



**2017**  
ANNUAL  
REPORT

first story™   
A Cause Worth Building





# Letter from the President

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It's been another incredible year at First Story, from celebrating our fifth straight year of program growth to dedicating a record number of homes. To top it off, we exceeded \$1 million in charitable grants.

At First Story, though, it's not about the numbers; it's about our impact. Creating opportunities for families to reach economic independence and stability remains at the heart of who we are. We help people move from a place of struggle to a place of strength.

We have a big vision - to change lives - and it's encouraging to be surrounded by other individuals and companies who share in that vision. When you support First Story you become a catalyst for change and there is no doubt that having a place to call home changes peoples' lives.

First Story will celebrate its 20th anniversary in 2018. As we commemorate this milestone and reflect on our many accomplishments, we are mindful of the importance of the next five, 10 and 15 years. Together with the dedication of our partners we can ensure that every parent and child has the chance to thrive in a beautiful, safe, quality home.

Scott Knox  
*President*



# Executive Director



Everyone has a story. A story that may include the purchase of a new home - a place to nest, to nurture a family and to create economic stability. But, I am struck by the increasing number of work-force families living in the Pacific Northwest who are not able to afford this dream. At First Story, we build hope, in times of struggle, for these families.

I am proud of our accomplishments from the past year and humbled by two decades of impressive numbers and facts. However, I am most excited about the hundreds of lives that have been changed and the dozens of communities improved behind those numbers. In this report, we celebrate the families who succeeded on their homeownership journey and we celebrate all of those who supported them along the way.

Thank you for helping us unite communities, with one gentle generous hand, bringing hope through housing to those who need it most. We know it doesn't happen without you. I appreciate your unwavering support of First Story.

A handwritten signature in black ink that reads "Claire Duncan".

Claire Duncan  
*Executive Director*

OUR BOARD  
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STORIES OF HOPE  
[HOMEOWNERSHIP](#)

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[HAYDEN HOMES](#)

WE ARE FIRST STORY  
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# STORIES OF HOPE



Jillian Hanes thought she was at a dead end. Life was tough. Things hadn't gone as planned. The single-mom of two had overcome heartache and challenge but her hopes and dreams had slipped away. Thanks to First Story, her future is now sprouting with opportunity.

**“Homeownership means that my kids get a chance at a more stable life in our one-parent household and it empowers me, as a single parent, to set no limits.”**

Everyone has a story. Some stories inspire us to never give up. In 2017, five strong and determined families joined Jillian and re-wrote their story. They are each a living testimony of hope. They succeeded against all odds. They are mothers, fathers, college graduates, teachers, writers, caregivers and, now, homeowners.

Here are two more success stories:

In Central Oregon, another single-mom, Angie, celebrates her new home. Skyrocketing rent costs meant Angie and her son shared a one-bedroom apartment. Now, for the very first time, her son will sleep in his own room. “A 3-bedroom home with room to play inside and out is something I never thought I could provide for him,” said Angie.

Ukrainian Nataliya and her husband Viktor never thought they would own a home. The couple, who spent the last decade learning English, earning their college degrees, and gaining citizenship, now have a new home in a beautiful neighborhood to raise their son Daniel. “We did not believe that people who didn't know us wanted to help us. It is still unbelievable. We are living the American Dream,” said Nataliya.





“

Hayden Homes believes we should live in a world where we give more than we get.

”



# WE LIVE TO GIVE



The spirit of generosity has been rooted at Hayden Homes since their inception in 1989. This philosophy of giving began with Robert Watson, founder of Hayden Homes, and his wife, Virginia. They instilled the importance of giving in their son, Hayden, who has in turn shared this spirit of generosity with the team members and partners of Hayden Homes, creating generations and generations of givers.

Hayden Homes is incredibly passionate about First Story's mission. More than half of their employees contribute to First Story through a monthly payroll deduction in which Hayden Homes provides a 100% company match. In 2017, Hayden Homes once again partnered with First Story to help six more families own a home – a dream they thought would never come true. The entire company participated in building the homes and presenting the keys to the deserving families of these new homes.

Hayden Homes takes an active role in addressing specific needs in the communities where they are building homes. In 2017, employees distributed over \$80,000 in grants from First Story's Community Giving Program to 46 deserving non-profit organizations throughout Washington, Oregon and Idaho. In total, over \$1 million has been given to charitable causes over the past two decades.

**Hayden Homes believes that we should live in a world where we GIVE more than we get.**

Through genuine compassion and leading by example, their actions influence others to make this world a better place to live.

