

# The lottery: Corner store moneymaker

## Impact on schools impossible to trace

By JONATHAN NEWMAN

**M**ORE THAN 40 STORES in the Tenderloin and on Market Street sell lottery tickets — everything from the multimillion-dollar games Powerball, Super Lotto and Mega Millions to an endlessly evolving selection of assorted staples such as Daily Derby, Scratchers and Hot Spot.

Lottery ticket sales are as vital to corner store economics as cigarettes and liquor. Day-in-day-out mania for lottery prizes drives customers into the stores and generates a steady source of income with a minimum of fuss. The state handles the marketing, spending large in nearly every arm of the media — TV spots, radio jingles, transit placards — advertising lottery games. And when major jackpots rise, the fever of ticket buyers churns free publicity on the nightly news.

For store owners, each lottery ticket sold generates a 6% commission and their payoff of winning tickets up to \$600 generates a 3% commission. For a winning ticket more than \$600, the lucky retailer who sold it gets paid by Sacramento directly into the store's account when the winning ticket is redeemed.

**"I remember ... an \$84 million jackpot ... Now, a \$200 million jackpot seems like nothing."**

Bill Multani  
DALDAS MARKET

redeemed.

At Lucky One Mini Mart, 1010 Market St., entering customers are greeted with a bright yellow and red sign proclaiming, "Believe In Something Bigger," a promotion for Super Lotto. The store stocks sodas and tobacco and a small deli counter sits along one wall, but the real action is on lottery tickets and games.

In one corner, a TV screen flashes winning numbers on today's Hot Spot payoffs. Six Super Lotto and Powerball buyers sit at Formica-topped tables, hunched over their tickets, trading thoughts on winning combinations. Last year, Lucky One sold more than a \$1 million in lottery tickets, but for owner Charles Ahn the real money comes from selling a big ticket winner.

His eyes soften when he describes the luck of the New Jersey store owner who sold a \$700 million Powerball winner last year. "That's \$3.5 million for the store. At least \$1.8 million in cash after taxes," Ahn said. "Look," he said, pointing to a screen readout showing the current Mega Millions jackpot at \$40 million. "I'd like to sell that winner — \$200,000 for me."

If a store sells a winning ticket of \$1 million or more, the commission is 1/2 of 1% of the winnings. A \$10 million lottery winner earns \$50,000 for the store. And there's no overhead, since the state supplies the tickets and the terminals to the retailer without charge.

Bill Multani has owned Daldas Market at Eddy and Taylor streets for six years. Before that he worked at a slew of markets in the Bay Area. "I remember when there was an \$84 million jackpot. The computers got overloaded. You couldn't buy a ticket in the last hour. We almost had a riot from the customers. Now, a \$200 million jackpot seems like nothing. The computers are better now. They don't break down," he said. He ran a tally from his lottery ticket terminal. It showed he had earned about \$200 by 3 p.m. that day, near

➤ CONTINUED ON PAGE 2

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FORUM  
GOES ON  
SANS HOPE

TL Collaborative  
gets new leaders

PAGE 2

CITY'S  
LIFELINES  
TOO LATE

Options require  
months of study

PAGE 3



HOMELESS  
FOR A GOOD  
CAUSE

Tenderloin writer  
on street retreat

PAGE 8

# CENTRAL CITY

# EXTRA!

SAN FRANCISCO

'HEART-WRENCHING'



PHOTO SFGOVTV

Cindy Gyori, executive director of Hyde Street Community Services, tells the supervisors at the hearing that the nonprofit's rent is being doubled: "We'll be as homeless as the people we serve."

# GENTRIFIED

## Tech land grab has nonprofits crying for help

By MARK HEDIN

**A** COMMUNITY IN CRISIS brought its tales of woe to City Hall last month at a special hearing of the supervisors' Budget and Finance Committee. Dozens of nonprofit executive directors lined up to describe how difficult, if not impossible, the tech boom's pressure on commercial real estate is making it for them to do their work.

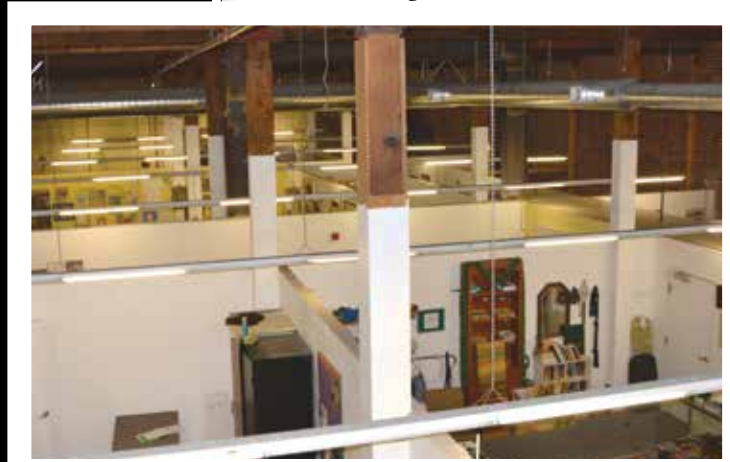


PHOTO BY MARK DONEZA

Rent is doubling at Hyde Street Community Services: A view of the first-floor offices on Golden Gate Avenue.

"We serve the Tenderloin community," said Cindy Gyori, Hyde Street Community Services executive director, whose organization, at 134 Golden Gate for 10 years, "is at risk of ceasing to exist." Its lease is up next September and the landlord says he will double its rent. "He has a tenant all lined up that's gonna take over. I can't compete with that," she said. Next September, "we'll be as homeless as the people we serve."

Dr. Dawn Harbatkin is the executive director of Lyon-Martin Health Services, for 22 years at 1748 Market St., where, despite some recent financial setbacks, she said, they've maintained "a very good relationship with our landlord, who informed us a few months ago that he was putting our building on the market. ... It went into escrow yesterday."

Lyon-Martin, a community health clinic started in 1979 by the venerable pioneering couple, Phyllis Lyon and Del Martin, is on a month-to-month lease and could "lose our space within the next month or two." Harbatkin said she expects the rent to triple or quadruple, and that the clinic will be forced to move. The clients are mostly uninsured and impoverished, she said.

