

2013 Board Members



1st ROW, (L to R)
Billy Palmer,
Resident, Glendale
Curtis Mansfield, *Pacificorp*
James Wood,
University of Utah
John Taylor,
CIT Bank



2nd ROW, (L to R)
Nichol Bourdeaux, *Salt Lake City*
Kisty Morris,
Morgan Stanley Bank
Haytham Ibrahim, *Resident, Glendale*
Michael Plaizier,
Zions Bank



3rd ROW, (L to R)
Robert Pedersen,
Sallie Mae Bank
Sheldon Woods,
Pitney Bowes Bank
Beti Tu'aele, *Resident, Poplar Grove*
Terry Thomas,
Resident, Westpointe



4th ROW, (L to R)
Tiffany Sandberg, *Resident, Fair Park*
Tim Tingey, *Murray City*
Brad Bartholomew, *Resident, Rose Park*
Bryce Garner, *Resident, Fair Park*



5th ROW, (L to R)
Brent Watson, *Goldman Sachs Bank*

2013 Staff Members



2013 Staff: (Left to Right): Justin Frazier, Jennifer Sanchez, Rachael Skidmore, Maria Garcia, Victor Martinez, Luz Baxley, Bob Lund, Sonya Martinez, David Moffitt, David Foster, Raquel Garcia, Geoff Hardie, Frank Bedolla, Christopher Foley, Erika Lindholm, Harry Tan, Tham Soekotjo

YouthWorks Steering Committee

Carla Nguyen *US Bank*
Cuong Nguyen *Commission on Criminal and Juvenile Justice*
Jim Miller *Salt Lake Early Intervention and Prevention Services*
Robert Rendon *Zions Bank*
Wendy Jack Alvarado *Horizonte School*
Kevin Winston *Resident*
Pat Miller *Department of Labor*

Housing Development Committee

Ana Valdemoros *Salt Lake City Planning Department*
Daniel McKinney *Resident*
Jeffrey Sandberg *Resident*
Robert Nisbet *Wells Fargo Bank*
Kisty Morris *Morgan Stanley Bank*
Benjamin Wheat *Bank of American Fork*

Loan Committee

Amy White *Utah Housing Corporation*
Angie Vorher *Resident*
Anthony Zimmer *Ally Bank*
Christy Sapp *Resident*
Karl Kiefer *GE Capital Financial*
Michele Weaver *Zions Bank*
Terry Thomas *Resident*
Thomas Isom *Pitney Bowes Bank*

Finance Committee

Charlie Knadler *EnerBank USA*
Dale Garlitz *Comenity Capital Bank*
Jared Gleue *Wells Fargo Bank*
John Haymond *Medallion Bank*
Kent Landvatter *Utah Community Bank*
Mark Hales *Tibbles Fork Advisors*
Robert Pedersen *Sallie Mae Bank*
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Robert Pedersen *Sallie Mae Bank*
Sheldon Woods *Pitney Bowes Bank*

Executive Committee

Curtis Mansfield *(President) Pacificorp*
Tiffany Sandberg *(Vice President) Resident*
Sheldon Woods *(Treasurer) Pitney Bowes Bank*
Billy Palmer *(Secretary) Resident*
Robert Pedersen *(Ex-Officio) Sallie Mae Bank*

AHMI Credit Committee

Darryl K. Johnson *CIT Bank*
David Verno *WebBank*
Anthony Zimmer *Ally Bank*
John Haymond *Medallion Bank*

Murray Loan Committee

Kent Landvatter *Utah Community Bank*
Bill Swadley *Bank of American Fork*
John Haymond *Medallion Bank*
Mark Hales *Tibbles Fork Advisors*
Michael Plaizier *Zions Bank*
Rob Pedersen *(Chair) Sallie Mae Bank*
Lisa Andruis *GE Capital Retail Bank*
Sheldon Woods *Pitney Bowes Bank*
Tori Gillies *Resident*

