

HOUSING ENDS HOMELESSNESS



2025 Annual Report



Content Highlights

- | | |
|-----------|-------------------------|
| 01 | The Year in Focus |
| 02 | We Remember |
| 03 | Housing in Action |
| 04 | Investing in Permanence |
| 05 | More Than a Lease |
| 06 | Fueling the Work |
| 07 | Growing the Movement |
| 08 | Powered by Townspeople |
| 09 | What Comes Next |

The Year in Focus

A year of progress, pressure, and proof.

01



Pictured Above (left to right): Sean Harris, former Townspeople Board Chair; Rebecca Secord, current Townspeople Board Chair; Steven Larky, current Townspeople Board Treasurer

At Townspeople, we know that housing ends homelessness, but only when paired with persistence, partnership, and practical action. In 2025, we continued to scale what works, respond to changing needs, and invest in the people and programs that move housing from idea to reality.

Rebecca Secord

Board Chair

In 2025, one thing became clear: **shared housing works.**

As housing costs continue to outpace income, Townspeople stayed focused on what moves people indoors... practical solutions, strong partnerships, and persistence. We housed more people, strengthened what works, and continued pushing toward a system where housing is more accessible, immediate, and sustainable.

593

People Served in 2025

92%

Supportive Housing Stability Rate

94%

Units Occupied

95%

Participant Satisfaction

We Remember

Honoring the people who shaped our community.

02



Remembering Dennis Larkin, Our Friend and Board Member

We remain deeply saddened by the passing of our Board Member and friend, Dennis Larkin. Dennis wasn't just part of Townspeople, he was part of our heart. His insight, courage, and creativity helped shape how we see our work and the people we serve.

Dennis was one of those rare leaders who could hold both professional expertise and personal experience in the same hand. He had led a recovery agency and knew how systems worked, but he also understood what it meant to navigate those systems from the other side. That mix made him an honest voice and a trusted compass for all of us. Whether he was helping design better programs, encouraging peers, or challenging assumptions, Dennis made every space better just by being in it.

He also reminded us that healing can take many forms. Through his nonprofit [Art Outreach](#), Dennis created spaces where creativity and community could meet.

Here at Townspeople, he helped bring our [Free Little Art Gallery](#) to life, a small but mighty symbol of what he believed in: connection, joy, and expression for everyone.

Housing in Action

What it took to house 135 people.

03



Heather Gibson



JeXsi Grey



LaHriam Glenn



Heather Gibson, Stephanie Holder, and Stacey Drew

From Pilot to Proof

The Housing Innovation Pilot, a partnership with the **Regional Task Force on Homelessness** (RTFH) and the **City of Vista** (Vista), was created to address a simple reality: too many people are priced out of housing. Shared housing offered a different path. By matching housemates and sharing costs, participants accessed homes that would otherwise be out of reach while gaining stability, safety, and connection. In 2025, the results were clear: shared housing works.

A Thoughtful Transition

As the Housing Innovation Pilot came to a close in December, Townspeople remained focused on participants' housing stability. With support from **Funders Together to End Homelessness San Diego**, households remained connected to the resources needed to stay housed. We are grateful to RTFH and Vista for helping launch and validate this model, as well as the 33 community organizations that participated as referral partners. This phase of the work also marked the departure of several valued team members whose contributions helped shape the pilot's success:

- LaHiram, Shared Housing Stabilization Specialist, brought deep resourcefulness and a gift for uncovering opportunities and supports that might otherwise have been missed.
- Heather, Shared Housing Navigator, earned the trust of participants through her organization, directness, and relentless follow-through.
- JeXsi, Shared Housing Location Specialist, played a key role in helping Townspeople navigate the housing market, engage property owners, and champion shared housing across the community.

135 Total Housed
Exceeding Target by 125%

80% Housing Stability Rate

Housing in Action

03

Innovation, Proven.



WHY SHARED HOUSING WORKS

- More affordable than traditional models
- Faster move-ins in a tight market
- Supports stability through co-living
- Reaches people other programs don't
- Scales without new development

Scaling What Works

While the pilot phase was winding down, shared housing in the City of Vista remained active, providing a bridge to the next phase: the 2026 Shared Housing Expansion. In Vista, Townspeople via the **San Diego Shared Housing Collaborative** continued to strengthen shared housing infrastructure, including provider onboarding, housemate-matching technology, office hours, outreach, and case conferencing. This work helped demonstrate that shared housing is not just a pilot concept but a practical, replicable housing strategy in a high-cost market.

