

2015 Annual Report

NeighborhoodLIFT Homeowners, Melissa Brimage



CREATE
THE
CHANGE
YOU WANT TO SEE!



Dorothy Richardson Resident Leadership Awards, Billy Palmer

NeighborWorks®
Salt Lake
Celebrates 38 years
of
Neighborhood
Revitalization

Rebuilding Neighborhoods... house by house... block by block!



Create the Change

Community Building and Organizing

RISE UP a new leadership initiative was developed to introduce youth ages 17 to 20 to economic development and the role they can play in strengthening community.

Eight young adults graduated from the inaugural class and participated in classes that taught them about community assets, engagement, collaboration, and goal setting. The participants learned and experienced economic development in their respective communities, via community councils, service projects and as a final project helped create the NOTE DISTRICT mural designed to promote North Temple assets.

Confident with their new found skills, one graduate ran for senior class president, two are currently participating in the Westside Leadership Institute and one joined a social justice group to better support community needs.



Rise UP, Youth Leadership



Rise Up Graduation

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Message to Stockholders

Dear Stakeholders,

During 2015, there were several major partnerships that helped NeighborWorks leverage millions of dollars throughout Salt Lake City in creating homeownership, strengthening the economic development of North Temple and building the capacity of nonprofit organizations. NeighborhoodLIFT a \$4,000,000 grant program awarded to NeighborWorks from Wells Fargo created 224, \$15,000 grants to help residents wanting to live in Salt Lake buy a home resulting in an investment of over \$30,000,000. Thanks to our well-trained homebuyer counselor, each of these homeowners participated in an 8-hour homebuyer education course arming them with knowledge and tools to understand their investment in homeownership. Goldman Sachs investment in providing matching grants for businesses along North Temple wanting to enhance the façade of their business resulted in over \$500,000 of investment. Chase Bank was instrumental in hosting place-based trainings in NeighborWorks homeownership center to build the capacity of nonprofit housing organizations.

NeighborWorks is especially proud of our Community Building and Organizing services as its Westside Leadership Institute celebrated 10 years of honing the leadership skills of residents to graduate over 400 students ranging from 18 to 80. YouthWorks continues to engage youth ages 14-18 through a paid pre-employment training program that engages them in neighborhood revitalization construction activities while teaching them financial capabilities and job readiness skills.

Our Affordable Housing and Mission Investment fund provided \$9,000,000 in loans to our sister organizations throughout the country to help them achieve their missions to leverage an additional \$15,000,000.

Throughout the annual report, each of our program services highlight accomplishments, impact and outcomes which include our expanded services to Murray and citywide down payment grant program. We want to express our appreciation to the committed staff who tirelessly work to respond to community needs and to the board of directors who volunteer hundreds of hours to govern the organization and lend their expertise.

We appreciate recognition by Salt Lake Community College for the Martin Luther King Humanitarian Award and Latter Day Saints Church's Public Affairs office for recognizing NeighborWorks' impact in community. We were thrilled that board member, Billy Palmer, received national recognition by NeighborWorks America with the Dorothy Richardson award acknowledging his community engagement efforts and successes.

NeighborWorks wrapped up its final quarter in 2015 with the board of directors engaged in a day long strategic planning session that highlighted 2012-15 successes, opportunities and challenges. Recommendations for the next three years will focus on sustainability, succession and expansion. The staff and board look forward to sharing the plan with stakeholders and engaging you in the discussion as we plan our next three years.

Thank you for your support and contributing to our many successes.

Sincerely,

Maria Garcia

Maria Garcia
Executive Director

Sheldon Woods

Sheldon Woods
President CEO Pitney Bowes Bank
NeighborWorks Board President



"NeighborhoodLIFT a \$4,000,000 grant program awarded to NeighborWorks from Wells Fargo created 224, \$15,000 grants to help residents wanting to live in Salt Lake buy a home resulting in an investment of over \$30,000,000."

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2015 Highlights

2015 Highlights



Princess Atwood Salazar, YouthWorks Graduate

Princess Atwood Salazar spent her summer mornings at NeighborWorks Salt Lake serving as a Community Builder with a crew of 15 young women. After completion of the YouthWorks program, Princess has stayed on board as an active program alumnus to create the change she wishes to see in the community.

