



 **GRECCIO**  
H O U S I N G

*Stable. Safe. Supportive.*

# ANNUAL REPORT

2021-2022

# Greccio Housing

## 2021-2022 Annual Report

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# 2022: A LOOK BACK - A letter from our Executive Director

Once again, our last year has been filled with challenging and critical tasks that bring hope and stability for residents, solutions for our community, opportunity for our team members and collaborative partners, and sustainability for Greccio Housing. With so many competing demands and ever-changing factors in our work, it's easy to be caught up in the 'busy-ness' of each day and the demands of our calendars. It is for exactly this reason that it's important to reflect on the great work we all do together, and to acknowledge that while there is much to be done, much has been accomplished.

As we prepared to celebrate the opening of the Atrium at Austin Bluffs, we were also challenged with a significant fire that disrupted the lives of 24 families at our Enfield Apts property. In the same week, we grieved for losses and the difficulty ahead, while celebrating new homes for 54 seniors, who would never again have to be concerned with being 'priced out.' We celebrated with our founder and many others while gaining important insights, that even a welcomed move brings its own changes and challenges to the lives of those we serve. With nonprofit partners, we prepared to significantly expand the Bentley Commons property by an additional 168 units for families. However, rising construction and labor costs, the increasing cost of debt, and disruption to supply chains interrupted and delayed the project. Committed to the very worthy project and increasing need, our team, partners, and stakeholders found a path forward, and we are once again on the cusp of securing the final piece of funding and are ready to break ground – as early as March, 2023! And we found a new housing development partner to expand opportunities for seniors in the northeast part of Colorado Springs. Our Resident Resources team continued to grow, develop, and respond to the changing needs of our population, and expanded partnerships and collaborations to bring hope and stability to over 1,000 residents during the year.

Our team (and the workforce in general) has also experienced an environment where inflation, housing costs, and general uncertainty have shaken confidence in foundations across our community, state, and country. Corporately, Greccio has responded with manageable pay increases to keep up with the market, reviewed benefits, made revisions to our org chart to better meet current and future needs, and after years of Covid-induced separation, are once again re-weaving the threads of connection between team members, with residents, and with others who serve our deserving population. And as with each new year, we've celebrated new babies, grieved the loss of loved ones, said goodbye to valued co-workers, and eagerly welcomed new talents and personalities to our team.



Lee Patke, Executive Director

## MOVING FORWARD

The events of each year slowly shift from once being a future opportunity, to becoming part of the foundation of our future, and part of the story that is our past. I frequently find myself telling stories to new team members about how we got to where we are today, to provide context so they understand our rich and hard-won history, and so that they connect with and embrace the legacy and journey they are joining. Our future is about more than a new project, of which there are many. It is about more than the next grant or innovative program developed, on which we will build our future foundations. And it is about more than a person, a public image, or what we accomplish individually.

The future of Greccio is a reflection of our past. It's in the heart of every employee, donor, stakeholder, and cheerleader, as we join to make families more stable and their lives better than what our residents would have experienced without Greccio. The future is the hope that we can make our community a better place for families, for veterans, for seniors, for single parents, for children, and for every person who needs an ally. During a time when the world seems to be divided and exhausted, Greccio's future is one where we stand together to fight for our mission and run with endurance the race set before us.

In the meantime, we will certainly strive to bring every new opportunity to fruition. We will challenge our team to always be motivated by impact they have on others, and to support them with resources to accomplish their goals, an ever-improving work environment, and opportunities for growth and advancement. Our portfolio of properties and programs will stay on the front edge of leadership in the affordable housing sector. We will keep our expectations high and our minds and hands focused on the work that will take us to our loftiest ambitions.

Thank you for being so important to Greccio, and stay with us as we journey into the new fiscal year, with both boldness and humility as we seek to serve others, respond to community needs, and to strengthen Greccio. ...and invite a new friend along, it's going to be a fantastic ride!

Until then, and on behalf of our team, Board of Directors, and Emeritus group, I wish you good health and happiness in all that you do. Or as Claudia frequently signs off, "pace e bene" (peace and all good).

