

Our Message

Dear Stakeholders,

This marks Neighborworks Salt Lake's 42nd year of partnering with stakeholders to serve our community. We appreciate our strong local and national partnerships which have allowed us to continue to increase our investment in neighborhoods through 2019.

In 2019, we completed construction on the Marmalade project and sold all 23 units. This leveraged our investment from \$1,100,000 to \$8,096,000. We continue to see success in our Affordable Housing and Mission Investment Fund having raised \$50,000,000 and deploying \$35,000,000 to our sister NeighborWorks network organizations. This fund helps neighborhoods across the nation and the income from the fund helps us to better address our local needs.

Our community engagement activities were helped by over 300 volunteers in more than a dozen events, which helped 40 families. We continue to see success in the Westside leadership and Youthworks programs with 55 and 47 graduates respectively last year. Our lending program funded \$1,547,875 in first mortgages and facilitated 33 mortgages for an investment of \$10,550,940 throughout Salt Lake County.

As housing prices continue to increase, 2020 will present a challenge for the organization to find affordable properties that can be improved for affordable housing. We will be even more strategic in our moves to best leverage our resources for the benefit of the Salt Lake and Murray communities.

We appreciate each of our investors for their confidence in us as we work toward our common goal and grateful to a dedicated staff, committed board of directors and hundreds of volunteers to improve neighborhoods block by block... house by house and neighbor by neighbor. **Thank You!**

Sincerely,

Maria Garcia
Maria Garcia, CEO

Tim Racquia
Tim Racquia, Board President



Our Impact Since 1977

324 New single-family homes constructed for a community investment of \$17,507,447.

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

92 Completed home rehabilitation for a community investment of \$14,094,566.

50 First, second, and home improvement loans funded or facilitated for a community investment of \$12,217,815.

3,121 YouthWorks program graduates, with a community investment of \$6,242,000.

823 Homes painted during our annual paint your heart out event with a community investment of \$ 863,641.

10 Homes raked during our annual Rake Your Heart Out event with a community investment of \$3,000.

505 Westside leadership institute graduates leading to a community investment of \$155,144.

Total NWSL Community Investment:
\$269,083,613

NWSL Facilitated and Inspired

Housing Units: **912**

Businesses: **7**

Infrastructure: **\$350,000,000**

Total Stakeholder Investment:
\$619,083,613

2019 Contributors & Support

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

Alama Uluave
Alfred Mowdood
All Seasons
Allan Phelps
Ally Bank
Almaida Yanagui
Alonso Reyna
Alpha Tau Omega
American Express National Bank
Amy White
Anne Parker
Angelina Tsu
Aprille Savarese
Arlene Dzurnak
Arthur Owens
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Barbara Dumas
Barbra Kufiadan
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Bill Swadley
Billy Palmer
Blake Marzloff
BMW Bank
Bob Lund
Brad Bartholomew
Brad Schafer
Brent Watson
Brian Jones
Bridge Investment Group
Brigham Young University
Bryce Balderas

Bryce Garner
Cache Valley Electric
Cal Noyce
Carlo Limgenco
Celestial Rose Beauty Salon
University of Utah
Charles Knadler
Chevron
Christopher McCourtin
Christy Sapp
Comenity Bank
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Cotapaxi
Craig Thomas
Cuong Nguyen
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Darlene Stillman
Darryl Johnson
Dave Fredrickson
David Galvan
David Ricketts
Debra Gutierrez
Desert Star Theatre
DoubleTree
Douglas Marx
Ed Mcilvain
Elizabeth Player
Ener Bank
Fati Faatau
FDIC
Federal Deposit Insurance Corporation
FinWise Bank
First American Title
First Electronic Bank
First Utah Bank
Flagstar
Friends of Arches and Canyonlands National Park
Gary Doctorman

George S. and Dolores Eccles Foundation
Giv Group
Goldman Sachs
Grant A. Morgan
IGES
J. McDougall
James A Wood
Jared Gleue
Jasen Rees
Jeffery Sandberg
Jillian Hernandez
Jim McNulty
John Haymond
John Taylor
John Wallace
Jorge Fierro
JP Morgan Chase Bank
Julie Trujillo
Juvenile Justice Services
Karen Browning
Karen Daniels
Kayley Richards
Kent Landvatter
Kevin Parker
Key Bank
KRLC Radio Acitve
Lamar Spottedelk
Larry Richards
Larry Richardson
Lisia Satini
Lose Amelia Ngata
Love Lake city
Lucy Cardenas
Luina Training
M&M Distributing
Marathon
Marc Milner
Maren Miller
Maria Garcia
Mark Hales
Matt Voorhees
Matthew Clark

Medallion Bank
Merrick Bank
Mestizo Coffeehouse
Michael Plaizier
Michael Schoenfeld
Michele Weaver
Miss Essies BBQ
Morgan Stanley Bank
Murray City
Myra Renwick
National Parks Conservation Association
Neighborworks America
Nicole Kioa
Nycole Tylka
Omar Hernandez
Pacifcorp
Parsons, Behle & Latimer
Pitney Bowes Bank
Planned Parenthood
Plumbing Utah
PPG Paints
Procom Painting
Ralph P. Neilson Foundation
Reyna Romero
Rich Stowell
Rick Lake
Robert Pedersen
Robert Rendon
Rocky Mountain Power
Roger Gardiner
Rose Park Lions Club
Rudy Gobert
Salt Lake City Corporation
Salt Lake County
Sandra Hollins
Scot Barraclough
Scott Smalley
Shawn Beus
Sheldon Woods

Sorenson Legacy Foundation
Sorenson Multi Cultural Center
Starbucks Foundation
Stephen Fitzpatrick
Steven Chaption
Sugar Space
Sundance
Susan Ruggieri
Sutherlands Lumber
Suzanna Aruther
Suzanne Williams
Synchrony Bank
Terry Thomas
Utah Jazz
Thomas Isom
Tim Racquia
Tim Tingey
University Neighborhood Partners
University of Utah
US Bank
Utah Black Chamber of Commerce
Utah Transit Authorityww
Veritas Funding
Von Michael Kinyon
Washington Federal
Wayne Murikami
WebBank
Wells Fargo Bank
Wells Fargo Foundation
Wendy Jack Alvarado
XMission
YouthWorks
Zions Bank

We apologize for any names inadvertently left off our list.

