Enterprise Rent-A-Car is proud to support Houston Area Urban League

Supporting communities now and into the future.

Since our founding in 1957, Enterprise has been dedicated to strengthening the communities where customers and employees live and work. Even as we’ve expanded across the globe, we remain true to that same commitment: supporting programs, practices, and partners that improve the quality of life in the places that we call home.

Enterprise employees live this mission by donating their time and energy to worthwhile endeavors: supporting local food banks, cleaning up parks and volunteering at local homeless shelters. Enterprise holds an annual United Way campaign that encourages employees to make a positive impact in their community. At Enterprise, we understand that giving back is what drives us each day.
In 2018 we celebrated the Houston Area Urban League’s 50-year history of helping Houstonians pursue economic self-reliance, social justice, and equal rights for our fellow neighbors. HAUL has shown itself to be perfectly equipped to help broker better lives for many.

We began modestly, in the midst of the Civil Rights era, in a little building at 4702 Dowling Street. Since then, we have seen thousands of lives changed and individuals and families become self-sustaining; we have instilled in young people the drive to learn and excel through our education department; our housing programs have helped those most vulnerable in our community to stay in their homes, our health outreach programs provide pro-active solutions to healthy living, and economic development and job training programs provide the tools for self-advancement.

Each year we work hard to continue the legacy of service that has become our hallmark. Despite many economic challenges, our programs remain strong and the services we provide for our clients and the community at large are still in demand. Because the needs of the disenfranchised remain, the mission of the Houston Area Urban League continues to enable African-Americans and other minorities to secure economic self-reliance, parity, power and civil rights.

During 2018 HAUL served over 10,000 clients. We were moved by the many challenges faced by each client…yet inspired by the resources and opportunities we were able to develop as we helped them to face these challenges. We invite you to review this 2018 annual report as it describes some of our clients who are now thriving as a result of the opportunities provided them.

Through increased partnerships, greater awareness and leveraging technology and talent we will continue to expand the services we offer. We will not tire, we will not stop. We are grateful for the support of our donors, sponsors and agency auxiliaries; the Guild and Young Professionals who are directly responsible for helping with each client’s success. Because of their commitment and support, HAUL can continue to help those in need as we move forward.

It is HAUL’s goal to reach more deeply into the communities we serve. Through increased partnerships, greater awareness, and enhanced use of technology and talent we will expand our goals… and our services to reach them.

The Houston Area Urban League again thanks our sponsors and supporters for all you have done and continue to do.

We are sincerely yours,

Jerry P. Martin
Board Chair

Judson W. Robinson, III
President and CEO
The Houston Area Urban League (HAUL) was organized in the Houston community at a pivotal time. While civil rights issues were being addressed nationally, it became a critical goal for business and community leaders in Houston to also address those issues by bringing an Urban League Affiliate to Houston. The impetus for this goal was the awareness by those leaders that education, employment and training were essential to the economic survival of African American families.

The Urban League movement could be felt all over the country as Urban League affiliates were being established in most major cities. These local affiliates were implementing programs in education, employment, and job training in the midst of national protests, and ultimately the passage of the Civil Rights Act of 1964.

HAUL was founded on June 19, 1968 by a group of business professionals and community leaders that included: Quentin Mease, Leo Linbeck, Dan Arnold, Judson W. Robinson, Sr., Gerald Hines, Theodore Hogrobrooks, C.G. Hardy, J.J. Susberry, Mrs. Clarence Higgins, Carl Walker, James Middleton, Attorney Aloysius M. Wickliff, Sr., and the Houston Business and Professional Men’s Club.

HAUL’s signature programs were:
1) Employment and Economic Development
2) Support services that included housing, welfare, and training. During HAUL’s first year of operation, it was also able to implement voter registration drives, specialized job training, and health education. For 50 years, HAUL has been a voice for the economically disadvantaged.

In early 1995, HAUL began a quest to secure a permanent residence. Increases in program activities produced the need for additional space. Primary issues related to selecting a site were location and function. With these factors in mind, HAUL identified the Old Federal Reserve Building at 1301 Texas. The building has three floor levels above grade and one basement level. It contains approximately 25,200 gross square feet.

In October 1998, HAUL moved into a “Home of Its Own” in downtown Houston. The generous financial support of major corporations and foundations to the capital campaign helped make this happen.

On October 16, 2005 HAUL received via donation, a 5,100 square foot, one story brick building on 2.5 acres of land, located at 1620 Bland Street in the Acres Homes community. This facility had previously served as the Cameron Iron Workers Social & Charity Club building. These workers were not permitted
to join white unions and subsequently formed the Cameron Iron Workers Social and Charity Club in 1965. It wasn’t until 1975 that they constructed a formalized meeting facility known as Cameron Center. In recent years many of the original members have passed on, and the remaining members aspired to see the legacy live on.

In 2007, Mrs. Sylvia K. Brooks, the first female President and Chief Executive Officer of HAUL she retired after 17 years of service. Currently, Mr. Judson W. Robinson, III, serves as President and Chief Executive Officer.

