Building on Community

2014 ANNUAL REPORT

Building Community One Block at a Time.
Dear Stakeholders,

As we end 2014, there is a great feeling of satisfaction that comes from celebrating the accomplishments of NeighborWorks Salt Lake. We also look forward to what positive changes this organization can achieve with the many challenges and opportunities we anticipate in 2015.

We are proud that we continue to stay true to our core value to rebuild neighborhoods house by house, block by block, neighbor by neighbor that we achieve through our lines of business highlighted throughout this annual report. From painting homes in our communities for the elderly and individuals with disabilities to strengthening our community by giving youth the opportunity to learn job skills and a sense a significance as community builders. Our Westside Leadership Institute continues to develop the leadership skills of residents as they become the leaders who lead the way and take on the challenges of the coming year.

We would like to share a few of our accomplishments with you:

• Homeownership Services program funded 1st and 2nd mortgages for an investment of $1.29 Million and facilitated seventy four 1st mortgages statewide for an additional investment of $13.3 Million.
• Community Based Economic Development secured $20,000 for North Temple Banner program designated the North Temple Dazzle, secured $10,000 for Neighborhood Marketing Program, and expended three North Temple Façade Improvement grants for an investment of $15,000.
• Community Building and Organizing engaged 15,000 residents and participated in 15 special events to highlight Salt Lake City’s west side and Murray City neighborhoods. Westside Leadership Institutes graduated 45 individuals who used their skills to take on community issues.
• YouthWorks™ graduated 50 youth from the program and received second-year extensions on the Justice Assistance Grant and Salt Lake City Gang Prevention Grant.
• Real Estate Development acquired nine properties that include four parcels in Marmalade neighborhood that has blighted the neighborhood for more than 10 years. Marmalade Hills Development will be consisted of 23 unit townhomes, seven rental units, and one office space.
• Affordable Housing Mission Investment (AHMI) deployed $4,200,000 of our $10,000,000 fund to 4 NeighborWorks network organizations to help build communities across the country.
• Murray Branch office acquired four properties for a total investment of $600,000.

NeighborWorks Salt Lake is more than a non-profit that serves these communities, we are a partner and ally to all of the stakeholders we serve. We could not be the strong organization we are without the countless hours volunteered by so many people, the partnerships that we enjoy with private business and government entities and of course, the tireless work of our staff and Board of Directors.

Thank you all so much for joining us in our celebration of another successful year. We look forward to working with you all in 2015.

Sincerely,

Maria J. Garciaz
Executive Director

Tiffany Sandberg
Board President
2014 Highlights

YouthWorks Spring 2014 Crew.

Von Kinyon and his family at the Paint Your Heart Out 2014 breakfast event!

NWSL facilitated the creation of Jordan Park Pool House Mural in partnership with UNP, Sorenson Unity Center, and Kate Rubalcava.

Guadalupe neighborhood Spring 2014 Meet and Greet.
Building on Community

YouthWorks Spring 2014 Crew.

YouthWorks Fall 2014 Crew.

Westside Leadership Institute Spring 2014 Graduation!

NWSL Board of Directors and Murray Advisory Board at the Robinson Mansion.
Revenues ~ Expenses

Revenues:
- Public Grants: 42%
- Contributions: 22%
- Sale of Property: 3%
- Interest Income: 5%
- Miscellaneous: 8%

Expenses:
- Home Ownership: 52%
- Community Building & Organizing: 21%
- Community Based Economic Development: 8%
- Management and General: 8%
- Fundraising: 8%
- Affordable Housing Mission Investment: 2%
- Real Estate Development: 2%
- Miscellaneous: 8%
### Assets

<table>
<thead>
<tr>
<th></th>
<th>June 30, 2014</th>
<th>June 30, 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$2,500,167</td>
<td>$1,220,141</td>
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<tr>
<td>Restricted cash (Note 2)</td>
<td>1,869,524</td>
<td>1,957,382</td>
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<tr>
<td>Certificates of deposit</td>
<td>653,672</td>
<td>652,443</td>
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<tr>
<td>Grants receivable</td>
<td>220,654</td>
<td>391,782</td>
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<tr>
<td>Interest receivable</td>
<td>204,561</td>
<td>187,137</td>
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<td>Prepaid expense</td>
<td>17,539</td>
<td>19,462</td>
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<tr>
<td>Other assets</td>
<td>7,000</td>
<td>1,100</td>
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<tr>
<td>Mortgage loans receivable, net (Note 3)</td>
<td>3,373,620</td>
<td>3,522,336</td>
</tr>
<tr>
<td>AHMI loans receivable, net (Note 4)</td>
<td>13,844,587</td>
<td>13,129,464</td>
</tr>
<tr>
<td>Property held for development, rehabilitation and sale, net (Note 5)</td>
<td>3,472,144</td>
<td>2,826,956</td>
</tr>
<tr>
<td>Loan origination fees, net</td>
<td>45,935</td>
<td>33,496</td>
</tr>
<tr>
<td>Property and equipment, net (Note 6)</td>
<td>114,559</td>
<td>145,573</td>
</tr>
<tr>
<td>Investment in and advances to related real estate limited liability company (Note 7)</td>
<td>1,337,876</td>
<td>1,359,537</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>$27,661,838</strong></td>
<td><strong>$25,446,809</strong></td>
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### Liabilities and Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2014</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$83,329</td>
<td>$51,661</td>
</tr>
<tr>
<td>Accrued expenses</td>
<td>105,237</td>
<td>61,127</td>
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<tr>
<td>Accrued obligation - Citifront (Note 8)</td>
<td>71,746</td>
<td>99,996</td>
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<tr>
<td>Escrow deposits</td>
<td>55,592</td>
<td>53,926</td>
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<tr>
<td>Deposits</td>
<td>337,085</td>
<td>785,072</td>
</tr>
<tr>
<td>Notes payable - rehabilitation and development (Note 9)</td>
<td>2,634,314</td>
<td>1,706,362</td>
</tr>
<tr>
<td>Notes payable - other (Note 10)</td>
<td>14,765,237</td>
<td>13,746,540</td>
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<tr>
<td>Long-term debt - revolving loans (Note 11)</td>
<td>1,350,000</td>
<td>1,350,000</td>
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<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>19,402,540</strong></td>
<td><strong>17,854,684</strong></td>
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#### Net assets:

<table>
<thead>
<tr>
<th>Net assets</th>
<th>2014</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted (Note 12)</td>
<td>4,163,413</td>
<td>3,538,863</td>
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<tr>
<td>Temporarily restricted (Note 12)</td>
<td>199,159</td>
<td>174,487</td>
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<tr>
<td>Permanently restricted (Note 12)</td>
<td>3,896,726</td>
<td>3,878,775</td>
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<tr>
<td><strong>Total net assets</strong></td>
<td><strong>8,259,298</strong></td>
<td><strong>7,592,125</strong></td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td><strong>$27,661,838</strong></td>
<td><strong>25,446,809</strong></td>
</tr>
</tbody>
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Homeownership Services

- Funded eight first mortgages for a total investment of $2.9 Million,
- Funded four home improvement loans for a total investment of $50,000,
- Funded five Green and Healthy Homes Initiative (GHHI) grants for a total investment of $25,800,
- Facilitated 74 first mortgages for a total investment of $13.3 Million,
- Counseled customers for:
  - 300 Homebuyer Education,
  - 101 Pre-purchase Counseling,
  - 91 Pre-foreclosure customers and saved 12 homes to date,
  - 29 Back-to-Work FHA program customers.

Community Based Economic Development

- Helped three businesses through North Temple Façade Improvement Grant Program for a total investment of $15,000 to date,
- Secured $32,500 to fund a neighborhood marketing initiatives (banner program, positive campaign, fliers, etc.).

Community Building and Organizing

- Engaged 15,800 residents in both Salt Lake City west side and Murray City,
- Hosted 15 special events promoting NWSLs services,
- 45 Westside Leadership Institute graduates which include west side residents, Honor students, and New Americans,
- 20 homes painted for senior citizens and disabled individuals.
YouthWorks™

- Provided employment opportunity to 65 youth,
- 50 youth completed 10-part prevention program,
- Involved youth in 17 service and 36 community projects,
- Terminated four youth from the court system,
- 90% High School attendance rate while attending the program.

Real Estate Development

- Rehabilitated four real estate owned properties,
- Sold 10 single family residential homes and provided rehabilitation loans to six homeowners,
- Strategically acquired nine problem properties,
- Invested over $1.5 Million of federal funds in the community for affordable housing development.

Affordable Housing Mission Investment (AHMI) Fund

- Expended $4.2 Million of AHMI 2 fund, with an expected 100% deployment by the end of FY2015.
YouthWorks Steering Committee

Billy Palmer, Resident
Cuong Nguyen, Commission on Criminal and Juvenile Justice
Patsy Miller, US Department of Labor
Robert Rendon, Zions Bank
Wendy Jack Alvarado, Horizonte School
Tammie Edwards-Joiner, Juvenile Justice Services
Myra Renwick, BMW Bank
Moronae Lealaogata, SLC Police Department
Linda Fagen, Resident
David Clark, Pitney Bowes Bank

Real Estate Development Committee,

Jeffrey Sandberg, Resident
Bryce Garner, Resident
Kisty Morris, Morgan Stanley Bank
Tim Raccua, Zions Bank

Loan Committee,

Amy White, Utah Housing Corporation
Angie Vorher, Resident
Anthony Zimmer, Ally Bank
Stephen Fitzpatrick, GE Capital Financial
Michele Weaver, Zions Bank

Terry Thomas, Resident
Thomas Ison, Pitney Bowes Bank Finance Committee,
Charlie Knadler, EnerBank USA
Jared Gleue, Wells Fargo Bank
John Haymond, Medallion Bank
Kent Landvatter, Utah Community Bank
Mark Hales, Independent Consultant
Robert Pedersen, Sallie Mae Bank
Sheldon Woods, Pitney Bowes Bank

