

A white banner with a black outline and a ribbon-like shape, containing the text "NEIGHBORWORKS SALT LAKE" in a bold, black, sans-serif font.

NEIGHBORWORKS SALT LAKE

A white banner with a black outline and a ribbon-like shape, containing the text "2018 ANNUAL REPORT" in a bold, black, sans-serif font.

2018 ANNUAL REPORT

Salt Lake Neighborhood Housing Services, doing business as NeighborWorks Salt Lake, 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.



JPMORGAN CHASE & CO.



Dear Stakeholders,

It is with great pleasure as NeighborWorks Salt Lake celebrates 41 years of serving community to share with you in 2018, we remained focused and dedicated to comprehensive neighborhood revitalization. Our broad partnership of stake holders both local and national contributes to our increased investment in neighborhoods and valuable resident leadership continues to have greatest impact at the grassroots level.

In 2018, through our real estate and lending services we created 25 housing units for an investment of 5,400,000 that was leveraged to nearly \$9,000,000. Our Affordable Housing and Mission Investment Fund established to leverage local resources to share with our Neighborworks network organization raised \$30,000,000 that will be deployed in 2019. This fund continues to generate revenue to impact our local community needs and build sustainability for NeighborWorks Salt Lake. Our community engagement activities involved over 250 volunteers for over 50 community building events for in-kind value of \$51,000. Our dedicated staff participated in over 100 community meetings to insure we stay abreast of community issues and needs and our committed volunteer board and standing committee members volunteered a total of 750 hours of guidance and oversight. We are proud of our leadership programs that graduated 36 students from Westside leadership and 30 from YouthWorks.

We appreciate our many investors and funders who continue to support our mission and grateful to our volunteers who graciously give of their time to serve community through NeighborWorks services.

We expect greater challenges in 2019 for the affordable housing arena and anticipate responding to this need as we continue to strategically expand to municipalities outside of Salt Lake and Murray. We are confident that with ongoing support by our many partners and volunteers, NeighborWorks Salt Lake is poised for new challenges that we integrate into our mission to create neighborhoods of choice, block by block.... house by house and neighbor by neighbor.

Sincerely,

Billy Palmer, Board President
Maria Garcia, CEO





COMMUNITY BUILDING

AND ORGANIZING

Community Building & Organizing

NeighborWorks Salt Lake facilitates and engages neighborhood stakeholders in creating and sustaining neighborhoods of choice through education, civic participation, and celebrations.

Paint Your Heart Out

824 Homes Painted

Westside Leadership Institute

Over 450 Graduates

Community Leadership Institute

\$34,000 Invested in the Westside

Special Events & Projects



Fiscal Year 2017 - 2018

1,103

The amount of volunteer hours donated, valued at over \$26,600.

179

The number of volunteers who painted 14 homes during Paint Your Heart Out 2017.

\$25,000

The amount donated by our gracious sponsors to our annual Paint Your Heart Out event.

36

The number of graduates from the Westside Leadership Institute resulting in \$10,000 in leveraged funds deployed in the community.

\$2,000

The amount of a Community Leadership Institute grant that six residents leveraged to host a Growing ROSES Conference, the first conference for girls of color in Utah organized by women of color in Utah.



REAL ESTATE

DEVELOPMENT

Real Estate Development

NeighborWorks Salt Lake's renovates problem properties, develops vacant land, and builds affordable and market rate, single and multifamily housing.

Single Family Homes

Multifamily Housing

Affordable & Market Rate Development

Vacant Land Development

Rehabilitation of Blighted Property



Fiscal Year 2017 - 2018

11

The number of single family homes sold.

\$4,032,500

The revenue of the eleven homes sold.

\$1,407,066

The value of the rehabilitation of six homes.

17

The number of unsold properties
NeighborWorks Salt Lake owns.

\$2.8 Million

The value of eight units sold at the Marmalade Townhome Project.



YOUTHWORKS

YouthWorks
NeighborWorks Salt Lake's 36 year old neighborhood-based youth program that assists teens ages 14-18 in hands-on, pre-employment, leadership development, and life skills training.

Construction Skills

Financial Capabilities

Healthy Relationships

Resume Building & Public Speaking

Civic & Community Engagement





Fiscal Year 2017 - 2018



40

The number of Salt Lake County youth served.

30

The number of youth who graduated the program with an attendance of at least 85%.