Hayden Homes, Simplicity and New Home Star employees contribute over 1600 hours per year to First Story.



# WE ARE FIRST STORY



First Story is incredibly proud to celebrate its 20th anniversary in 2018. Our impact over the past two decades has made a considerable difference in improving the lives of families in the Pacific Northwest.

In our first 20 years, First Story has provided 71 affordable home ownership opportunities to work-force families bringing significant social and economic value to the people and the communities we serve. Additionally, we have supported over 750 community organizations with charitable grants totaling over \$1 million providing crucial resources to those who need it most.

**First Story's collaborative approach to tackling housing-related issues engages a community of givers who share in our vision to change lives.**

First Story is proud to bring individuals and businesses together to build healthy communities, healthy homes, and healthy families today and for generations to come.

For more information about First Story's programs, projects and future plans, visit [www.firststory.org](http://www.firststory.org).

First Story is a 501(c)(3) Organization  
Tax ID# 911755886



Building Homes, Communities and a  
Sense of Hope Since 1998





A Cause Worth Building

20 YEARS  
1998-2018



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[youtube.com/firststoryhgf](https://youtube.com/firststoryhgf)



[info@firststory.org](mailto:info@firststory.org)



541-728-0830



# 2017 FINANCIALS



## **GROWTH**

20 years of impact... and that's just the beginning! First Story's growth and the generosity of its donors has been nothing short of spectacular. Since 1998, First Story has stretched its arms across the Pacific Northwest and embraced communities in need providing crucial housing and funding. In 2017, First Story quietly met several remarkable milestones: Over \$1 million in grants to charitable causes, 71 homes dedicated to deserving and capable families and over \$11 million in total assets.

## **2017 PROGRAM HIGHLIGHTS**

First Story is a tax-exempt, 501(c)(3) nonprofit corporation supported by the people who share in its vision to change lives. Support comes in the form of contributions from individuals (cash, stock and estate gifts), corporations (cash, material and labor donations), and foundations.

Total contributions in FY2017 totaled \$2,620,728. Total cash contributions were \$1,070,423. Assets grew by 13% to over \$11 million. Total expense for FY2017 totaled \$1,407,589 with \$1,192,083 (85%) going toward mission critical objectives.

## **LIVING LEGACY PROGRAM**

First Story is proud to partner with the Oregon Community Foundation to enable donors to pledge support through cash and real estate gifts, life insurance and retirement plans, and wills or trusts. First Story's endowment fund provides donors the flexibility to customize their giving allowing them to build their legacy, their way.

Download a Gift Planning Guide at [www.firststory.org](http://www.firststory.org).

<b>ASSETS</b>	<b>2016</b>	<b>2017</b>
Cash	\$ 367,854	\$ 727,370
Accounts Receivables	\$ 72,842	\$ 43,296
Other Assets	\$ 3,445	\$ 26,525
Inventory	\$ 328,977	\$ 309,238
Investments (FMV)	\$ 1,741,603	\$ 2,617,170
Notes Receivable	\$ 7,853,560	\$ 8,114,972
<b>Total Assets</b>	<b>\$10,368,281</b>	<b>\$11,838,571</b>

<b>LIABILITIES</b>	<b>2016</b>	<b>2017</b>
Accounts Payable	\$ 7,648	\$ 53,759
Notes Payable	\$ 19,000	\$ 0
<b>Total Liabilities</b>	<b>\$ 26,649</b>	<b>\$ 53,759</b>

<b>EQUITY</b>	\$ 10,341,633	\$ 11,784,812
<b>Total Liabilities and Equity</b>	<b>\$10,368,281</b>	<b>\$11,838,571</b>

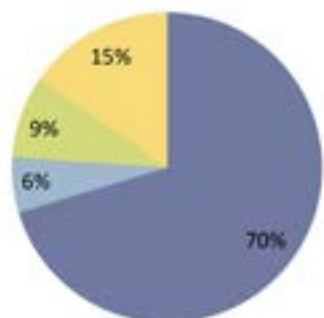
<b>REVENUE</b>	
Community Support .....	\$ 795,137
Charitable Fee.....	\$ 581,192
Foundation Grants.....	\$ 61,439
Investment Income.....	\$ 111,702
Home Sales (30yr note).....	\$ 1,182,960
<b>Total .....</b>	<b>\$ 2,732,430</b>



