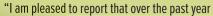
#### **Our Message**

"I am proud NeighborWorks® Salt Lake continues to impact our target neighborhoods in Salt Lake and Murray City as reflected in our outcomes. I am grateful our many investors, stakeholders and volunteers who are instrumental in our ongoing success."

Maria Garciaz, Executive Director







Salt Lake Neighborhood Housing Services (NHS), DBA as NeighborWorks® Salt Lake (NWSL), builds on the strengths of neighborhoods, creating opportunities through housing, resident leadership, youth and economic development. We work in partnership with residents, government and businesses to build and sustain neighborhoods of choice.

We have dedicated ourselves to this mission for the last 39 years, and we remain committed to the values our mission embodies. As we look to the future of this organization, NWSL will continue to focus on ways to expand and improve our services. House by House. Block by Block. Neighbor by Neighbor.

#### Our Impact Since 1977

New single family homes constructed for a community investment of \$21,058,000.

Multi-family units constructed for a community investment of \$18,000,000.

Completed home rehabilitations for a community investment of \$10,780,000

1st. 2nd, and Home Improvement loans funded or facilitated for a community investment of \$58.514.000.

3.024 YouthWorks® program graduates, with a community investment of \$3,710,000.

Homes painted during the our annual Paint Your Heart Out event with a community investment of \$834,000.

Westside Leadership Institute graduates leading to a community investment of **\$144.500**.

**Total NWSL Community investment:** 

§113.040.500!

#### **NWSL Facilitated & Inspired**

Housing Units: 891

\$110.000.000

**Businesses:** 

Infrastructure: \$350,000,000

**Total Stakeholder Investment:** 

\$469,800,000

#### 2016 Contributors & Support

Jordan River

Jorge Fierro

Bank

Julie Boyle

Julie Trujillo

Services

Juvenile Justice

Karen Browning

**Kayley Richards** 

Kenneth Embley

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**Kisty Morris** 

Larry H. Miller

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Lourdes Range

Lucy Cardenas

Marc Milner

Maren Miller

Maria Garciaz

Mario Duran

Mark Hales

Marti Major

Matt Voorhees

Matthew Clark

Lamar Spottedelk

Kevin Parker

Karen Daniels

Kathy Ricci

Commission

JP Morgan Chase

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

Abdulkhaliq Mohamed Alfred Mowdood Ally Bank Alma Sweeny Alonso Reyna American Express Amy White Ana Valderamos Anna Stanger Anne Parker **Anthony Zimmer** Aprille Savarese

Arlene Dzurnak Arthur Owens Ashleigh Fletcher Ashley Reza

Bank Of American Bill Coker Bill Swadley

Billy Palmer Blake Perez **Brad Bartholomew** 

Brian Flynn **Bridge Investment** Group Bryce Garner

Cal Noyce Cencira Te'o Charles Knadler

Chevron **Chris Jones** Chris Macias Christopher McCourtin

**Christy Sapp** CIT Bank Claudia Cruz Clyde Charles Comenity Bank

Home

**Matters** 

**Craig Thomas** Cuong Nguyen **Danuel Stanger** Darryl Johnson Dave Fredrickson Dave Verno

**David Clark David Foster** David Galvan **David Moffitt** David Verno Debra Gutierrez

**Douglas Marx Eide Bailly** Eileen Maloney Elizabeth Player **Ener Bank** Fati Faatau Federal Deposit

Insurance Corporation First Electronic Bank First Step House

First Utah Bank Friends of Arches and Canyonlands National Park **Gary Doctorman Geoff Hardies** 

Ivis Garcia

J. McDougall

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Jared Gleue

Jeana Garcia

**Jeffery Sandberg** 

Jessica Bahena

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**National Parks** Conservation Association Neighborworks

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Paul Keyser Pitney Bowes Bank Planned Parenthood

Plumbing Utah **PPG Pittsburg Paints Procom Paint** 

Ramez Halteh Randy Blatnik Reyna Romero

Robert Palmer Robert Pedersen Robert Rendon Robert Roake **Rocky Mountain** 

Power Roger Gardiner Rose Park Lions Club

Salt Lake City Corporation Salt Lake County Sarah Munro Scott Cattucio

Scott Smalley Shawn Beus **Sheldon Woods** Solana Galvan Sonya Martinez

Sorenson Legacy Foundation Sorenson Multi **Cultural Center** Splore

**Spyhop Productions** Stephen Fitzpatrick Steven Chapton Susan Ruggieri

**Sutherlands Lumber** Suzanne Williams Synchrony Bank

Tami Edwards-Terry Thomas Tesoro Thomas Isom

Tim Raccuia Tim Tingey University Neighborhood **Partners** 

University of Utah **Upward Bound** US Bank

> Financial Services **Utah Financial** Services

Foundation Van Nguyen Veritas

> Veronica Montova Washington Federal Web Bank

Utah Association of

Wells Fargo Bank Wells Fargo Foundation

Wendy Jack Alvarado **XMission** 

Zions Bank A special thank you to our 2016

donors We apologize for any names inadvertently left

**Love UT Give UT** 

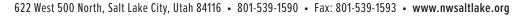
off our list. **Thank You very** much for your help. We could

