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DEAR FRIENDS:

For over 25 years, ACCT has been providing affordable homes from Orwell to Starksboro—and nearly every town in between. We’ve striven to preserve affordable communities like mobile home parks throughout the county, while creating new high-quality opportunities such as the net-zero apartments at McKnight Lane in Waltham and Energy Star single-family homes at Cottage Lane in Middlebury. All told, we are now providing affordable homes for over 600 Addison County families and individuals.

At ACCT, we believe “It all starts with a home!”

Over the years, we’ve gone through some pretty big changes. Originally founded in 1989 to preserve land for mobile home parks and single-family homes, in 2005 we began developing multifamily properties as well. Since then, we have developed or renovated over 150 apartments. 2017 marked the third year we’ve turned to the community for fundraising support as federal dollars have become more scarce. We have more work to do: Addison County still has a shortage of affordable housing, with 44% of renters and 32% of owner households paying more than they can afford to keep a roof over their heads.

Looking Ahead

ACCT will continue to focus on sustainably managing our county’s precious housing resources so they can provide affordable homes for generations to come. To that end, in 2018, we will be renovating 16 low-income senior apartments at Pleasant Hills in Bristol. We will also continue to address the lack of affordable housing through developing new multifamily properties as well as providing down-payment grants for single-family shared-equity homes that will stay perpetually affordable.

We look forward to building for the future in partnership with you. It all starts with a home. In friendship,

Elise Shanbacker
Executive Director

John Tenny
Board President
MEET OUR RESIDENTS

Emily: “I Feel Safe”

Emily was the victim of domestic violence in Tennessee. While pregnant, she stayed in a domestic violence shelter before moving to Vermont in December 2016. Once in Vermont, she found temporary shelter with John Graham Housing and Services. This past fall, Emily received the good news she would be receiving a Rapid Rehousing Voucher and was able to use it in December 2017 to move into an apartment at Peter Coe Village Apartments in Middlebury.

Question: How has your life changed now that you have found permanent housing?

Answer: “I feel calm. I can breathe, and for the first time since I can even remember, I feel safe.” Emily has been told there will be an opening for her youngest daughter to attend a child care center when she is about one year old. At that point she is excited to get a job and create a happy future with her two children.

“I feel calm. I can breathe, and for the first time since I can even remember, I feel safe.”

Question: What would you like the community to know about affordable housing programs?

Answer: “I think affordable housing is great! There are so many people out there even worse off than I was who still need a home. It’s a struggle every day making sure your kids have everything they need; that’s why these programs are so important—they change lives!”
Danielle: “Stability and Security”

Danielle came to Vermont with her daughter Savannah in order to live with her aunt, who like Danielle was in recovery. She only intended to stay for a month, but fell in love with Vermont and decided to stay; however, by October she and Savannah needed a new place to live since her aunt’s basement was unheated. They moved into the Charter House, where they were able to get a voucher through the Vermont Rental Subsidy program, and graduated to permanent housing at Creekview Apartments in Vergennes.

Question: How has your life changed now that you have found permanent housing?

Answer: “Stability and security, especially for Savannah. She knows where she lives and she’s really comfortable here; it’s her home. It’s way more than an apartment for us; it’s our home. I have finished my degree, I’m employed, and I’m getting my license back. Being able to use the bus system here has been really great. It’s been a relief—we know where we’re going to be, and it’s warm, and that’s been a really big relief.”

“It’s way more than an apartment for us; it’s our home.”

Question: What would you like the community to know about affordable housing?

Answer: “For people who are trying to do this process, it is never impossible. If you’ve been in this situation and it’s seems like you keep getting denied, there is always a possibility if you are willing to do the work. You can always show that your life has changed, that things have changed, and it’s possible to be a part of these programs. The other thing is, not everyone can start at the top—not everyone comes into this world with financial means or a family who is willing or able to help them. Having the ability to have my own place opens my ability to do that for other people, like with the job that I’m in, and that has been a lifesaver.”
Larry: SASH “Keeps Me in Good Shape”

ACCT operates “Support and Services at Home” (SASH) in Bristol, Vergennes, and the Shoreham/Orwell area. The program serves approximately 200 area seniors like Larry (featured below) who benefit from on-site staff to help them age safely at home, resulting in fewer trips to the hospital and better health outcomes.