As a Latina woman, Princess is also committed to equality for the Latino community and all diverse communities. She volunteers in several organizations to promote equality and to provide opportunities for young teens. Princess is a wonderful example of a young leader with passion and diligence that creates positive change!

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Melissa Brimage, LIFT Customer



30th Annual Paint Your Heart Out



NeighborhoodLIFT Launch



NOTE District Mural



Westside Leadership Institute Spring 2015 Graduation



Chase and NeighborWorks America at the Westside Leadership 10th Anniversary



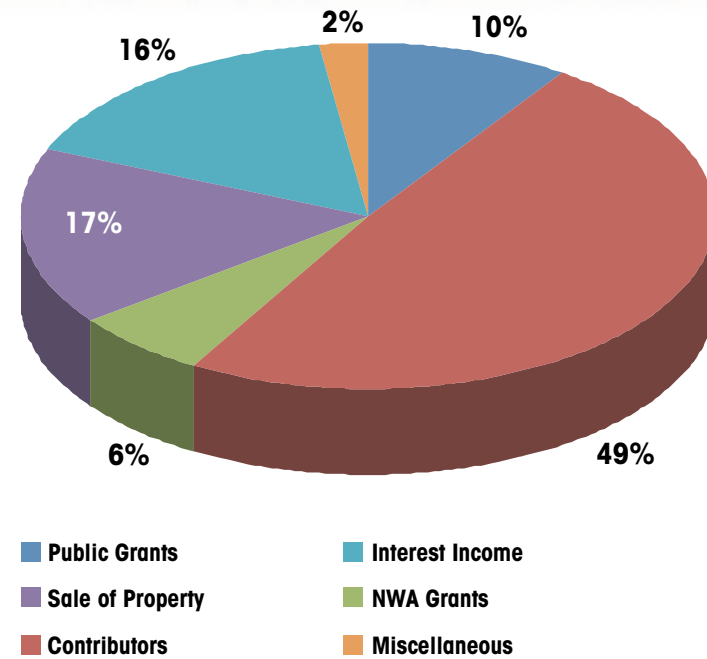
Many Mckinnion, Loan Customer

"I'm a single mom of two who lived in a small two bedroom apartment for 20 years. All my life I dreamed about becoming a homeowner, but due to financial burdens I wasn't able to find a decent home in my price range. However, that was all about to change when I heard about NeighborWorks Salt Lake and their big emphasis on education. Through proper counseling I was able to qualify for the NeighborhoodLIFT® grant for first time homebuyers and purchase a NeighborWorks Salt Lake newly constructed home! As a new homeowner I take pride in creating a positive and uplifting life for my children and for my neighborhood. Thank you NeighborWorks Salt Lake for creating opportunities for the community!"

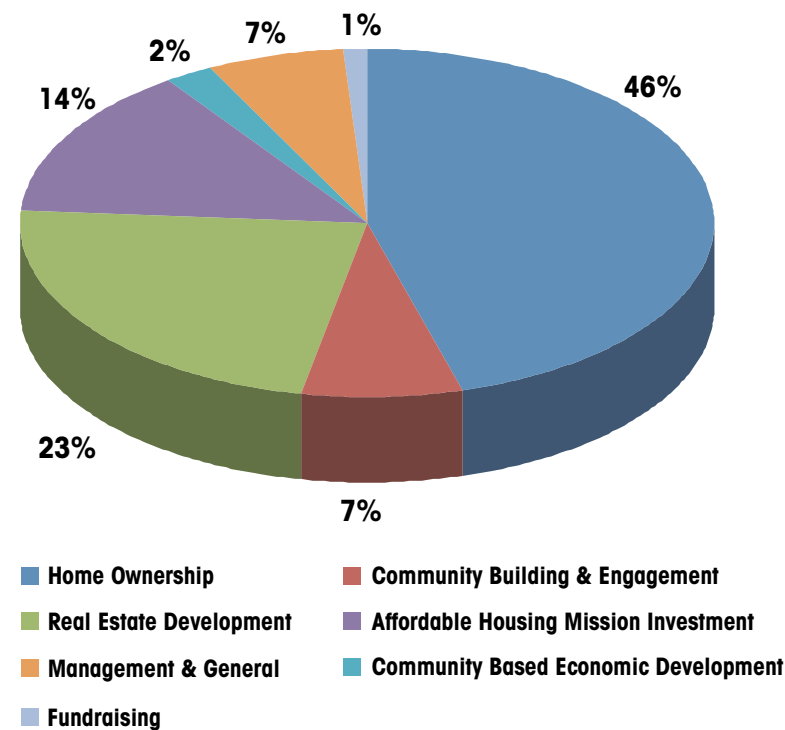
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2015 Revenues | Expenses

