expenses, utility, rent, mortgage, or natural disasters.

As we expanded our food distribution efforts in 2022, the generous donation of food from a variety of sources also brought new awareness and new partners into our work. Read more about our food distribution work and partners on page 8.

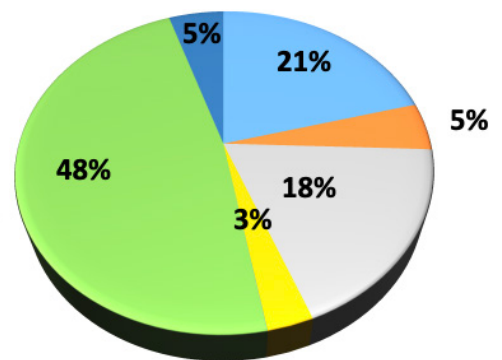
Lastly - and importantly, we took on a strategic refinancing of all of our rental properties, realizing over \$50,000 in annual savings. This includes: The Grove (7 units); Airport Avenue (5 units); East End Mobile Home Park (56 lots); and The Townhomes at Briarcliff (30 units).

FY 21 Income Categories
Total Income
\$1,305,718



- Grants
- Partnership Income
- Program Revenue
- Contributions
- Interest Income
- Rent Income
- Other Income

FY 22 Income Categories
Total Income
\$1,409,464



FY 22 program Income was derived from proceeds on the sale of homes to first time homebuyers through the Acquire, Renovate, Sell Program.

The CFH, Inc. Form 990 and audited financial statements are available upon request.

Financial, Business & Other Partners

ACT for Alexandria
 Atlantic Union Bank
 Benedictine Sisters of Virginia
 Brady's Hill, L.C.
 C. Parker Consulting
 CastroHaasc, PLLC
 Centerview Title Group, LLC
 Clear Sky Financial, LLC
 Chain Bridge Bank
 Crowell & Moring, LLP
 ECS
 Elm Street Developments
 E*Trade Financial/Morgan Stanley
 Fairfax County
 Garcia Construction
 Good Shepherd Catholic Church
 The IDI Group
 Knights of Columbus

Latticework Communities
 MFTA Design & Preservation
 National Housing Trust
 Nauticon Office Solutions
 Prince William County
 Prince William Habitat for Humanity
 Quantum Management
 Realty with Luis
 Rosie's Gives Back
 Saint John Neumann Catholic Church
 Saint Mary of Sorrows Catholic Church
 State Farm Insurance
 Virginia Department of Housing and Community
 Development
 Virginia Housing
 Virginia Manufactured & Modular
 Housing Association

We are also grateful for the many individual donors who have supported us again this year, many contributing \$500 or more in support of our programs. Pictured clockwise are some of our funders from Chain Bridge Bank, Crowell & Moring, Nauticon and Rosie's Gives Back who also supported us with their participation in our 5K at Occoquan Regional Park.



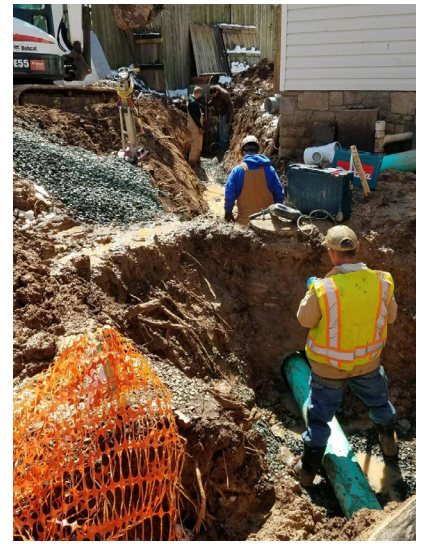
East End Community Flourishes

It's hard to believe it's been five years since CFH purchased the East End Mobile Home Park in Manassas, and we are pleased to report that the community is thriving. This year brought continued community improvements, including: the establishment of a little library; new mulch in the playground and outdoor learning area; new exterior paint for the Resource Center; a new shed bringing new storage next to the Resource Center; and additional road repairs to eliminate the winter's new potholes.

Meanwhile, the community continues to come together for events, classes and the new food distribution services we began there this year. The year brought new English classes in partnership with Manassas Baptist Church; an 8-week prep course for youth wishing to take part in Father Ramon's after-school program at the Don Bosco Center; movie nights; a school backpack drive; a fall festival; and the regular availability of meals and groceries throughout the year. We also established a new community Facebook page for residents, which enables us to share all of this information with them instantly.