The mission of HAUL is to enable African-Americans and other minorities to secure economic self-reliance, parity, power, and civil rights.

The 2005 Hurricanes Katrina and Rita left the city of New Orleans devastated and many of its residents homeless. The charitable organization “Oprah’s Angel Network,” partnered with Habitat for Humanity to build and furnish homes for approximately 65 families forced to relocate to Houston as a result of the storms. The community was named “Angel Lane”.

As part of the planned community, the Houston Area Urban League was commissioned to build and operate a community center for the residents of Angel Lane. The purpose of the center is to provide social services and a place for recreational activities. The Angel Lane Community Center has roughly 4,500 square feet of air-conditioned/heated indoor space, including a large multipurpose room, two classrooms (one of which will be used as a computer lab), restroom facilities, a kitchen, a small office, and two covered outdoor spaces to be used for community gatherings. HAUL provides services such as; small business workshops, employment orientation, housing counseling, health and wellness screening, financial education, youth development and family support classes.

In 2017, again HAUL was called on to help the many citizens impacted by Hurricane Harvey. Though Harvey was a challenge for our great city, it has taken all Houstonians to bring sunshine back into the lives of those most affected. Hurricane Harvey dumped
more than 9 trillion gallons of water on Houston, the equivalent of a years’ worth of rainfall in 4.5 days. More than 130,000 homes were damaged in the storm; nearly 28,000 were completely destroyed or incurred major damage. Yet, Houston stood “Strong”, and our response was immediate.

HAUL began immediately providing much needed help to our citizens. We deployed staff to the major shelters at the George R. Brown Convention Center and NRG to assist with intake, FEMA and Red Cross registration. Our Griggs location was transformed into a Resource Center for Disaster Recovery Assistance. Staff and volunteers took telephone inquiries, made safety check calls on existing clients, and referred others to proper agencies while serving walk-ins as well. We assisted job seekers and posted job opportunities on our website/social media outlets while the downtown location served as a collection site for buckets, mops, bleach, diapers, socks, water, personal hygiene and other essentials for those in immediate need.

HAUL was determined to create positive benefits for the citizens in the Greater Houston community. The agency continues to be committed to insuring that everyone has the opportunity to fulfill their life goals and dreams, offering them hope and opportunity.

Today, the HAUL is ready, committed, and determined to create real, positive and enduring benefits for the citizens of Houston. It is a 501 (c) (3) non-profit, community-based United Way agency, affiliated with the National Urban League. HAUL is governed by a 32-member Board of Directors which is responsible for setting direction and policy. Program services are provided by a staff of professionals from a variety of backgrounds related to their respective program areas. Additionally, support for programs and services are provided by a strong cadre of over 300 volunteers who have been nationally recognized for their fundraising and direct service support: The Houston Area Urban League Guild and the Houston Area Urban League Young Professionals. The agency continues work toward ensuring that all Houston citizens have an opportunity to participate fully in the benefits of being an American, a Texan, and a Houstonian.

THE AGENCY CONTINUES WORK TOWARD ENSURING THAT ALL HOUSTON CITIZENS HAVE AN OPPORTUNITY TO PARTICIPATE FULLY IN THE BENEFITS OF BEING AN AMERICAN, A TEXAN, AND A HOUSTONIAN.
2018 BOARD OF DIRECTORS

JERRY MARTIN
Chair

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1st Vice Chair

KRISTYN PAGE
2nd Vice Chair

PETER LINDEN
3rd Vice Chair

A. MARTIN WICKLIFF, JR.
Secretary

RYAN COLBURN
Treasurer

JUDSON W. ROBINSON III
President & CEO

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Doug Coughlin
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Sherman Lewis
Victor Lofton
Pamela McKay
Ernest Peeples
Gilda Ramirez
Terry W. Roberson
Morris Smith
Byron C. Stevenson
Walter Strickland
Jasmine Turner
Laurie Vignaud
Ralph D. West
The Houston Area Urban League (HAUL), an Affiliate with the National Urban League was founded in 1968. HAUL is a 501(c)(3) nonprofit, United Way Agency and community-based organization. HAUL has been a voice for disadvantaged people of all races and has a long and distinguished record as an agency that offers tangible, lasting benefits to all members of the community without regard to age, sex, race, physical limitations or ethnic background.
The Houston Area Urban League (HAUL) Education and Youth Development Department is designed to empower individuals, families and communities with the knowledge, skill sets and values that will enable them to thrive in any environment. This is achieved by providing services that are designed to promote educational, social and emotional development of children and families by finding their strengths and designing a plan that will develop their areas of improvement. Education and Youth Services of HAUL embraces a cradle to career model, preparing children to be self-sufficient adults, while supporting parental engagement throughout their educational development years. HAUL’s cradle to career model provides quality services that support the education of children, youth and families in school, college, work and life.