Revenues



Expenses



2015 Financial Statements

June 30,
2015 2014

ASSETS

Cash and cash equivalents	\$ 3,270,233	\$ 2,500,167
Restricted cash	1,657,133	1,869,524
Certificates of deposit	656,401	653,672
Grants receivable	525,556	220,654
Interest receivable	160,993	204,561
Prepaid expense	16,134	17,539
Other assets	1,331	7,000
Mortgage loans receivable, net	3,233,613	3,373,620
AHMI loans receivable, net	12,283,837	13,844,587
Property held for development, rehabilitation and sale, net	4,466,814	3,472,144
Loan origination fees, net	27,375	45,935
Property and equipment, net	122,161	114,559
Investment in and advances to related real estate limited liability company	1,268,029	1,337,876
	\$ 27,689,610	\$ 27,661,838

LIABILITIES AND NET ASSETS

Accounts payable	\$43,998	\$83,329
Accrued expenses	229,030	105,237
Accrued obligation - Citifront	19,446	71,746
Escrow deposits	47,183	55,592
Deposits	312,521	337,085
Notes payable - rehabilitation and development	2,500,527	2,634,314
Notes payable - other	13,247,018	14,765,237
Long-term debt - revolving loans	1,350,000	1,350,000
Total liabilities	17,749,723	19,402,540
Net assets:		
Unrestricted	4,564,914	4,163,413
Temporarily restricted	1,129,254	199,159
Permanently restricted	4,245,719	3,896,726
Total net assets	9,939,887	8,259,298
	\$ 27,689,610	\$ 27,661,838

Affordable Housing Mission Investment Fund (AHMI)

The Fund was created as a means to increase NWSL net assets and self-sufficiency, reduce dependence on public sector dollars and provide a Community Reinvestment opportunity for Utah banks.

The fund provides investment capital to exemplary NeighborWorks network organization to support their neighborhood revitalization, affordable housing production and job creation activities.

Since its inception in 2010, AHMI Fund has deployed \$24,000,000 to 22 of organizations to leverage \$275,000,000.



NeighborhoodLIFT®

The NeighborhoodLIFT® program is a collaboration between Wells Fargo, NeighborWorks America and NeighborWorks Salt Lake. The NeighborhoodLIFT program is designed to provide sustainable homeownership initiatives in cities affected by the housing crisis.

In December 2014, NeighborWorks Salt Lake was awarded \$3,360,000 to provide 224 \$15,000 grants for buyers interested in purchasing a home in Salt Lake City.

As of October 31, 2015, NeighborWorks Salt Lake deployed 158 grants for an investment of over \$28,000,000 in mortgages throughout Salt Lake City.

NeighborhoodLIFT Homes Closed as of October 31, 2015

2015 Lines of Business

Major Rehabilitation



Before



After

Homeownership Services - Offers pre-purchase counseling, homebuyer education, 1st and 2nd mortgages and home improvement loans.

- Funded three fist mortgages for a total investment of \$595,900
- Funded two home improvement loans for a total investment of \$43,000
- Facilitated 135 first mortgages for a total investment of over \$13,407,841.93
- Counseled customers for:
 - o 186 Homebuyer Education
 - o 525 Pre-purchase Counseling
 - o 190 New Homeowners
 - o 262 New customers
 - o 7 Pre-foreclosure customers and saved 1 home to date

Real Estate Development –Renovates problem properties, develops vacant land and builds single family and multifamily housing both affordable and market rate.

- Rehabilitated 13 real estate owned properties for an investment \$431,000
- Sold 6 single family residential homes and provided rehabilitation loans to four homeowners for an investment \$1,129,000
- Strategically acquired nine problem properties for an investment of \$1,028,000
- Invested over \$316,860 of federal funds in the community for affordable housing development

Community Based Economic Development – Collaborates with local business to enhance existing properties, attract new investment and increase economic investment.