A health clinic faces unique challenges, Harbatkin said, such as zoning restrictions on where one can operate, and stringent rules on equipment that will cost up to \$1.5 million to install in any new space it might find. Once everything's in place, she said, getting licensed will take another three months to a year.

For almost two hours, representatives of dozens of nonprofits lined up to tell the committee members — Supervisors Jane Kim, Eric Mar and Mark Farrell — of predatory real estate practices they are being subjected to by building owners terminating leases and exponentially raising rents.

More organizations would have joined

➤ CONTINUED ON PAGE 4



# Corner store moneymaker may help schools — or not

➤ CONTINUED FROM PAGE 1

equally divided between sale proceeds and redemption commissions.

Sal Saleh, who works at G&H Market at Turk and Jones streets, downplays the money that lottery ticket sales bring to the store. “What, six cents on every dollar? We’ve got to keep these computers and screens running 24/7,” he says, sweeping his hand over the lottery ticket terminals. “Costs \$200-\$300 every month for electricity for these alone,” he noted.

A large Scratchers vending machine sits at the entry of G&H. You can buy Scratchers up to 20 bucks a pop. “That’s nothing,” Saleh said. “You can see those at every Safeway.”

Still, Saleh’s a fan of the lottery. “I got kids in the schools. I used to think it was a fraud, but I know the schools get money from the lottery. They’d be closing schools without that money,” he said.

In 1984, voters amended the state Constitution to allow for a state lottery, ostensibly to raise supplemental money for all public schools — from kindergarten through high school, adult education and trade schools and the state university systems.

Since it started in 1985, through 2012 the lottery pulled in more than \$70 billion in ticket sales, according to Lottery Commission data. Nearly half was paid to prize winners and \$25 billion-plus distributed to school districts and educational institutions. The rest — more than \$9 billion — covers the state’s lottery operation. The more than \$4 billion in statewide lottery sales for the 2011-12 set a new record.

The commission’s last public report noted that San Francisco schools have received more than \$333 million from the lottery in the 27 years, the unified school district getting the lion’s share, more than \$192 million, averaging about \$7 million a year.

How much the neighborhood’s only school — Tenderloin Elementary on Turk Street — got as its share of lottery funding can’t be determined, because state lottery distributions aren’t made to individual schools, but to school districts.

San Francisco Unified lumps lottery money together with sales tax revenues, lease revenues and state apportionments into its Weighted Student Funding allocation. Schools get these funds based on student enrollment and student body needs. For example, for students whose home is not English-first, funding for special textbooks or tutors might be allocated.

Average daily attendance is the key to the district’s allocation: The more students attending classes daily, the more funding the district gets. Last year, with an average daily attendance of 96,059 students in K-12 schools, including 15 charter schools and San Francisco City College, the result was nearly \$16 million in lottery distributions. San Diego County — with four times S.F.’s population — had an average daily attendance of 637,430 students — seven times the city’s ADA — and received more than \$100 million from the lottery.

Money can’t always buy success. Five years after the lottery started, California ranked 41st among all states in



PHOTO BY JONATHAN NEWMAN

**Eldor Togaymurotov** awaits the next customer’s ticket choice from a wall of lottery games at Lucky One Mini Mart near the corner of Market and Taylor.

the rate of high school graduations. In the last figures from 2012, California ranked 42nd. And San Francisco, graduating 82% of high school students, was

eight points above the state’s 74%, and four percentage points better than San Diego. ■

## The torch is passed at TL forum Futures Collaborative gets new leaders after moderator Rev. Glenda Hope retires

BY MARJORIE BEGGS

**A**NAKH SUL RAMA, TNDC organizer, admitted he had big shoes to fill when he moderated the Oct. 16 Tenderloin Futures Collaborative meeting. “And I am nervous,” he told those attending. “This is the first time I’ve ever done anything like this.”

Except for a handful of times in more than 12 years, it’s been the Rev. Glenda Hope sitting at the front, leading the monthly Collaborative with her unique style of warm but tough fairness. When she retired Oct. 1 from S.F. Network Ministries after 41 years at its helm, she also bowed out of other regular gigs, including chairing the Collaborative.

Network Ministries is closing its doors at the end of the year. Its director of operations, Susie Wong, coordinated the Collaborative’s agendas for several years, so that job needed to be filled, too. Michael Nulty, veteran community activist, and David Elliott Lewis, co-chair of the Mental Health Board of San Francisco, volunteered to share the duties.

Attendance at the October Collaborative was good, about 20 people, who came to hear about two important changes to the neighborhood.

“We’ve been at 55 Taylor for a year and have been presenting concerts since March, about 80 so far,” said Adam Fong, executive director of the Center for New Music. “The Tenderloin and SoMa have traditionally been friendly places for artists, and we hope to provide that too.”

At the Center’s 4,400-square-foot site — the former location of Gray Area Foundation for the Arts — the new nonprofit hosts low-cost and occasionally free concerts and workshops three nights a week. Its main gallery can accommodate solos to quintets and can

seat up to 100 people. Fong says that funding, increasing but not yet robust, comes from board contributions, rental of rehearsal and event space to musicians, and memberships — 80 members so far: composers, performers, critics, administrators, educators, engineers, individuals and organizations.

Katie Lamont, TNDC’s director of housing development, introduced the second agenda item: the S.F. Housing Authority’s proposal to RAD, HUD’s new Rental Assistance Demonstration project. Over two years, the embattled Housing Authority would retain ownership of the land for about 40 of its properties but transfer their titles to nonprofit or other private developers. RAD allows public housing to be converted to long-term Section 8 rental assistance and tenant-based vouchers that have expired to be converted to project-based assistance, meaning a tenant couldn’t take a Section 8 voucher to another Housing Authority property.

“HUD placed the Housing Authority on its ‘trouble list’ last year,” Lamont explained. “If it doesn’t fix the listed problems, it could go into receivership” — that is, be taken over because it failed to meet its obligations to needy residents. The list of its problems is long, she says: slow response to work orders, slow to fill vacant space, unstable revenue sources, deferred maintenance and much more.

On Sept. 26, the Housing Authority Commission approved the HUD application that, if accepted would affect 4,362 of its 6,000 units. Three Housing Authority properties are in the Tenderloin: 89 units at 430 Turk, 350 units at 350 Ellis and 100 units at 666 Ellis.