Audit Committee

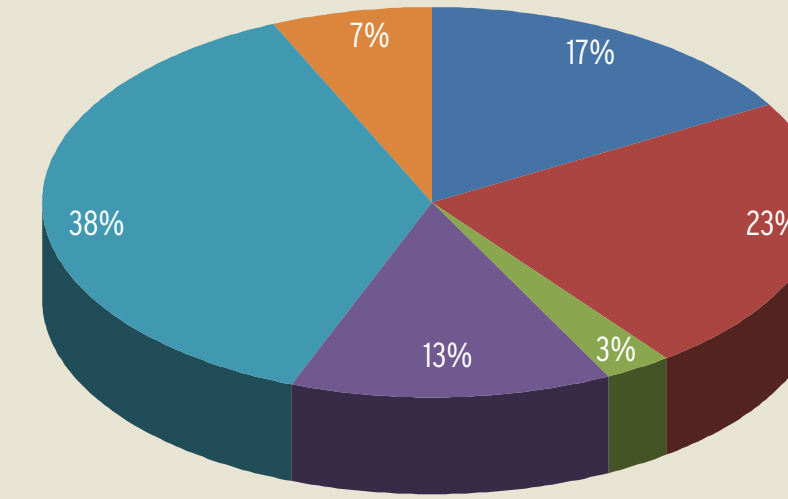
Arlene Dzurnak *GE Capital Financial*
John Taggart *Medallion Bank*
Steven Chaption *CPA*

Murray Advisory Board

Kent Landvatter *Utah Community Bank*
Ramez Halteh *Key Bank*
Robert Rendon *Zions Bank*
Kathy Ricci *Resident*
Tim Tingey *Murray City*
Eileen Maloney *Resident*
Karen Daniels *Washington Federal Bank*

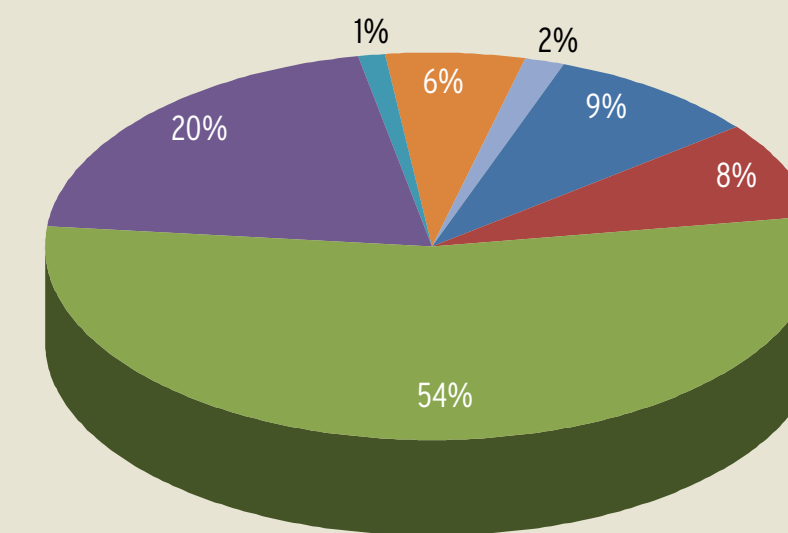
Revenues & Expenses

Revenues



■ Contributions
 ■ Interest Income
 ■ Other Income
 ■ NWA Grants
 ■ Property Sold
 ■ Public Grants

Expenses



■ Home Ownership
 ■ Community Building & Organizing
 ■ Real Estate Development
 ■ Affordable Housing Mission Investment
 ■ Community Based Economic Development
 ■ Management and General
 ■ Fundraising

Statement of Financial Position

Assets

	June 30,	
	2013	2012
Cash	\$ 1,220,141	\$ 1,261,948
Restricted cash	1,957,382	1,672,120
Certificates of deposit	652,443	650,065
Grants receivable	391,782	121,504
Interest receivable	187,137	132,708
Prepaid expense	19,462	17,259
Other assets	1,100	2,000
Mortgage loans receivable, net	3,522,336	3,195,134
AHMI loans receivable, net	13,129,464	12,585,939
Preperty held for development, rehabilitation and sale, net	2,826,956	2,993,941
Loan origination fees, net	33,496	34,863
Investment in and advances to related real estate limited liability company	1,359,537	1,359,537
Property and equipment, net	145,573	170,612
	\$ 25,446,809	\$ 24,197,630

Liabilities & Net Assets

	2013	2012
Accounts payable	51,661	54,162
Accrued expenses	61,127	62,255
Accrued obligation - Citifront	99,996	99,969
Escrow deposits	53,926	50,793
Deposits	785,072	752,839
Notes payable - rehabilitation and development	1,706,362	2,032,170
Notes payable - other	13,746,540	13,326,270
Long-term debt - revolving loans	1,350,000	1,350,000
Total liabilities	17,854,684	17,728,458
Net assets		
Unrestricted	3,538,863	2,399,525
Temporarily restricted	174,487	211,935
Permanently restricted	3,878,775	3,857,712
Total net assets	7,592,125	6,469,172
	\$ 25,446,809	\$ 24,197,630

2013 ANNUAL REPORT



Tu'aele family with Mrs. Martin - Paint Your Heart Out 2013 Recipient.

