

**INSIDE** 

2020-2021 HIGHLIGHTS

DONOR RECOGNITION

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Sign up for our newsletter at <a href="www.hope-homes.org">www.hope-homes.org</a> and follow us on <a href="LinkedIn">LinkedIn</a> or <a href="Facebook">Facebook</a>. We'd love to hear from you and continue the conversation!

On our cover: HOPE resident Julio increases his independence thanks to HOPE Supportive Housing Model

CREATING STABLE, AFFORDABLE HOUSING FOR PEOPLE WITH INTELLECTUAL AND DEVELOPMENTAL DISABILITIES

#### **Board of Directors**

Barbara Robinson President

Nori Dempsey Vice President

Rhiannon Acree Treasurer

Bob Irlen Secretary

Jim Haney

Kelly Sutton

Kristine Engels

Mead Duley

Robert Wasserman

Rita Teodoro

#### **HOPE Staff**

Alice Vincent Accounting Manager

Charles DeCuir Chief Financial Officer

Heidi Colón Housing Services Coordinator

lan Nevarez
Director of Organizational
Development

Kristin Martin Executive Director

Laura Torres Staff Accountant

Lauren Quijano-Gin Communications Manager

Maria Bosch Housing Services Manager

Project Manager

Shay Alexander Asset Manager

#### CONTACT US

21231 Hawthorne Blvd, Torrance, CA 90503

1155 E. San Antonio Dr, Long Beach, CA 90807

Email: info@hope-homes.org Phone: (877) 311-HOPE www.hope-homes.org

HOPE, Inc. is a 501(c)(3) nonprofit organization that relies on the generosity of donors to sustain its mission.

(EIN# 33-0618316)

# from the EXECUTIVE DIRECTOR

Dearest Friends,

We are proud to present HOPE's 2020-2021 Annual Impact Report. We recognize that the nonprofit housing sector connects with the essential work of developmental services. Indeed, the need for affordable housing has only increased this past year, including for people with intellectual and developmental disabilities (I/DD). This is a reminder that there is nothing more important than our commitment to each other and toward those we serve.

This year, we launched our exciting new housing services pilot program titled "Housing+ Services" which prioritizes both increasing and maintaining housing opportunities for people with I/DD. This work better assists them in obtaining affordable housing. We have achieved big wins in securing mainstream vouchers in our partnership with the City of Norwalk as part of this program. Down the road, residents can take these housing vouchers and move to any city they choose. Overall, this maintains our residents' wellbeing now and in the future.

Our latest story, titled "Julio Gains Independence and Confidence to Succeed," (page 6) shares how our housing changed the life of one resident who no longer needed 24-hour medical care. Julio's new apartment on Clark Ave in Long Beach not only helped him secure a home of greater independence but is also part of a small multi-family housing location that HOPE was able to furnish and use as five units of short-term, emergency, housing, for our COVID-19 surge program. Ultimately, this housing resulted in the increased possibility for regional center clients to overcome challenges caused by the coronavirus.

As an extension of our 250 by 2025 campaign, HOPE opened a new independent living home on Hayford Avenue in Norwalk. Additionally, HOPE acquired one new property on Cedar Avenue, resulting in two additional units being added to our growing portfolio.





Partnerships are key: HOPE on Hayford would not have been possible without strong public and foundation support.



Finally, between July 1, 2020, and June 30, 2021, HOPE brought on several new partners, including Solari Enterprises, Inc. and Pacific Accounting and Business Services. Additionally, HOPE started working with ASPIRE Group, which is a diversity, equity, and inclusion (DEI) consulting firm, to establish departmental goals and implement the use of best practices in this space. We are confident that our work together will enhance the future success of our organization. This year was about growing together for the benefit of our mission. Our successes were only possible with the support of our partners, Board of Directors, staff, volunteers, and donors. We are forever grateful and look forward to what the next fiscal year will bring.