The HAUL Project Ready Program is a call to action for the communities we serve. The goal of this program is to strengthen the family structure by helping each community partner in setting expectations for their families, and teaching a spirit of excellence in education for their children, while fostering an environment for both youth and parent development. We provide training for teachers, and top-notch curriculum materials to address the academic and personal needs of each family.

The Program Services are designed to support:

- Academic Achievement
- Career Awareness
- Social Development
- Family Engagement and Involvement
- College Culture and Awareness
In 2018, Haul Education and Youth Development Department achieved the following outcomes:

<table>
<thead>
<tr>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>971</td>
<td>At-risk youth served</td>
</tr>
<tr>
<td>155</td>
<td>Non-profit served through leadership development</td>
</tr>
<tr>
<td>1777</td>
<td>Parents served through parenting classes and workshops</td>
</tr>
<tr>
<td>1312</td>
<td>Served through academic support programs</td>
</tr>
<tr>
<td>351</td>
<td>Served through character development</td>
</tr>
<tr>
<td>85</td>
<td>Served through health education program</td>
</tr>
<tr>
<td>145</td>
<td>Served through job training services</td>
</tr>
<tr>
<td>65</td>
<td>Served through mentoring program</td>
</tr>
<tr>
<td>1111</td>
<td>Youth involved in summer program</td>
</tr>
</tbody>
</table>
Created in 1973, the Housing and Social Services Department is a HUD Approved Housing Counseling Agency, and is staffed by five Housing Counselors, two Disaster Case Managers and a Veteran Case Manager with over 36 years of housing counseling experience, 30 years of outreach and housing education experience, 22 years of case management experience and 10 years of financial education and mortgage loan expertise. HAUL Housing Services are provided in English and Spanish, Housing Counselors and Case Managers have HUD approved housing certifications for areas of expertise. HAUL is certified to provide designated housing programs which include Financial Management/ Budget Counseling, Mortgage Delinquency and Default Resolution Counseling, Pre-purchase Counseling, Rental Counseling, Financial/Budgeting and Credit Enhancement Workshops, Pre-purchase Homebuyer Education Workshops, Fair Housing Center Outreach/Education, Services for Homeless, Post Homeownership Education & Counseling, Financial Coaching and Disaster Housing Counseling. All Housing Counselors and Case Managers are aligned with National Industry Standards for Homeownership Education and Counseling Code of Ethics and Conduct and HUD Disaster Recovery best practices.

1. Homebuyer Education Workshop
First Time Homebuyer and Housing Program are enrolled for one year. Pre-purchase homebuyers are scheduled for an intensive six-hour group education and then scheduled for a minimum of two hours one-on-one counseling. Volunteer instructors provide steps for utilizing the services of a licensed Real Estate professional, Home Inspector, Loan Officer and Insurance Agent.

2. Housing Counseling Program
Provides comprehensive housing counseling that focuses on the needs of the clients. Two strategic goals of the program: (1) to improve the quality of renter and homeowner education (2) provide information to prepare clients for addressing the double-edged problem of securing and maintaining decent housing.

3. Mortgage Default Counseling
Default counseling assisted families experiencing financial difficulties to prevent mortgage default. Mortgage Default Counselors provide information on the foreclosure process and one-on-one assistance to secure community and/or legal resources, develop a household budget, and negotiate with lenders for repayment strategies.

4. Financial Education Program
Educates families with basic money management skills, which include goal setting, understanding your money, developing and maintaining a budget, savings, credit / debit and credit management.
5. The Credit Enhancement Program
Also available to other individuals and families interested in improving their credit worthiness by increasing their credit scores. Credit scores are a critical factor used by lending institutions in making loan approval.

Provides limited financial assistance for housing stabilization and services to prevent veterans and their families from becoming homeless and help those who are experiencing homelessness to be rapidly re-housed and stabilized.

7. Homeless Assistance Counseling (Homeless Prevention and Rapid Re-Housing)
The Houston Area Urban League provides case management to persons who are homeless or at risk of becoming homeless by preventing households from losing their home or returning to stable housing as quickly as possible.

8. Veteran Homeless Prevention and Rapid Re-Housing Support Program
The program is designed to educate and counsel first time homebuyers in transitioning the mindset of a renter to that of a homeowner.

9. HAUL’s Financial Coaching Program
Targets economically vulnerable consumers who may have limited access to mainstream financial services, living on the financial margin, facing economic hardships, living below the poverty line, financially underserved, little or no access to credit with no financial education or training. Financial coaching is a tool to teach, coach, help consumers take control of their money, protect themselves by asking questions and develop skills to prosper in the financial market place.

10. Fair Housing Initiative Program
The program assists low and moderate income, the elderly, disabled and immigrants in the City of Houston and surrounding Gulf Counties with outreach, education, counseling and filing of Fair Housing complaints.

