



Transforming Challenges into Opportunities.

2021 Annual Report

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

Our Message

Dear Stakeholders,

This marks Neighborworks Salt Lake's 44th year of partnering 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 2021.

2021 has continued to be a challenging year. The board has continued to meet virtually as a result of the pandemic. Housing prices continue to be at all time highs making it difficult to purchase homes we can improve for affordable housing. Despite all these headwinds, we have been busy finding ways to continue making a difference. Below are some of our accomplishments this year.

We have begun the process of creating a community land trust that will make home ownership more attainable for those with lower incomes, and ensure these residents are not displaced due to land speculation and gentrification. The community land trust will ensure long-term housing affordability in the neighborhoods we serve.

We continue to see success in our Affordable Housing and Mission Investment Fund having raised \$55,000,000 and deploying \$50,000,000 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 100 volunteers in more than a dozen events, which helped 44 families. We continue to see success in the Westside leadership and Youthworks programs with 35 YouthWorks students and 25 Westside Leadership graduates respectively this year. Our lending program funded \$309,000 in first mortgages and facilitated 69 mortgages for an investment of \$8,215,123 throughout Salt Lake County.

The development on Tripp Lane in Murray has received approval of a zoning change allowing us to build 10 homes. We are working toward breaking ground on the Euclid corner development to build townhomes in Spring 2022, some of which will be held by our community land trust.

Despite the challenges we have faced in 2021, we will continue to find ways to best leverage our resources for the benefit of the Salt Lake and Murray communities. Our staff is dedicated to finding ways to best leverage partner dollars and provide solutions in our communities. They will continue to drive success and engage you, our partners, as we move forward.

We appreciate each of you, our investors and benefactors for your 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.

Sincerely,

Maria Garcia
Maria Garcia, CEO

Bryce Garner
Bryce Garner, Board President



Our Impact Since 1977

- 173** New single-family homes constructed for a community investment of \$33,187,400
 - 23** Homes raked during our annual Rake Your Heart Out event with a community investment of \$6,900
 - 162** Multi-family units built for a community investment of \$18,000,000
 - 606** Westside Leadership Institute graduates leading to a community investment of \$356,616
 - 98** Completed home rehabilitations for a community investment of \$14,661,966
 - 791** First, second, and home improvement loans funded or facilitated for a community investment of \$97,379,592
 - 3** Community programs or capacity-building efforts leading to a community investment of \$40,000
 - 3,235** YouthWorks program graduates, with a community investment of \$3,928,503
 - 751** Homes painted during our annual paint your heart out event with a community investment of \$889,464
- Total NeighborWorks® Community Investment:**
\$168,450,441
- NWSL Facilitated and Inspired:**
- Housing Units: **912**
 - Businesses: **7**
 - Infrastructure: **\$350,000,000**
- Total Stakeholder Investment:**
\$518,450,441

2021 Contributors

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

INDIVIDUALS:

- Adebimpe Deji-Olatunde
- Alama Uluave
- Allan Phelps
- Amber Gracianin
- Amy White
- Angelina Tsu
- Arlene Dzurinak
- Ashley Peacock
- Audrey Simpson
- Aung Lat
- Autumn Johnson
- Autumn Johnson
- Ben Kolendar
- Berenice Medina
- Bill Swadley
- Billy Palmer
- Blake Marzloff
- Brandon Morrill
- Brent Watson
- Brian W. Jones

- Bryce Garner
- Cal Noyce
- Carlos Palomo
- Charles Knadler
- Christy Sapp
- Cuong Nguyen
- Curtis Mansfield
- Dalton Shane Snook
- David Ricketts
- Denise Roberts
- Glenda Becerra
- Gloria Diaz
- Jacqueline Drury
- James A. Wood
- Jared B. Gleue
- Jeff Berkson
- Jeff Sandberg
- Jeffrey Barrett
- Jim Brass
- Jim Wood
- John Haymond
- John Taylor
- Johnathan Conkie
- Jonathan Oettli
- Jose Organista
- Justin Masterman