Additionally, in late 2025, Townspeople, in partnership with the **County of San Diego**, launched Rapid Shared Housing. By combining navigation, matching, and short-term financial assistance, the goal is to help people in San Diego's unincorporated regions access shared housing.

Investing in Permanence

04



A Home Built for the Long Term

In 2025, Townspeople made major improvements to the Meade Avenue shared housing home, including installing a new roof and a solar energy system.

These upgrades help protect the home, improve efficiency, and support the property's long-term sustainability for residents. They reflect Townspeople's commitment to creating housing that is not only available, but durable and built to last.

We are deeply grateful to the **BQuest Foundation** and the many donors who helped move this vision forward. That progress was celebrated at our Meade Avenue Housewarming, where supporters, staff, and community members gathered to mark this important milestone and the future of shared housing at Meade.



More than a Lease

05



Building Community at Home

Housing stability is not only about where people live, but also how connected they feel once they get there. In 2025, Townspeople continued to create spaces for residents to gather, celebrate, and build community with one another. Signature events like our Summer BBQ and Holiday Celebration brought residents and staff together in joyful, welcoming spaces and drew some of the strongest participation we have seen to date.

Smaller, recurring activities like our Painting and Coffee Clubs also played an important role in resident engagement throughout the year.

Signature Events Attendance

90+ Residents



Meet Tiffany G.



Meet Damon C.

Fueling the Work

06

Housing does not happen without investment.

In 2025, Townspeople continued to strengthen the financial and community support needed to sustain and grow our work. From individual donors to institutional partners to new earned revenue strategies, this support made it possible to respond to immediate needs while continuing to build long-term housing solutions.

Because housing solutions require more than programs. They require sustained commitment.



Shop Townspeople

This year also marked the launch of Shop Townspeople, a new initiative designed to connect community support directly to housing impact. Through merchandise and storytelling, Shop Townspeople offers a simple but powerful idea: everyday actions can help fund housing and expand awareness of effective solutions.

Backed by Community

This work is made possible by a community of supporters who believe that housing should be accessible, immediate, and sustainable. We are grateful for every contribution, from major investments to everyday acts of support, that have helped move our mission and this work forward.

Fueling the Work

Community Support, Tangibly Delivered

Housing stability is strengthened not only through rent and services, but also through the everyday essentials that help people feel safe, supported, and at home.

We are incredibly grateful to community partners and donors who helped Townspeople provide practical, tangible support to residents and participants across our programs.

As a result, more urgent needs could be met, financial strain reduced, and move-ins and daily life could be made more manageable.

These contributions may seem simple, but they make a meaningful difference in helping people feel cared for, prepared, and welcomed. Highlights included:

\$5,000

In-kind donation of furniture and home goods from **IKEA**

40

Grocery gift cards from the **San Diego Food Bank**

71

Wellness kits from students including **Midland Elementary** Kindergarteners

Dozens

Essential donations from the **Humane Society**, Board, and supporters



Fueling the Work

In 2025, Townspeople's work was sustained and strengthened by a community of funders, donors, and partners who believe in practical, lasting housing solutions. Their support, totaling \$3.3 million in grants and donations, made it possible to move people indoors, respond to immediate needs, and continue building pathways to long-term stability. We are deeply grateful for their trust, partnership, and commitment to making housing more accessible across our community.

Brian Wilson
Carly Marks
Catalyst of SD & Imperial Cnty
County of San Diego
Cuore e Mani Foundation
Elidia Dostal
Erica Snyder
George Longstreth
GLM House Inc.