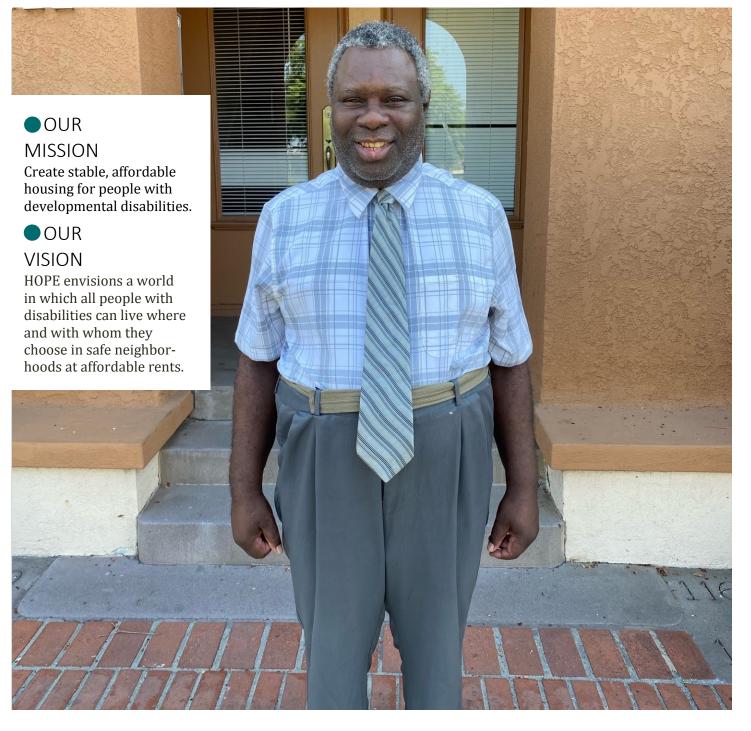
Many thanks,





# social IMPACT

The value of empowering individuals to live as active and contributing members of their communities is at the very heart of HOPE. There is no doubt — having the opportunity to live as independently as possible, and having a place to call home, changes lives. HOPE partners with Regional Centers to offer a variety of housing programs for people with developmental disabilities that include autism, cerebral palsy, intellectual disability, and epilepsy.





#### OUR HOUSING MODELS

#### **Independent Living:**

Empowers adults with I/DD to live with increased selfreliance. Our residents receive varying levels of drop-in supportive services.

#### **Supportive Housing:**

Provides residents with individual units and access to broader supported living services from staff out of onsite offices.

#### **24-Hour Residential Care:**

Serves residents with increased medical and behavioral needs. Residents receive around the clock support from state-licensed service providers.

College to Career: Provides a dorm-like setting for students with I/DD attending community college in pursuit of a certificate or degree who may require additional on-campus and residential supports.

#### OUTCOMES

- Choice, dignity, and independence
- Improved health and behavior
- · Stability and security
- Empowerment to succeed at school and work
- Address social injustice by creating homes for a historically underserved segment of society
- Lower homeless rate for a vulnerable population
- Safer and healthier housing in our cities
- · Peace of mind for family and friends of adults with developmental disabilities





Give A Gift. Make a House a Home.

- 1. Choose an item to donate from our catalog
- 2. Help your neighbor with developmental disabilities
- 3. Honor loved ones with a free personalized card

# Help Turn a House into a Home

Select from the options below. Print, complete, and mail in the attached pledge card or make your gift online at www.hope-homes.org/hopehelps.

ACCESSIBILITY | GIVE THE GIFT OF MOBILITY















Check out our online HOPE Helps Gift Catalog at www.hope-homes.org/hopehelps.

# Need Help? Contact us at (877) 311-HOPE.

GIVE THE GIFT OF ACCEPTANCE







Name:	Gift Item:
Address:	Price: \$25 \$50 \$100 \$250 \$500 Other
City:	Cook Chook Disease shares was are dit soud.
State: Zip:	
Email:	Card #:
Phone:	Exp. Date: Sec. Code:
TRIBUTE  Complete the following section if this gift is a tribugift to HOPE, Inc. has been made in their name. (c	ute, and a card will be mailed to the person addressed below informing them that a poptional)
Type of Tribute: ☐ Happy Holidays ☐ Ha	ppy Birthday Congratulations In Memoriam Other:
Tribute's Name:	Mailing Address:

# resident PROFILE



## Julio Gains Independence and Confidence Thanks to HOPE's Supportive Housing Model

by Lauren Quijano

"A home is a place where I can be myself," Julio says as he sits back comfortably on his grey sofa in the living room of his new HOPE home in Long Beach. He looks content and proud to share his story, reflecting on his past experiences as he faces the light shining through the living room window. Dressed in a red polo shirt and sandals, Julio relaxes against the pillows of his couch. Today he is surrounded by his Harbor Regional Center service coordinator, who coordinates his services, and his California MENTOR supported-living services staff member, who assists with his daily living activities. They listen as he shares his journey towards independence.