# OUR "WHY"

Leaders in our community from all sectors agree that we have reached a crisis situation when it comes to the availability of affordable and attainable housing for our residents. Colorado Springs is one of the fastest growing and most desirable places to live in the nation. It has also become one of the most expensive places to live.

Greccio boldly steps in with effective solutions. In 1990, Greccio Housing's founder, Claudia Deats-Rogers, had a dream of improving the quality of life for people who struggled to find a safe and stable home. She witnessed the need and dared to meet it. Greccio's first property, a Victorian house at 321 North Weber Street, opened to 9 residents in need of an affordable place to call home. In 2022, Greccio has grown from those 9 apartment units at a single property to 635 apartments at 28 properties throughout Colorado Springs. Greccio is currently providing stable, safe, and affordable housing for over 1,000 residents in our community.

**Greccio Housing's mission is to provide stable, safe, affordable housing, to offer resources for residents to achieve stability, and to promote solutions to the affordable housing needs of our community.**

Residents go through an approval process to secure a 12-month lease for an apartment that fits their income category of 30-80% Area Median Income (AMI).

The current AMI (updated annually) for a family of four in Colorado Springs is \$92,100 and approximately \$64,500 for a single individual. Currently, more than 4/5 of Greccio's residents earn 50% or less of AMI.

Housing is often the biggest monthly expense for individuals or families. When that cost is too high, little is left for other necessities (food, healthcare, clothing, transportation, education, etc.). We strive to adjust the cost of rent for Greccio residents so that the monthly payment represents 1/3 of their household income, helping avoid the risk of being cost burdened. This multi-faceted approach to the challenge provides both affordability and stability for our residents.

**In April 2022, Colorado Springs ranked as the 9th "least affordable" metro area in the U.S. (OJO Labs)**



# WHAT WE HAVE ACHIEVED THIS YEAR

## The Atrium at Austin Bluffs

Housing advocates agree that one important solution to our current crisis of lack of affordable housing is the development of new housing units. One of the most overlooked segments of our society are older adults living on fixed incomes. In November 2021, Greccio completed The Atrium at Austin Bluffs, its first new property designed exclusively for seniors aged 62 and older. This beautiful independent living complex in northeast Colorado Springs features 54 1BR and 2BR units. It includes multiple common areas for gathering and activities, a fitness center, and mountain views from the rooftop deck. Residents plan monthly recreational activities, community meals, and holiday and birthday celebrations. The Greccio staff coordinate educational workshops and supportive services with community partners to help these seniors to maintain a healthy and vibrant lifestyle. The Atrium has become a model for affordable housing options for older adults in our community.



"I'm happier here than I've been in years. Where I used to live, I was lonely. At the Atrium, I have friends. I have purpose. And I finally have some fun in my life."

Van, Atrium Resident



## Affordable Housing Preservation Initiative

### BEFORE



Revitalization of our existing properties is another key component of Greccio's proactive approach to affordable housing solutions. In 2020, Greccio Housing engaged a professional due diligence firm to provide a detailed capital needs assessment across all properties in its portfolio, looking at both immediate property needs and anticipated preservation and maintenance items over the next 20 years.

### AFTER



Starting in the summer of 2021, working from this capital needs assessment, Greccio addressed the most important needs. These immediate action items ranged from the replacement of building heat and hot water boilers, roof replacements, paving and sealing of parking lots, masonry and foundation repairs, along with painting and flooring. The cost of immediate repair work was close to \$500,000, which Greccio funded from both its operating budget and the generosity of grants from Colorado Springs Utilities and Energy Outreach Colorado. Capital needs for the Preservation Initiative are budgeted for approximately \$3.4 million over the next five years. Greccio is actively seeking financial assistance from multiple sources to continue its mission to complete this initiative in the next 2-3 years.



# RESIDENT RESOURCES

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Greccio takes an integrated approach to housing by offering resources for our residents to help them achieve stability and self-sufficiency and to promote solutions for the affordable housing needs in our community. Here are some of the programs and services offered by our Resident Resources team.