Larry has always been a proud and independent man. But when health issues made it too risky for him to enjoy simple pleasures, such as cooking meals and cheering on local sports teams, finding support was essential. Larry’s diabetes and struggles with insulin reporting led to dangerously high glucose levels. He also experienced infections, nerve damage, and severe swelling in his legs causing frequent falls and injuries. Larry shared he used to worry every minute about not knowing who, or even if, someone would arrive at his home to help with meals and health care. Before Larry’s situation became overwhelming, SASH Coordinator, Diana, and the Vergennes SASH Team stepped in and provided comprehensive solutions to empower and support Larry. Diana checked in with Larry often and reported how he was doing to the team. Larry was encouraged to take diabetes classes at the hospital, bring his insulin records with him to doctor visits, and have Andrea, his SASH Wellness Nurse, help him track and report insulin levels. Diana reduced fall risks in Larry’s home and found a donated wheelchair so he could safely leave his apartment. The SASH team found Larry a Senior Companion volunteer to accompany him to SASH and community events, as well as cook nutritious dinners for him. Larry was also signed up for Meals on Wheels so he would receive a nutritious lunch each day. Larry is grateful for the SASH Team. He shared, “When Diana calls the doctor’s office with concerns or questions it means something and she gets answers. If I didn’t have SASH I would not be in good shape. I would be in the hospital a lot more.” Larry now regularly manages his diabetes and glucose levels. His ankles are noticeably less swollen and monitored often to ensure the infections have not returned.
Josie: Shared Equity Homeownership was “Perfect for My Family”

“Before I entered the homeownership program my daughter and I were living in a bedroom in my parent's basement. We had moved in with them when she was born in 2015. As a single mom, their support and guidance was invaluable to me. It also gave me the opportunity to build up my savings again which had been depleted getting my Master's degree. After a couple of years I was ready to find my own place - I met with a mortgage counselor at my bank and she explained to me that the cost of home ownership was far greater than I realized. When you took into account taxes, insurance, and closing costs, I didn't have nearly enough saved to really afford my own home. I felt discouraged but took her advice and starting putting away the estimated cost of a mortgage every month - to find out if I could at least afford that part. Another year passed and I kept an eye open for things that seemed in my price range but the options seemed very limited in this area. I happened to be looking at the Addison Independent one day and I saw an advertisement for a house in Middlebury listed by the Addison County Community Trust. I knew right away it would be perfect for my family and it was in my price range. I contacted Mary and the rest is history! We are really happy in our new home. It's safe, comfortable, close to town and a quiet friendly neighborhood. I asked my 3-year old what she likes about her new house - she says “it's good, I like my room.”

I would never have been able to afford a home without the assistance of the Trust, even as a career professional working full time. That's just the reality of life in America today. I think there's a stigma attached to getting assistance for things like buying a house. People think it means you haven't worked hard enough or that you're "getting something for nothing." But it can be a leg up for anyone who just needs some extra help to get where they want to be. Buying a home through the trust carries all the same responsibilities as going a more traditional route. You still have to budget carefully and plan for the future. You still need to pay attention to your credit and save. But I encourage anyone to go this route - it's made a huge and positive impact in our lives.”
OUR COMMUNITIES

ACCT owns, manages, and/or stewards nine mobile home parks, 12 multifamily rental properties, and 75 shared-equity single family homes. In 2017...

...McKnight Lane celebrated its first full year of providing affordable homes to 14 families, including 10 children and 19 adults...

...Including Alexis and her daughter, below. Alexis works at Valley Vista Rehab and is a part-time cheerleading coach at Vergennes Union High School.

Additionally, in partnership with Housing Vermont, ACCT began preparing to renovate Pleasant Hills in Bristol, a 16-unit apartment building constructed in 1980 that provides affordable homes for low-income seniors.

ACCT plans to break ground on the Pleasant Hills renovation in Summer 2018. Next up, we hope to build 20-25 new units at Armory Lane in Vergennes, which will be family housing with units affordable to middle-income Vermonters as well as our most vulnerable residents of Addison County.
OUR IMPACT

ACCT strives to enrich the lives of low- and moderate-income Vermonters by providing safe, quality, affordable homes and other supports residents may need to stay successfully housed.