- Helped three business though The North Temple Façade Improvement Grant Program for a total investment of \$1.2 million to date
- Secured \$70,000 to fund neighborhood marketing initiatives and branding (banner program, website, social media, positive campaigns and events, fliers etc.)
- Marketing initiative progress and activities:
 - o Creation of NOTE District logo and campaign, launched April of 2015
 - o NOTE District banner program along North Temple corridor in July 2015
 - o First Annual Get Into The River event at NOTE District in May of 2015
 - o Website, newsletter and social media campaigns started in 2015
 - o Two business owners and members of the River District Business Alliance participated in a neighborhood marketing training in New Haven, CT

2015 Lines of Business

New Construction



Community Building and Organizing – Creates opportunities for residents to build leadership skills to engage in responding to community needs.

- Exposed 17,000 residents to NeighborWorks via events, activities or presentations
- Hosted 18 special events promoting NWSL's services
- Graduated 55 residents from Westside Leadership Institute
- 16 residents participated in a 3-day national Community Leadership Institute in Louisville, KY
- 14 homes painted for senior citizens and disabled individuals, and Rise Up Alumni painted the NOTE District Mural for a community investment of \$35,000
- 20,000 volunteer hours donated to NWSL activities valued at over \$400,000

YouthWorks - Employs youth "at-risk" ages-14-18 as community builders and provides pre-employment training in community building activities from construction to event organizing.

- Provided pre-employment training for 57 youth for an investment of \$50,000
- Each youth completed 227 hours of construction training and 60 hours of social skill building such as financial literacy, resume and interview skills, public speaking, etc.
- 33 youth completed the program
- Youth engaged in 15 service activities and 14 community projects
- Five youth terminated from Court supervision during YouthWorks employment
- High School attendance rate at 85% during YouthWorks employment

Affordable Housing Mission Improvement (AHMI) fund: Provides low cost enterprise-level capital by accessing Utah lending institutions for NeighborWorks network organizations doing community development work in low income communities throughout the country.

- Deployed \$24,175,000 to twenty two organizations for a leveraging of funds to \$25,000,000 from California to Massachusetts
- 1800 units with over \$275,000,000 capital leveraged
- Over 950 jobs created or preserved
- \$843,690 net income to NWSL to date



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2015 Staff Members

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Sonya Martinez, Neighborhood Director
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Bob Lund, Construction Manager
Ashley Reza, Homeownership Services Administrator
Jeana Holt, Loan Officer
Claudia Cruz, Homeownership Counselor
Javier Alegre, Development Director
Nicholina Womack, YouthWorks Director
Mario Duran, YouthWorks Coordinator
Tolina Tausinga, Outreach Coordinator
David Foster, YouthWorks Site Supervisor
Eric Marshall, YouthWorks Assistant Site Supervisor
Ana Valdemoros, Economic Development Director
Jessica Bahena, Community Building and Engagement Coordinator
Loretta Castillo, Office Manager

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Katrina Holt, GE Capital Bank
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2015 Board Member

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Kisty Morris, Morgan Stanley Bank

2nd ROW, (Left to Right)

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Robert Pedersen, Sallie Mae Bank
Sheldon Woods, Pitney Bowes Bank
Terry Thomas, Resident

3rd ROW, (Left to Right)

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Roger Gardner, Goldman Sachs Bank

4th ROW, (Left to Right)

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Home Matters

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We would like to extend our deepest appreciation to the following individuals and organizations:

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Angie Vorher	First American Title	Juvenile Justice Services	Prescott Muir Architects	Tim Raccuia
Anthony Zimmer	First Electronic Bank	Karen Daniels	Procom Painting	UpWard Bound
Arlene Dzurnak	Flores - Sahagun and Associates	Karl Kiefer	Questar	U.S. Housing and Urban Development
Ashley Reza	Fust Construction	Karl Nebeker	Ramez Halteh	University Neighborhood Partners
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Billy Palmer	GE Retail Bank	Kent Landvatter	Robert Pedersen	Utah Association of Financial Services
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Brad Bartholomew	George S. and Dolores Eccles Foundation	Key Bank Foundation	Rocky Mountain Power	Web Bank
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		NeighborWorks America		
		Nicholina Womack		
		Nichol Bourdeaux		
		Omar Hernandez		

A special thank you to our 2015 Love UT Give UT donors

We apologize for any names inadvertently left off our list.

Thank You very much for your help. We could not do it without you!