500

The number of hours of construction and landscaping training and practice completed by the youth employees.

200

The number of hours of life, social, and civic engagement skills training.

\$100

The amount of a weekly scholarship stipend for a youth employee who completes 20 hours a week, 1:30 - 6:30 PM, Monday - Thursday during the school year and 7:30 - 12:30 PM throughout the summer.



HOMEOWNERSHIP

SERVICES

Homeownership Services

NeighborWorks Salt Lake offers pre-purchase counseling, homebuyer education, first and second mortgages, and home improvement loans to make homeownership possible for more individuals and families.

Homebuyer Education

Pre-purchase Counseling

First Mortgages

Down Payment Assistance Loans

Home Improvement Loans

Since 1977, we have funded or facilitated **619** first and second mortgages and home improvement loans for a investment of **\$62.2** million.



Fiscal Year 2017 - 2018

\$52,500

The amount provided to eight borrowers in the form of Down Payment Assistance Loans.

\$591,326

The amount provided to four first-time homebuyers in the form of affordable first mortgages.

\$50,276

The amount provided in the form of home improvement loans.

12

The number of first mortgages facilitated for an investment of \$2,455,472.

488

The hours of homebuyer education completed by 61 customers.

27

The number of customers who participated in pre-purchase counseling.



AFFORDABLE HOUSING

MISSION INVESTMENT

Affordable Housing Mission Investment (AHMI) Fund

NeighborWorks Salt Lake's investment fund to provide enterprise level loans for other network organizations which provide flexibility at an affordable interest rate.

Develop Affordable Housing

Small Business Loans

HomeOwnership Centers

Home Ownership Units

Apartment Complexes



AHMI
Affordable Housing Mission
Investment Fund



Fiscal Year 2017 - 2018



\$15,000,000

The capital provided by AHMI 1 to nonprofit organizations. It is completely paid off except for one loan for \$1.5 million to the Salt Lake City Housing Authority.

\$10,000,000

The capital provided by AHMI 2 to eight nonprofit organizations. The total impact was \$302 million leveraged to fund affordable housing projects creating 732 units of affordable housing and created and/or preserved 1,338 jobs.

\$30,000,000

The capital of AHMI 3. There two loans in the process of closing and five in the works.

FY 2017-2018 FINANCIALS

INCOME

\$389,484
\$1,405,246
\$3,519,351
\$634,830
\$307,006
\$6,255,917

PRIVATE SUPPORT
PUBLIC SUPPORT
PROPERTY SOLD
INTEREST INCOME
MISC
TOTAL INCOME

EXPENSES

\$4,555,519
\$28,079,202
\$14,682,917
\$13,396,294

TOTAL EXPENSE
TOTAL ASSETS
TOTAL LIABILITIES
NET ASSETS



THANK YOU FOR

YOUR SUPPORT

NeighborWorks Salt Lake is able to amplify its community impact through the generous support of its funders, donors, sponsors, and volunteers. The investment of businesses, foundations, and individuals in NeighborWorks is an investment in our community.

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



JPMORGAN CHASE & CO.

*Rebuilding Neighborhoods
House by house, block by block,
neighbor by neighbor since 1977.*

erlands®

Abdulkhaliq Mohamed
Alfred Mowdood
Ally Bank
Alma Sweeny
Alonso Reyna
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Ener Bank
Fati Faatau
FDIC
First Electronic Bank
First Step House
First Utah Bank
Friends of Arches and Can-
yonlands National Park
Gary Doctorman
Geoff Hardies
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Key Bank
Kilo Zamora
Kisty Morris
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Matthew Clark
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Merrick Bank

Mestizo Coffeehouse
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Morgan Stanley Bank
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Omar Hernandez
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Planned Parenthood
Plumbing Utah
PPG Paints
PPG Pittsburg Paints
Procom Paint
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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
Starbucks
Stephen Fitzpatrick
Steven Chapton
Susan Ruggieri
Sutherlands Lumber
Suzanne Williams
Synchrony Bank
Tami Edwards-Joiner
Terry Thomas
Thomas Isom
Tim Raccuia
Tim Tingey
University Neighborhood
Partners
University of Utah
Upward Bound
US Bank
Utah Association of Financial
Services
Utah Financial Services Foun-
dation
Utah Transit Authority
Van Nguyen
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Von Michael Kinyon
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