HOUSING WORKS

ANNUAL REPORT 2026

MISSION STATEMENT

Born out of the AIDS crisis in New York City, Housing Works is a **healing community** that fights for inclusive care, social justice, and an end to homelessness. Our **integrated healthcare, life-changing services, relentless advocacy, and social enterprises** break barriers and involve the whole community in building a more compassionate and equitable world.



WHO WE ARE



Founded in 1990 by a small group of activists, Housing Works is now one of the nation's largest providers of healthcare, supportive housing, and legal advocacy support for people living with chronic health conditions like HIV/AIDS.

We provide **lifesaving** and **wraparound services** to nearly **15,000 people** each year, while mobilizing community members to advocate for policy changes that break down systemic barriers and advance health equity and justice for all. Our social enterprises fuel this work while serving as beloved New York City institutions in their own right. Together, our staff, Board members, volunteers, supporters, and clients make up a community united by the belief that everyone deserves health, housing, and opportunity.



MESSAGE FROM OUR PRESIDENT

Dear Friends,

2026 has been an extraordinary year for Housing Works. This year, we continued to provide lifesaving services and innovative programs to more than 15,000 New Yorkers, expanding our service offerings and impact. We organized. We marched. We launched new programs. We welcomed new clients. We broke ground on new housing developments. We secured court victories with lasting impact. We shopped. We celebrated.

Behind these accomplishments is a stronger organization than ever before. Over the past year, we made great progress toward the ambitious goals outlined in our Strategic Plan. We made strategic investments in our operations, workforce, and technology that have strengthened our financial foundation and positioned us for long-term growth. By leveraging AI-enabled tools and new approaches to outreach and engagement, we increased new patient enrollment into our healthcare programs by 17% year over year. All the while, we continued to invest in and strengthen our workforce, ensuring that our staff have the resources and support they need to deliver exceptional care and services across each program.

These efforts resulted in a strong financial performance to close out the fiscal year which enables us to make bold investments in our future. Most notably, we announced our merger with Harlem United, an organization that shares both our history and our commitment to health, housing, and social justice.



Together, we have an extraordinary opportunity to build one of New York City's largest providers of community healthcare, supportive housing, and HIV/AIDS services. The combined organization is expected to operate 8 Federally Qualified Health Centers, nearly 1,000 housing units, and reach more than 20,000 New Yorkers annually, with an expanded presence in Harlem and the Bronx. Importantly, plans for the merged organization honor and preserve Harlem United's unique legacy and longstanding contributions to the communities it serves.

Our staff, clients, donors, shoppers, partners, and volunteers showed up for one another in inspiring ways, just as New Yorkers do. We know what it means to live in community, to care for one another, and to lift each other up.

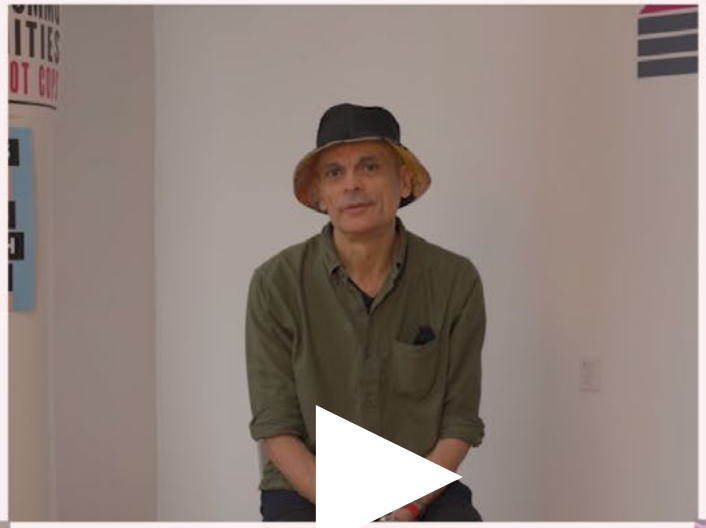
As we look ahead, we are ready to meet new challenges by staying focused on what's right in front of us: our people, our city, and the next best steps toward a more compassionate and equitable world.

Thank you for being part of our healing community.