## Eviction Prevention Program (EPP) and Emergency Rental Assistance Program (ERAP)

Since October 2020, our Resident Resources staff has managed the disbursement of funding for two government programs providing rent assistance during the pandemic. We received two rounds of CDBG COVID-EPP funding from the City of COS to help prevent evictions. We also offered resource navigation for ERAP, rental assistance provided by the state of Colorado to address temporary housing insecurity. Over the course of a little more than a year and a half, our Resident Resources team worked with more than 400 households that received over \$1,000,000 in pandemic related relief. A HUGE shout out to our lean and mighty team for their diligent work to help keep residents stably housed (including 1/3 of the recipients from outside of Greccio)!

## Food Security Resources (No Cost Food Pantry and Mobile Markets)

Greccio's No Cost Food Pantry takes place at our Plaza on Platte property every Wednesday from 11:00am to 12:45pm. We partner with Care and Share, Food to Power, Trader Joe's, Sprouts, Maverick, and Go Puff to provide fresh produce, dairy products, protein items, and shelf-stable food. Our Pantry provides food to an average of 175 people per month. It has also become a great source of community that creates stronger relationships between the residents and with our staff.

**"You get everything you need at the Pantry, and it's healthy. I love it!  
And that's an understatement." -Jaimie, Greccio resident**

We have also partnered with Care and Share to provide space and volunteer support for their Mobile Markets twice a month at The Atrium, Lunar Park, and Kittyhawk. This program serves our Greccio residents, but is also open to the public. This past year, our Mobile Markets provided fresh produce and dairy products to an average of 361 individuals each month.



## Community Gardens



This year our community gardens were a blooming success. Over the course of the growing season, there were 34 garden beds, tended by 29 dedicated Greccio resident gardeners. In the spring, we benefitted from the wisdom and experience of Larry Stebbins, our local "Garden Father", and the help of more than 20 volunteers from COSILoveYou to prepare our garden beds. Larry also set us up with some of his local contacts in the gardening community who provided free and discounted soil, organic compost, vegetable plants, and seeds. Our Greccio gardeners devoted hours of their own labor that resulted in a bountiful harvest of tomatoes, squash, cucumbers, carrots, cabbage, collard greens, sunflowers, and enough pumpkins for our gardeners and the entire staff to decorate for Halloween.



# LEASING & MAINTENANCE

I have been treated by a lot of positive, hard-working folks at this agency who helped me to be placed in an apartment. From the 1st phone call for an appointment to the papers and questions, I got answers to my questions & concerns right away. I've been on housing lists in Colorado Springs for almost 4 years. And I am happy to say I'm one month from a change in my living conditions. Thank you Greccio folks...it's been a long haul to an affordable home that I've much needed....my little Lilly Dog and I will be happier for sure.

**- Bunny W.**

Now a Greccio resident

The core business operation for Greccio is its affordable housing program. Over half of our staff work on the leasing and maintenance needs for more than 1000 residents.

Our Leasing team works hard to ensure the best care for our residents. We walk applicants through a step-by-step process about the eligibility requirements to obtain affordable housing including the specific income requirements for each property.

Our team educates residents on the ins and outs of leasing agreements and what is expected of renters in order to maintain their housing. We also maintain an active waitlist for our affordable housing properties. Finally, our leasing team makes sure we follow the strict guidelines to adhere to the requirements of the Fair Housing Act.

We often refer to our Maintenance team as the "first-responders" of Greccio. We are the essential workers who address any problems that arise across our properties. We handle all routine maintenance requests, play a major role with unexpected emergencies, and support all move ins and move outs.

## Impact by the Numbers

Each month, we work with approximately 1000 residents at our 28 properties. Here are some statistical facts that illustrate the diverse range of individuals we serve.

- Current AMI (Area Median Income) in Colorado Springs (2022)
  - 30% AMI = \$19,350 for an individual; \$27,630 for a family of four
  - 50% AMI = \$32,250 for an individual; \$46,050 for a family of four
  - 80% AMI = \$51,600 for an individual; \$73,680 for a family of four
- 4/5 of Greccio households earn less than 50% AMI. Our goal is to keep their monthly rent at 1/3 of their income so that they are not cost-burdened.
- The typical monthly rent for these households ranges from \$200 to \$775
- Average rent for a 1BR apartment in Colorado Springs - \$1553 (Realtor.com)
- Average monthly occupancy rate across all of the properties - 97.5%
- Families make up 40% of our households, including 68% single parent families; 58% female head of household; and 25% children 0-17
- 34% older adults (55+ years old); 22.5% (62+ years old)
- 59%/41% female/male; 10% veterans; 16% individuals with disabilities
- 18% Hispanic; 18% African-American; 53% White; 11% Other/Mixed Race