He starts by describing how much he enjoys the simple pleasure of being able to walk around his home. He proceeds to give his guests a tour of his apartment while his mother and girlfriend are chatting outside his front door next to a lush avocado tree in his shared yard. Inside, Julio tells his guests, "I love everything about my new home," as he shows off his bedroom, kitchen, and living room. Every room is neat and organized.

During his tour, he pauses in the kitchen to tell his visitors how much he enjoys cooking delicious meals to share with his girlfriend, "It has given me a lot of confidence in myself and the things I can do." He describes how her favorite dishes are what he loves to make the most, including a special Italian cannoli dessert from a secret family recipe.

CONT. ON NEXT PAGE

#### CONT. FROM PAGE 6.

Julio pos-

ing in the

Julio with

kitchen of his HOPE home in

Long Beach, Cali-

his SLS staff member and Sandra Gomez, Harbor Regional Center Service Coordinator. (HOPE)

fornia. (HOPE)

What visitors might not know upon first meeting Julio is that he is legally blind. Due to past medical needs, he found himself living full-time in a skilled nursing facility. He reflects on his previous living situation where he felt confined and restricted, "I came from a nursing facility where I couldn't do anything. I couldn't even walk around; I couldn't move. I had to stay in bed all the time."

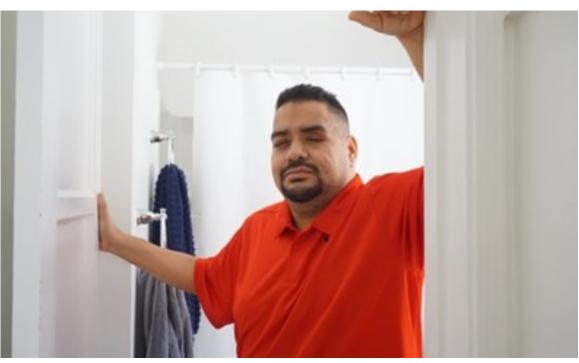
Many people with I/DD still live in nursing facilities. To address this issue, HOPE has set a new goal of creating homes for 250 people by the year 2025. According to research by The Americans with Disabilities Act Participation Action Research Consortium (ADA-PARC), 1.08% of people with disabilities ages 18-64 are still residing in nursing homes in California. That is approximately 23,893 people who may need access to stable, affordable housing where they can live more independently. HOPE currently owns 98 properties with the capacity to house 358 adults with intellectual and developmental disabilities.

Last year when Julio realized he no longer needed around-the-clock medical care, he communicated his desire to live independently in his own home. At the time, Julio was asked about his dreams and ambitions. He responded, "My biggest dream for the future is to prosper and succeed in my own home." At the time his service coordinator realized that HOPE's Supportive Housing model would work well for Julio as an option for moving from the nursing facility and

CONT. ON PAGE 8.



## resident PROFILE



Julio giving a house tour of his bathroom.

CONT. FROM PAGE 7.

transitioning to living on his own.

People with intellectual and developmental disabilities desire independence, choice, and dignity in where and with whom they live. According to The ARC, more than 61% of people with I/DD desire to live independently in their own home or apartment. In Julio's case, HOPE was excited to partner with Harbor Regional Center and the City of Long Beach to create a supported, affordable housing opportunity for him in Long Beach. This supportive housing would

provide him with a private unit with services on site to assist with daily living activities as needed. Research suggests that people with I/DD residing in their own homes have some of the highest quality of life outcomes, regardless of the complexity of support needed (Friendman, 2019).