Love,

Matthew Bernardo
President











2026 BY THE NUMBERS



Our ability to deliver meaningful results is rooted in the strength of our housing, healthcare, and advocacy programs. This year's strong financial performance allowed us to invest in our people and infrastructure, expanding our capacity to provide more vulnerable New Yorkers with essential services. As such, we are able to sustain this lifesaving work amid an unstable political landscape.

15,000+ Total Clients Served Annually

HOUSING

815+

SUPPORTIVE AND TRANSITIONAL HOUSING UNITS OPERATED

700+

RESIDENTS HOUSED

400+

HOUSING UNITS IN PREDEVELOPMENT

HEALTHCARE

80,000

HEALTHCARE VISITS

1,295

CLIENTS ENROLLED IN PSYCHOTHERAPY

1,130

CLIENTS ENROLLED IN SIGNATURE HIV TREATMENT PROGRAM, THE UNDETECTABLES

ADVOCACY

$5.3M

RESTORED TO NYC HIV PROGRAMS

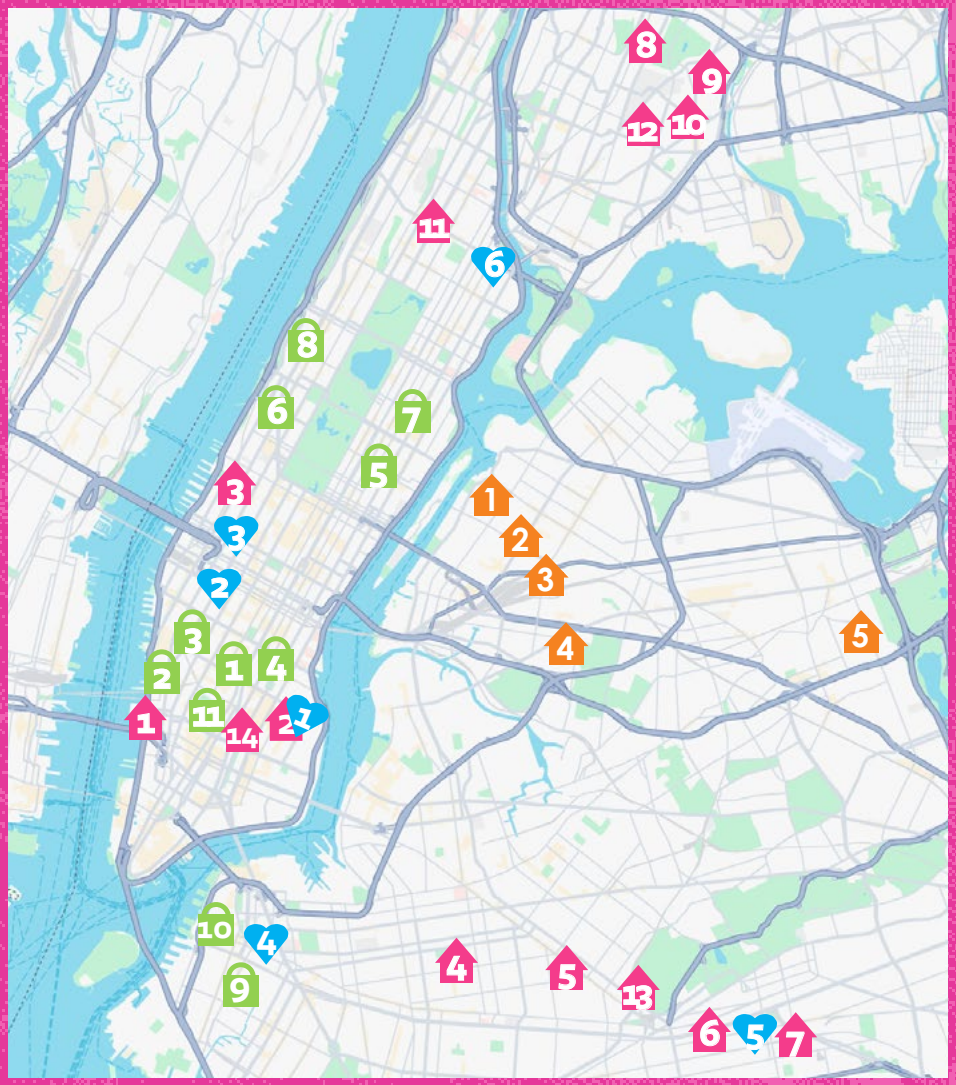
19,550+

RAPID RESPONSE LETTERS SENT TO U.S. CONGRESS, NYS LEGISLATURE, CITY COUNCIL, AND THE GOVERNOR

50+

MOBILIZATION EFFORTS HELD IN-PERSON ACROSS NYC, ALBANY, AND WASHINGTON D.C.

SERVING NEW YORK CITY



Housing

1. Bailey-Holt House
2. Cylar House
3. The Lirio*
4. Lexington Ave Residence
5. Jefferson Ave Residence
6. Pitkin Ave Residence*
7. East New York Residence
8. Claremont Residence
9. Lyman Residence
10. Prospect Residence
11. Standup Harlem Residence
12. Hall Place
13. Hull Street
14. The Aurea*

Hotel Shelters

1. MOCJ ETH Site 1
2. Special Populations 1
3. MOCJ ETH Site 2
4. Special Populations 2
5. MOCJ ETH Site 3

Healthcare

1. Keith D. Cylar Community Health Center
2. Ginny Shubert Center for Harm Reduction
3. Westside Community Health Center
4. Downtown Brooklyn Community Health Center
5. East New York Community Health Center
6. 125th Street Community Health Center

Social Enterprise

1. Housing Works Bookstore

2-10. Housing Works Thrift Shops

11. Housing Works Cannabis Co.

**HOUSING UNDER CONSTRUCTION OR IN PRE-DEVELOPMENT*

LEADING BY EXAMPLE

Ruth has been a part of Housing Works' healing community for more than six years.

When Ruth first came to Housing Works, she was experiencing homelessness and struggling to manage her HIV diagnosis. While staying in a shelter, she was referred to Housing Works for a new healthcare provider.

Since joining Housing Works, Ruth has taken full advantage of the organization's comprehensive services. Today, she is stably housed and has achieved an undetectable viral load through Housing Works' signature HIV treatment program, The Undetectables.