Hatty Lee, TNDC community organizer, said the city convened three working groups on public housing issues

related to the conversion. Participants included residents, nonprofit service providers, affordable housing developers, local labor unions and private-sector development experts. “The goal was to get all those affected to work together on solutions, not just leave this up to the Mayor’s Office of Housing,” Lee said.

If HUD accepts San Francisco’s proposal, the city will send out an RFQ to developers. TNDC will respond to the RFQ, Lamont said, but may or may not be chosen to do the work. She and Lee presented today because the conversion, affecting many in the community, is a perfect fit for the Collaborative.

At meeting’s end, Rama, Nulty and Lewis got a hand, a spontaneous “thanks” from people glad to have the Collaborative continue as a forum for sharing information about what’s what in the Tenderloin. ■

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# What can be done to ease the nonprofit crisis? Nothing now — no solution likely for months

*Kim gets the ball rolling to convene group to study city's 6 policy options*

BY PAUL DUNN

**T**O ACCOMMODATE WEALTHY tech firms willing to pay top dollar for office space, San Francisco's commercial landlords are evicting nonprofit tenants like they're paupers at a queen's ball.

The city's Budget & Legislative Analyst Office, at the request of District 6 Supervisor Jane Kim, released a report Oct. 8 detailing how the commercial real estate market is hitting nonprofits. The report cites six "policy options" that could ameliorate the rental crunch.

But the potential solutions the report posits probably won't be implemented — if they are at all — in time to help the direst of the nonprofits' immediate rental plights.

That's because more study is needed, says one of Kim's aides. And other supervisors suggest implementation could take months to years.

This new study comes more than a decade after similar research and recommendations in 2000 and 2003 went nowhere. The resulting inaction has precipitated the current flashpoint: The city's tech boom is viral, and tiptoeing around the problem for another 10 years is not a solution. In the meantime, though, some wheels at least are beginning to turn.

According to April Veneracion Ang, one of Kim's legislative aides, the policy options that were aired at the supervisors' budget committee hearing in October succeeded in publicizing the issue, but without further analysis none of the six can be immediately executed she says.

"We wanted to raise awareness with the (October policy) solutions on this issue, but that timeframe didn't yield a long enough time period to flush out widespread solutions, and (until then) we will have to deal with individual nonprofit cases one by one," Ang said. "A lot of these options need further analysis and vetting."

To jumpstart the process, the Mayor's Office of Housing and Community Development, working with Kim's office, offered a resolution Oct. 29 at the Board of Supervisors meeting to form a work group comprised of various city departments, including staff from the mayor's office, Arts Commission, Planning Department and others and the heads of nonprofits and their clients. The resolution is on the supe's Nov. 5 agenda and Ang expects it to be approved unanimously.

The group would analyze past and present recommendations — including the latest policy solutions — to determine which might work short-term and which will take longer to implement.

Ang expects the work group to convene in November and release a report, "with full, flushed-out recommendations," in three to six months.

"For the most part, the (policy) solutions are feasible, and the city has to have some process with the stakeholders to figure out the priority and which they can pursue right away," she added.

Kim — whose district encompasses the Tenderloin and SoMa, which house many hundreds of the city's 6,000 nonprofits — is at the forefront of the fight, though a vote of the whole board will be needed to pass any legislation.

Ironically, it was Kim's ordinance

in 2011 that created the Twitter tax break that has brought about the skyrocketing rents and lease terminations of dozens of nonprofits that need relief — now.

However, most of the supervisors elected not to weigh in on the social services crisis. Repeated emails and phone calls from The Extra over four days late in October roused only three of 11 supervisors to offer opinions to questions regarding the situation.

Supervisors were asked which of the six options seem most feasible, and how long the options would take to implement. In addition to Kim's aide, who responded to our survey immediately, board President David Chiu delegated aide Amy Chan to reply.

"During my time in City Hall, protecting tenants has been one of my top priorities," said Chiu in a statement. "Although my focus has been on residential tenants, rising rents have also impacted commercial tenants, particularly nonprofit organizations that provide vital social services to our residents and cultural enrichment to our city. It's important that we take action to also protect our non-profit providers from displacement."

"I am open to considering all of the policy options that the budget analyst has made in his recommendations, and I look forward to working with my colleagues to identify the best policy solution."

In an email on behalf of District 5 Supervisor London Breed, Policy Advisor Conor Johnston wrote: "Strictly speaking, all six options are feasible. No. 5 and No. 6 would probably face the least resistance because they do not involve the imposition of new fees or the allocation of new city funds."

"For No. 5, SFUSD (San Francisco United School District) has a fair amount of potential properties as well. Unfortunately, underutilized properties are often underutilized for a reason, e.g. seismic safety issues."

"Thus No. 6 is probably the most feasible. The board could make the request for city staff to start the program essentially immediately. But the ultimate success of that program would depend on the involvement of the foundations, private donors, etc., which could take months or years to realize."

Here are the other supervisors' responses:

Olivia Scanlon, legislative aide to District 7 Supervisor Norman Yee, referred The Extra to Supervisor Kim's office for answers.

Nate Allbee, legislative aide to District 9 Supervisor David Campos, said he didn't know enough about the proposed policy options to comment.

Several other supervisors' aides responded in writing or were reached by phone, but did not offer comments or opinions. ■

## ERRATA

In Issue 137, page 7, the Richard Ramirez photo should have been credited to photographer Mollison Ott.

In Issue 138, page 1, in the text of "Hope Retires," the full wine glass Rev. Glenda Hope held in the early evening contained mixed pomegranate and blackberry juice, not wine. She's a teetotaler.

## 6 ways city could ease the crisis

The city Budget & Legislative Analyst Office's report cites six "policy options" that could ameliorate the nonprofit rental crunch. Here are summaries of those options, most of which establish commercial rent control for nonprofits:

**1** Impose fees on commercial developers to renovate or buy buildings to be occupied by nonprofit organizations under rent control.