In 2017, ACCT focused on meeting the statewide goal of dedicating 15% of publicly funded affordable housing units to individuals and families who have struggled with homelessness. At the end of the year, at least 16.3% of ACCT’s apartments were serving formerly homeless households. In fact, about one-third of the families who became ACCT residents in 2017 were formerly homeless.

In 2017, 60 new families found homes with ACCT, including:

- 35 who moved into an ACCT apartment;
- 19 who moved into a mobile home in one of ACCT’s parks; and
- 6 who purchased a perpetually affordable home through ACCT’s shared equity program.

ACCT also measures our success by how well we are meeting the expectations of our residents. In 2017, we surveyed three properties on topics from safety to maintenance and resolving resident issues. Overall resident satisfaction with ACCT housing was high.
FINANCIAL SUMMARY BY SOURCE

ACCT is a $2.3 million organization. This includes both our operating budget of just over $1 million, as well as separate budgets for nine wholly owned mobile home parks and one wholly owned apartment building. The following charts are based on internally produced financial statements, and show functional income and expenses for the organization. In 2017, ACCT showed a net profit of $22,712 before depreciation and write downs of asset values (see notes to financial statements, p. 12).

**Total Income: $2,353,324**

**Total Expense: $2,330,611**

<table>
<thead>
<tr>
<th>INCOME</th>
<th>EXPENSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property Management 85%</td>
<td>Property Management 81%</td>
</tr>
<tr>
<td>SASH 7%</td>
<td>SASH 10%</td>
</tr>
<tr>
<td>Development 1%</td>
<td>Development 3%</td>
</tr>
<tr>
<td>Fundraising 1%</td>
<td>Fundraising 0%</td>
</tr>
<tr>
<td>Admin 3%</td>
<td>Admin 5%</td>
</tr>
<tr>
<td>Shared Equity 3%</td>
<td>Shared Equity 1%</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Of every $10.00 spent:

- $8.15 goes toward Property Management
- $0.26 goes toward Development
- $0.97 goes toward SASH
- $0.07 goes toward Shared Equity
- $0.04 goes toward Fundraising
- $0.51 goes toward Admin
FINANCIAL SUMMARY: OPERATIONS

ACCT’s operations budget (a subset of All Funds shown on the previous page) experienced a net profit of $20,776 in 2017. Unrealized development fees were offset by staff vacancies. Development fees typically make up about 15% of ACCT’s operating budget, but in 2017, that figure was only one percent.

The chart below shows ACCT’s 2017 operating revenue by program area. Apartment Management revenue is derived from fees from the various multifamily apartment buildings ACCT manages. Each mobile home park, while wholly owned by ACCT, also pays a management fee to ACCT’s Operating fund. Shared equity revenue derives from monthly stewardship fees paid by owners in the program, as well as fees from resales of homes in the program. SASH is a federal reimbursement via Vermont’s all-payer waiver. Development fees come from new real estate projects.
# FINANCIAL STATEMENTS