11. Disaster Housing Counseling
Addresses the following issues: connecting homeowners to FEMA, SBA and other relief efforts; coordinating with agencies working on non-housing issues; reviewing income and expenses; addressing credit and debt issues; applying and advocating for mortgage, insurance, and government relief; accessing affordable mortgage products; recognizing and avoiding scams; assessing whether to repair, rebuild or relocate; applying for home repair assistance programs; applying for down payment and mortgage assistance programs; referrals to other legal and social services programs and helping families to prepare for the next disaster.
IN 2018, THE HOUSING AND COMMUNITY DEPARTMENT ACHIEVED THE FOLLOWING OUTCOMES:

<table>
<thead>
<tr>
<th>Number</th>
<th>Service Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>338</td>
<td>Basic Needs Assistance - Rent Assistance</td>
</tr>
<tr>
<td>2045</td>
<td>Case Management</td>
</tr>
<tr>
<td>2150</td>
<td>Fair Housing</td>
</tr>
<tr>
<td>1991</td>
<td>Financial Education</td>
</tr>
<tr>
<td>266</td>
<td>Financial Literacy Participants</td>
</tr>
<tr>
<td>421</td>
<td>Home Buyer Education Participants</td>
</tr>
<tr>
<td>53</td>
<td>Homeless Individuals Served</td>
</tr>
<tr>
<td>2101</td>
<td>Information and Referral Services</td>
</tr>
<tr>
<td>41</td>
<td>Mortgage Default Counseling</td>
</tr>
<tr>
<td>260</td>
<td>Non-Profits Served Through Capacity Building</td>
</tr>
<tr>
<td>1934</td>
<td>Pre-Purchase and Mortgage Phone Counseling</td>
</tr>
<tr>
<td>98</td>
<td>Veterans Served</td>
</tr>
</tbody>
</table>
he Workforce Development and Training Program is designed to help clients become economically stable, increase their personal and professional ability to obtain employment and increase their marketability. The program provides clients with techniques for job search, presentation management, career transition, interview skills, and instruction on the application process and addresses employment retention with the long-term goal of family self-sufficiency. Clients receive assessments, job readiness workshops, resume development, job referrals, career coaching, placement assistance and support services—all provided with the goal of full-time employment. Program staff helps clients address employment barriers including inadequate family support; involvement with the criminal justice system; inadequate education; lack of job skills and orientation to current skills and qualifications required by employers.

**Workforce Occupational Skills Training** assists clients in meeting the challenges brought about from constantly changing employment skill needs of existing and emerging industries in the Gulf Coast Area. One program focuses on the Construction Industry utilizing the National Center for Construction Education Research (NCCER) Core Curriculum for Industry Craft Skills. The program provides an introduction to construction skills needed for the industry and national certification.

**HAUL’s Job Bank** is a self-directed employment process comprised of electronic and traditional postings allowing clients to identify up to date local, regional and national jobs. Thousands of jobs can be browsed using the intuitive sites where clients can apply online or email/text message.
IN 2018, WORKFORCE DEVELOPMENT AND TRAINING ACHIEVED THE FOLLOWING OUTCOMES:

<table>
<thead>
<tr>
<th>193</th>
<th>CLIENTS GAINING EMPLOYMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1836</td>
<td>ECONOMIC DEVELOPMENT TRAINING PARTICIPANTS</td>
</tr>
<tr>
<td>941</td>
<td>JOB READINESS WORKSHOPS AND EMPLOYMENT ASSISTANCE</td>
</tr>
<tr>
<td>1425</td>
<td>JOB SEARCH ASSISTANCE</td>
</tr>
<tr>
<td>59</td>
<td>JOB TRAINING</td>
</tr>
<tr>
<td>21</td>
<td>VETERANS SERVED</td>
</tr>
<tr>
<td>1041</td>
<td>HARVEY DISASTER RELIEF</td>
</tr>
</tbody>
</table>
The Houston Area Urban League’s (HAUL) Entrepreneurship Center enhances services provided to small businesses by promoting economic development, access to capital, promoting job creation and vibrant business communities. The core services provided by the Entrepreneurship Center are through its Small Business University, one-on-one counseling, event facilitation and referral for Certification as a Small Business with the City of Houston, State of Texas, Port of Houston METRO and Houston Minority Supplier Development Council.

HAUL’s Entrepreneurship Center Program partners with the City of Houston, Houston Minority Supplier Diversity Council, Port of Houston, SBA, MBDA, LiftFund, HCC Entrepreneurship Center, faith-based organizations, universities and small business development centers to be effective in providing training, advocacy and outreach to the local community, minority and women-owned businesses, and non-traditional urban residents. Core program services are designed to promote business ownership and address the needs of small business enterprise expansion. At the end of year 2017, HAUL had achieved the following outcomes:

<table>
<thead>
<tr>
<th>CLIENTS COUNSELED</th>
<th>TOTAL COUNSELING HOURS</th>
<th>TOTAL TRAINING ATTENDANCE</th>
<th>TOTAL CLIENTS SERVED</th>
<th>TOTAL CLIENT PARTICIPATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>342</td>
<td>646</td>
<td>1049</td>
<td>517</td>
<td>1836</td>
</tr>
</tbody>
</table>
2018
SUCCESS STORIES
Shakita Scott’s took her first airplane ride when she attended the National Urban League’s Youth Summit in St. Louis, Missouri. Shakita began participating in the Houston Area Urban League’s Project Ready NULITES in school year 2016-2017. Since her time on the campus of Washington University in St. Louis, she has been committed to participating in Project Ready NULITES, and her family has made arrangements and accommodations to ensure she participates.