# A Look at the Finances

## Revenue & Support

Rental Property Management and Development	3,258,258	72.2%
Contributions & Grants	1,076,795	23.9%
Other Income	175,617	3.9%
<b>Total Revenue &amp; Support</b>	<b>4,510,670</b>	<b>100.0%</b>

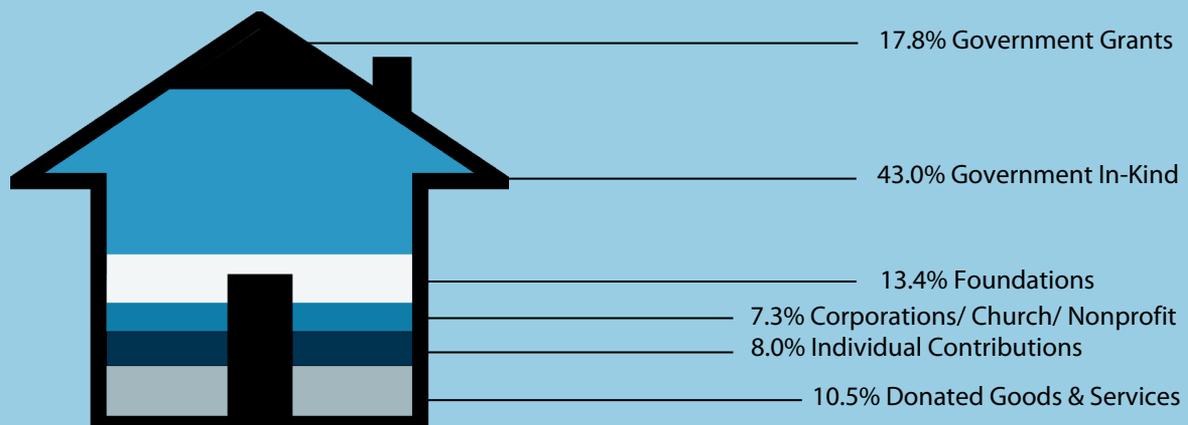
## Expenses

Program Services:		
Rental & Property Management	3,070,994	72.7%
Resident Resources	218,296	5.2%
Purchase & Rehabilitation	637,417	15.1%
<b>Total Program Services</b>	<b>3,926,707</b>	<b>93.0%</b>
General & Administrative	187,569	4.4%
Fundraising	108,702	2.6%
<b>Total Expenses</b>	<b>4,222,978</b>	<b>100%</b>

Change in Net Assets	287,692
Net Assets, Beginning of the Year	966,051
<b>Net Assets, End of the Year</b>	<b>1,253,743</b>

## Funding Sources of Contributions and Grants

Government Grants	191,927
Government In-Kind	462,563
Foundations	144,000
Corporations/ Church/ Nonprofit	79,001
Individual Contributions	86,145
Donated Goods & Services	113,159
	<b>1,076,795</b>



To view our full Auditor's Report, visit [greccio.org/financial-information](http://greccio.org/financial-information)



# Major Donations and Grant Funding

## \$10,000+

- Woodford Manufacturing Charities
- Employees at Woodford Manufacturing
- Anonymous
- First Presbyterian Church

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

- Dan and Jodie Boedingheimer
- Aaron and Andrea Boyles
- Carol Overby
- Carl and Laine Smith
- Apartment Association of Southern Colorado
- Art C Klein Construction
- Kaiser Permanente