HOPE provides and maintains housing for their clients with developmental disabilities who receive assistance from either supported living or licensed service providers. Sandra Gomez, Service Coordinator with Harbor Regional Center, says that ever since Julio moved into his new home, he has gained back his sense of humor. As his familiarity with his new home grew and the memories from his previous location faded away, Sandra would hear his joyful voice whenever she would call him. Now when she visits him, he always has the biggest smile. "He is always cracking jokes," Sandra says. "His sense of humor is something that defines him, so that is something he has gotten back."

It is evident to those who know Julio that he has increased his confidence and self-reliance since moving into his HOPE home. "My favorite thing about living independently is I can move around freely, and I do not have to worry about anything else because it is just me. I can walk around any time that I want."

As Julio closes out the conversation, he recalls his favorite memory in his new home. That most cherished memory was the first moment when he arrived on move-in day. Up until that point, he hadn't allowed himself to accept that he was finally going to have an independent place to call home. "Then the first day I got here," he says, "when everybody left, I broke down in tears. I realized that anything is possible. Hopes and dreams are all possible. You just have to want them. You have to reach out for them."



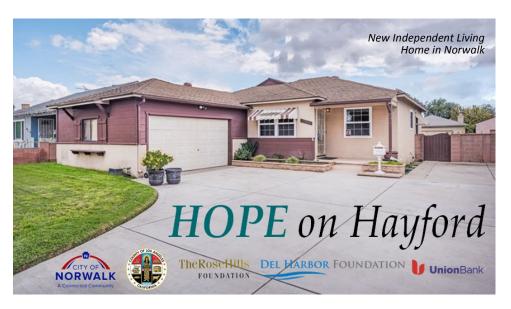
SCAN ME

Scan the QR code to view the video about Julio's story on our website.

# highlights 2020-2021

#### Snapshot of our impact during the fiscal year

HOPE, in collaboration with our donors, partners, and volunteers, continues to take meaningful strides forward in pursuit of our mission.





COVID-19

Our successful COVID surge program has ended and resulted in great support from our regional center partners.

**250 by 2025** 

HOPE opened our newest Independent Living Home on Hayford Avenue in the City of Norwalk. Charity Golf

Classic
HOPE raised more
than \$183K to
provide additional
housing at our
13th annual
event.

Property Management

Our property management transitioned to Solari Enterprises, Inc., bringing compliance experience and expertise to HOPE's growing portfolio.

Ongoing Collaboration

The City of Norwalk continues a long standing partnership with HOPE and Harbor Regional Center by utilizing Mainstream Vouchers in the city to support 14 individuals with I/DD.

Housing Services Pilot Launch
This fiscal year, HOPE developed a
new Housing Services pilot to increase
housing opportunities for people with
I/DD to better assist them with
obtaining affordable housing.

Diversity, Equity, and Inclusion
HOPE started working with ASPIRE
Group consultants to create a roadmap
that will guide organization-wide
policies and DEI best practices.

Expanding Housing Strategy
This past year, HOPE has made progress in accomplishing our mission with the acquisition of two new housing units in Los Angeles County.

Volunteer Support

HOPE volunteers completed 314 hours of service to support our administrative and event coordination needs. These contributions are valued at more than \$10,553.

Fundraising Total

HOPE raised more than \$685K in donations, sponsorships, and grants in FY 2020-2021.

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# thank YOU HOPF'S JULY 2020-JUNE 2021

#### \$100,000 to \$500,000

The Rose Hills Foundation

#### \$20,000 to \$99,999

California Community Foundation

Del Harbor Foundation

Embassy Management, LLC

#### \$10,000 to \$19,999

**Ambitions** 

Cambrian Homecare

Cathay Bank

City National Bank

Kaiser Permanente Hospitals South Bay

LRA Interpreters Inc.

MUFG Union Bank of California

Preferred Bank

Social Vocational Services

The Mentor Network

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

Bank of the West

Cathay Bank Foundation

Employees Community Fund of Boeing

Integrated Life

Pacific Premier Bank R.O.A.D.S. Foundation

Robert Irlen

U.S. Bank Foundation

\$1,000 to \$4,999

#### 5th Generation Construction

Barbara Robinson

Bess J. Hodges Foundation

Brown & Brown Insurance

Century Housing

Chris Patay

Darrin Freeman

Del Sol Homes, Inc.

Digital Security Services, Inc.

Douglas & Bhagat CPA Services, Inc.

Dungarvin California, Inc.

