2016-2017
ANNUAL REPORT
BOARD OF DIRECTORS
July 1, 2016 - June 30, 2017

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Craig Grant

Home Advisor
Elizabeth Preuss

Home Educator/
Outreach Specialist
Kristen Graves

Our Team

Chief Executive Officer
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Chief Financial Officer
Deborah Dorsino

Administrative Assistant
Haley Kitchen

Contracts Manager
David Grosse

Community Coordinator
Craig Grant

Home Advisor
Justin Utegg

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Marketing Coordinator
Gabriella Marchesani

Home Advisor
Ellie Luker
Business

Home Ownership Center Manager
Christine Lennon

2016-2017 Annual Report
Dear Friends,

This year the HomeOwnershipCenter (HOC) challenged itself more than ever to have a stronger impact on the communities we serve. We have increased affordable housing opportunities for first-time homebuyers, strengthened our financial coaching program and expanded our services to new communities. We broadened our partnerships with organizations that complement our services, as well as help us to fulfill our mission: “Revitalization and Growth of Neighborhoods.”

Expanded partnerships with other local non-profits, businesses and government strengthened our overall community impact. We worked collaboratively on projects such as:

• WUHHP (West Utica Healthily Housing Pilot Project), alongside The Community Foundation of Oneida and Herkimer Counties and Lead-Free MV, which is laying the groundwork for reducing childhood lead poisoning in the city of Utica.
• Developing the Empowerment Center by creating partnerships and bringing in programs that fill critical service gaps within our core target neighborhood.
• BB Designs’ Utica Love Coloring Book, with proceeds from the sales of the coloring book going to support art programs for youth in the Cornhill area.

Together with PCD (Partnership for Community Development) in Hamilton we obtained $350,000 to offer low to moderate income homeowners in Madison County funds for residential façade rehabilitation. In addition, HOC secured $855,000 for first time home buyers interested in purchasing in Madison or Oneida counties, as well as designated areas in the city of Utica.

Our expanded Financial Coaching and Homebuyer Education classes have enabled us to help more people find the road to financial independence and homeownership than ever before. This year has been full of exciting changes and wonderful new partnerships. We are looking forward to continuing the momentum to build an even stronger impact in the coming years.

Thank you to our board, staff, partners, and donors. It is because of you that we can create transformational change in the communities we serve.
We invested $1.2 million in Oneida County through 24 rehabilitation projects!

Before

potential home buyers gained more knowledge of the home buying process.

After

people completed our Home Buyer Education class and purchased their first home after starting their journey with the HOC!

#NoMoreMomsBasement
Our Products & Services

Empowering residents and creating stable communities through education, revitalization and preservation of safe neighborhoods.

HomeOwnership Needs
- Home Buyer Education
- Mortgage Default Counseling
- Reverse Mortgage Counseling
- Home Ownership Counseling in partnership with local lenders

Financial Empowerment
- Financial Coaching - Personalized sessions that focus on YOUR goals and needs.
- Financial Education - Tailored workshops on a variety of topics ranging from personal finances, money management, student loans, understanding & repairing credit and foreclosure prevention.

Housing Rehabilitation
Depending on availability, the HOC can help home owners make crucial repairs & improvements to their home!

Additional Services
- Community Leadership Training
- Community Empowerment
- Grant Writing/Consulting Services

NOW AVAILABLE!
Up to $24,750/household is available first time home buyers purchasing in Oneida and Madison County!
To all my friends at the HomeOwnershipCenter, I want to thank all of you for everything you did for me to make my home better. Believe me, it was greatly appreciated.” - Home Rehabilitation Customer

“I was amazed at the knowledge that I received. [I] was 100% satisfied. Liz was amazing and kept me calmed down during the process. Thank you to everyone!” - Foreclosure Customer

“My experience with Financial Coaching has been very helpful. My coach really helped me set some long term goals and get my current finances in order. I am more conscious of my spending and saving. It was a huge reality check to actually look at my debt and break down how to pay it off while establishing a savings as well.” - Cheyanna Thieme, Financial Coaching Customer
HOC IN THE COMMUNITY

Downtown Getdown

On the Couch with Gavin

Mayor’s Sweep

Free Kids Crafts

UFD Fire Safety

Great American Clean Up

MVCC STEM Series

Block Party

Since the opening of the Empowerment Center in June of 2016, the HOC has formed an amazing partnership with Angela Johnson, owner of BB Designs. After brainstorming creative programming ideas for the center, Angela came up with the Utica Love coloring book. The HOC worked side by side with Angela supporting her in bringing the idea to fruition. The coloring book features 20 local businesses and 20 local artists with proceeds from the sale of the books going to fund youth art programming at the center. The HOC is excited to see what the future holds for this partnership!

#SpreadTheUticaLove
2nd Annual Block Party!

Utica Love Launch Party & HOC’s First Business After Hours!

Be Boo-tiful Halloween Party/Costume Drive! *Over 70 costumes were donated*
### Where the Money Went

#### July 1, 2016 - June 30, 2017

#### Current Assets:
- **Cash**: $1,581,788
- **Grant & other receivables**: 76,779
- **Prepaid expenses**: 15,417
- **Loans receivable**: 207,135
  - **Total current assets**: 1,881,119

#### Land, Building & Equipment
- **Restricted cash**: 182,573
- **Loans receivable, net - Noncurrent**: 1,880,083
  - **Total other assets**: 2,062,656

#### Total Assets
- **$4,179,526**

#### Current Liabilities:
- **Accounts payable & accrued expenses**: $44,263
- **Escrow deposits payable**: 181,402
- **Deferred revenue**: 385,000
  - **Total current liabilities**: 610,665

#### Net Assets:
- **Unrestricted**: 2,734,251
- **Permanently restricted**: 834,610
  - **Total net assets**: 3,568,861

#### Total Liabilities & Net Assets
- **$4,179,526**
Thank You to Our Supporters

- **Community Pillars**
  - Adirondack Bank
  - Bank of America
  - Bank of Utica
  - Berkshire Bank
  - M&T Bank Charitable Foundation/The Community Foundation
  - The Community Foundation/Lead Free MV
  - The Hartford
  - WalMart

- **Community Developers**
  - Fidelis Care

- **Community Leaders**
  - Christine Lennon
  - Danielle Smith
  - Dave Grosse
  - Deborah Dorsino
  - Robert Rice

- **Community Builders**
  - Bohling’s Auto Service
  - Brighid O’Brien
  - Community Bank
  - Elizabeth Preuss
  - Frank Przybycien
  - Gabriella Marchesani
  - Haley Kitchen
  - Kelly Walters
  - Key Bank
  - Kristen Graves
  - Lia Francisco
  - Lucretia Hunt
  - Mary Griffin
  - Paul Ammerman
  - Phillip Montana
  - Pondra’s Homes and Hearth Realty
  - Priceless Inspections
  - SONYMA
  - Susan Korosec
  - Tobra Vescio

- **Community Advocates**
  - Candellas
  - Justin Utegg
  - Mary Ellen Luker

- **Community Supporters**
  - Craig Grant
  - Deborah Curtis
  - Holland Farms
  - Mazzaferros
  - Olney’s Flowers
  - Price Chopper
  - Prim Tree
  - Retro Fitness
  - Stewarts Shops
  - Sweet Escape Chocolate Lounge
  - Symeons
  - Vescio’s Bakery & Deli

- **Government**
  - CDFI
  - City of Rome
  - City of Utica
  - NeighborWorks America
  - NYS Affordable Housing Corporation
  - NYS Attorney General
  - NYS Homes & Community Renewal
  - Oneida County
