



HomeOwnershipCenter

INVEST. RENEW. GROW.

ANNUAL REPORT

July 2017 - June 2018

A year of accomplishments


NeighborWorks®
HOMEOWNERSHIP CENTER
CHARTERED MEMBER

Board of Directors

July 1, 2017 - June 30, 2018

President

Robert Rice Jr.
Business

Vice President

Phillip Montana
Resident

Treasurer

Tobra Vescio
Business

Secretary

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



Danielle Smith, CEO



Robert Rice, Board President

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 handwritten signature in black ink that reads "Danielle Smith".

A handwritten signature in black ink that reads "Robert Rice".

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.



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



LEAD
FREE



West Utica Healthy Housing Pilot Program

Before



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.

After



"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

HOC in the Community



A Year of Accomplishment

July 2016 - June 2017

July 2017 - June 2018

110

Homebuyer
Education
Graduates

213

102

Financial
Coaching
Completions

194

14

Down
Payment
Assistance
Participants

38

Accomplishments

Purchase Price of Home:	\$105,000
West Utica Down Payment Assistance:	\$6,500
City of Utica Down Payment Assistance:	\$20,500
First Home Club:	\$7,500
Amount Financed:	\$75,000

Total down payment assistance received by one of our first time homebuyers:

*Total award amount subject to filing fees

\$34,500



"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 a 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."

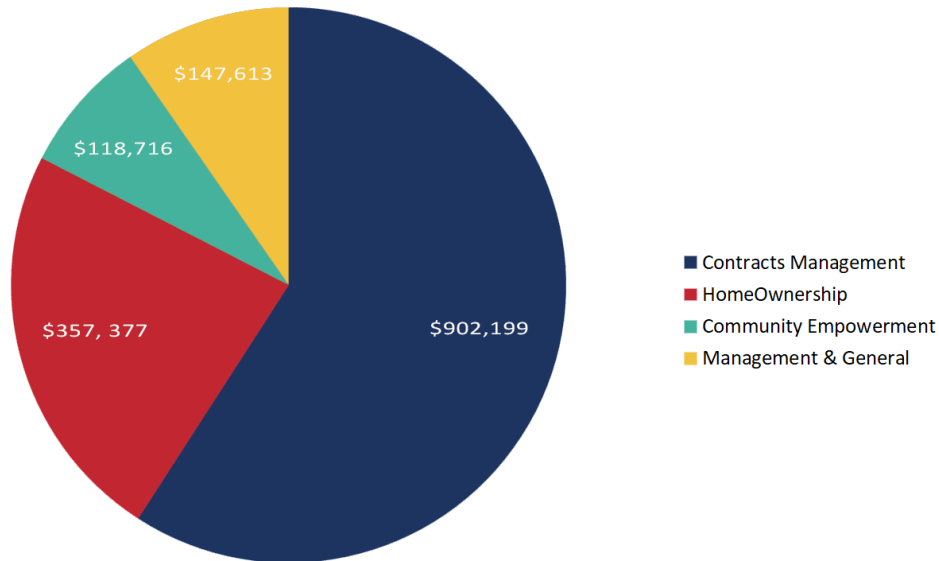
- Andrew Miner



A Year of Accomplishments

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	<u>2,115,758</u>

Land, Building & Equipment

234,078

Other Assets:

Restricted cash	244,086
Loans receivable, net - Noncurrent	1,793,623
Total other assets	<u>2,037,709</u>

Current Liabilities:

Accounts payable & accrued expenses	\$45,210
Escrow deposits payable	242,810
Deferred revenue	505,938
Total current liabilities	<u>793,958</u>

Net Assets:

Unrestricted	3,010,022
Permanently restricted	583,565
Total net assets	<u>3,593,587</u>

Total Assets

\$4,387,545

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 Developer

Mohawk Valley Association of Realtors

● 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
Gabiella 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






HomeOwnershipCenter

1611 Genesee Street
Utica, NY 13501



HomeOwnershipCenter 

U N H S Neighborhoods[®]

Tel. 315.724.4197 Fax. 315.724.1415
NYS TDD Relay 800.622.1220
E-mail: home@unhs.org
www.theHomeOwnershipCenter.org

Office Hours:
Monday – Thursday: 8:00 AM – 4:30 PM



Follow us on:

