ANNUAL REPORT
July 2017 - June 2018
A year of accomplishments
## Board of Directors

**July 1, 2017 - June 30, 2018**

<table>
<thead>
<tr>
<th>President</th>
<th>Vice President</th>
<th>Treasurer</th>
<th>Secretary</th>
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</table>
| Robert Rice Jr.  
*Business* | Phillip Montana  
*Resident* | Tobra Vescio  
*Business* | Roy Duhart  
*Resident* |

| Larry Bohling  
*Resident* | William Calli, Jr, Esq.  
*Business* | Deborah Curtis  
*Business* | Mary Griffin  
*Resident* | Ellie Luker  
*Business* |

| Lucretia Hunt  
*Resident* | Morris Pearson  
*Resident* | Sue Korosec  
*Business* | Kelly Walters  
*Resident* | Nicole Dorsey  
*Resident* |

## Our Team

| Danielle Smith  
Chief Executive Officer | Deborah Dorsino  
Chief Financial Officer | Craig Grant  
Community Coordinator | Gabriella Marchesani  
Community Outreach/Marketing Manager |
|------------------------|----------------------|----------------------|----------------------------------|
| Gabrielle Searles  
Education & Marketing Assistant | Elizabeth Preuss  
Home Advisor | Justin Utegg  
Home Advisor | Kristen Graves  
HomeOwnership Center Manager |
| Haley Kitchen  
Intake & Loan Specialist | Christine Lennon  
Program Coordinator |
Dear Friends,

It has been a good year for the HomeOwnershipCenter. The needs of our communities have changed and so have we. We have welcomed new staff and board members, developed new initiatives, expanded our programs and have built partnerships that will have a lasting and positive impact on our organization and the communities we serve.

Financial coaching, homebuyer education and down payment assistance are all interconnected in creating stronger communities. Financial coaching assists individuals and families on their path towards financial stability, whether their goal is to pay down debt, prepare to purchase a home or save for a new car, college or even retirement; our coaches help them stay on track to reach their goal. Homebuyer education creates knowledgeable homebuyers that are better prepared for homeownership and our multiple down payment assistance programs make the process of buying a home more affordable for individuals and families that may not otherwise be able to buy. Hardly a day passes that we do not hear how our programs and services have positively impacted our customer’s lives.

We’re proud to be working with a wide range of dedicated individuals and organizations. From government to other non-profit organizations, there’s a genuine focus on working together and seeing our communities thrive.

This year’s annual report provides a glimpse into some accomplishments of this past year. With the ongoing support of our partners, board, staff and community members, the HomeOwnershipCenter is ready for the challenges and even greater accomplishments in the year ahead.

A note of thanks from CEO, Danielle Smith

I want to offer a special thanks and recognition to Robert Rice as our outgoing Board President. Robert has served on our board for over ten years and has been President for the last three years. He has lead the board through a transformative time for this organization. His guidance to me has been instrumental as I transitioned into the role of CEO over the past two years. Bob will stay on as a board member and continue to help shape our future.

A Year of Accomplishments
Our Impact

We invested over $1.1 million in Oneida & Madison County through 37 projects that improved existing homes and created new home owners.

Before

After
Our Services

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

Home Ownership 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

Check out our new website at [www.unhs.org](http://www.unhs.org)
West Utica Healthy Housing Pilot Program

In partnership with The Community Foundation of Herkimer & Oneida Counties, Mohawk Valley Community Action Agency, the City of Utica, Rust to Green Urban Studio, Cornell Cooperative Extension of Oneida County and the Oneida County Health Department, we were able to remediate lead hazards in 10 units located in West Utica.

“I own a house, it has three units. When I had it inspected, it came back positive for lead. When I started reading that it actually causes brain damage in infants, that’s when I became really concerned. This isn’t something that just for my kids, it’s also for future families and for whoever we rent the units out to. [Now that the renovations are complete,] my family and I can now enjoy the house comfortably with no concern for lead, asbestos, or anything that can be a hazard for the kids...I just hope that more people can benefit from all the hard work that the Home-OwnershipCenter offers.”

-Angel Ramirez

2017-2018 Annual Report
HOC in the Community

- FlowerFest
- Harvest on the Hill
- RCIL Wellness Fair
- Realtor Day 2018
- Color Your Summer
- Block Party

A Year of Accomplishments
A Year of Accomplishments

July 2016 - June 2017

- Homebuyer Education Graduates: 110
- Financial Coaching Completions: 102
- Down Payment Assistance Participants: 14

July 2017 - June 2018

- Homebuyer Education Graduates: 213
- Financial Coaching Completions: 194
- Down Payment Assistance Participants: 38
I contacted The Home Ownership Center after having a discussion with my friend about The First Home Club Program and my dreams of owning a home. They quickly answered any questions I had and assisted me with all paperwork from beginning to end. Whether it was taking The Home Buyer Education Class, One-on-One Financial Coaching, or The Pre Approval Process for the Mortgage, everyone at The Homeownership Center was outgoing and made the entire process simple and understanding.

After the purchase of my new home, I ended up with an estimate for a new roof that far exceeded my initial price. I reached back out to The Home Ownership Center and they were able to quickly assist me with a Personal Home Repair Loan with a great rate to cover the additional costs to the roof. Without those immediate funds, the roof would have easily collapsed under a heavy snowfall.

All in all I don’t think there are enough words to describe how great the staff is at The Home Ownership Center. What they do for the community is exceptional and I look forward to hearing the many stories of how they turned other people’s dreams into reality just like mine.”

- Andrew Miner
Where the Money Went

July 1, 2017 - June 30, 2018

Current Assets:
- Cash: $1,425,374
- Grant & other receivables: 432,599
- Prepaid expenses: 20,225
- Loans receivable: 237,560
- Total current assets: $2,115,758

Land, Building & Equipment: $234,078

Other Assets:
- Restricted cash: 244,086
- Loans receivable, net - Noncurrent: 1,793,623
- Total other assets: $2,037,709

Total Assets: $4,387,545

Current Liabilities:
- Accounts payable & accrued expenses: $45,210
- Escrow deposits payable: 242,810
- Deferred revenue: 505,938
- Total current liabilities: $793,958

Net Assets:
- Unrestricted: 3,010,022
- Permanently restricted: 583,565
- Total net assets: $3,593,587

Total Liabilities & Net Assets: $4,387,545
Our Supporters

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

● **Community Leaders**
- Charles Sprock
- Danielle Smith
- Dave Grosse
- Deborah Dorsino
- Kristen Graves
- Robert Rice

● **Community Builders**
- Christine Lennon
- Community Bank
- Dziedzic Insurance Agency
- Elizabeth Preuss
- Frank Przybycien
- Gabriella Marchesani
- Haley Kitchen
- Justin Utegg
- Larry Bohling
- Mohawk Valley Health Systems
- Mary Ellen Luker
- Utica Professional Firefighter Association

● **Community Advocates**
- Beatrice Beguin
- Daniel Jenkins
- Stewart’s Shops

● **Community Supporters**
- Craig Grant
- Gabrielle Searles
- GreenScapes Garden Center &
  Landscape Co.
- Roy Duhart
- 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
- The Community Foundation of
  Herkimer and Oneida Counties

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A Year of Accomplishments