## Statement of Financial Position

<table>
<thead>
<tr>
<th>Assets</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Cash-Unrestricted</td>
<td>224,196.71</td>
</tr>
<tr>
<td>Rents Receivable</td>
<td>25,551.04</td>
</tr>
<tr>
<td>Notes/Grants Receivable</td>
<td>546,233.25</td>
</tr>
<tr>
<td>Other Receivables</td>
<td>113,817.20</td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>42,392.69</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>952,190.89</strong></td>
</tr>
<tr>
<td><strong>Restricted Cash</strong></td>
<td></td>
</tr>
<tr>
<td>Replacement Reserves</td>
<td>240,346.82</td>
</tr>
<tr>
<td>Tenant Security Deposits</td>
<td>71,209.62</td>
</tr>
<tr>
<td>Other Savings Accounts</td>
<td>113,236.81</td>
</tr>
<tr>
<td><strong>Total Restricted Cash</strong></td>
<td><strong>424,793.25</strong></td>
</tr>
<tr>
<td><strong>Property and Equipment</strong></td>
<td></td>
</tr>
<tr>
<td>MHP's and Improvements</td>
<td>8,968,877.90</td>
</tr>
<tr>
<td>Building/Land and Improvements</td>
<td>1,686,859.20</td>
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<tr>
<td>Equipment</td>
<td>86,012.68</td>
</tr>
<tr>
<td><strong>Sub-Total</strong></td>
<td><strong>10,741,749.78</strong></td>
</tr>
<tr>
<td>Less: Accumulated Depreciation</td>
<td>2,064,487.80</td>
</tr>
<tr>
<td><strong>Net Property and Equipment</strong></td>
<td><strong>8,677,261.98</strong></td>
</tr>
<tr>
<td><strong>Other Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Investment in Subsidiary</td>
<td>160,868.00</td>
</tr>
<tr>
<td>Other</td>
<td>43,282.13</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td><strong>204,150.13</strong></td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>10,258,396.25</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities And Net Assets</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Accounts Payable</td>
<td>121,577.70</td>
</tr>
<tr>
<td>Accrued Interest &amp; Expenses</td>
<td>35,947.78</td>
</tr>
<tr>
<td>Prepaid Rents</td>
<td>21,647.55</td>
</tr>
<tr>
<td>Current Portion of Long Term Debt</td>
<td>319,000.00</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>498,173.03</strong></td>
</tr>
<tr>
<td><strong>Long-Term Liabilities</strong></td>
<td></td>
</tr>
<tr>
<td>Security Deposits &amp; Accrued Int.</td>
<td>70,255.93</td>
</tr>
<tr>
<td>Long-Term Debt</td>
<td>5,813,414.21</td>
</tr>
<tr>
<td><strong>Total Long-Term Debt</strong></td>
<td><strong>5,883,670.14</strong></td>
</tr>
<tr>
<td><strong>Net Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>(495,647.32)</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>3,630,687.83</td>
</tr>
<tr>
<td>Capital Contributions</td>
<td>741,512.57</td>
</tr>
<tr>
<td><strong>Net Assets At End Of Year</strong></td>
<td><strong>3,876,553.08</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities And Net Assets</strong></td>
<td><strong>10,258,396.25</strong></td>
</tr>
</tbody>
</table>

## Statement of Activities

<table>
<thead>
<tr>
<th>INCOME</th>
<th>EXPENSE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property Management</td>
<td>1,999,105.81</td>
</tr>
<tr>
<td>Development</td>
<td>11,732.95</td>
</tr>
<tr>
<td>SASH</td>
<td>173,222.12</td>
</tr>
<tr>
<td>Shared Equity</td>
<td>60,202.38</td>
</tr>
<tr>
<td>Fundraising</td>
<td>34,232.98</td>
</tr>
<tr>
<td>Admin</td>
<td>74,827.81</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>2,353,324.05</strong></td>
</tr>
</tbody>
</table>

| **Profit (Loss)**               | **22,712.80**      |
NOTES TO FINANCIAL STATEMENTS

Overview
ACCT has presented internal financials in this annual report, as ACCT audited statements include several large items that distort income and expenses, such as depreciation, other reductions in various asset values, a large receivable from a development project, and one Limited Partnership in which ACCT is the sole member (McKnight Lane; the other partnerships ACCT owns and/or manages do not show up on ACCT’s financials as ACCT does not have a controlling interest). A few key transactions that affect ACCT’s audited statements are explained in more detail below.

51 Seymour St
ACCT sold 51 Seymour street to Habitat for Humanity so it can be converted back to affordable ownership housing. No cash was involved, but the transaction resulted in a write down of soft debt in the amount of $146,559.45.

McKnight Lane Ltd Partnership
As sole General Partner, ACCT has a controlling interest in MLLP. Therefore, this property’s transactions will show up on ACCT’s audited annual financial statements, though it is a separate legal entity.

294 Washington St
ACCT purchased this property prior to a change in wetland regulation that limited its potential for development. Based on a new appraisal in 2017, the value of this property was written down $88,215.99.

