



HomeOwnershipCenter

INVEST. RENEW. GROW.

.....

2016-2017 ANNUAL REPORT

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NeighborWorks®

**HOMEOWNERSHIP CENTER
CHARTERED MEMBER**



BOARD OF DIRECTORS

July 1, 2016 - June 30, 2017

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OUR TEAM



Chief Executive Officer

Danielle Smith

Chief Financial Officer

Deborah Dorsino

Administrative Assistant

Haley Kitchen

Contracts Manager

David Grosse

Community Coordinator

Craig Grant

Home Advisor

Justin Utegg

Home Advisor

Elizabeth Preuss

Home Analyst/ Marketing Coordinator

Gabriella Marchesani

Home Educator/ Outreach Specialist

Kristen Graves

Home Ownership Center Manager

Christine Lennon



Danielle Smith, Chief Executive Officer



Robert Rice, Board President

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:

- WUHHPP (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.

Danielle Smith

A handwritten signature in black ink, appearing to read "Robert Rice".

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OUR IMPACT

We invested **\$1.2 million** in Oneida County through **24** rehabilitation projects!



Before



After

110

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

62

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!

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“I just wanted to let you know how much your assistance and kindness meant to me. You were all very patient and understanding, even when I was “freaking out.” It is because of you that I am now living in my own home. I was hesitant to even look at houses but the help of your down payment assistance programs made it possible. Thank you!” - Mirna Hasanbegovic, 1st Time Home Buyer

Mirna was our first customer to successfully utilize our City of Utica Down Payment assistance grant funds to purchase her first home.



“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



UFD Fire Safety



Mayor's Sweep



Lead
Free
MV

On the Couch



with Gavin

Great American



Clean Up

Free Kids Crafts



Block Party



MVCC STEM Series



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Utica Love

Art. Community & Color



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!

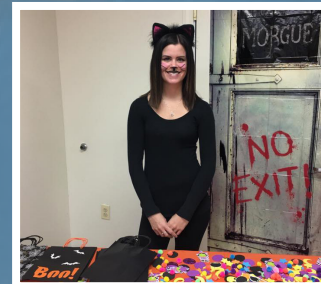
#SpreadTheUticaLove



2nd Annual Block Party!



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

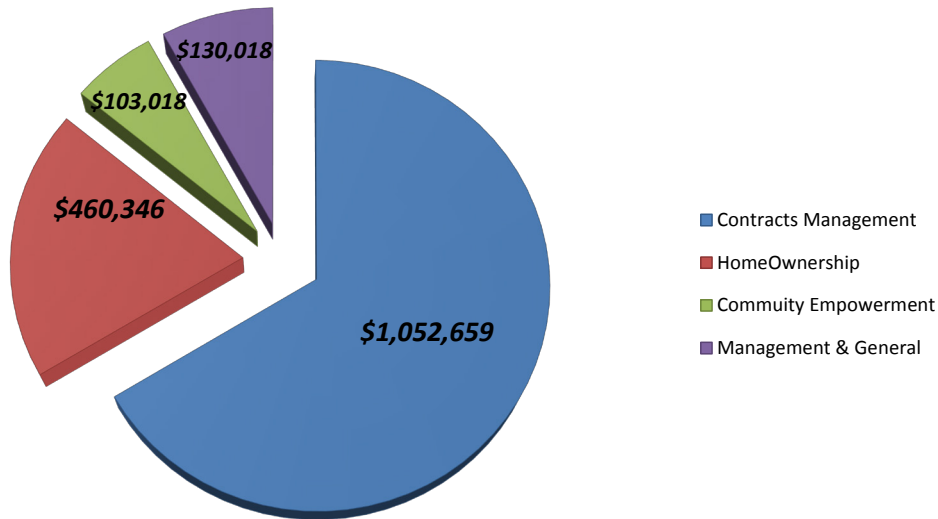


Be Boo-tiful Halloween Party/Costume Drive! *Over 70 costumes were donated*

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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	<u>207,135</u>
Total current assets	<u>1,881,119</u>

Land, Building & Equipment

Other Assets:

Restricted cash	182,573
Loans receivable, net - Noncurrent	<u>1,880,083</u>
Total other assets	<u>2,062,656</u>

Total Assets

\$4,179,526

Current Liabilities:

Accounts payable & accrued expenses	\$44,263
Escrow deposits payable	181,402
Deferred revenue	<u>385,000</u>
Total current liabilities	<u>610,665</u>

Net Assets:

Unrestricted	2,734,251
Permanently restricted	<u>834,610</u>
Total net assets	<u>3,568,861</u>

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 Developer

Fidelis Care

● Community Leaders

Christine Lennon
Danielle Smith
Dave Grosse
Deborah Dorsino
Robert Rice

● Community Builders

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

● 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



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