IKEA San Diego
Jacky Wu
Kent Smith
Leah Mikulsky
Natasha Nace
Olivia Stoddart
Rebecca Secord

Saja Raoof
San Diego Housing Commission
Stuart Weinshanker
Valerie Medina
Your Home Legal, APC

AFFORDABLE AND SUPPORTIVE HOUSING

Broadway Cares/Equity Fights AIDS
CCRG Teleservices
County of San Diego
Jocelyn Olvera
San Diego Food Bank

San Diego Humane Society
Steven and Alexis Larky
Tracy Wilson

EMERGENCY HOUSING AND NAVIGATION

Angie Stiepling
Anonymous Donor Fund of JCFS
BeQuest Foundation
Cesar Espino
City of Vista
County of San Diego
David Olivera
Dean Aguilar
Fundators Together to End Homelessness SD

giv4 homelessness fund
Humble Design
Jaffe Family Fund
Jewish Community Fdn of SD
Jose Valencia
Justin Nguyen
Lucky Duck Foundation

Luis Pisano
Mark Peterman
Melissa Peterman
Myiesha Phelps
Pacific SW Assoc. of Realtors
Richard Villareal
Wendy Forkas

SAN DIEGO SHARED HOUSING COLLABORATIVE

Growing the Movement

07



KUSI | January 30, 2025: Point In Time Count & How Townspeople Is Tackling Homelessness in San Diego



Changing the conversation.

Housing solutions do not grow through programs alone. They require visibility, advocacy, and a shift in how people understand what is possible. Townspeople showed up as a housing provider and a voice in the broader movement for housing solutions and systems change. We used creative engagement and media coverage to raise awareness of and reinforce the simple truth that housing works.



Taking the work public.

Throughout the year, Townspeople shared lessons from the field through presentations and sector visibility, helping bring greater attention to shared housing and housing-centered solutions. This included presentations at the RTFH and **San Diego Housing Federation (SDHF)** conferences, as well as visibility through an **MDRC shared housing policy paper** and a documentary project by Sowelu Naantena, a Cornell University student.

Growing the Movement

07

Advocacy in Action

Townpeople also continued to advocate for policies and investments that better reflect the realities of housing and homelessness in our community.

Efforts like San Diego to the Hill postcards (check out a few on the following page) and broader advocacy engagement helped reinforce the need for practical, housing-centered responses that match the scale of the crisis.



SD Women's Affordable Housing Network
From the HeART Making

Culture, Community, and Visibility

Movement-building also happens in creative and community-rooted ways.

In 2025, Townpeople participated in the **San Diego Pride Parade**, partnered with the **San Diego Women's Affordable Housing Network** and **Revision Art Studio** on From the HeART, launched the Free Little Art Gallery, and continued to build visibility through local and sector media.

Advocacy
Endeavors:

18

Parade
Marchers:

27

HeARTs
Contributed:

90+

Media
Features:

27

Words from Our Constituents

Our prior living status before moving to XDP was sleeping on couches and had it not been for the program, we would not have the beautiful home we have now to live in. Having a place to stay has allowed me to take my guards down and not be anxious and afraid.

Housing helps people like me that's on a fixed income to be able to have housing that's affordable. I'm talking about Seniors, Citizens, People with disabilities and families that need help to have and get housing that they can afford. How it has helped me is I don't have to be worried about being homeless and it gives me hope to move forward with my life and my family.

I got off the streets after 4 1/2 years of homelessness with 2 kids. It has helped me to be less stressed and it's been a huge blessing for my family.

FROM SAN DIEGO TO THE HILL: HOUSING MATTERS.



Me and my family lived on the streets for long time. Please, help me get a place. People like me can't afford to pay high rent. We need more programs like this.

Very blessed to be here

Housing is very important to the community because a lot of us have kids and scary to know if we end up on the streets. The programs they offer is keep us from being homeless. Thank you

I am a Marine Corps Veteran. I am blessed to have given my dying mother a home before her passing. I am extremely grateful for this unit. I would not have had the time I had with my mother, for that I am forever grateful.

Powered by Townspeople 08

The people behind – and at the center – of the work.

At the heart of Townspeople's work are the people who show up every day — staff, residents, partners, and community members — each playing a role in making housing possible.



In 2025, that work was recognized in meaningful ways. The City of San Diego proclaimed Denise De La Mora Day, honoring the leadership and dedication that helped move this work forward. We also welcomed new members to the team, including Carlos Torres, Director of Asset Management, and Maleny Bustos Cardenas, Resident Services Coordinator, whose work strengthens both the physical and community foundations of our housing.