- Kathryn Arnold
- Ken Donarski
- Ken Embley
- Kent Landvatter
- Kim Russo
- Laura Hayes
- Lori Sawyer
- Lori Velasquez
- Luisa Tupou
- Mallie Tucker
- Margaret Huffman
- Marin Christensen
- Mark Hales
- Mark Wilkinson
- Melinda Greenwood
- Michele Weaver
- Paul Kinikini
- Peter Makowski
- Phil Gardner
- Rethana Valdez
- Ricardo Arias
- Rick Lake
- Rob Pedersen
- Robert Rendon
- Rosemary Mitchell
- Sam Bentley

- Sandra Hollins
 - Scot Barraclough
 - Sean McKenna
 - Sheldon Wood
 - Stephen Fitzpatrick
 - Stephen Howell
 - Steve Fitzpatrick
 - Terry Thomas
 - Tim Raccaua
 - Wayne Murakami
 - Wendy Jack Alvarado
- ORGANIZATIONS:**
- Adden Electric
 - Ally Bank
 - Altabank
 - American Express National Bank
 - Ascend HVAC
 - ASSIST
 - Avenue 5 Residential
 - B & K Drywall
 - BMW Bank
 - Bridge Investment Group
 - Cache Valley Electric
 - Carpenter Stringham Architects

- Celtic Bank
- Comenity Capital Bank
- Community Foundation of Utah
- Compass Engineering
- Craft Lake City
- Creative Energies
- Danna Foundation
- Diamond Tree Experts
- Double Tree Suites
- Ehome America
- EnerBank
- F&B Construction
- FinWise Bank
- First American Title
- First Electronic Bank
- First Home
- First Utah Bank
- FrameWork
- Fresh Air Environmental Solutions
- Friends of Arches and Canyonlands Parks
- George S. and Dolores Dore' Eccles Foundation
- Giv Group
- Glendale Community Council

- Goldman Sachs Bank
- H&R Quality Plumbing
- Habitat Salt Lake
- High Profile Windows LLC
- IGES
- Inside/Outside Design
- In-Tee Electric
- Intermountain Health Care
- J&C Property Improvements
- Jess Bills
- JPMorgan Chase Bank
- Key Bank Foundation
- Kitchen Project Management
- KRCL Radio
- KSOP Radio
- Larry H. and Gail Miller Foundation
- Lead Safe Housing
- Love Notes
- Marathon Petroleum Corporation
- Mayor's Youth Coalition
- McNeil Engineering
- Meason Family Foundation
- Medallion Bank
- Merrick Bank

- Mestizo Coffeehouse
- Midwest Excavating
- Mike Duford Construction
- Morgan Stanley Bank
- Murray City
- National Bank
- National Parks Conservation Association
- National Wildlife Refuge
- NeighborWorks America
- Nelnet Bank
- Nelson Insulation
- Northwest Recreation Center
- Office of Fairness and Accountability
- Parsons, Behle, and Latimer
- People's Utah Bank Bankcorp
- Pitney Bowes
- Planned Parenthood
- PPG Paints
- Premiere Roofing
- ProCom Painting
- Ralph P. Neilson Foundation
- Randell Reilly
- Rockmont Industrial

- Rocky Mountain Power
- Rosepark Lions Club
- Sallie Mae Bank
- Salt Lake City Corporation
- Salt Lake County
- Sandy City
- Seven Canyons Trust
- Sorenson Legacy Foundation
- Starbucks
- State of Utah
- Sundance
- Sunroc Building Supplies
- Sutherlands
- Synchrony Bank
- Tanner Glass & Hardware
- TimberWorx
- Tracy Aviary
- Trakas Cleaning Services
- UBS Bank
- Unique Plumbing
- United Fence
- University Neighborhood Partners
- University of Utah
- US Bank
- US Bank Foundation

- Utah Arts Alliance
 - Utah Commission of Service and Volunteerism
 - Utah Community Action
 - Utah Community Connects
 - Utah Division of Multicultural Affairs
 - Utah Nonprofit Association
 - Utah Nonprofit Partners
 - Utah State Capital
 - Valley Tile & Design
 - Veritas Funding
 - Washington Federal Bank
 - Web Bank
 - Wells Fargo
 - Wells Fargo Foundation
 - Westpac Real Estate
 - Westview Media
 - Whitaker Roofing
 - Williamson Family Foundation
 - XMission
 - Zions Bank
- We apologize for any names inadvertently left off our list.**

House by House...