not do it without









Neighborworks Salt Lake

# Annual Report 2016





622 WEST 500 NORTH, SALT LAKE CITY, UT 84116 - WWW.NWSALTLAKE.ORG

# **House by House...**

"My house is my sanctuary, and there are many that are welcome for that reason." Terry Jackson-Mitchell was able to take advantage of the NWSL LIFT down payment assistance program, and a home improvement loan.



#### **Home Ownership Services**

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

- 98 Clients completed over 880 hours of Homebuyer Education.
- Funded 4 mortgages for a total investment of \$138,495.
- Facilitated 120 loans for an investment of \$11,478,633.
- 147 clients attended Pre-purchase Counseling.

"I wish every community had this type of leadership development because it really does change people's lives. It lets people know that an organization out there really cares about the community. It lets people know that they are not alone, and ultimately it lets people know that their voice and opinion matter." Lourdes Rangel, former Westside Leadership Institute araduate and current instructor.



#### **Community Building & Organizing**

Creates opportunities for residents to build leadership skills to engage in responding to community needs.

- Over 2,500 volunteer hours donated, valued at over \$45,000.
- 14 houses painted and \$23,000 donated to our annual Paint Your Heart Out charity event.
- 45 graduates from the Westside Leadership Institute resulting in \$4,500 in project grants deployed in the community.
- 17 residents participated in the National NeighborWorks America Community Learning Institute resulting in a \$4,000 investment in community impact projects.

# **Block by Block...**

"I love my new house. It's like a dream!" Larry Mullin, a NWSL first time homeowner who was able to purchase a NWSL constructed house."



#### **Real Estate Development**

Renovates problem properties, develops vacant land, and builds affordable and market rate, single and multifamily housing.

- Rehabilitated 10 real estate owned properties, valued at \$2,062,600.
- Sold 4 single family residential homes, valued at \$735,000.
- Strategically acquired 3 problem properties, valued at \$560,000.
- Invested \$2,000,040 of \$5,800,000 in Marmalade Court's 30-unit development

"I have been able to work with a great group of girls and I'm excited to keep up with my YouthWorks family." Jaida Palmer, 2nd generation YouthWorks graduate poses with her father, Robert Palmer who graduated in 1989; Sister Jordan graduated in 2016. Executive Director, Maria Garciaz.



#### **YouthWorks**

A neighborhood based program that assists youth ages 14-18 in hands-on, pre-employment and life-skills training.

- 34 youth graduated from the program.
- Teams completed 24 community service projects valued at \$41,000 of
- Participants completed 720 hours of construction training.
- High school attendance averaged 86% with grades averaging 74% while in the program.

### **Neighbor by Neighbor...**

"We have been in Salt Lake for 54 years, and a large number of our employees live in the area. As a neighborhood business, we think being involved in our community is important." Dave Farrel, President and GM for Envirotech, who was able to utilize a NWSL façade grant to improve the exterior of his building.



#### **Community Based Economic Development**

Collaborates with local businesses to enhance properties, attract new business and increase economic investment.

- · Hosted Get into the Jordan River signature event.
- Secured \$20,000 for the North Temple Banner Program.
- Deployed \$28,000 in Façade Improvement Grant and secured \$90,000 in new facade funds for Westside businesses.
- · Facilitated a \$3 million dollar restaurant expansion with the RDA.
- Filled three vacant buildings with tenants on 800 W North Temple.

#### **FY 2016 Financials**

Private: \$1,034.380

• Public: \$435,566

Property Sales: \$1,031,900

Interest Income: \$1,076,589

NWA Grants: \$549,394

Miscellaneous: \$543,244

Total Assets: \$24,849,536

Liabilities: \$14,831,130

Net Assets: \$27,689,610

 In addition NWSL deployed last two loans of the second tranche of the Affordable Housing and Mission Investment Loan Fund (AHMI 2) for \$1.5 million each.

NWSL's most recent financial audit received a favorable review, and is available upon request.