Across the organization, staff continued to support individuals navigating complex challenges and life transitions — helping people move indoors, stabilize, and begin new chapters. Each placement, each conversation, and each moment of persistence reflects the collective effort behind this work.

And at the center of it all are the people we serve.



Stories of Home

Fitzpatrick Household

Shared Housing Participants

"Our... vehicle... [had] a complete engine breakdown. Without the ability to commute to work, we quickly exhausted our emergency funds and [lost] our rental... Within 3 weeks [of working with] Townspeople [we] secured a lease, deposit, and 1st month's rent so we could move into our new apartment! Since then, we have been able to regain employment, purchase a new vehicle, and integrate ourselves into our new community... Our success continues today as we are in the process of securing funds to purchase a condominium and enter home ownership."



Left to right: Vanessa Chavez, Denise De La Mora, and Stephanie Holder

Gabrysal M.

Emergency Housing Participant

"I want to give my thanks to Denise and Stephanie for all the support and assistance offered to me when I needed it the most. I was alone with my daughter, and Denise was there to cheer me on and never let me feel truly alone... [To] be honest, I don't have the words to express the gratitude for all the help and support we've received."



Townspeople and Humble Design Day of Joy at Meade Avenue

We Remember

Honoring members of our community we lost in 2025.

In 2025, we said goodbye to members of the Townspeople community whose lives and presence mattered deeply.

Quy, Chris, and Gail were part of the fabric of our communities... neighbors, family members, and individuals whose lives touched those around them in meaningful ways. Their absence is felt, and their memory remains part of the communities they helped shape.

We remember them with gratitude and respect.



What Comes Next

09

Building on what works. Staying focused on what matters.

The need for housing solutions continues to outpace the systems designed to deliver them. That reality is not changing. But how we respond to it can. In the year ahead, Townspeople will continue to focus on what has proven to work: creating practical pathways into housing, strengthening long-term stability, and expanding models that can reach more people in a high-cost housing market.

In 2026, that includes several important next steps.

- We will celebrate the **opening of the Meade Avenue tiny home**, expanding the range of shared housing options available and continuing to test what flexible, community-based housing can look like at a smaller scale.
- We will **launch our CalAIM Community Supports** program, deepening our ability to connect housing with health. This work represents an important step toward more integrated systems that recognize housing as essential to overall well-being.
- Townspeople will take the lead to **facilitate a national shared housing call**, helping connect practitioners across the country about lessons learned. What began as a local model is now contributing to a broader conversation about scalable housing solutions.

Not all changes move in the same direction. In the coming year, we will also be sunsetting our emergency housing program, allowing us to focus more deeply on long-term housing solutions that provide greater stability and lasting impact.

Throughout the year, we will continue to look for opportunities to bring our community together. Because what comes next is not only about programs. It is about continuing to build a system where housing is not the exception. It's the expectation.



WITH GRATITUDE

Celebrating Our Supporters

INDIVIDUAL DONORS AND VOLUNTEERS

Angie Striepling
Anonymous Donor Fund
Brian Wilson
Carly Marks
Cesar Espino
David Olivera
Elidia Dostal
Erica Snyder
George Longstreth
Jacky Wu
Jaffe Family Fund

Jocelyn Olvera
Jose Valencia
Justin Nguyen
Kent Smith
Leah Mikulsky
Louis Pisano
Mark Seymour
Melissa Peterman
Michelle Gonzaba
Myiesha Phelps
Natasha Nace

Olivia Stoddart
Rebecca Secord
Richard Villareal
Saja Raoof
Steven and Alexis Larky
Stuart Weinshanker
Tracy Wilson
Valerie Medina
Wendy Forkas

AGENCY DONORS



BOARD AND STAFF

Brenda Viveros
Bruce Carron
Cesar Morales
Denise De La Mora
Dennis Larkin
Dennis McDade
Heather Gibson

Isabel Mora
January Miller
JeXsi Grey
Kris Kuntz
LaHiram Glenn
Melissa Peterman
Myiesha Phelps

Rebecca Secord
Renee Reynolds
Ricardo Vasquez
Sama Morlet
Sean Harris
Stacey Drew
Stephanie Holder

Steven Larky
Taylor Ward
Tracy Wilson
Veronica Chavez



Housing ends homelessness.

Thank you for helping make it possible.