As a teen parent, Shakita has a remarkable story of family support. While Shakita is in school her mother babysits for her. Shakita’s family has developed a system of support to ensure Shakita is able to continue being a part of school activities.

Shakita has emerged as a leader in the program, and is keenly aware of her responsibilities as a parent. She often tells stories about her children. She also has talked to staff about her future plans and how she intends to care for her children. The support Shakita has from her family and the Houston Area Urban league staff is remarkable.

Her family is an example of the significance of extended family members especially among African Americans - how multiple generations support and care for one another. It makes one remember the African phrase – “It Take a Village to Raise a Child”.

Shakita Scott
PROJECT READY NULITES PARTICIPANT
Thanks to the Houston Area Urban League’s First Time Home Buyer workshop and Veterans Program, Mr. Melvin Halsey was able to purchase a brand new home via the VA and receive financial assistance due to Hurricane Harvey.

Mr. Melvin Halsey was initially referred to HAUL’S First Time Home Buyer workshop by his mother in order for him to purchase a home. Mr. Halsey is a United States Navy Veteran. He entered active duty on January 9, 1985. He was honorably discharged on October 8, 1987. He has lived in the Houston area all of his life.

Mr. Halsey attended one of our First Time Home Buyer’s workshop in January, 2018. He received a face-to-face Pre-Purchase Counseling session in order to go over his budget, credit and savings. Upon review of Mr. Halsey’s budget, it was very clear that he did not have any savings and that he was over extended with his creditors. He had secured a new job at the VA hospital a year prior to attending the workshop. He knew that he had to build employment history plus create a budget that would allow him to purchase a home. He was provided him with a plan to pay down his credit cards and start on a savings plan. Every few months he would schedule a face-to-face appointment sometimes as early as 6 am. He was very committed to increasing his credit scores in order to be pre-approved for a loan. He never lost hope. He has now purchased his new home with a Texas Veterans loan.

A few months after he purchased his home, Mr. Halsey invited HAUL staff to his brand new home. He stated that without the Houston Area Urban League’s help, he would not be a proud new homeowner. He will continue to maintain his credit and savings. Furthermore, he has great pride with all of his family members that continue to support him. He has certainly achieved the American Dream.
While attending school in the evenings in Colorado; “One day as I was walking out of class, I bumped into a Marine Corps officer. He introduced himself and spoke to me about joining. He gave me a card so that I could check out the information. From there, I did some research and met the recruiter the next day. He encouraged me to take the exam and I passed it.” That very same day, I took a physical and flew to Chicago to start basic training.

About three months later, I landed in Pensacola, Florida, where I was stationed for two years. I left Pensacola so that I could be deployed to Afghanistan to work as a Medical Field Technician. There, I was responsible for emergency medical situations. After five months, I was stationed in the field.

On one of our most active days, I was attempting to help someone get beyond the line of fire and ended up being shot in the stomach. I went unconscious. Unaware of my location, I was airlifted to receive emergency medical treatment and transferred directly to Germany.

I would be there for six months in recovery. Eventually, I was sent back to the medical battalion where I worked for one year. The military asked me if I was interested in re-enlisting for five more years, but I had other plans. I applied at the Colorado School of Mines where the concentration or focus is engineering and science. After two years, I received an externship with GE in Houston. I liked Houston so much that I decided to put in applications with different schools, so I applied to Prairie View University. I eventually graduated with a degree in Mechanical Engineering.

I began looking for employment aggressively and putting in applications while at Workforce Solutions so that he could take care of my family. I met Rommell from the Houston Area Urban League (HAUL) through one of the
counselors there. This is where I learned about the NCCER Core Certification training. On January 16th, 2018, I signed up for it and started the class one week later. In addition to the construction training, embedded in the session was financial literacy, job readiness and mental wellness workshops. I also learned during the one on one coaching session about the NCCER Hard Hat Hero’s credentialing program that aligns my military service. I think the most impressionable time in the workshop was being exposed to new opportunities. Construction is something that is used and tied to engineering, so it was really a perfect fit.

Upon completion of the training and receiving my NCCER Certification, I entered the industry as an Electrician Technician. After only working a short time, I received a call from the Army Corp of Engineers who extended an invitation to interview. The Army Corp called me in to interview for a Mechanical Engineering Officer position. After the meeting, I was presented with an Offer Letter and so I decided to accept it. At 40 hours a week, the new opportunity pays $34.00 an hour.

All I can say is, God always has a plan for everyone. Just stay focused and fight for it. Learn from your mistakes, stay positive and follow your dreams. Thank you Houston Area Urban League.
In December 2018, it was announced that Houston Area Urban League Entrepreneurship Center client Kiley Summers, Founder of SpenDebt, was one of twelve winners nationwide of the $50,000 Arch Grant.