**2** Establish zoning requirements for commercial developers that require them to 1) provide below-market-rate space for nonprofits or 2) pay fees in lieu of providing space, with the city turning over those fees to nonprofits to buy or rehab buildings that would be occupied by one or more nonprofit groups with con-

trols on the amount of rent.

**3** Give commercial landlords incentives to offer below-market rents to nonprofit groups, with preference given to city subcontractors.

**4** Enhance existing city programs or create new ones to provide loans and/or grants to nonprofits to buy or rehabilitate facilities with the space rent-controlled.

**5** Identify unused or underutilized city property that could be occupied by nonprofit organizations at controlled rent.

**6** Collaborate with foundations, private donors and others to pool property and financial resources so nonprofits could buy their own buildings or lease at facilities with low or controlled rent.

— Paul Dunn



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Supervisors Jane Kim, David Chiu, London Breed weigh in on city's options.

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# Story after sad story of sky-high rents, leases shanghaied by tech companies

➤ CONTINUED FROM PAGE 1

the procession, but the executives were unable to wait hours for a turn to speak and left early, as Kim noted at the end of the hearing.

Mark Burns, deputy director of In-Home Supportive Services Consortium, testified at the hearing that, in May, Essex Properties acquired Fox Plaza at Ninth and Market Street, where the Consortium had been for 18 years. In that time, Burns said, the Consortium had delivered 8.5 million hours of in-home services to clients, now numbering 1,500, who otherwise would be at “extreme risk for being permanently institutionalized.”

“Our new landlord,” he said, “exercised its right to prematurely terminate our lease at \$18 per square foot and offered us a new lease at \$45 per square foot — a 250% markup,” unaffordable to the nonprofit provider.

The Consortium, he said, wound up on Market Street near Sixth, in a building that Seligman Western Enterprises purchased at the peak of the tech bubble back in 2000, and for years had been unable to keep fully occupied. However, Burns said, the move “comes at a steep cost in the quality of life for our staff. While demand for our services grows, we are reducing our office space by 17% and moving our full-time staff

Mission St. when that landlord started renovating the building and increased its rent by 150%. One by one, all the nonprofits in that building were forced out, said Sarah Jarmon, the Network’s spokeswoman.

District 6 Supervisor Kim had requested this hearing after meeting in August with members of the Human Services Network, a trade association of more than 100 city contractors, some of San Francisco’s largest nonprofit human services providers. In September, HSN surveyed its members about the status and cost of their operating space, and 90 groups responded.

Twenty-nine organizations said that 45 leases they hold had expired in 2012 or will by 2014. For the 14 that had renewed or signed new leases since 2012, average rent jumped by a third for spaces that on average were 8.5% smaller. One nonprofit’s rent nearly doubled on 800 square feet. Another’s 17,771-square-foot space went up 49.3%.

According to a policy analysis report by the supervisors’ legislative analyst, the city pays 1,425 nonprofit contractors more than \$500 million a year to provide a significant portion of the safety net for San Francisco’s most vulnerable citizens, many the city is unable to reach with its more institutional

“We’re in danger of losing not only the heart of the city ... but the conscience of the city.”



Supervisor Eric Mar

The reality for nonprofits is that office space in the central city is dwindling with most building owners on Market Street refusing to lease to human services providers and upping space costs in western SoMa to \$3 per square foot and beyond, which translates to \$3,000 monthly for a modest office of 1,000 square feet.

The tech demand has gobbled most of the desirable locations already, forcing the nonprofits to move out of the neighborhood or rehab rundown units in the Tenderloin where the tech startups are reluctant to go.

“We need some help to manage this crisis,” said Nancy Nielsen, deputy director of SoMa’s Lutheran Social Services. She described how her organization, which helps its thousands of clients remain housed through a money-management program, was told by its landlord this year that, despite being exemplary tenants, their lease would not be renewed come April as a tech company was offering twice as much.

Although they’ve found a space to lease, she said, the building is “in very bad condition,” requiring \$400,000 in improvements, which her organization will have to borrow money to pay for. Ironically, its new space is at the hardcore Tenderloin corner of Golden Gate Avenue and Leavenworth Street, which Lutheran Social Services left eight years ago.

Bill Hirsch, executive director of the AIDS Legal Referral Panel that provides free and low-cost legal assistance to clients living with HIV/AIDS, said its long-term Mission Street lease will expire in February, and he’s “hopeful” that rent will only more than double to \$28 per square foot.

“We will be going from paying about \$35,000 per year in rent to over \$80,000,” Hirsch said. “That’s at the mercy of our landlord who’s been bringing in tech folks and talking about the amenities in our building. I can assure you there are no amenities in our building. We’re lucky if the elevator works.”

Brad Erickson, executive director of Theater Bay Area, which serves 300 dance and theater organizations throughout the Bay Area and 2,500 individual artists, said it’s been in the city for 37 years at six different facilities, “sometimes (moving) because we’ve grown, sometimes because we had to because of rising rates. Our rent went up 18% last year and was going to go up an additional 21% this year.

“We were lucky to find really great space above ACT’s Costume Shop at 1119 Market. But I tell you, it was the ONLY space after looking for many, many months that we could afford and that was central, which is so crucial to our work in serving artists and arts groups in the city. We’re not alone. You’ve heard from these other organizations. It’s affecting small ones and even large ones like ACT, which has had to reduce its classroom and administrative space by one third because of rising rates.”

The displacement problem is most

acute in the central city, where so many human services reside to be near their needy client base. But the tech land grab also exists in southern SoMa, Potrero Hill and beyond.

“Our rent is about to quadruple at the end of 2014,” said Terri Winston, executive director of Women’s Audio Mission, which is situated at Bryant and Mariposa streets. “We are looking to move pretty much anywhere in San Francisco even though we are going to lose the really strong ties that we have to the schools that we serve in the area.

“Anybody that’s looking right now can tell you it’s nearly impossible to compete with the tech and the wealth that’s coming into these neighborhoods,” Winston said. “Almost any property that we put a bid on, it’s almost immediately a cash transaction that we can’t compete with. Most nonprofits are making a pretty sizable investment in our capital infrastructure for any space that we move into, and we’re having trouble finding leases that are long enough to make that sustainable for us. So it really affects our growth long-term.”