REBUILDING NEIGHBORHOODS
 NEIGHBOR BY NEIGHBOR
 HOUSE BY HOUSE... BLOCK BY BLOCK!

Message to Stakeholders:

Dear Stakeholders,

As our 36th year of existence comes to a close, we feel genuine satisfaction in the role we have played in improving the quality of life in the communities we serve and are excited for what the future will bring.

The development of sustainable neighborhoods of choice results in not only the visual benefits of an improved physical appearance for the neighborhood, but also in the intangible benefits; the pride of knowing that lives are forever changed and community spirit is lifted, that tear or smile exchanged when a family realizes the opportunity to buy their first home, or the undeniably positive influence of the YouthWorks program on a young man or woman as they learn new skills that will benefit them throughout their lives. And, there is no denying the sense of accomplishment community members feel as they graduate from the Westside Leadership Institute and are empowered to enhance their lives and the community as a whole.

The impacts of our contributions are deeper and stronger than ever, and it is with great pride that we share our accomplishments of 2013;

- Homeownership Services program funded 1st and 2nd mortgages for an investment of \$2 Million and facilitated 45 1st mortgages statewide for an additional investment of \$7 Million;
- Community Based Economic Development activities focused on strengthening program infrastructures by securing \$125,000 for an Economic Development Specialist position over three years and \$110,000 for North Temple Business Façade grant program;
- Community Building and Organizing engaged over 20,000 residents and hosted 125 special events to highlight Salt Lake City's west side and Murray City neighborhoods. Westside Leadership Institutes graduated 46 individuals who used their skills to take on community challenges.
- YouthWorks™ secured over \$100,000 of new funding allowing it to expand services to serve more youth.
- Real Estate Development acquired seven problem properties in the neighborhood; one particular property that blighted the neighborhood for over 25 years.
- Affordable Housing Mission Investment (AHMI) raised \$10 Million to grow this national fund to \$25,000,000 to help build communities across the country.
- Murray Branch office invested \$183,000 in renovating blighted properties.
- Resource Development raised \$400,000 in private support and \$940,000 in public grants, including five new funding sources.

Each layer of brick and mortar, slab of concrete, and finishing touch are the physical manifestations of what drives us; the belief that helping others to improve their lives is of vital social, economic and ethical importance.

We continue to grow as an organization; deep roots are being established within the communities we serve as evidenced by the revitalization effort along the North Temple corridor and the Murray community's first home purchase. This would not be possible without the strong collaborative partnership of private business, government entities, donors, residents and a strong NeighborWorks organization kept in motion by a dedicated staff that gives tirelessly, a board of directors, committee assignees and volunteers whose souls become invested by volunteering their time to the organization.

We are grateful for the many investors, volunteers and stakeholders who continue to support NeighborWorks Salt Lake. We look forward to engaging you in our 2014 challenges and opportunities to build community.... Neighbor by Neighbor... House by House... Block by Block....

Maria Garcia
Maria J. Garcia
Executive Director

Curt Mansfield
Curt Mansfield
President



2013 HIGHLIGHTS



Dan Snarr, Jason Hayes, Tim Tingey, and Jim Brass at Box Elder Open House Ribbon Cutting



Rob Pedersen, Jared Gleue, Lois & Archie Archuleta, Kyle LaMalfa, Greg Winegardner, and Maria Garcia at Wells Fargo Check Presentation.



Westside Leadership Institute Spring 2013 Graduation.

LINE OF BUSINESS OUTCOMES FY 2012-2013

HOMEOWNERSHIP SERVICES

- Funded 10 first mortgages for a total investment of \$1.6 Million
- Funded nine second mortgages for a total investment of \$277,072
- Funded six home improvement loans for a total investment of \$99,730
- Facilitated 45 first mortgages for a total investment of \$7.0 Million
- Counseled 402 customers for:
 - o 205 Homebuyer Education
 - o 91 pre-purchase counseling
 - o 106 Pre-foreclosure customers and saved 34 homes

COMMUNITY BASED ECONOMIC DEVELOPMENT

- Established River District Business Alliance on North Temple
- Established North Temple Façade Improvement Grant Program (\$110,000 is available for a matching grant to businesses on North Temple)
- Co-hosted The Airport TRAX Line Grand Opening in partnership with Salt Lake City and Utah Transit Authority
- Secured \$125,000 to fund an Economic Development Specialist position for CBED line of business

COMMUNITY BUILDING AND ORGANIZING

- Engaged 20,079 residents in both Salt lake City west side and Murray City
- Hosted 125 special events promoting NWSLs services
- 46 Westside Leadership Institute graduates which include west side residents, Honor students, and New Americans
- 11 homes painted for senior citizens and disabled individuals



Federal Deposit Insurance Corporation (FDIC) Team Painted a Home for Senior Citizen During PYHO 2013.