"Everytime they give the report on The Undetectables, I do a little dance because I know I am one of The Undetectables."



Ruth has also found close-knit community among peers within our Adult Day Health Care (ADHC) program. She regularly participates in group activities and recreational services, and has become a trusted source of support for other clients.

"It's an awesome organization. I mean it has everything and anything that you could think of. When you think you are in a bind, and you go to your case manager, they say, "Oh, Housing Works has this!"

Ruth represents her fellow clients as a member of the Healthcare Board of Directors, helping to ensure the organization continues to meet people where they are at.

"I'm very happy with my choice."

BUILDING A BETTER NEW YORK

Our mission is grounded in a Housing First approach, recognizing that stable housing is the foundation for health and long-term wellbeing. By expanding our permanent housing portfolio, we are helping more New Yorkers achieve housing stability.



816 units

of **supportive and transitional** housing operated throughout New York City.

239 clients housed

across our **transitional** housing programs, including hotels and short-term units.

93% of clients

in permanent supportive housing retained their housing and/or successfully transitioned to another **permanent** setting.

151 supportive and affordable housing units

at **90% completion** of construction at The Pitkin Avenue Residence and The Lirio, with leasing expected to begin in Fall 2026.

2 City Awards

1) "The Aurea," a 131-unit development that will provide a mix of supportive and affordable housing in the East Village and **2) An SRO conversion** in East New York that will convert 174 SRO (single room occupancy) units into approximately 124 studio units, all of which will be supportive housing units.

HEALTHCARE FOR ALL

Offering accessible, quality healthcare is key to transforming the lives of New Yorkers most in need. Across our six Federally Qualified Health Centers, patients receive wraparound care ranging from primary care to HIV prevention services, chronic illness treatment, mental health wellness, and overdose prevention.



17% increase in new patients

year over year, using **AI-enabled technology** to streamline scheduling and waitlist management.