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

- |                                |                                |                      |                                      |
|--------------------------------|--------------------------------|----------------------|--------------------------------------|
| Tammy Apaydin and Chad Stevens | Jack Howard                    | Tom and Sue Neill    | Thomas Titsworth                     |
| James Barry                    | Jerry and Kathy Knauf          | John Osborn          | Atlas Wealth Group                   |
| Terry and Susan Darby          | Bette Large                    | Lee and Laura Patke  | Colorado Springs Downtown Lions Club |
| Carol Beckman and Jim Davies   | David Lord                     | Michelle Saad        | FirstBank                            |
| Sandie and Bob Guenther        | John Lundberg                  | Randy and BJ Scott   | Pikes Peak Dream Homes Realty        |
| Braden Hammond                 | Diane Miller                   | Alan Severn          | Pikes Peak Kiwanis                   |
| Michael Heritage               | Charles Murphy                 | Don and Marsha Smith | Scott's MiracleGro                   |
| Grace Hill                     | Gregory and Margaret Snodgrass |                      |                                      |

## FOUNDATION and GOVERNMENT GRANTS

Greccio Housing received \$425,000+ in foundation and government grants to support our work.

- Anschutz Foundation - \$20,000
- CHFA Direct Effect Award - \$20,000
- City of Colorado Springs (COVID - CDBG) - \$143,152
- Colorado Division of Housing (CDOH) -\$26,500
- Colorado Springs Utilities Focus Fund - \$15,000
- Energy Outreach Colorado - \$117,096.98
- Inasmuch Foundation - \$50,000
- Mabel Horrigan Foundation - \$2,000
- Pikes Peak United Way - \$15,000

- Sam S Bloom Foundation - \$3,000
- US Bank Foundation - \$7,500
- Wells Fargo Foundation - \$25,000



Pikes Peak United Way check presentation



## Resident Spotlight: Andreana Aio



Andreana came to Greccio from the Springs Rescue Mission in April of 2018. She had been homeless for a few years and had received a voucher to move into our Plaza on Platte location.

During her time there, she became committed to improving her life. She decided to enroll in trade school to become an electrician and volunteered regularly at our food pantry and with our Grab-n-Go Libraries. After a year at Plaza, Andreana was able to move to our East Hills location. At this time she started working as an electrician at the trade school she attended and continued her upward momentum for another year until she moved into the newly opened Ridge location.

After several years with Greccio Housing, Andreana is now a licensed electrician with a job at Encore Electric and has recently become a proud new homeowner.

"The support I got from Greccio and the ability to live in affordable housing is the only reason I was able to go to trade school and work to get where I am today. I didn't get started on this journey until my mid 40's and just want everyone to know that it's never too late to change your life, especially when you're able to have a community and the resources to help back you up."

-Andreana

We are so proud of Andreana and everything she was able to achieve during her time at Greccio Housing.



# Board & Staff

## '21-'22 Greccio Housing Board of Directors

### Officers

- President: Mike Heritage
- Vice President: Steve Ogle
- Secretary: Robert Bentzen
- Treasurer: Zach Bunney

### Members

- Thea Platt, Greccio Resident
- Chris Nervig
- James Johnson, Community Representative
- Andrea Smith, Community Representative
- Lee Patke, Executive Director
- Diane Miller
- Jariah Walker
- Tami Zamborelli
- Braden Hammond

## Greccio Housing Staff

- Lee Patke, Executive Director
- Patty Addis, Controller
- Don Masse, Senior Property Manager
- Jerry Knauf, Managing Broker
- Cassandra Haynesworth, Director of Property Management
- Heather Gagliano, Leasing Manager
- Tim McAteer, Maintenance Manager
- Brendan Vyzourek, Maintenance Manager
- Lindsay Flickinger, Human Resources and Business Manager
- Will Stoller-Lee, Director of Community Impact
- Kelsey Danekas, Programs Manager
- Sarah Waddell, Communications Associate

**“You've been so instrumental with my stability. I don't know where I'd be without Greccio. I couldn't believe the kindness of people that didn't know me.”**

**Jordan, Greccio Resident**

### **Additional Greccio Housing Staff:**

Leasing: Candace White, Joy Vialpando, Kileen Barker, Melody Bibbs, Mara Guzman, Stacey Sierra, and Jody Barnett. Maintenance: Brendan Drake, Tamara Gary, Kierra Stark. Accounting: Andrea Garner, Anny Martinez-Kaiser. Resources: Jacqueline Baumgartner, Cristal Hubbard. Service Adventure Interns: Nelly Sandersfeld, Micah Wenger



To our community of sponsors,  
partners, and friends,

*Thank you*