SpenDebt is a financial technology company providing a micropayment debt solution to aid in progressively paying off debt through every day purchases. “The more consumers spend, the faster their debts are paid off,” said Founder and CEO, Kiley Summers. Kiley participated in the fall 2015 cohort of Small Business Development University. Since then, he has leveraged the Urban League Entrepreneurship community to expand his network and obtain the necessary resources to attract investors from HAUL business advisors and associates.

Since its inception, the Arch Grants has handed more than $7 million to more than 130 early-stage companies since 2012. It calculates that past winners employ more than 1,400 people, generate $135 million in revenue and have attracted more than $173 million in follow-on capital. The organization does not take an ownership stake in the companies, but the founders are required to run the business from St. Louis for at least one year. Emily Lohse-Busch, Arch Grants’ executive director, described the winners as “an incredibly talented, diverse, impressive group of founders who will only add to the robust St. Louis ecosystem. In addition to the $50,000 in cash, the companies receive free or discounted services from local firms.

The Houston Area Urban League is super-proud of the work that Kiley Summers continues to do as a start-up in the Fintech industry. Since graduating from the Urban League business incubator, Kiley continues to use his SpenDebt platform to give back to our ecosystem as a mentor in our small business development university. Due to his early start-up success, Kiley now serves as a role model for pre-venture tech companies looking for a pathways to successfully launch their company at the Houston Area Urban League incubator program.
### HOUSTON AREA URBAN LEAGUE (A Texas Non-Profit Corporation)

#### STATEMENT OF FINANCIAL POSITION
**DECEMBER 31, 2018 AND 2017**

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$505,083</td>
<td>$311,902</td>
</tr>
<tr>
<td>Cash and Cash Equivalents, Restricted</td>
<td>449,171</td>
<td>492,433</td>
</tr>
<tr>
<td>Pledges Receivable</td>
<td>104,237</td>
<td>139,313</td>
</tr>
<tr>
<td>Grants Receivable</td>
<td>212,820</td>
<td>267,683</td>
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<tr>
<td>Other Receivables</td>
<td>65,455</td>
<td>34,770</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>38,379</td>
<td>14,751</td>
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<tr>
<td><strong>Total Current Assets</strong></td>
<td>1,375,145</td>
<td>1,260,852</td>
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<tr>
<td><strong>NON-CURRENT ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash, Restricted</td>
<td>9,741</td>
<td>46,820</td>
</tr>
<tr>
<td>Certificates Of Deposit</td>
<td>253,207</td>
<td>252,180</td>
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<tr>
<td>Rent Deposit</td>
<td>10,711</td>
<td>10,712</td>
</tr>
<tr>
<td>Property and Equipment, Net</td>
<td>2,762,780</td>
<td>2,860,233</td>
</tr>
<tr>
<td><strong>Total Noncurrent Assets</strong></td>
<td>3,036,439</td>
<td>3,169,945</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>4,411,584</td>
<td>4,430,797</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>$102,976</td>
<td>$4,729</td>
</tr>
<tr>
<td>Accrued Expenses and Other Liabilities</td>
<td>77,731</td>
<td>58,723</td>
</tr>
<tr>
<td>Unearned Revenue</td>
<td>531,033</td>
<td>492,433</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td>711,740</td>
<td>555,885</td>
</tr>
<tr>
<td><strong>NON-CURRENT LIABILITIES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unearned Revenue</td>
<td>262,948</td>
<td>299,000</td>
</tr>
<tr>
<td><strong>Total Noncurrent Liabilities</strong></td>
<td>262,948</td>
<td>299,000</td>
</tr>
<tr>
<td><strong>Total Liabilities</strong></td>
<td>974,688</td>
<td>854,885</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th>2018</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temporarily Restricted</td>
<td>555,337</td>
<td>731,461</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>2,881,559</td>
<td>2,844,451</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>3,436,896</td>
<td>3,575,912</td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td>$4,411,584</td>
<td>$4,430,797</td>
</tr>
</tbody>
</table>
# Statement of Activities for the Years Ended December 31, 2018 and 2017

## Revenues

<table>
<thead>
<tr>
<th>Contributions:</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2018 Totals</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2017 Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>United Way</td>
<td>$655,245</td>
<td>$655,245</td>
<td>$677,127</td>
<td>$677,127</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Others</td>
<td>112,907</td>
<td>317,463</td>
<td>261,285</td>
<td>328,299</td>
<td></td>
<td>589,584</td>
</tr>
<tr>
<td>Federal Grant Revenue</td>
<td>139,393</td>
<td>139,393</td>
<td>542,265</td>
<td>542,265</td>
<td></td>
<td></td>
</tr>
<tr>
<td>State and Local Grants</td>
<td>756,444</td>
<td>756,444</td>
<td>440,917</td>
<td>440,917</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Foundation and Corporate Grants Revenue</td>
<td>4537,118</td>
<td>537,118</td>
<td>498,652</td>
<td>498,652</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Funds-Raising and Special Events</td>
<td>1133,337</td>
<td>1133,337</td>
<td>572,655</td>
<td>70,000</td>
<td>642,655</td>
<td></td>
</tr>
<tr>
<td>In-Kind Contributions</td>
<td>142,508</td>
<td>142,508</td>
<td>601,905</td>
<td>601,905</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rental Income</td>
<td>94,042</td>
<td>94,042</td>
<td>106,612</td>
<td>106,612</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Fees</td>
<td>10,617</td>
<td>10,617</td>
<td>11,407</td>
<td>11,407</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interest Income</td>
<td>2,180</td>
<td>2,180</td>
<td>1,136</td>
<td>1,136</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other Income</td>
<td>36,541</td>
<td>36,541</td>
<td>53,148</td>
<td>53,148</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net Assets Released</td>
<td>380,680</td>
<td>(380,680)</td>
<td>204,926</td>
<td>(204,926)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>From Restrictions</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Revenues</strong></td>
<td>4,001,012</td>
<td>(176,124)</td>
<td>3,824,888</td>
<td>3,972,035</td>
<td>193,373</td>
<td>4,165,408</td>
</tr>
</tbody>
</table>

## Expenditures

<table>
<thead>
<tr>
<th>Program Services:</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2018 Totals</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2017 Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Special Projects</td>
<td>103,026</td>
<td>103,026</td>
<td>114,772</td>
<td>114,772</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Education and Youth Services</td>
<td>546,541</td>
<td>546,541</td>
<td>585,790</td>
<td>585,790</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Workforce Development</td>
<td>625,853</td>
<td>625,853</td>
<td>767,287</td>
<td>767,287</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Housing and Community Services</td>
<td>986,633</td>
<td>986,633</td>
<td>710,605</td>
<td>710,605</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Economic Development</td>
<td>112,714</td>
<td>112,714</td>
<td>115,222</td>
<td>115,222</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Health Initiatives</td>
<td>117,934</td>
<td>117,934</td>
<td>137,217</td>
<td>137,217</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Program Services</strong></td>
<td>2,492,701</td>
<td>2,492,701</td>
<td>2,430,893</td>
<td>2,430,893</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Support Services:</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2018 Totals</th>
<th>Unrestricted</th>
<th>Temporarily Restricted</th>
<th>2017 Totals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Management and General</td>
<td>1,162,271</td>
<td>1,162,271</td>
<td>1,567,416</td>
<td>1,567,416</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising Activities</td>
<td>308,932</td>
<td>308,932</td>
<td>194,887</td>
<td>194,887</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Support Services</strong></td>
<td>1,471,203</td>
<td>1,471,203</td>
<td>1,762,303</td>
<td>1,762,303</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total Expenditures</strong></td>
<td>3,963,904</td>
<td>3,963,904</td>
<td>4,193,196</td>
<td>4,193,196</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Change in Net Assets                   | 37,108       | (176,124)              | (139,016)   | (221,161)    | 193,373                | (27,788)    |
| Net Assets, Beginning Of Year          | 2,844,451    | 731,461                | 3,575,912   | 3,065,612    | 538,088                | 3,603,700   |
| Net Assets, End Of Year                | $2,881,559   | $555,337               | $3,436,896  | $2,844,451   | $731,461               | $3,575,912  |
2018
SUPPORTERS
1st Metro Church of Houston
A. Fortson
A. Martin Wickliff, Jr.
Accenture
Albertson Safeway
Alexander Exterminating Company
Alief Independ School District
Allen Boone Humphries
Robinson LLP
Allstate Giving
Allstate Insurance
Amegy Bank
American Charities
American Petroleum Institute
Anadarko Petro Corp.
Angel Lane Funds
Annengerg Foundation
Anthony McClendon
Association of Black Engineers
and Architects
AT&T Your Cause
Attorney Ricky Anderson
Attorney Vince Ryan
Aurora Technical Services, LLC
Autry Osby
B.A Clarkson-Morgan
Barbara and John Jacob
Barbara Bush Foundation
Barbara L. Seymour
Barbara and Gerald Hines
Baylor St Luke’s Medical Group
Beth Wolff Realtors
Beto for Texas
Beverly Broussard
Blue Cross and Blue Shield
of Texas
BP America
BP Foundation
Bracewell LLP
Brandon Pittman
Brenda Banks
Brentwood Baptist Church
Brookhollow Baptist Church
Bruce Matson DDS
Bud Light/Silver Eagle Distributors
Byron C. Stevenson
Cadence Bank
Calvin Calhoun
Calvin Guidry
Calvin Nelson
CAMAC Foundation
Capital One
Carl Moses
Carmela Walker
Catholic Health Initiative
CenterPoint Energy
Chapman 4 J. Williams
Charities Aid Foundation
Charleen Jones
Charles Swindell
Chevron
CHEVRON Your Cause
Chris Brown for Comptroller
Cindy and Kendall Miller
Claude Cummings
Clutch City Foundation
Coca-Cola Southwest Beverages
COMCAST
Comcast Foundation
Cookie Montez
Cora and Judson Robinson III
Courtney Grisby
Cozen O’Connor
Dallas-Ft. Worth Urban League YP
Dana Hewling
Daniel Measurement
& Construction
Danita and Craig Wiltz
Dave Edwards
David Aikens
David Anderson
David Minberg
Debra and Calvin Guidry
Decision Information
Resources Inc.
Deion Dorsett
Delivering Good, Inc.
Delta Sigma Theta Sorority, Inc.
Demetrious Guidry-Moo
Dick Hite
DMA Development
Company, LLC
Don G. Hudson
Donald Bowers
Donetta Goodall
Douglas Coughlin
Dr. and Mrs. William Blocker
Dr. Austin Lane
Dr. Judith Craven
EAN Holdings, LLC
Ed Ryland
Ed Wulfe
Edward Hamb
Efstratia Verinakis
Elite Tax
Elizabeth Campbell
Elliot Guidry
Elmer D. Rogers
Emancipation Park
Emerald R. Douglas
Emerson
Enterprise Car Rental
Episcopal Funds
Eric Goodie
Eric Phillips
Erizon Solutions
Ernest Peeples
Esther Friedman Family
Foundation
Farmers Insurance
Felicia Jackson
Fidelity Charitable
First Metropolitan Church
Flagship Capital Partners
Fluor Enterprises
FMC Energy System
Fox 26/My 20
Franchelle Jones
Fred Zeidman
Frost Bank
Galen Pierce-Gardner
Gant & Hicks
GE Baker Hughes
GEICO
Gerald Wilson
Gilda Ramirez
Gina and Jon Carroll
Glenda Kizzee
God is Good, Inc
Godsey Martin Law Firm
Gordon Goodman
Graham Holdings
Greater Houston Community Foundation
Greater Houston Community Foundation - Harvey Relief
Greater Washington Urban League
Greg Wise Realty
Gunda Corp.
Harris County Improvement HAUCDC
HAUL GUILD
HAUL YP
Health Care Serv Corp.
H-E-B
Helen Varcados
Herman Burroughs
Hilton Americas Hotel
HINES
HMA Delta Sigma Theta Sorority, Inc.
Holman Street Baptist Church
Houston Astros, LLC
Houston Dynamo
Houston First Corp.
Houston Kellogg Fund
Houston Minority Business Association
Houston Port Authority
Houston Rockets
Houston Texans
Hungry Heart Media
Hunt and Hunt Engineering
Iberia Bank
Impact Partner
Iris M. Cross
J Brook Ward
J. Kent Friedman
James Davis, Gulfgate, Dodge Chrysler, Jeep & Ram
James Donatto
James Harris
Janis Hadnott
Jaslyn House
Jeanine Barsamian (The Tank Tiger, LLC)
Jennifer Roy
Jerry Charping
Jerry Martin
Jesse and Betty Tutor
Joanne and Peter Linden
Joel Benavidez
John & Barbara Jacob
John Gillon
John Robinson
Joseph Batilla
Joseph Williams
Josie Ybarra
JP Morgan Chase
JPMC Foundation
Justin Martin
Juwana Pierson
Karen and John Hofmeister
Karen and Ken Black
Karen and Ramon Manning
Karen Hofmeister
Katie and Patrick Oxford
Kelsey Wright
Kelsey-Seybold
Ken & Karen Black
Kenneth Guidry, Jr.
Kimberly Hicks
Konstantina I. Kavouris
KPMG
KPRC TV
Kristyn Page
Kroger
KS Mang’t Svc.
Ladonna Parker
Laurie Vignaud
Law Office of Yates & Associates
Leadership Consulting, Inc.
Lilly Grove Baptist Church
Louis Sklar Family Foundation
Lyce and James Owens
Lupher, LLC
Lydia Rios
Lyondell Chemical
Macy’s
Marathon Oil
Marc Grossberg
Marek Family Foundation
Margaret and Stephen Klineberg
Maria Papavlou
Maria Velasquez
Marian Harper
Marilyn Boss
Marina Coryat
Marion McCollam
Mark Lupher
Mark Newsome
Marla Kline
Marquette Companies
Martin Fein Interests, Ltd.
Marty and Sue Wickliff
McConnell Jones Lanier & Murphy
Melissa and Jamey Rootes
Micah Ndu Ine
Michael J. Flannigan
Michael Stubbs
Michelle Levi
Michelle Sabino
Mike Collier for Texas
Mikey Wesley
Morehouse School of Medicine
Morris Smith
Muhammed Shakoor
Multiple Contributors
NALCAB Funds
National Urban League
Neil Bush
Newpark Resources
Nicole Booker
Nicole Lazarre
NRG Retail
Office Evolution, Inc
Palmetto Partners
Pamela A. Ulmer
Pamela McKay
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