Several non-cash items in 2017 led to a difference in ACCT’s working financials and the audit.
OUR SUPPORTERS

**Individual Donors**

Chris Anderson
Jack Wilcox Anderson
Meredith Anderson
David Andrews
Anonymous
Laura Asermily
Mary Behan
George Bellerose
Anna Betz
Mike Boardman
Lynne Boie
Julie Bourgeois
Andrew Bouvier
Seksan Caniyo
Kathleen Cannon
Peter Carothers
Richard Catchapaw
Chris Chamberlain
Mal Chase
Michael and Shirley Claudon
Robert Coffey and Alice Grau
Faith Comstock
Mary and Peter Conlon
Mark and Kristen Cooper
Jon Crystal
John Derick
Stephen and Emmie Donadio
Murray and Cecelia Dry
Brenda Ellis
Karen English
Michael Farnsworth
Rev. Barnaby Feder and
Michele Lowy
Stacey Fillion
Marty Fitzpatrick
Sean Flynn

Jeanne Foerster
Ann Folger
Robert Foster
Tina Francis
Toby Gay
Louise Giovanella
Jeff Glassberg and Amanda
Bodell
Robert Grau
Barbara Greenewalt
Keith Grier
David Hallam
Larry Hamberlin
Mar Harrison
Chuck Hatch
Guntram and Patricia Herb
Ed Hilton
Richard Hollenbeck Sr.
Gale Hurd
Mary Jackman
Bob Johnson
Peg Kamens and Jim Mendell
Jeff Kantor
Gregor Kent
Paul Kervick
Charlie Kireker
Rev. George Klohck
Blair Kloman
Deena Krulewitz
Richard LaBarre
Chris Lapierre
Connie Leach
Rob Liotard
Adam Lougee
Helen Lyons
Nancy Malcolm
Penelope Markle
Tamar Mayer

Jubilee McGill and Lawrence
Yetnick
Roland and Amy McGlashan
Meaghan and Ethan McLaughlin
Louis and Beverly Megyesi
Paul Miller
Jen Minns
Melissa Nelson
Polly Nichol
Bill O'Meara
Joan O'Meara
Betsy Ouellette
Ellen Oxfeld and Frank Nicosia
Greg Pahl and Joy Pile
Erika Paine
Joe Pearl
Ken and Carolyn Perine
Eileen Pierce
Ingrid Pixley
William Porter
Richard Provost
Jeff and Meredith Rehbach
Jim and Marlene Ringer
Chris Robbins and Peter Hamlin
Bill Roper and Barbara Ganley
Joanne Rose
Lisa Rosenthal
Lauren Ross
Aaron Rowell
Lisa and Dan Rowell
Ronald Rucker
Diana Rule
Jen Russell
Monica Sanchez Webb
Brett Sargent
Randy Sargent
Steve Schenker
Peter and Lucy Schumer
Nadine Scibek
Ed Shanbacker
Elise Shanbacker
Frank Shanbacker and Bruce Klinger
Dave Sharpe
Elizabeth Shaw
Joanne Shedrick
Gary Shores
Doug Sinclair
David Stachnik and Teri Herzog
Mike Steele
Roth Tall
John Tenny
Luther Tenny and Carey Bass
Stephen Trombulak
Nicholas Troutman
Chris and Cynthia Watters
Paul Webb
Thomas Wells
Joan Winant
Rewa Worthington
Irene and Albert Zaccor

Business and Philanthropic Donors

Bristol Financial Services
Casella Waste Systems, Inc.
Clark - Wright Septic
GE Foundation
Ingrid Punderson Jackson Real Estate
Mike Dunbar, Middlebury Fence
Middlebury Natural Foods Coop
Middlebury Rotary Club
Mill Bridge Construction

Otter Creek Bakery
R. Parker Enterprises, Inc.
Phoenix Feeds & Nutrition, Inc.
RK MILES
Silver Maple Construction
Small City Market
Thurston for Entertainment, LLC
Vermont Community Foundation

ACCT Board

John Tenny, President
Chris Anderson, Secretary-Treasurer
Robert Coffey
Jon Crystal
Keith Grier
Ingrid Pixley
Monica Sanchez-Webb, Resident

ACCT Staff

Colby Benjamin
Kathy Cannon
Richard Catchapaw
Shaun D’Avignon
Ann Eddy
Janet Heath
Mary Blacklock Jackman
Jubilee McGill
Pam Miller
Betsy Ouellette
Erika Paine
Julie Peers
Diana Rule
Elise Shanbacker

Thank You!