From the directors

Last year, Real Change helped 814 vendors find opportunity and a voice. Our news team brought home eight journalism awards and circulation grew by 2 percent to 877,762 copies.

When you add in their tips, Real Change readers put about a million dollars directly into the pockets of low-income and homeless people. The relationships that are built between Real Change vendors and readers are the foundation for effective economic justice advocacy and transformed lives.

In 2012, Real Change initiated citywide Listening Circles (groups of people from diverse backgrounds meeting to reflect and share experience of class and economic inequality), Real Change Reads (diverse people meeting to read and discuss books about economic justice) and Occupy CEHK.

The number of people counted outside after the shelters are full have surpassed the number of available shelter beds. To address this, we, allied with homeless people who live in organized tent cities to ask the Committee to End Homelessness in King County (CEHK) prioritize the safety and survival of homeless people each night. The Occupy CEHK campaign led policy makers to reassess the role of shelter in ending homelessness and a commitment to increase the availability of emergency shelter.

This year, we have added a full-time organizer to our staff and opened a new community meeting space to host the larger meetings and events that our grassroots advocacy requires.

Real Change is moving forward with a number of exciting initiatives for 2013. These include:

- Expanding our distribution into Kitsap County with a satellite office hosted by Bremerton Food Lifeline
- Increasing our price to create a more livable wage for our vendors and enhance Real Change earned sales
- Introducing an iPhone and Android app that will enhance vendor success by enabling cashless paper sales
- Creating of a volunteer-based program to connect vendors with new health care options
- Launching new advocacy initiatives to create more affordable housing and engage in effective grassroots lobbying
- As always, the majority of our support came from readers like you, who donated more than $546,070 to support our essential work.

Every year, when we publish this Annual Report, we are struck anew by the commitment and vitality of our community. Our donors and volunteers make the work of supporting our vendors possible, and the relationships that get built on the street, one paper at a time, offer hope, dignity and companionship to those who need a hand up.

We thank each and every one of you for your support. Together, we are making a difference.

— Timothy Harris, Founding Director
— Alan Preston, Managing Director

Leaving a Legacy

When Thomas M. Dannenfelser learned that he had one month to live, he arranged that the things he cared about would still have his help when he was gone. Thomas was not a wealthy man. He worked at Metro as an electronics engineer, but there were assets, like his retirement account, that he would no longer need.

“He had a week to prepare his will. He was very sick and adamant that it get done his way and quickly. He didn’t want me to deal with it,” said Tom’s sister, Susan.

Thomas loved poetry and reading, so some went to The Nature Conservancy and the National Audubon Society.

And he cared a lot for those who have very little, so $35,000 went to Real Change. Mr. Dannenfelser, an annual donor of $250, left us an enormous parting gift.

Dannenfelser’s legacy gift adds badly needed capacity for our work. Real Change has added a full-time community organizer to our staff, and now has a new meeting space that can accommodate 50 people.

We’ve named this space the Thom-mas Dannenfelser Community Meet-ing Room. Thanks to his thoughtful generosity, we now have a space to host Listening Circles and other larger gatherings, staff and board meetings, and vendor trainings. We’ve needed this for a long time, and are deeply grateful for this remarkable gift.

Dannenfelser’s example gives all of us the opportunity to think about how we can make a difference in our communities after we are gone. What are your passions? What will you say with the legacy you leave in this world?

SOUNDING THE GONG

Lisa Gustaveson of Seattle University’s Faith & Family Homelessness Project takes a turn hitting the gong in front of City Hall Friday, Jan. 25. Each ring represented a home-less person counted during this year’s One Night Count. The gong sounded 2,736 times.

Photo by Jon Williams, Real Change

Please consider including Real Change in your estate plan. Your planned gift will help create opportunity and a voice for low-income and homeless people while we take action for economic justice. If you would like to include Real Change in your will, contact Erin George at (206) 441-3247 ext. 201 or development@realchangenews.org.

Photo courtesy of the Dannenfelser family

Thomas Dannenfelser loved music, hiking and social justice, which became evident in his generous support for the homeless. His contribution to Real Change will help the organization reach out to aid homelessness for years to come.
**2012 Financial Report**

**Revenue**
- Individual donations: $403,765
- Circulation: $275,050
- Real Change Breakfast: $105,992
- Grants: $86,000
- Other fundraising: $59,647
- Advertising and subscriptions: $24,382
- Other income: $3,113

Total Revenue: $957,949

**Expenses**
- Payroll and health benefits: $637,087
- Newspaper printing: $65,879
- Rent: $40,338
- Supplies (Program, office and cleaning): $34,735
- Utilities, phone, Internet, IT and support: $33,024
- Printing, postage, copier and marketing: $29,498
- Events: $28,404
- Professional development and professional consulting: $23,361
- Other: $14,888

Total Expenses: $927,214

---

**Vendor Survey Results**

**Gender**
- Male: 214
- Female: 58
- Transgender: 1

**Housing status**
- Never homeless: 43%
- Currently homeless: 49.03%
- Previously homeless: 17%

**Race/ethnicity**
- American Indian or Alaskan-Native: 4%
- Black or African American: 64%
- Latino or Hispanic: 18%
- Caucasian: 27%

**Physical or mental disability**
- Physical disability: 25.20%
- Mental disability: 17.07%
- Both: 27.24%
- No disability: 30.49%

**Current sleeping situation**
- Sleeping outside: 43%
- Sleeping in a shelter: 27%
- Sleeping in a car: 15%
- Friends or family: 21%
- Transitional housing: 18%
- Subsidized housing: 66%
- Market-rate housing: 28%

**Physical or mental disability**
- Physical disability: 25.20%
- Mental disability: 17.07%
- Both: 27.24%
- No disability: 30.49%

---

Real Change is a quality newspaper, organizing project and low barrier economic opportunity. Real Change works.

- Every month, more than 300 homeless and low-income people earn money and build confidence by selling Real Change. We bring you community voices you won’t hear elsewhere and quality in-depth reporting on stories often left out of other papers.

- Real Change is reader supported in the same way that public radio and TV are listener and viewer supported. Last year more than 1,600 people helped make Real Change work even better by donating and volunteering.