More Scenes from A Wonderful Year at East End Mobile Home Park



Food Distribution Services Expand in 2023

What began as pandemic-related food distribution efforts at East End Mobile Home Park in 2021 quickly blossomed into regular distribution at East End Mobile Home Park in 2022. We soon expanded these efforts to include surrounding neighborhoods, and thanks to the generosity of organizations like those listed here, we continue to serve more and more people with these efforts.

- Cakes by Happy Eatery
- Capital Area Food Bank
- Catholic Charities
- Cox Farms
- Diocese of Arlington St. Lucy's Project
- HOPE Northern Virginia
- Manassas Baptist Church
- Manassas Walmart
- Northern Virginia Food Rescue
- Westfields Marriott Washington Dulles
- Woodbridge Workers





Creating Three New Homeowners through Virginia's Acquire-Rehab-Sell Program

In 2022, CFH completed the transformation of three townhomes - two in Fredericksburg and one in Manassas - into first-time buying opportunities for three local families. CFH was one of four organizations statewide to be selected for Virginia's Acquire-Rehab-Sell (ARS) program, which enabled us to use grants from DHCD and Virginia Housing to update and renovate these homes.

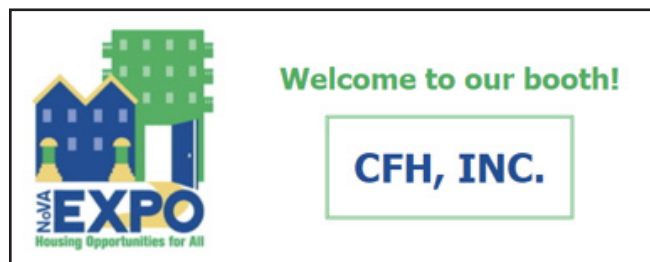
Two townhomes on Airport Avenue in Fredericksburg were renovated and bought in 2022 by two hardworking families who are now first-time homeowners. Rachel and her three children couldn't have been more excited to move out of their two-bedroom apartment and into a home with enough space for each family member. You can view her special story in a short video on our website. We helped her new neighbor buy a nearly identical home just in time to welcome a fourth little family member. And George, our most recent new homeowner, bought our completely renovated townhome on Niki Place in Manassas for his family of three. CFH will remain vigilant to identify other homes to continue the ARS program and create more of these special opportunities.



CFH in the Community

Throughout 2022, we took advantage of multiple opportunities to get out in the community and tell the CFH story. This year, we again participated in the virtual 2022 Northern Virginia Housing Expo, where our booth again received more visits than any other nonprofit on the site. We also participated in the Virginia Governor's Housing Conference, which took place in Arlington in November.

Our work at East End Mobile Home Park has also opened many doors for us, both in the surrounding Manassas area and in more distant parts of Northern Virginia. We took part in the Manassas Public School Community Resource Fair in August, and shared the progress we've made at East End at a fundraiser for the Don Bosco Center this fall. We were also invited to share our mobile home park experience and expertise on behalf of several similar parks facing uncertain futures, including Leesburg Mobile Home Park in Leesburg, and Harmony Place Mobile Home Park and Ingleside Mobile Home Park, both in Fairfax. Executive Director George Davies was interviewed for a story on Harmony Place, which ran in DCist, as well as on National Public Radio's All Things Considered. In October, our East End liaison, Helen Zurita, was honored with the Powerful Partner award by Virginia for Healthy Youth.





5th Annual 5K Raises \$36,000 for CFH Programs

Our 5K was a hybrid of an in-person event on October 26 that kicked off a two-week virtual event, and we were able to raise \$36,000 to help keep our programs going into 2023! Our 5k at Occoquan Regional Park was a wonderful time of fun and fellowship in a spectacular setting, and we thank all who walked or ran, made a donation, became a fundraiser, or funded us as a sponsor.

Title Sponsor Virginia Housing

Platinum Sponsor Clear Sky Financial

Diamond Sponsors Chain Bridge Bank, Crowell & Moring, The IDI Group Companies, Rosie’s Gaming Emporium

Gold Sponsors Castro Haase pllc, Centerview Title Group, The Davies Family, Bill & Paula Hummel, Jerome and India Jones, Latticework Communities, John & Christine McLaughlin, Realty with Luis, The Rice Family

Silver Sponsors Mike Garcia Construction, Nauticon Office Solutions, The Thomas Family

Bronze Sponsors Atlantic Union Bank, Amjad Aburjai – State Farm Insurance Agent

Friend C. Parker Consulting