**REVENUE BY CATEGORY**

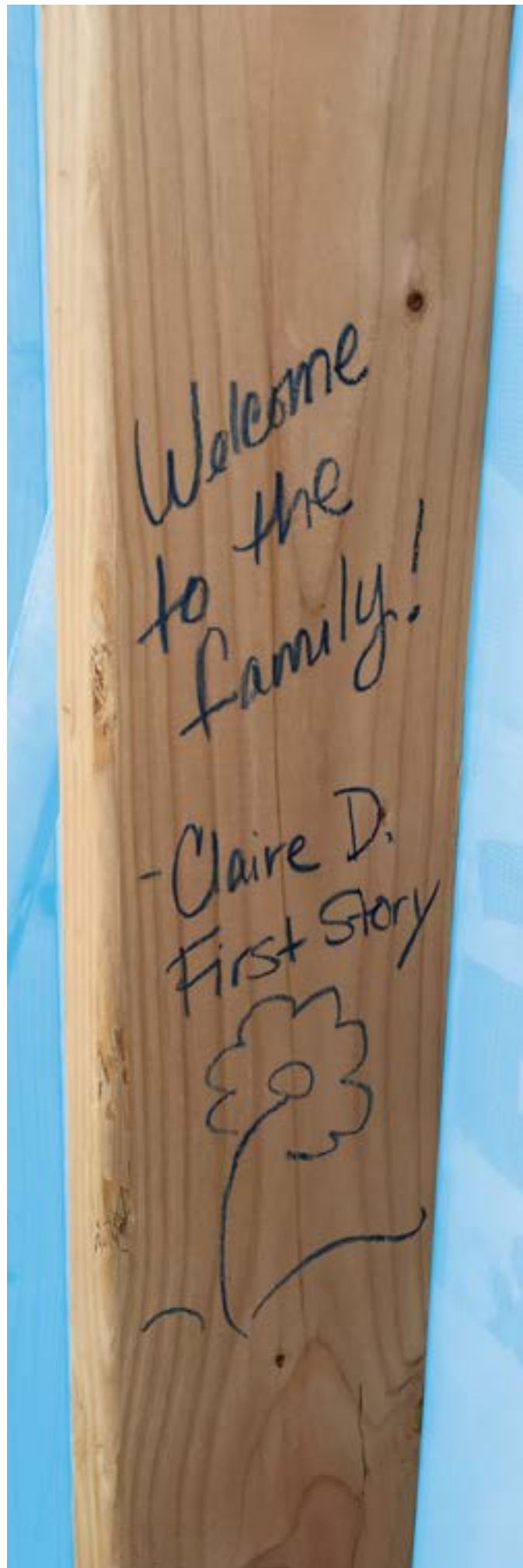
- Community Support
- Charitable Fee
- Foundation Grants
- Investment Income
- Home Sales (30yr note)

<b>EXPENSE</b>	
Grant Home Cost.....	\$ 989,825
Community Giving Grants .....	\$ 80,850
Program Cost.....	\$ 121,408
Fundraising and Supporting Activities .....	\$ 215,506
<b>Total .....</b>	<b>\$ 1,409,010</b>



**EXPENSE BY CATEGORY**

- Grant Home Cost
- Community Giving Grants
- Program Costs
- Fundraising and Supporting Activities



# 20 YEARS OF GIVING



## Signature Givers

Hayden Homes  
Parr Lumber Company  
John & Lucinda Fournier  
Hayden & Kristin Watson  
Cascade Lakes Brewing Company  
MaybelleClarkMacdonald Fund  
New Home Star  
TS&S - Subaru of Bend  
Sherwin-Williams  
LP Building Products  
Dennis Murphy  
ProBuild  
Stephen & Amanda Klingman  
Total Energy Management  
Alliance Title & Escrow Corp  
George & Conni Slape  
Cascade Title  
Washington Trust Bank  
Barstow Foundation Trust  
Schmidt Investments  
Pacific Landscape Services  
Umpqua Bank