Executive Committee

Tiffany Sandberg, (President) Resident
Kisty Morris, (Vice President) Morgan Stanley Bank
Sheldon Woods, (Treasurer) Pitney Bowes Bank
Billy Palmer, (Secretary) Resident
Robert Pedersen, (Ex-Officio) Sallie Mae Bank
Curtis Mansfield, (President) PacifiCorp

AHMI Credit Committee,

Darryl Johnson, CIT Bank
David Verno, WebBank
Anthony Zimmer, Ally Bank
John Haymond, Medallion Bank
Kent Landvatter, Utah Community Bank

Mark Hales, Independent Consultant
Michael Plaizier, Zions Bank
Robert Pedersen (Chair), Sallie Mae Bank

Audit Committee,

Arlene Dzurnak, GE Capital Financial Bank
John Taggart, Medallion Bank
Steven Chapton, Wells Fargo Bank

Murray Advisory Board

Kent Landvatter, Utah Community Bank
Ramez Halteh, Zions Bank
Robert Rendon, Zions Bank
Kathy Ricci, Resident
Tim Tingey, Murray City
Eileen Maloney, Resident
Karen Daniels, Washington Federal Bank

Murray Loan Committee,

Bill Swadley, Bank of American Fork
John Haymond, Medallion Bank
Karen Daniels, Washington Federal Bank
Tori Gillies, Resident
1st ROW, (L to R)
- **Billy Palmer**, Resident, Glendale
- **Curtis Mansfield**, Pacificorp
- **James Wood**, University of Utah
- **John Taylor**, First Electronic Bank

2nd ROW, (L to R)
- **Nichol Bourdeaux**, Salt Lake City Corporation
- **Kisty Morris**, Morgan Stanley Bank
- **Tim Raccuia**, Zions Bank
- **Robert Pedersen**, Sallie Mae Bank

3rd ROW, (L to R)
- **Sheldon Woods**, Pitney Bowes Bank
- **Beti Tu’aefe**, Resident, Poplar Grove
- **Terry Thomas**, Resident, Westpointe
- **Tiffany Sandberg**, Resident, Fair Park

4th ROW, (L to R)
- **Tim Tingey**, Murray City
- **Brad Bartholomew**, Resident, Rose Park
- **Bryce Garner**, Resident, Fair Park
- **Brent Watson**, Goldman Sachs Bank

5th ROW, (L to R)
- **Omar Hernandez**, Resident, Fair Park
- **Douglas Marx**, Pacificorp
We would like to extend our deepest appreciation to the following individuals and organizations:

Ally Bank
American Express
Amy White
Ana Valdemoros
Angie Vorher
Anthony Zimmer
Arlene Dzurnak
Bank of American Fork
Benjamin Wheat
Billy Palmer
Bob Lund
Brad Bartholomew
Bridge Investment Group
Brent Watson
Bryce Garner
Carla Nguyen
Celtic Bank
Charlie Knadler
CIT Bank
Comenity Capital Bank
Cuong Nguyen
Curtis Mansfield
Darryl K. Johnson
Dave Fredrickson
David Foster
David Galvan
David Moffitt
David Verno
Douglas Marx
Eileen Maloney
EnerBank USA
Eric Marshall
Federal Deposit Insurance Corporation
First American Title
First Electronic Bank
Framing Hope 360 Program
Gary Doctorman
GE Capital Bank
GE Retail Bank
Geoffrey Hardies
George S. and Dolores Eccles Foundation
Glendale Community Council
Goldman Sachs Bank USA
Harry Tan
Haytham Ibrahim
Home Depot
IGES
Jared Gleue
James Wood
Jeffrey Sandberg
Jennifer Sanchez
Jim Miller
John Haymond
John Taggart
John Taylor
Jon Robinson
Juvenile Justice Services
Karen Daniels
Karl Kiefer
Karl Nebeker
Kathy Ricci
Ken Embley
Kent Landvatter
Key Bank
Kisty Morris
Larry Richards
Loretta Castillo
Luz Baxley
Maria Garcia
Mark Hales
Medallion Bank
Michael Plaizier
Michele Weaver
Mickey Landy
Morgan Stanley Bank
Murray City
NeighborWorks America
Newlook International
Nicholina Womack
Nichol Bourdeaux
Omar Hernandez
Pacificorp
Parsons Behle Latimer
Pitney Bowes Bank
Procom Painting
Ramez Halteh
Robert Pedersen
Robert Rendon
Rocky Mountain Power Foundation
Rose Park Lions Club
Salt Lake City
Salt Lake County
Salt Lake County Substance Abuse
Sheldon Woods
Sonya Martinez
Steven Chapton
Susie Porter
Terry Thomas
Tham Soektjo
Thomas Isom
Tiffany Sandberg
Tim Tingey
Tim Raccuia
Tori Gillies
U.S. Housing and Urban Development
Utah Association of Financial Services
Utah Division of Museum and Arts
Walmart
Washington Federal Bank
Web Bank
Wells Fargo Bank
Wells Fargo Foundation
Wendy Jack Alvarado
William Swadley
Workers Compensation Fund
Zions Bank

We apologize for any names inadvertently left off our list.

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