2015-2016 Annual Report

Invest.
Renew.
Grow.
Board of Directors
July 1, 2015 - June 30, 2016

President
Robert Rice Jr.
Government

Vice President
Phillip Montana
Resident/Government

Treasurer
Tobra Vescio
Business

Secretary
Roy Duhart
Resident

Larry Bohling
Resident

Mary Griffin
Resident

Ellie Luker
Business

William Calli, Jr, Esq.
Business

Lucretia Hunt
Resident

Darby O’Brien
Resident

Evon Erwin
Resident

Sue Korosec
Business

Robert Ohmann
Resident

Morris Pearson
Resident

Kelly Walters
Resident

Our Team

Chief Executive Officer
Danielle Smith

Administrative Assistant
Haley Kitchen

Chief Financial Officer
Deborah Dorsino

Community Coordinator
Craig Grant

Contracts Manager
David Grosse

Home Advisor
Vanessa Bowens

Home Advisor
Elizabeth Preuss

Home Educator/Outreach Specialist
Kristen Graves

Home Analyst/Marketing Coordinator
Gabriella Marchesani

Home Ownership Center Manager
Christine Lennon

2015-2016 Annual Report
Dear Friends,

The world we live in is rapidly changing. Information, people, and resources move at a faster pace than ever before. In 2015-16 we rolled out new technologies and tools to ensure we keep up with the changing times. Due to our enhanced outreach and marketing efforts this year we were able to reach more people than ever before. Increased media campaigns, online presence, and participation in community events have significantly broadened our brand recognition.

The American dream of homeownership is still alive and we focus everyday on ways to make this dream a reality for the families and individuals in our communities. Whether it’s taking Homebuyer Education to become a more educated homebuyer or Financial Coaching to help achieve a personal goal, whatever it may be; we guide each customer to success.

Collaboration is more important than ever. This year we have worked collectively with local non-profits, leaders, businesses, financial institutions, realtors and community members. Creating a collective voice, sharing information, and knowledge has lead to a stronger community with more opportunities for everyone.

This year also brought about change. December 31st 2015, former CEO Janice Forte retired. Janice was instrumental in shaping the HomeOwnershipCenter and we thank her for her many years of successful leadership.

2016-17 is shaping up to be another year of opportunity and growth. Thank you to our board, staff, partners, and donors; it is because of you that we are able to continue to achieve our mission, “Revitalization and Growth of Neighborhoods”.

Danielle Smith

Invest. Renew. Grow
Our Impact

35 New homeowners
287 Customers counseled and educated
101 Homeowners with preserved or rehabilitated homes

$221,750 Grants from NeighborWorks America
$7,410,607 Total private, philanthropic, and public investment
$520,189 Tax revenues generated in the overall economy

23 Jobs created and maintained *estimated using IMPLAN
33:1 Ratio of total reported investment to total expendable and capital grants
6.5 Total housing-related staff (full-time equivalents)
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

COMING SOON!
The HOC will have down payment and closing cost assistance loans available for first time home buyers!
Housing Rehabilitation

A home is one of the biggest purchases most people will ever make. With that, we are often unprepared for what could happen after the purchase. The HomeOwnershipCenter can help make vital repairs and improvements to the home. This can ultimately increase the value of the property while making it more livable, safe and efficient.

“Thank you very much for all of your efforts in coordinating the roofing and siding jobs at our house in Herkimer. The contractors were excellent choices for they and their crews carried out their jobs in a timely fashion and very efficiently. We are very satisfied in every aspect of the job. Thanks again for a job done professionally and done well.” - Anonymous
HOC in the Community

- MVAR Golf Tournament
- Realtor Day
- Heart Run & Walk
- I Heart Utica Day
- Mayor’s Sweep
- Graffiti Busters
- Insane Inflatable
- Utica Zoo Community Day

Earth Day Clean up with Mix 102.5
Grand Opening of the Empowerment Center

In hopes of creating a place of knowledge, growth and opportunity for the community, on June 10, 2016, we opened up the Empowerment Center located on 230 James St. in Utica.

Since the grand opening we have had several events for the community including:
- A Job and Resource Fair
- Paint Can Pick Up
- Paint and Read Events
- Cornhill Neighborhood Association Meetings each month

Curriculum development is underway to create permanent programming at the Empowerment Center!
The Mayor Signing his Hand Print

Checking out the Utica Fire Department Truck

BB Designs getting hand prints ready!

Invest. Renew. Grow
**Current Assets:**
- Cash: $1,412,319
- Grant & other receivables: $198,622
- Prepaid expenses: $14,436
- Loans receivable: $67,023
- Total current assets: $1,692,400

**Land, Building & Equipment:**
- 254,685

**Other Assets:**
- Restricted cash: $31,223
- Loans receivable, net - Noncurrent: $2,002,275
- Total other assets: $2,033,498

**Total Assets:**
- $3,980,583

**Current Liabilities:**
- Accounts payable & accrued expenses: $37,390
- Escrow deposits payable: $31,052
- Deferred revenue: $349,275
- Total current liabilities: $417,717

**Net Assets:**
- Unrestricted: $2,385,559
- Permanently restricted: $1,177,307
- Total net assets: $3,562,866

**Total Liabilities & Net Assets:**
- $3,980,583
Thank You to Our Supporters

**Community Pillars**
- Adirondack Bank
- Bank of America
- Bank of Utica
- Berkshire Bank
- Empower Federal Credit Union
- First Niagara
- KeyBank
- M&T Bank Charitable Foundation/
  The Community Foundation
- NBT Bank
- The Allstate Foundation
- William Calli Jr.

**Community Leaders**
- David Grosse
- Deborah Dorsino
- Janice Forte
- Jay-K Lumber
- Utica First Insurance Company

**Community Builders**
- Brighid O’Brien
- Christine Lennon
- Danielle Smith
- Elizabeth Preuss
- Frank Przybycien
- Kelly Walters
- Kristen Graves
- Larry Bohling
- Lucretia Hunt
- Mary Ellen Luker
- Phillip Montana

**Community Advocates**
- Barbara Hoehn
- F.X. Matt Brewing Company
- Gabriella Marchesani

**Community Supporters**
- Craig Grant
- Gillian Mould
- Haley Kitchen
- Helen Madden
- Morris Pearson
- Retro Fitness
- Rose Marie Roberts
- Sweet Escape Chocolate Lounge
- Utica Coffee Roasting Company
- Vescio’s Bakery & Deli
- Victoria Steele

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

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