770 clients

enrolled in PrEP, the highest enrollment in the program's history, with nearly 50% of clients taking a long-acting injectable.

90% HIV viral supression rate

achieved among clients participating in our **signature HIV treatment program**, The Undetectables.

Improved hypertension control

among **primary care patients** as part of a partnership between our 125th Street Community Health Center and CHCANYS (Community Health Center Association of New York State).

253 esketamine therapy

follow-up visits completed.

ADVOCACY IN ACTION

Amid ongoing challenges from the Trump administration, we fight tirelessly for the most vulnerable among us to ensure everyone has access to quality healthcare and dignified housing on a city, state, and federal level.



Rapid response

19,550+ letters to U.S. Congress, NYS Legislature, City Council, and the Governor.

Mobilization

led 50+ in-person actions across NYC, Albany, and Washington, D.C.

Community advocacy trainings

organized throughout the year, including a **"Know Your Rights"** campaign to respond to immigration enforcement.

Impact litigation

the **first ruling decision** outside of the prison context to determine that cross-gender placement of transgender individuals is illegal.

PATHWAYS TO SUSTAINABLE FUTURES



Our vocational programs equip justice-involved individuals, people living with chronic illness, and those experiencing housing or employment instability with the skills and resources needed to achieve sustainable careers.

Exceeded enrollment goal

for **Ready for Work** program, empowering those living with chronic illness with the tools to secure sustainable employment.

Launched the Community Resources for Employment Development

(CRED) program, an intensive workforce support for at-risk young adults, graduating and placing 63% of enrolled individuals in jobs since January 2026.

Graduated 91%

of individuals enrolled in the **CREATE program**, preparing justice-involved individuals with the career skills needed to enter the cannabis industry.

81% of graduated participants

secured employment within the **Reentry Program**, which provides justice-involved individuals with classroom training, paid internships, and placement assistance across a range of industries.

SOCIAL ENTREPRISE *REIMAGINED*



Our nine Thrift Shops, cannabis dispensary and Bookstore on Crosby Street are beloved New York City enterprises that have long been part of the city's fabric. This year, we introduced several updates to better serve our community of retail activists while remaining firmly rooted in our mission to fund lifesaving healthcare and housing services.

Introducing RefindNYC

Rebranded Housing Works eShop, reflecting a **refreshed brand presence** and enhanced shopping experience.

Relaunched Co-Conspirator program

for the **cannabis** dispensary.

Launched new Shop Housing Works website,

shop.housingworks.org to allow shoppers to access all Housing Works' retail in one place.

Introduced "Consign for a Cause,"

a **consignment program** for pre-loved designer handbags.

THE GROUNDBREAKER AWARDS

Housing Works' annual celebration, **The Groundbreaker Awards**, brought together luminaries from across industries to celebrate the organization's impact and honor the exceptional leaders helping to end homelessness and the HIV/AIDS epidemic. This year, Housing Works recognized three visionary changemakers: **Jennifer Foyle**, President and Executive Creative Director of AE & Aerie; Fashion Designer **Christian Siriano**; and Artist and Educator **Nari Ward**.

The evening featured an awards dinner and program, live auction, and silent art auction, raising more than **$1 million** to support Housing Works' lifesaving services for New Yorkers in need.



30 YEARS OF HOUSING WORKS BOOKSTORE

The iconic Housing Works Bookstore marked its 30th anniversary with a revitalized **Feast for the Books** event. The weekend-long celebration began with an intimate dinner curated by renowned chef **Camille Becerra**, followed by a special **Suzanne Vega** concert and a lively shopping extravaganza honoring three decades of stories and community on Crosby Street.





INVESTING IN OUR PEOPLE



We made significant investments in our people to foster an inclusive, purpose-driven culture where employees feel empowered to develop innovative solutions for the vulnerable populations we serve.