YOUTHWORKS™

- Provided employment opportunity to 46 youth
- 33 youth completed 10-part prevention program
- Involved youth in 11 service and 26 community projects
- Terminated four youth from the court system
- 90% High School attendance rate while attending the program
- Invested \$41,694 as stipends for youth

*"Having the opportunity to help
out the community and taking action
made me proud of myself and the people
I worked with. It's good to know that
people really care."*

- Spring 2013 YouthWorks Graduate

REAL ESTATE DEVELOPMENT

- Rehabilitated five real estate owned properties
- Sold 10 single family residential homes and provided rehabilitation loans to six homeowners
- Strategically acquired seven problem properties
- Invested over \$1.5 Million of federal funds in the community for affordable housing development

AFFORDABLE HOUSING MISSION INVESTMENT (AHMI) FUND

- AHMI 1 fund of \$15 Million has been invested to 14 NeighborWorks® Organizations (NWO) nationally and one organization locally.
- AHMI 1 was able to help:
 - o Create over 1,400 affordable housing units
 - o Create/preserve 996 Full-Time jobs
 - o Leverage over \$154 Million of investment
- Established AHMI 2 fund of \$10 Million, with an expected deployment timeframe of second quarter 2014



YouthWorks Spring 2013 Crew.

2013 Contributors & Public Support

Amy McDonald	Federal Deposit Insurance Corporation	Michael Plaizier	Thomas Isom
Amy White	First American Title	Michele Weaver	Tiffany Sandberg
Ana Valdemoros	Framing Hope 360 Program	Mickey Landy	Tim Tingey
Angie Vorher	Freddie Mac	Moises Prospero	Tori Gillies
Anthony Zimmer	GE Capital Financial	Morgan Stanley Bank	U.S. Housing and Urban Development
Arlene Dzurnak	GE Capital Retail Bank	Mountain America	University Neighborhood Partners
Bank of American Fork	Geoffrey Hardies	Murray City	University of Utah
Benjamin Wheat	George S. and Dolores Eccles Foundation	NeighborWorks America	US Bank
Beti Tu'ae	Goldman Sachs Bank USA	Newlook International	Utah Association of Financial Services
Billy Palmer	Harry Tan	Pacificorp	Utah Division of Museum and Arts
Bob Lund	Holland Hart	Parsons Behle Latimer	Utah Transit Authority
Brad Bartholomew	Home Depot	Pitney Bowes Bank	Veronica Montoya
Bridge Investment Group	Jared Gleue	Procom Painting	Walmart
Bryce Garner	Jean Irwin	Rachael Skidmore	Web Bank
Carla Nguyen	Jeffrey Sandberg	Ramez Halteh	Wells Fargo Bank
Charlie Knadler	Jessi Rawlins	Raquel Garcia	Wells Fargo Foundation
Christopher Foley	Jim Miller	Red Iguana	Wendy Jack Alvarado
Christy Sapp	Robert Nisbet	Rico's	Wright Express Bank
CIT Bank	Robert Pedersen	Robert Nisbet	William Swadley
Colleen Casto	Robert Rendon	Robert Nisbet	Workers Compensation Fund
Comenity Capital Bank	Rocky Mountain Power Foundation	Robert Nisbet	Zions Bank
Continental Bank	Ron Hill Imagery, Inc.	Robert Nisbet	
Cori Owens	Rose Park Lions Club	Robert Nisbet	
Cuong Nguyen	SallieMae Bank	Robert Nisbet	
Curtis Mansfield	Salt Lake City Corp.	Robert Nisbet	
Dale Garlitz	Salt Lake City Arts Council	Robert Nisbet	
Daniel McKinney	Salt Lake County	Robert Nisbet	
Darryl K. Johnson	Selene Mansfield	Robert Nisbet	
Dave Fredrickson	Sheldon Woods	Robert Nisbet	
David Foster	Sherwin-Williams	Robert Nisbet	
David Galvan	Sonya Martinez	Robert Nisbet	
David Moffitt	Sorenson Legacy Foundation	Robert Nisbet	
David Verno	Stacy and Witbeck	Robert Nisbet	
Eileen Maloney	Steven Chaption	Robert Nisbet	
EnerBank USA	Susie Porter	Robert Nisbet	
Erika Lindholm	Terry Thomas	Robert Nisbet	
Esther Herrera	Tham Soekotjo	Robert Nisbet	
		Robert Nisbet	

Partnership
&
Commitment



We apologize for any names inadvertently left off our list.

Thank You very much for your help. We could not do it without you!

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