Elite Logistics and Fulfillment

First Republic Bank

Genesis LA

Graphics and Designs Plus

Hi-Hopes, Inc.

In Joy Life Resources Inc.

International City Bank

Laura Gonzalez

National Support Services, Inc.

Pamela Muir

Park Lane Home

Plaza De Madrid Inc.

Sandra K. Benson

TABC

Wasserman Commercial Real Estate

Wells Fargo Advisors

Windes

\$500 to \$999

Appleby Property Management

Arun Bhumitra

Catherine Carothers

**EP Wealth Advisors** 

Kidder Mathews

Kings Hawaiian

Larry Acree

Life Steps Foundation

Marissa Mashburn

Prime Options Care Inc.

SoCal Office Technologies / MCR

South Bay Circle of Friends

LISI Insurance

Westside Financial Management

Alice Vincent

Alipio Quality Homes

Benjamin Kim

California Medical Weight Loss

Connie Stewart

Edwin Parker

Gary Greer

George Walker

Grant & Jennifer Kimbell

Haider Abdullah

Ian Arthur Nevarez

Kristin Martin

Little Hills Home Care

Long Beach Community Foundation

Maria Rivas

Maribel Pena

Mary Celenza Mercy Gonzales

Michael Davis

Mike Sullivan

Nancy Spiegel Pioneer Homes of California

Robert Mosher RSM Home, Inc.

\$100 to \$499

Alondra Mondragon

Amazon Smile Foundation Ana Luviano

Angela Rodriguez

Antoinette Perez Ashley Brown

Barbara Lee Cox

Barbara Schlosser Bjoern Petersen

Brenda Cortes-Suarez

Brenda J Bane **Brent Carter** 

Brian Carrillo

Bryan Sanchez

Cathy Lugo Christina Marquez

Christine Mei Ciera Clark

Cindy Garcia

Claire Lynda Williamson

Constanza Palma

Cora Manalang

Corina De Leon

Cynthia Montero Darin Lounds

David Miller

David Moritz

Delia Juarez

Denise Muscarella

Denny Amundson Diego Montes de Oca

Dinora Moran Doug Erber

Edgar Marroquin Emely & Simon Lek

**Emily Rader** Erika Castillo

Ernie Robles

Eva Lowenstein Forrest Riopelle

Gary Umetsu Geomara Cross

George Stevens Glenda McCray Lang

Howard Castillo

Inez Ward Ingrid Camberos Jason Howard Guidry

Jazmin Arredondo

Jennifer Byram Jim Artiano Jim Haney

Jose Macias Joseph Lopez

Johnny A Granados

Judy Taimi

Judy Wada

Karen & David Nevarez

Karen Ingram Kaye Marie Quintero

Kenneth Yablonsky

Kent Sentinella

Kimberly Wee

Laura Thompson Laura Torres

LaWanna McGuffie-Blair Lisa Biernot

Lisa Weaver

Liz Cohen Zeboulon Long Beach Nonprofit Partnership, Inc.

Louise Soe

Luis M Bridgewater Lvnne Danco

Maira Actual-Tepox Margaret Eskander Maria Arredondo

Maria Bosch

Mariano Sanz Maxine Brako

Melina Casillas Melinda Sullivan

Michael Emenhiser Michael Sullivan

Michele M Riggs Miraleste Automotive

Melissa M Estrella Guzman

Nancy Mary Nick J Carter

Nicole Rojas Norma Delgado

Pat Del Monico

Patricia S Evans

Paul Chameli Paul Ohllman

Paula Luna

Pedrito Quijano Peter Gradilla

Richard O. Schwartz

Rick Pielago Rick Travis

Ricky Mousavania

Risa Hirose Robert Bokmuller

Robert Colacion Robin Israel Ronald Kaichi

Rosemary Pimentel Sabrina Lakhani

Saidy Espadas Sandra A Seed Hammersmark

Sandra Tosta Scott Mindeaux

Sharon Shumann Sheneka Sheppard

Sheri Repp Loadsman Sindee M. Smolowitz

Stacy Schafer Stephanie Nguyen-Yu

Steve R Goclowski

Steven Kolnick Sukeshi Oneal

Susan & Ed King

Susan Berenbaum Methven

Todd and Beverly McKinney

Susan Vaughn Tami Orosz Tammi Castillo

Terri Nishimura Thomas Conroy

**Ute Czemmel** 

Valeria Alvarez

Vanessa Alcoser

Veronica Dunselman-Ruiz

Virginia Newman-Cervantes

In Kind Donations

Big 5 Sporting Goods

**Bradford Portraits** 

Golf N Stuff Habit Burger Grill'

IN-N-OUT Burger

Jim Haney

Kristin Martin

Leah Silverman

Miracle Springs Resort & Spa

Nori Dempsey

Old Ranch Country Club

Pat Del Monico

Planes of Fame Air Museum PRP Wine International

Riverside Hotel & Casino

Roclord Studios The Academy of Magical Arts

The Huntington Library

Aguarium of the Pacific

**Bob McGuire** 

Elite Island Resorts

Harbor Regional Center

J. Elizabeth Portraiture

Judy Wada

Love, Malibu by Aleta

Ian Nevarez

Paint Ball USA Inc.

Patricia Evans

Ricardo and Minnie Banos

Robert Foley Vineyards

The Golden Entertainment Family

Urban Armor Gear

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# financials & stats AT A GLANCE

Dear Supporters,

It is my pleasure to introduce you to the "Financials & Stats at a Glance" section in our 2020-2021 Annual Impact Report. As the Chief Financial Officer at HOPE, the fiscal health of our organization is paramount to our mission of creating stable, affordable homes for people with developmental disabilities. During this past year, I have witnessed tremendous progress in the organization, thanks to our staff, partners, and donors working together to accomplish our goals.

At HOPE, we understand how essential it is to build trust among our community partners. That starts with our values of integrity and quality. To ensure that we operate at the highest possible financial standards, we look forward to our annual audits that evaluate our internal control systems, liquidity, credit risk, and accuracy of tax- returns. You can review our most recent audited financials at www.hope-homes.org/audited-financials.

We have achieved major milestones this fiscal year. HOPE has received grants from seven new sources, including Cathay Bank Foundation, California Community Foundation, Employees Community Fund of Boeing, First Republic Bank, LA LISC, Preferred Bank, and Pacific Premier Bank. Our successful COVID surge program has ended and resulted in great support for our regional center partners. We are in the process of refinancing select properties and will continue to evaluate the portfolios for more opportunities. We have staffed our pilot Housing Services team and hired an experienced Asset Manager to ensure the continued success and health of HOPE's portfolio. We look to begin development with a focus on asset management.

Please see the presented information on the following page. We believe that it tells the story of our sound financial

position, growing portfolio, and responsible management of HOPE assets.

We look forward to future partnership and support.

Sincerely,

CHARLES DECUIR, CHIEF FINANCIAL OFFICER



#### STATEMENT OF ACTIVITIES FYE 2020-2021

 Total Revenue
 \$ 5,620,336

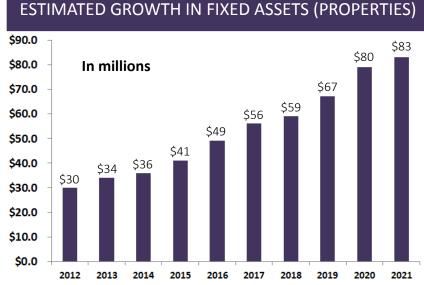
 Total Expense
 \$ 4,932,717

 Change in Net Assets
 \$ 998,755

#### STATEMENT OF FINANCIAL POSITION

Current Assets	\$ 3,026,387
Land Building and Equipment Net of Depreciation	\$ 53,607,200
Other Long Term Assets	\$ 2,485,857
Total Assets	\$ 59,119,445
Current Liability	\$ 630,241
Long Term Liability	\$ 37,567,614
Total Liabilities	\$ 38,197,855
Net Assets	\$ 20,921,590

#### STIMATED CROWTH IN FIVED ASSETS (DRODERTIES)



(Based on pre-audited financials from July 1, 2010 through June 30, 2021)

#### **CURRENT MARKET VALUES**

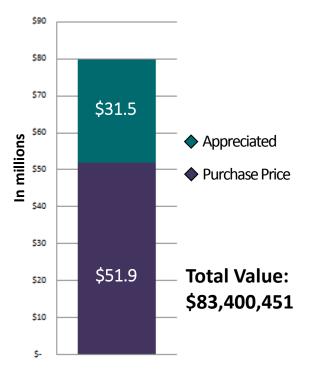
#### PROPERTY LOAN TO MARKET VALUE



Bank or Government Loans\$83,400,451

Unencumbered

#### PROPERTY ESTIMATED MARKET VALUE



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# meet the board PROFILES

#### Barbara Robinson, President

Barbara has a long history with HOPE and the developmental disabilities services system. She currently serves as HOPE's Board President. Barbara is very familiar with our resident population, having worked in a developmental center, various regional centers, and as a consultant in a



multiple capacities -- from client fiscal management to the creation of various trainings. Barbara enjoys retirement by volunteering for a several nonprofit organizations.

#### Nori Dempsey, Vice President

Nori currently serves the Board as its Vice President. She is an active participant and volunteer for the HOPE Tournament. A graduate of Cornell University, she is active with the South Bay Down Syndrome Association and hosts fundraising events on a regular basis. Nori enjoys playing tennis and spending time with her busy family.



#### Rhiannon Acree, Treasurer

Rhiannon is a long time donor and committee member at HOPE, and joined our Board of Directors in 2018. She is an individual with an unparalleled passion for service and a unique understanding of our industry. She founded Cambrian Homecare, an agency with more than 1,000 employees who provide assistance to seniors, veter-



ans, and people with disabilities who choose to have help at home. The Long Beach Chamber of Commerce recognized her as the 2015 Entrepreneur of the Year.

#### Robert Irlen, Secretary

Bob currently serves the Board as Secretary. He has worked extensively with the HRC Board, also having served as its President, and currently serves them as a Board Advisor. Bob works as the CFO and corporate counsel for the Irlen Institute which treats a visual perceptual dysfunc-



tion for people with learning disabilities, light sensitivity, and migraines among other conditions.

#### Jim Haney, Member

Jim joined our Board of Directors in 2019. As a long-time contributor to HOPE and our mission, he now brings his 34 years of banking experience to his leadership at HOPE. He began his banking career in 1985 at Bank of America and is now with Cathay Bank. He is an alumnus of the University of



Utah and lives today in Manhattan Beach. Currently Mr. Haney also sits on the Board of the Foundation for the LA Community Colleges.

#### **Kelly Sutton, Member**

Kelly is a member of HOPE's Board and supports HOPE events in a variety of ways throughout the year. Currently she works at the HRC Resource and Assistive Technology Center as the Client Advocate where she assists both clients and families in finding appropriate resources and information. Kelly



is also a participant in HRC's Client Advisory Committee. Prior to working at HRC Kelly worked as a teacher's assistant at a local preschool. She enjoys outdoor activities and spending time with family.

#### Kristine Engels, Member

Kristine Engels joined the HOPE board in 2018. She was the previous CEO of Life Steps Foundation located in Long Beach, CA, where she would oversee over twenty programs that provided services to various disabled populations and serves clients from seven different regional centers. Now retired, Ms.



Engels has amassed over 40 years of experience helping children and adults who have developmental disabilities.

#### Mead Duley, Member

Mead has been with the HOPE Board for more than 4 years and is a resident of Torrance. Mead has a love for sports, including bowling, basketball, baseball, wrestling, and track among others. He participates as an athlete in Special Olympics events on a regular basis.



#### Rita Teodoro, Member

Rita is a long time Board Member and HOPE resident who lives with her housemate in Bellflower. Rita has been living in her current HOPE residence for 9 years. Rita is selfdescribed as a very social person. She has been working with the same Life Steps Supportive Living Service provider for nearly



20 years now, and she is very proud of her independence. Rita has two adult daughters with whom she enjoys spending time, as well as engaging in activities like dining out, shopping, and sightseeing.

#### Robert Wasserman, Member

Robert is a dedicated donor and Board Member at HOPE who brings incredible real estate expertise to our leadership team. He is the President and CEO of Wasserman Commercial Real Estate which specializes in commercial real estate services, office, and industrial consulting services, and investment sales.