Supervisor Kim said: “As we are increasing revenue from our increased



PHOTO MARK DONEZA

**Brad Erickson** of Theater Bay Area is ensconced in new digs he recently found after “many, many months” of searching for affordable space in the central city.

of 63 workers into a windowless basement.” Yet he feels “both successful and fortunate to remain at a location vital to both our transit-dependent workforce and to our client base.”

Teresa Friend, director and managing attorney of the Homeless Advocacy Project at 1360 Mission, said it pays \$1.90 per square foot monthly, and “the landlord has made clear even before they gave us an extension through 2014 that they wanted us to find new space.” The landlord is nonprofit developer Mercy Housing, which holds an expensive long-term master lease on the building.

HAP, which moved from Sixth and Mission in 2000, serves about 2,000 clients annually, Friend said, helping with legal and social services for the homeless, plus eviction defense, SSI advocacy and immigration policy work.

In the same building is Senior and Disability Action Network — a merger of Planning for Elders in the Central City and Senior Action Network — which last year arrived from 965

programs.

“Nonprofits greatly enhance our city, fulfill our city’s mission and actually help combat some of our most challenging issues,” Kim said.

“The city relies on nonprofits as an integral part of our service delivery system,” said Debbi Lerman, director of HSN, citing a recent Stanford study that puts 23% of San Francisco’s population below the poverty level, “if we look at the actual costs of living here in the midst of all this wealth.”

But the city is now finding that important pieces of that multimillion-dollar investment “is at risk as community-based nonprofits can’t afford to stay in the neighborhoods they are funded to serve,” Lerman said. “Property owners are doubling rents, terminating leases and offering only short-term leases as they speculate on future opportunities.” She also cited the “hundreds of millions” for moving and renovation costs that “nonprofits are forced to pay when they’re lucky enough to find new spaces.”

## Study Center landlord ea

BY GEOFF LINK

The woeful tales told in these pages and more as nonprofits are blindsided by special blows to their organizational stability: their head is coming down, compromising their clients.

What the supervisors listened to at the Committee hearing Oct. 9 was the sound of a net rending as those nonprofits’ troubles rip out the city’s vulnerable populations, which are clustered in the central city.

Some commercial leases — for nonprofits — carry a termination clause, allowing the tenant to “redevelop” the space.

In Study Center’s case, it is necessary to convert a space-heavy seventh floor into an open-floor office space to enable upstairs-neighbor, Hack Reactor, to enable a training program for computer programmers.

This is not a common clause in most commercial leases. Hans Hansson, a principal at Starboard Work Real Estate, and Robert Sheppard, a respected attorney, who calls the practice “overreaching.”

A simple rent raise on an expiring lease scenario for a nonprofit with the same financial order. Without commercial rent control, a market option by the landlord at two to four times the price no nonprofit can match.

Without commercial rent control, it’s a simple matter. If another business wants your space and more than you, they get it. The nonprofits, however, unkept clients coming and going in the building given the opportunity to bid against the price.





## NONPROFIT LEADERS TESTIFY AT HEARING



PHOTO MARK DONEZA

**Dr. Dawn Harbatkin of Lyon-Martin Health Services** talks with *Ivette Vazquez* at the clinic's Upper Market offices, where Harbatkin is bracing for a whopping rent increase that she expects will force the clinic out after 22 years.

success, we need to really think about how we share that with the rest of our city. I know that when I co-authored the mid-Market tax exclusion and I promised jobs and increased tax revenue I also said that this would go back into our community and we really need to have a discussion about that.

Almost half of the supervisors have experience working in the nonprofit sector, she noted, "so we need to recognize that you are also job-creators and we need to support that community."

"We're in danger of not only losing the heart of the city like the artists and the arts organizations, but the conscience of the city with nonprofits and

the social justice groups," budget committee member Supervisor Eric Mar had offered at the outset of the hearing.

Speaking with *The Extra* after the hearing, Mar, who felt "brain dead" after taking in the neighborhood's relentless testimony, said that although he and Kim had voted for the tax incentives that helped initiate the tech boom, "it's very clear we didn't put near enough protections for tenants, seniors, nonprofits and artists."

"It's heart-wrenching," Kim said. ■

—*Geoff Link, editor and publisher of Central City Extra, contributed to this report.*

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Aug. 8 — less than 20 months after moving to 944 Market St. — a hand-delivered letter declared our five-year lease terminated. The Florida owners wanted us out by Nov. 8 so that our 8th-floor neighbor could move in and take over our entire 7th-floor suite. We were not told of Hack Reactor's intentions nor given a chance to meet or beat its offer, whatever it is.

Swift and Co., the local reps of the Coral Gables owners, at least, have recognized the Study Center's dilemma and our need to relocate somewhere our clients can thrive. The city-funded Office of Self Help and S.F. Mental Health Clients' Rights Advocates, which serve up to 30 clients daily, have long been an integral part of the Study Center. Thus, when Study Center gets the boot, hundreds of people are affected by one blow delivered right out of the blue.

This follows our being harassed out of the Grant Building at the end of 2011 by the Johnson family who bought the old nonprofit office landmark to redo into a happening 90-room hostel to capture the significant tourist boom in western SoMa.

But that was before the Twitter tax break altered the landscape of the central city. Despite the new opportunity in the technology explosion, the software-wealthy Johnsons — Peter and son Simon — have kept the Grant Building untouched for two years: 140 fine old offices remain empty after they ran out all the nonprofits, with the Study Center last to go.

Now we have to move again. This time, Study Center is being given time to secure new space for our administration, programs and their clients.

Swift and Co. agreed to ease our move out by accommodating the Study Center and the programs if a lease for new space was in place by the end of October.

Signing of the lease was authorized by our Board of Directors on Oct. 31. We are moving to 1663 Mission St. ■

—*Jonathan Newman contributed to this report*



**Nancy Nielsen, Lutheran Social Services:** "We need some help to manage this crisis."



**Mark Burns, In-home Support Services Consortium:** After losing offices it occupied for 18 years, finds space in a Market Street basement for full-time staff of 63.



**Teresa Friend, Homeless Advocates Project:** Reasonable rent now, but knows it's not for long.



**Brad Erickson, Theatre Bay Area:** Found new quarters with ACTON Market Street, "but I tell you, it was the ONLY space after looking for many, many months."