Block by Block...

Neighbor by Neighbor.



Homeownership Services

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

- 54 customers completed 432 hours of homebuyer education.
- Funded 1 first mortgages for \$309,000
- Facilitated 69 first mortgages for \$8,215,123
- Funded 15 down payments facilitating \$4.4MM in new home purchases.
- 1 home improvement loans/grants for \$12,500
- Awarded 9 Mortgage Payment Assistance loans/grants for \$29,135
- Preserved over \$2.2MM in home value

"I highly recommend NeighborWorks Salt Lake. I applied and was awarded Down Payment Assistance as a first time home buyer. The staff were all kind, professional, and helped me close quickly on the house. The home buyer course and advisor were both very helpful. Thank you NeighborWorks Salt Lake!"
 —Connie Modrow, Salt Lake City Resident since 1999



YouthWorks®

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

- The program served 41 youth
- 35 Community Builders graduated from the program with an attendance of at least 80%
- Community Builder crews volunteered 1,925 hours, valued at \$54,939
- Community Builders completed about 11,200 technical training hours
- Community Builders completed about 5,600 hours of life, social, and civic engagement skills training
- Community Builders participated in 11 community lead projects

"YouthWorks helped me be a professional and to work hard because you never know who is watching and what opportunities can happen"
 — Spring Graduate 2021



Community Building and Organizing

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

- Painted 6 houses for our 34th annual Paint Your Heart Out event with over 100 volunteers coming out to help residents in need in Salt Lake County
- Graduated 25 residents from the Westside Leadership Institute, resulting in \$2,000 in project grants
- Over 1700 volunteer hours were donated, valued at \$48,518 in community investment
- Facilitated 2 community capacity building opportunities, valued at \$10,000 in community investment
- Invested \$30,000 in Digital Inclusion efforts; reaching over 8,000 residents that resulted in 38 laptops donated to families in need during COVID
- Participated in over 100 community events, meetings, panel discussions, including local organization sponsorships and community improvement projects

Real Estate Development

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

- Rehabilitated 1 community member property, valued at \$259,900
- Sold 1 Single-family residential home, valued at \$295,000
- Ongoing development of 31 units for a total property value of \$1.5MM
- Invested \$578,536 in Real Estate Development this year



Affordable Housing & Mission Investment Fund (AHMI)

Working capital for NeighborWorks organizations and nonprofits to create projects and programs to build an organization's capacity, promote affordable housing, economic development, and community revitalization.

- Current outstanding portfolio balance of \$23.3MM
- \$1.2 billion Total leveraged community investments since 2009
- 29 Total communities benefited nationally since 2009
- 5,232 Total Jobs created since 2009
- 4,338 Total Units built since 2009

"NeighborWorks has helped me once again! They are a great organization, helped me purchase my property in 1999 and still help me as I pay off the mortgage. I applied for some help during the pandemic, and qualified for a piece of the grant! I recommend the home ownership skills they teach you about in their required class too."

—Christianna Johnson, New Homeowner

FY 2020-21 Financials

Revenue

- \$252,380 Private Support
- \$755,532 Public Support
- \$548,500 NeighborWorks America Grants, NeighborWorks America dollars were leveraged \$131:\$1 in Utah
- \$335,245 property Sold
- \$1,576,460 Interest income
- \$3,227,064 Total Revenue
- \$3,455,464 Total Expenses
- \$29,565,706 Total Liabilities
- \$13,469,342 Net Assets