Go Plumbing & Heating  
Guild Mortgage Company  
HAPO Community Credit Union  
Housing Capital Company of US Bank  
Howie Koff  
Huesitos Company II  
Impact Graphix & Signs  
Inovia  
Jack Heath  
Jeff & Brenda Menzel  
Jim & Paula Sansburn  
Joe & Marjory Leathers  
Keeley & McKenzie O'Brien  
Ken & Valerie Brodeck  
Ken Tooze Excavation  
Kwikset  
Mark & Angela Crandall  
Marshall Fant  
Matt Day Jr.  
Megan McMahan  
Merrill Cellars  
Mike & Bobbi Newell  
Mobile Concrete & Excavation  
Nancy & Mike Cranston  
Northwest Bank  
O'Brien & Company Construction & Design  
Orepac  
Pacific Air Comfort  
Performance Insulation & Energy Services  
Phillips & Company  
Premier Construction  
ProPacPayless Pharmacy  
Quality Truss Company  
Rees Wasney  
Regence BlueCross BlueShield of Oregon  
Rick & Raeann Schimpf  
Roofline Supply & Delivery  
Sather Masonry  
Scott & Kathy Mary  
Scott & Robie Knox  
Simplicity Homes by Hayden Homes  
Source Landscaping  
Stereo Planet  
The Anjulia Foundation  
The Truss Company  
Thompson Construction  
Tim & Kristin Phillips  
Tim Knopp  
Victorian Cafe  
Villalobos Company  
Visual Thinking Northwest  
Western Title & Escrow  
Windermere Walla Walla  
Z&H Construction

## Key Partners

Air Tech Services  
Alan & Cathy Mills  
Aloha Blinds & Designs  
American Rock Products  
AmeriTitle  
Angela & Wes Price  
Ascending Landscape  
Ascent Capital Management  
Bend Real Estate Expert  
Bob & Sharon Tate  
Caleb Anderson  
Caprio Cellars  
Central Oregon Redi-Mix  
Chris Justema  
Christiansen's Contracting Company  
Cole Mack  
Correct Construction  
Cost Less Carpet  
Dan Oxford  
Dave Lucas  
Deborah & Dave Flagan  
Del Barber Excavation  
Double A Plumbing  
Doug Simcock  
ESP, Inc  
Fire and Ice Concrete  
Fournier Group  
Frontier Title & Escrow Company  
Garner Electric  
General Electric Company  
Geoff & MaryLea Harris

## Local Supporters

Aaron King  
Aaron Alexander Construction  
Abby Spomer  
Accurate Concrete  
A-Core of Washington  
Action Garage Door  
Adam Bledsoe  
Adam Bracy  
Advantage Custom Landscaping  
Alan & Karen Miller  
Alan & Kelly Stewart  
Alec Haldeman  
Alex Eakin  
Amador Siding  
Amanda & Ryan Kruit  
Amber Shults  
Amy Powell  
Andersen Concrete  
Andrea Worley  
Andy High  
April Pust  
Arden Dettwyler  
Arnold's Painting  
Ashland Brothers  
Audio Visions Plus  
A-Z Finish Construction  
B12 Drywall & Paint  
Badger Development  
Baldy's BBQ  
Ben McGerty  
Big Foot Beverages  
Bill Thomas  
Blind Appeal  
Brad Reisch Construction  
Branch Engineering  
Brandon Kearney  
Brenna Glass  
Brett Swanson  
Brian Kegg  
Brian Stone  
Brian Thoreson  
Bruce Blasius  
Budget Blinds  
Butte Fence  
Caleb Neff  
Cascade Fence & Construction  
Cascade Towncar  
Central Event Rentals  
Central Oregon Heating & Cooling  
Chad & Cory Bettesworth  
Char Luttrull  
Chris Rosch  
Christine Salvione  
Christy Gmeiner  
Chuck Barr  
Chuck Sheffield  
Cindy Ohlde



Cindy Schafler  
Claire Spence  
Cody Boswell  
Cody Walker  
Collete Paulson  
Columbia Glass  
Concept Closets  
Connie Costello  
Coriant Workflow Solutions  
Craig Warren  
Cyndee Henderson  
Dalynna Larsen  
Dan Pahlisch  
David Floyd  
David Lenke  
David McCarty  
David McMahan  
David Woods  
Derek & Kate Meyer  
Derek Morikawa  
Diamond Concrete Cutting  
DJ Concrete Pumping  
DNA Construction  
Donald Hahnenkratt  
Donald Jeffries  
Donovan's Flooring  
Doug Anderson  
Eagle Roofing & Siding  
Earth2o  
Elizabeth Duncan  
EM Drywall  
Emmanuel Construction  
Eric Hendrickson  
Flatline Concrete Pumping  
Furnace Store  
Gale Contractor Services  
Garrett Genz  
Gina Donangelo  
GMA Cabinets  
Green & White Rock Products  
Greg Peterson  
Gregory Page  
Hardenbrook Hardwoods  
Heather Efraimson  
Heather Hahn  
Heather Lowrie  
Hedge Carter's Gutter Service  
Installed Building Products  
Intermountain West Insulation  
Isaias Valencia  
Isidra's Cleaning Services  
J&R Carpeting Installers  
Jack Wheir  
Jaclyn Roberts  
Jacob Franke  
Jacqueline Johnson  
James Burton  
James Limerick  
James R Rasmussen  
Jaramie Magera  
Jared Abell  
Jason Craveiro  
Jay Campbell  
Jeff Munther  
Jeff True  
Jeffrey Banks

Jeffrey Dolan  
Jeffrey Mauser  
Jennifer Harris  
Jennifer Sheffler  
Jim Carraway  
Jimenez Drywall  
Jirah's Construction  
John & Christy McLeod  
John & Pam Swanson  
Jonathan Mack  
Joshua Gosney  
Judd Ball  
Judd Rook  
Justin Homan  
Justine Jackson  
Juston & Lori Watson  
JV Painting  
Kaleb Simon  
Karna Gustafson  
Kasten and Sons Flooring  
Katherine Armstrong  
Kathy Janus  
Katy Wooderson  
Kay Harwood  
Keith Fier  
Keith Leifer  
Kelley & Buck Makinson  
Ken York  
Kevin Baker  
Kila Fahr  
Kimberly Guthrie  
Kinder's  
Kris Cavin  
Kris Lamson  
Kristi Dexter  
Kristin Ranger  
Kristin Sweezea  
Kristin Thronson  
Kyle Bliffert  
L&R General Construction  
LCR Construction  
Lee Blue  
Leighton Tuttle  
Levi & Lori Means  
Linda Spittler  
Linda Stewart  
Lisa Price  
Luanne Harrington  
Luis Garanzuay  
Magic Plumbing  
Marc Holt  
Marissa Hesterberg  
Mary Pearce  
Matt Bassitt  
Matt Kirchoff  
Matt Munther  
Matt Thomas  
Matt Van Coutren  
Matthew Smith  
Megan Rammer  
Michael Knox Remodel  
Michael McBrearty  
Michael Mignella  
Michael Thomas  
Michelle Webb  
Mike Easterbrooks

Mike Moore  
Mike Schubert  
Mike's Floor Covering  
Nate Hardenbrook  
Nathan Martin  
Nicholas Blake  
Noah Stopher  
Northwest Community Mgmt Company  
Northwest Concrete  
NRG Construction Company  
O. Jay Merrill  
Omar Rubio  
Oregon Cedar Fence  
P&M Construction  
Pacific Rim Roofing  
Pahlisch Homes  
Partners in Grime  
Patricia Murphy  
Penhallurick's  
Perfection Glass  
Performance Building Products  
Performance Construction Cleanup  
Pete Lucarelli  
PhotoLounge  
Pour Boy's Concrete NW  
Power Enterprises  
Prineville Electric  
Reid Wilmotte  
Reinhart Construction  
Reyes Painting  
Rhiannon Cone  
Rich Beaman  
Richard Moore  
Richard Simcock  
Rick Simcock  
Ricky & Cheryl Sugnumma  
River Park Family Dentistry  
RL Construction Site Cleanup  
Robert Engelke  
Robert Hoover  
Robert Johnson  
Robert Nalle  
Ronnie Bruland  
Ryan Cantlon  
Ryan Jennings  
Ryan Miller  
Sandra Gravelle  
Sandra Rogers  
Sarah Burge  
Savvy Casino Events  
Scott & Michelle Davis

Scott Williams Construction  
Sean Bearden  
Shane Patnoi  
Shanrae Hawkins  
Shay Kahl  
Shelley La Judice  
Ski Carpet & Finish  
Stacy Savage  
Stephanie Summers-Fasching  
Steve Cutter  
Steven Johnson  
Steven Young  
Strictly Organic  
Summit Plumbing  
Susan Bolin  
T&E Construction  
TAPS Mobile Pub  
The Office Nanny  
Therapeutic Associates  
Thompson Pump & Irrigation  
Three Brothers Cleaning  
Tiffany Neiwart  
Tim & Stephanie Hix  
Tim Dreiling  
Tim Hussion  
Timothy Bosier  
Timothy Hix  
TML, LLC  
Todd & Sara McQuillin  
Tom Bahrman  
Tom Conchuratt  
Toni Sparks  
Tracy Suckow  
Travis Hillman  
Trevor Lindsay  
Ty Schoepp  
University Fencing  
US Bank Foundation  
US Mirror & Glass  
Valley Truss Company  
Vicki White  
Villas General Construcion  
Watson Development Limited  
Weger Landscaping  
Wendy Merydith  
West Coast Event Rental  
Western Materials  
Weston McQueen  
Wilson Walters  
Wood Hill Homes

With boots on the ground, a hammer in hand  
and love in our hearts!



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