**Debbi Lerman, Human Services Network:** "Nonprofits can't afford to stay in the neighborhoods they are funded to serve." She represents about 100 city contractors.



## TALE FROM THE TRENCHES

# What do landlords want? More than groups can pay

Central city office rent has jumped nearly 50% for nonprofits in the past year, the legislative analyst's report noted. Landlords, apparently blinded by the tech explosion, see only dollar signs, not the added value that nonprofits bring to the city as a whole as they up the rates and cater to technology companies.

For example, take the owner of 1275 Mission St., who bought the building from SAGE, a longtime nonprofit, for \$1.27 million in February 2012.

The two-story building has been empty for months as the owner seeks to maximize his return. It is a spacious 7,800 square feet, but a third of it is basement offices. The ground floor is mostly open, a desirable feature for tech companies, and the second floor is luxuriously laid out, with a central skylight spreading sunshine throughout. But it's located just a few doors from a major city welfare agency, and shopping cart dwellers crowd its gated front.

The owner was asking \$3 per square foot in early August, but might be willing to take \$20,000 monthly, the real estate broker said, with all utilities and upkeep — including for the elevator — on the tenant, perhaps an additional \$3,000 monthly.

Study Center, publisher of Central City Extra and itself a victim of a lease termination, in October offered \$15,000 base rent monthly, and was scoffed at by the owner. Study Center sweetened its offer to \$17,000 monthly with the industry standard 3% annual bumps. It was much more than the 41-year-old nonprofit could comfortably afford, but was willing to pay a premium to stay in the neighborhood.

The following is what the owner countered with, the increases averaging \$100 monthly in the first 30 months of a five-year lease:

	Monthly	Annual
Month 1-6	\$17,500.00	\$216,000.00
Month 7-12	\$18,500.00	
Month 13-18	\$19,500.00	\$240,000.00
Month 19-30	\$20,500.00	
Month 31-42	\$21,115.00	\$249,690.00
Month 43-54	\$21,748.45	\$257,180.70
Month 55-60	\$22,400.90	\$264,896.12
<b>GROSS LEASE VALUE</b>	<b>\$1,227,766.82</b>	

This for a building that is one-third underground. The owner sought to recoup his investment — sans renovation costs — in the first five years of the lease.

That's asking a lot from any nonprofit that operates — as all do — on what is basically a fixed annual income, expanding only on a pay-as-you-go basis. It's a business model that is a far cry from venture-capital-rich tech startups. ■

— Geoff Link

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The Board of Supervisors is evaluating the effectiveness of Outreach advertising. Was the information in this ad helpful and/or interesting to you? What types of articles would you like to see? Please provide your comments at (415) 554-7710 or email [board.of.supervisors@sfgov.org](mailto:board.of.supervisors@sfgov.org). Please include the publication name and date.

### Office of Community Investment and Infrastructure ("OCII") INVITATION TO BID

OCII will receive sealed bids from California 'B' licensed contractors for the Building 813 Stabilization Project, contract HPS 02-13.

Work includes new roofing system, replacement of existing windows and interior doors, installation of new storefront and metal panels, electrical and lighting, and exterior painting within a vacant 250,000 square foot building located at Hunters Point Shipyard.

Estimated cost of the work is \$3.5 M. This contract contains equal employment opportunity goals of 25.6% minority participation and 6.9% female participation for each trade.

For bid documents, see <http://www.sfredevelopment.org/index.aspx?page=127> or call Kevin Masuda at (415) 749-2508.  
Bid Date: November 6, 2013 at 2:00 pm.

### Low Cost Diversity, Sensitivity and Cultural-Competency Training for Businesses, Employers and Housing Providers by the San Francisco Human Rights Commission

If you are a business owner or housing provider, educating yourself and your employees about the harmful impact of discriminatory conduct is not only critical to your success, but it will help you avoid expensive lawsuits and promote smart, respectful business and/or housing practices.

The first step towards ensuring that you and your employees comply with Federal, State and Local anti-discrimination laws is to enlist the help of the San Francisco Human Rights Commission. For a nominal fee, we will provide you with the most up-to-date training available, customized to your specific needs.

Contact us today to learn how you can reduce the likelihood of expensive lawsuits stemming from unlawful workplace and/or housing practices based on age, ethnicity, sexual-orientation, disability and other protected classes. To learn more about our trainings, please visit us at [www.sf-hrc.org](http://www.sf-hrc.org) or email [Taraneh.Moayed@sfgov.org](mailto:Taraneh.Moayed@sfgov.org).

### Notice of Availability of REQUEST FOR PROPOSALS (RFP) for The EcoCenter at Heron's Head Park

The San Francisco Port Commission is issuing one (1) RFP seeking qualified tenant to lease the EcoCenter at Heron's Head Park for a term of five (5) years. Download RFP packages from the Port's website at [SFPort.com/EcoCenter-RFP](http://SFPort.com/EcoCenter-RFP), available at the Port offices at Pier 1 or by contacting the Port (415)-274-0400.

Submittals must be delivered by hand to the Port of San Francisco, Pier 1, San Francisco CA 94111, no later than 2:00 P.M. PST on Friday November 8, 2013.

### Tell us where you need curb ramps!

Do you use a wheelchair, walker, or scooter? Do you have trouble getting to the nearest transit stop? You can make a request for a curb ramp in your area by calling 3-1-1. Just jot down the intersection and tell the 3-1-1 operator how a curb ramp would increase access for your neighborhood.

A project of the San Francisco Department of Public Works and the Mayor's Office on Disability.

The City and County of San Francisco encourage public outreach. Articles are translated into several languages to provide better public access. The newspaper makes every effort to translate the articles of general interest correctly. No liability is assumed by the City and County of San Francisco or the newspapers for errors and omissions.

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## HOUSING APPLICATIONS ARE BEING ACCEPTED FOR SINGLE ROOM OCCUPANCY BUILDINGS (SRO'S)



Please go to 241 6th Street, San Francisco, CA for applications  
**The TODCO SRO Housing Waiting List is open**, for the Knox and the Bayanihan House. If your name is currently on any TODCO Housing Waiting List and you would like information on your current status please call the TODCO Marketing Office at 415-957-0227 on Fridays' only.