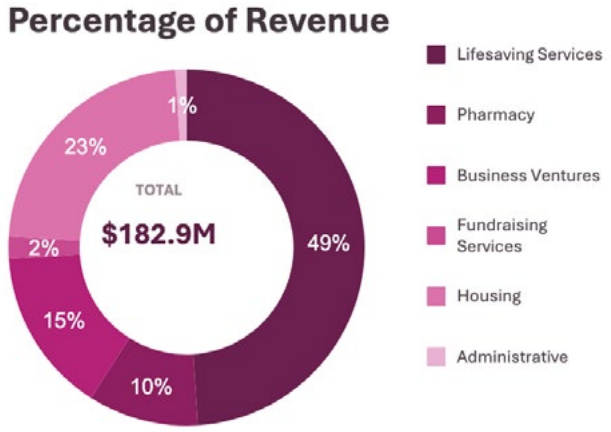
We **strengthened our leadership pipeline** through a comprehensive succession planning process for senior leaders and a structured talent-mapping framework that supports emerging talent across the organization. In addition, we expanded professional development opportunities by formalizing training programs with Mercy University and Pacific College to support nursing placements and clinical rotations, and creating a post-LCSW advancement pathway that enables licensed social workers to pursue additional clinical certifications.

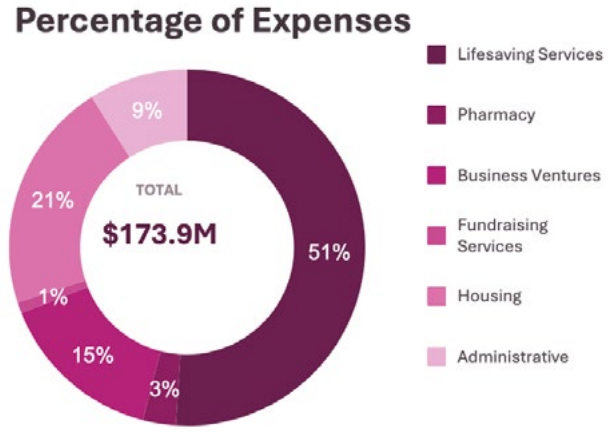
More than half of our open leadership positions were filled by internal candidates this year, reflecting our commitment to developing talent from within.



OUR FINANCIALS

FISCAL YEAR 2026
JULY 1, 2025 - JUNE 30, 2026





REVENUE

ADHC	$	9,009,150
Health Home	$	7,927,460
Primary care	$	17,240,528
Psych/MH	$	4,258,714
Oasas	$	171,403
Pharmacy	$	18,657,930
Government Contracts	$	81,816,522
Development Fundraising	$	3,723,976
Retail Sales	$	27,133,227
Client Rents	$	4,058,402
Other Revenue	$	8,916,126
Total Revenue	**$**	**182,913,438**

EXPENSES

Housing	$	36,771,028
Lifesaving Services	$	86,224,819
Legal/Advocacy	$	2,423,904
Business Ventures	$	25,596,514
Fundraising Services	$	1,947,884
Administative Expense	$	15,133,572
Pharmacy Expense	$	5,807,591
Total Expense	**$**	**173,905,312**
Net Profit:	$	9,008,127
Depreciation (Deduct):	$	1,868,410
Net Surplus:	$	7,139,717
Net Assets, End of Year	**$**	**72,860,635**

OUR FY 2027 BUDGET

REVENUE

ADHC	$	8,905,224
Health Home	$	8,004,442
Primary care	$	21,976,460
Psych/MH	$	4,876,989
Oasas	$	218,880
Pharmacy	$	18,800,000
Government Contracts	$	84,518,814
Development Fundraising	$	3,601,580
Retail Sales	$	19,178,179
Client Rents	$	4,576,111
Other Revenue	$	5,581,589
Total Revenue	**$**	**180,238,268**

EXPENSES

Housing	$	39,815,509
Lifesaving Services	$	91,953,569
Legal/Advocacy	$	2,666,642
Business Ventures	$	17,752,525
Fundraising Services	$	1,904,089
Administative Expense	$	17,882,046
Pharmacy Expense	$	6,162,537
Total Expense	**$**	**178,136,915**

Net Profit:	$	2,101,352
Depreciation (Deduct):	$	1,868,410
Net Surplus:	$	232,942
Net Assets, End of Year	**$**	**73,093,577**

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ANNUAL REPORT 2026

HOUSING WORKS

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