NeighborWorks®
SALT LAKE

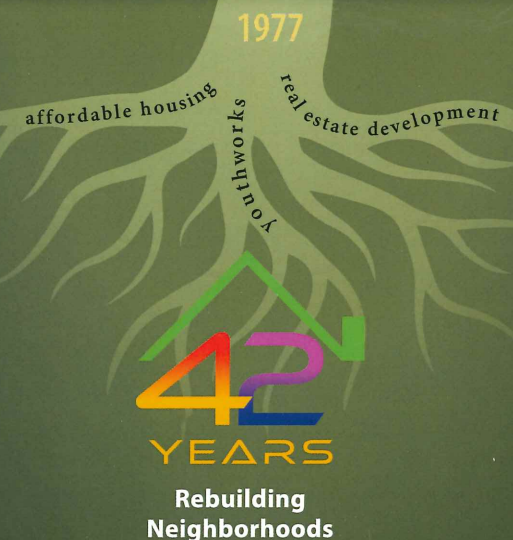


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Returning to Our Roots



NeighborWorks®
SALT LAKE



2019 Annual Report

Home Matters.

House by House... Block by Block... Neighbor by Neighbor.

House by House...



Homeownership Services

- Funded 7 First mortgages for a total investment of \$1,547,875.00
- Funded 10 second mortgages for a total investment of \$119,000.00
- Facilitated 33 loans for an investment of \$10,550,940.00
- 34 clients completed over 272 hours of homebuyer education



Community Building and Organizing

- Painted 15 houses for our 33rd annual paint your heart out event with over 227 volunteers coming out to help residents in need in Salt Lake County.
- Raked 10 houses for our 1st annual Rake Your Heart Out event with over 60 volunteers coming out to help Westside residents.
- 12 residents participated in the National NeighborWorks America Community Leadership Institute.
- Over 55 graduates of the Westside Leadership Institute resulting in \$3,000.00 in project grants deployed in the community.
- Over 1256 volunteer hours donated, valued at \$32,200.00 in community investment.
- Participated in over 15 community events including local organization sponsorships and community improvement projects.

Block by Block...

"I just wanted to let you know how happy I am with my new townhome. It's been a year now since I moved in, and I just love my place. You've been great to work with and have always responded quickly to my questions.

I had been looking at townhomes and condos for a year before I found Marmalade Court and was very discouraged. I found nothing that I would even consider. I feel so lucky that I found Marmalade Court before they were sold out."

Susette M. Gallegos, Salt Lake City, Utah



Real Estate Development

- Rehabilitated 2 real estate owned properties, valued at \$306,000.00
- Sold 17 single-family residential homes, valued at \$6,161,900.00
- Strategically acquired 2 problem properties, valued at \$722,834.00
- Invested \$7,190,734.00 in new development of 21 units.

YouthWorks®

- The program served 47 students
- 26 Community Builders graduated from the program with an attendance of at least 80%
- Community builder crews volunteered more than 2256 hours at 12 community service projects.
- Community Builders completed about 600 hours of construction and landscaping training and practice.
- Students completed about 200 hours of life, social, and civic engagement skills training.



Neighbor by Neighbor...

"Over the past 6 years, Cabrillo Economic Development Corporation (CEDC) has been partnering with NeighborWorks Salt Lake to continue building affordable housing. By use of the AHMI loan funds, rounds I, II, and III, CEDC has had the ability to continue its mission by creating an additional 80 units of affordable housing. The AHMI loan funds made this possible by supporting the pre-development needs of these projects. And now, CEDC has an additional 122 units in its pipeline, supported by AHMI round III funds. The relationship we have built with NeighborWorks Salt Lake has been invaluable as we work together to create homes."

Victoria J. Brady, Chief Financial Officer, Cabrillo Economic Development Corporation



Affordable Housing & Mission Investment Fund

- **AHMI 1.** provided \$15MM in capital to non-profit organizations and is completely paid off except for one loan for \$1.55MM to the Salt Lake City Housing Authority.
- **AHMI 2.** Our \$10MM fund closed in 2013, was utilized by 8 NeighborWorks organizations. Leverage to \$302MM to create a total impact of 732 affordable housing units and 1,338 jobs.
- **AHMI 3.** Will provide \$30MM of capital for NeighborWorks organizations across the United States. We have leveraged \$162MM to 6 organizations to access this flexible enterprise, and development funding source.

FY 2019-20 Financials

Revenue

- | | |
|---|---|
| • \$410,358.00 Private Support | • \$99,248 Miscellaneous |
| • \$492,606.00 Public Support | • \$8,116,095 Total Revenue |
| • \$390,368.00 NeighborWorks America Grants | • \$7,547,863 Total Expenses |
| • \$5,242,289.00 Property Sold | • \$15,956,238 Total Liabilities |
| • \$677,876.00 Interest income | • \$13,859,996 Net Assets |

NWSL's most recent financial audit is available upon request.