Building	Size/Occupancy Limit	Max./Min. Income-Limit	Rent
<b>Knox SRO</b> located at 241- 6th St. & Tehama is accepting applications and has an <b>OPEN WAITING LIST.</b>	<b>SRO – 1 Person, or Couple</b> Room size 10 ½ x 18 (Semi-Private) Bath- 7 x 7 In-each room: sink, micro-wave, refrigerator, 2-burner stove, closet, single bed. The Knox has a small gym, library, private lounge, roof top garden, community kitchen, laundry facility & 24 hour staff & surveillance	1 person \$34,600.00/Year Couple-Income \$39,520.00/Year Minimum income of \$866.40/Month	Move in Deposit \$560.00 Rent \$560.00 plus Utilities
<b>Hotel Isabel</b> located at 1095 Mission <b>CLOSED OUT</b>	SRO – 1 Person Shared Bath Each room has a sink, micro-wave, refrigerator, 2- burner stove, closet and single bed.	1 person \$33,360.00/Year No Minimum Income	30% OF INCOME Requires a Certificate of Homelessness
<b>Bayanihan House</b> (Non Assisted Units) located at 88 – 6th St. & Mission. <b>OPEN WAITING LIST.</b>	SRO – 1 Person, Couple Shared Bath Single 10 ½ x 12 – Double 12x12 In the Unit there is a sink, micro-wave, refrigerator, 2-burner stove, closet, single bed, community kitchen, 24 hour staff & surveillance, laundry facility	1 person \$30,275.00/Year Couple \$34,580.00/Year Minimum income of \$854.00/Month	Move in Deposit \$545.00 Rent \$545.00 Utilities included

TDD: (415) 345-4470



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# COMMUNITY CALENDAR

## ARTS EVENTS

**November at EXIT Theatre**, 156 Eddy St. "The Trojan Requiem," Nov. 6-23, 12 nights of dramatic readings of new plays by local writers exploring the legacy of the Trojan War. "52 Letters," Nov. 8, 9, one-woman poetic stage play, written and performed by Regina Y. Evans. "Memphis on My Mind," Nov. 15, 16, written and performed by Rebecca Fisher. "Thankschicken!" Nov. 15-23, Chicken Scratch Improv. "Eating Pasta Off the Floor," Nov. 22, 23, written and performed by Maria Grazia Affinito. At EXIT on Taylor, 277 Taylor: "Sidewinders" continues through Nov. 17, absurdist-Western romp through gender queerness. Info for all shows: theexit.org.

**Thursdays@Noon** films, Main Library, Koret Auditorium, noon-2 p.m.: Nov. 7, *Whales of August* (1987); Nov. 14, *Driving Miss Daisy* (1989); Nov. 21, *Make Way for Tomorrow* (1937). Info: sipl.org.

**Divas, Dames & Daredevils**, Main Library, Latino/Hispanic rooms A & B, Nov. 21, 6:30-8 p.m. Author Mike Madrid talks about heroines at the dawn of the comic book who mete out justice to Nazis, aliens and evildoers of all kinds. Info: sipl.org/index.php?pg=1014527701.

**Art All Around**, exhibition of kids' art from studio projects and New Year dragons from Tenderloin Children's Playground workshops, Main Library, Fisher Children's Center, 2nd floor, through December 30. Drop by for a Dec. 15 workshop, 2-4 p.m. and learn to make kimono dolls, dream-catchers and miniature books. Additional workshops, 2-4 p.m. on Jan. 12, Feb. 9, Mar. 9. Info: Jim Jeske, Fisher Children's Center, 557-4554.

## REGULAR SCHEDULE HOUSING

Tenant Associations Coalition of San Francisco, 1st Wednesday of each month, noon, 201 Turk St., Community Room. Contact Michael Nulty, 339-8327. Resident unity, leadership training.

## HEALTH AND MENTAL HEALTH

**CBHS Consumer Council**, 3rd Monday of month,



PHOTO SERENA MORELLI

**Regina Evans performs** in the one-woman play "52 Letters" at EXIT Theatre, Nov. 8, 9,

5-7 p.m., 1380 Howard St., Room 537, 255-3695. Consumer advisors from self-help groups and mental health consumer advocates. Public welcome.

**Healthcare Action Team**, 2nd Wednesday of month, 1010 Mission St., Bayanihan Community Center, 11 a.m.-12:30 p.m. Focus on increasing supportive home services, expanded eligibility for home care, improved discharge planning. Light lunch. Call James Chionsini, 703-0188 x304.

**Hoarding and Cluttering Support Groups**, weekly meetings at various times, conducted by Mental Health Association of San Francisco, 870 Market St., Suite 928. Info: 421-2926 or mentalhealthsf.org/group-search.

**Mental Health Board**, 2nd Wednesday of the month, 6:30-8:30 p.m., City Hall, room 278. CBHS advisory committee, open to the public. Call: 255-3474.

**Tenderloin Healthy Corner Store Coalition**, 4th Thursday of the month, 3 p.m., Kelly Cullen Community Building, 220 Golden Gate Ave., 2nd floor auditorium or 5th floor gym. Public meetings to discuss legislation that encourages corner stores to sell fresh food and reduce tobacco and alcohol sales. Info: Jessica Estrada, jessica@vydc.org, 771-2600.

## SAFETY

**SoMa Police Community Relations Forum**, 4th Monday of each month, 6-7:30 p.m. Location varies. To receive monthly email info: 538-8100 x202.

**Tenderloin Police Station Community Meeting**, last Tuesday of month, 6 p.m., police station Community Room, 301 Eddy St. Call Susa Black, 345-7300. Neighborhood safety.

## NEIGHBORHOOD IMPROVEMENT

**Alliance for a Better District 6**, 2nd Tuesday of each month, 6 p.m., 230 Eddy St. Contact Michael Nulty, 820-1560 or sf\_district6@yahoo.com, a districtwide improvement association.

**Central Market Community Benefit District**, board meets 2nd Tuesday of month, Hotel Whitcomb, 1231 Market St., 3 p.m. Info: 882-3088, http://central-market.org.

**Friends of Boeddeker Park**, 2nd Wednesday this month, 3 p.m., Police Station Community Room, 301 Eddy St. Plan park events, activities and improvements. Contact Betty Traynor, 931-1126.

**Gene Friend Recreation Center Advisory Board**, 3rd Thursday of month, 5 p.m. Works to pro-

vide SoMa resources for all residents. Gene Friend Rec Center, 270 Sixth St. Info: Tim Figueras, 554-9532.

**North of Market/Tenderloin Community Benefit District**. Full board meets 3rd Monday at 4 p.m.. Call 292-4812 for location or check nom-tlcbd.org.

**Safe Haven Project**. 4th Tuesday of each month, 3 p.m., 519 Ellis St. (Senator Hotel). Contact: 563-3205, x115, or centralcitysafehaven@gmail.com.

**SoMa Community Stabilization Fund Advisory Committee**, 3rd Thursday of month, 5:30 p.m., 1 South Van Ness, 2nd floor. Info: Claudine del Rosario, 701-5580.

**Tenderloin Futures Collaborative**, 3rd Wednesday of the month, 11 a.m.-noon, Tenderloin Police Community Room, 301 Eddy. Presentations on issues of interest to neighborhood residents, nonprofits and businesses. Info: 424-0957.

**Tenderloin Neighborhood Association**, 2nd Friday of month, 842 Geary St., 5 p.m. Nonprofit focuses on health and wellness activities to promote neighborly interactions. Info: tenderloinneighborhood@yahoo.com.

## SENIORS AND DISABLED

**Mayor's Disability Council**, 3rd Friday of month, 1-3 p.m., City Hall, room 400. Call: 554-6789. Open to the public.

**Senior & Disability Action** (formerly Planning for Elders/Senior Action Network), general meeting, 2nd Thursday of month, 9 a.m.-noon, Universal Unitarian Church, 1187 Franklin St. SDA Housing Collaborative meeting, 3rd Wednesday, 1 p.m. HealthCare Action Team meeting, 2nd Wednesday, 1010 Mission St., (Bayanihan Community Center). For info about SDA's Survival School, University and computer class schedules: 546-1333, www.sdaction.org.

## DISTRICT 6 SUPERVISOR

**Jane Kim**, member, Land Use Committee, School District, Transportation Authority; chair, Transbay Joint Powers Authority Board of Directors; vice-chair Transportation Authority Plans & Programs Committee

Legislative aides: Sunny Angulo, April Veneracion Ang and Ivy Lee. Jane Kim@sfgov.org 554-7970

## To you, who may be concerned:

**M**y name is Ed Bowers. You probably don't know me. I'm a writer and a poet and I've won a couple of awards (The Acker Award For Avant Garde Excellence and the S.F. Peninsula Press Club Award For Analysis) and have written for Central City Xtra. But right now I'm writing for you and I would now like to explain why.

On November 9th I am going on a street retreat for seven days in which I will be homeless and compelled to navigate society as a homeless person sleeping on the streets, or in the shelters, panhandling strangers, and eating in soup kitchens. This I will be doing as a participant in the Faithful Fools' street retreat. One of the main purposes of this retreat is to give the participants an experience of what it is to be homeless in this society and close the gap of separation felt when one citizen witnesses another citizen suffering from homelessness and perceives, fearfully, that this vagrant cast-off is somehow threatening or different from everyone else. It's a 'gap closing' experience we are looking for here.

As for me, I don't have any feeling of fear or separation from the homeless. I've known lots of homeless people. Even my ex-wife is homeless and that doesn't prevent us from still being friends. Plus, my life has been a consistently annoying experience and I do not wish to actively cultivate that pattern. So why am I doing this?

The answer to that question is that I want to overcome my fear of homelessness. Everyone in America, no matter how different they may appear, has one thing in common. We all fear going

broke and we all fear being homeless. That is the sword of Damocles that hangs over each of our heads and fuels the economic and social engine of the nation. This is the fear that gets people going in the morning and puts them to bed at night as it chases them into their dreams and nightmares. It comes as an infuriating threat, this fear of homelessness, and I want to face it. I've been threatened with homelessness too many times and come close to it for decades. So I want to face it and maybe punch it in the mouth.

Hell, I might get to like it.

But there is another more important reason that I am going on this retreat. I want to get something more out of this retreat than a narcissistic sense of self-satisfaction at doing something that horrifies me. I want to go homeless for seven days like a runway model wants to get fat. But I'm doing it. And I'd like somebody besides me to get something out of it. In fact, even if I get nothing out of it but a pain in the ass, I want somebody to get some good out of my efforts. Let me explain.

The Faithful Fools is an Institute For Street Level Learning operating in the San Francisco Tenderloin at 234 Hyde St. and it has provided over the years one of the most unique and effective educational programs for the development of empathy and understanding currently in existence. The Fools' street retreats, where young people from high schools, colleges, and churches go out onto the streets and eat in the soup kitchens, offer young people the opportunity to really see the citizens of the Tenderloin as human beings. It pro-



PHOTO LISE STAMPFLI

**Writer Ed Bowers** is temporarily homeless to raise funds for the Faithful Fools.

vides the kind of maturing experience that can only have a positive and evolutionary effect on the consciousness of the participants and improve their sense of connection to all the people in our society, not just a select few.

Also, The Fools are a jewel in the lotus of the 'loin and have done untold good for hundreds of the citizens who find themselves there.

So, in honor of my efforts to confront homelessness and evolve my consciousness for the sake of all sentient beings I ask only one thing: that somebody out there make a contribution to The Faithful Fools.

That's right. I'm panhandling. You are the first person I am panhandling on my street retreat, and I hate asking for anything, so that is why this letter is so weird and perhaps a bit disjointed. I am about to do something I don't want

to do, but that I really do want to do, and I am asking someone I really don't know to give some organization they know nothing about some money. So there.

Finally I have one last thing to say. Empathy is dying in this country and when it is completely dead, the country will die. It is as simple as that. Please support anything whose focus is planting the seed of empathy in the human heart if you want America to survive another hundred years. ■

— Ed Bowers

## DONATIONS

People can donate by sending checks to: Faithful Fools Street Ministry  
234 Hyde Street  
San Francisco, CA 94102

or online at: faithfulfools.org/donate/