

Our Message

Dear Stakeholders,

As we celebrate 40 years of building community, we are pleased to report that NeighborWorks® Salt Lake has not forgotten its mission of positive social change led by the communities it serves. In fiscal year 2017, per our strategic plan, we moved forward on our goal of expansion from Salt Lake and Murray neighborhoods to offering our lending products to serve additional neighborhoods throughout Salt Lake County. We focused on sustainability by diversifying our sources of income and succession by enhancing development plans for each line of business. We are confident that NeighborWorks® Salt Lake is firmly rooted and ready to serve another 40 years block by block, house by house, and neighbor by neighbor. We wish to express a deep appreciation for the dedicated staff, board and committee volunteers, and stakeholders for the many hours you give to the organization, the expertise you share, and the dollars you invest. It is through each and every one of your efforts that our mission is possible and has great impact. You make a difference in the lives of the people and places we touch. **Thank You!**



Maria Garcia, CEO
Billy Palmer, Board President

NWSL: 40 Years of Revitalization

Our Mission: Salt Lake Neighborhood Housing Services (NHS), doing business as NeighborWorks® Salt Lake (NWSL), builds on the strengths of neighborhoods, creating opportunities through housing, resident leadership, youth and economic development. We work in partnership with residents, government, and businesses to build and sustain neighborhoods of choice. We have dedicated ourselves to this mission for the last 40 years, and we remain committed to the values our mission embodies. As we look to the future of this organization, NWSL will continue to focus on ways to expand and improve our services, house by house, block by block, neighbor by neighbor.

Our Impact Since 1977

<p>145 New single-family homes constructed for a community investment of \$22,993,000.</p> <p>162 Multi-family units constructed for a community investment of \$18,000,000.</p> <p>88 Completed home rehabilitations for a community investment of \$12,380,600.</p> <p>606 First, Second, and Home Improvement loans funded or facilitated for a community investment of \$61,507,634.</p> <p>3,065 YouthWorks® program graduates, with a community investment of \$3,710,000.</p> <p>716 Homes painted during our annual Paint Your Heart Out event with a community investment of \$850,000.</p>	<p>450 Westside Leadership Institute graduates leading to a community investment of \$154,800.</p> <p>Total NWSL Community Investment: \$119,596,034</p> <p>NWSL Facilitated & Inspired</p> <p>Housing Units: 891</p> <p>Investment: \$110,000,000</p> <p>Businesses: 7</p> <p>Infrastructure: \$350,000,000</p> <p>Total Stakeholder Investment: \$579,596,034</p>
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2017 Contributors & Support

We would like to extend our deepest appreciation to the following individuals and organizations:

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A special thank you to our 2017 Love UT Give UT donors.
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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NeighborWorks®
Salt Lake

2017 Annual Report



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SALT LAKE



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House by House...

"I love being a housing counselor for the fact that I get to help first time home buyers, like the Brito's, achieve their dream of becoming homeowners."

Claudia Cruz,
Housing Counselor



The Brito family become homeowners

Homeownership Services

Offers pre-purchase counseling, homebuyer education, first and second mortgages, and home improvement loans.

- Funded 8 first mortgages for a total investment of \$1,373,339.
- Funded 7 second mortgages for a total investment of \$297,060.
- Funded 5 home improvements for a total investment of \$133,755.
- Facilitated 60 loans for an investment of \$1,189,480.
- 38 clients completed over 304 hours of Homebuyer Education.
- 62 clients attended Pre-purchase Counseling.

"NWSL not only builds real estate, but through our community building and organizing efforts we provide much needed opportunity for residents, helping to build our community as a whole."

Corinne Piazza,
Community Engagement Coordinator



Volunteers paint the home of an elderly resident

Community Building & Organizing

Creates opportunities for residents to build leadership skills and be the change they want to see in their community, hosts annual events to help revitalize neighborhoods, and supports local organizations and community efforts.

- Painted 14 houses for our 31st Annual Paint Your Heart event with over 200 volunteers coming out to help residents in need on the Westside.
- 8 residents participated in the National NeighborWorks America Community Leadership Institute.
- Over 30 graduates of the Westside Leadership Institute resulting in \$4,750 in project grants deployed in the community.
- Over 1,000 volunteer hours donated, valued at \$18,000 in community investment.
- Participated in over 10 community events including local organization sponsorships and community improvement projects.

Block by Block...

"I've been with NWSL for over 14 years, and the best part of working for the Real Estate Development team is building homes for folks that didn't think homeownership was possible for them, and seeing their faces when the dream comes true!"

Bob Lund,
Construction Manager



Framing goes up at the Marmalade project

Real Estate Development

Renovates problem properties, develops vacant land, and builds affordable and market rate single and multi-family housing.

- Rehabilitated 8 real estate owned properties, valued at \$1,600,600.
- Sold 9 single-family residential homes, valued at \$1,935,000.
- Strategically acquired 4 problem properties, valued at \$580,000.
- Invested \$1,400,040 of \$7,000,000 in Marmalade Court's 30-unit development.

"YouthWorks supports students by giving them opportunities to explore their potential and by connecting them to their community. When they graduate, our Community Builders will always remember their unique experience at YouthWorks."

Jennifer Sanchez,
YouthWorks Director



Students enjoy a trip to Timpanogos Cave as part of the YouthWorks in the Parks program

YouthWorks

A neighborhood based program that assists youth ages 14-18 in hands-on, pre-employment and life-skills training.

- Program served 41 students.
- 28 Community Builders graduated from the program (with an attendance of at least 85%).
- Community Builder crews volunteered more than 300 hours at 12 community service projects.
- Community Builders completed about 500 hours of construction and landscaping training and practice.
- Students completed about 200 hours of life, social, and civic engagement skills training.

Neighbor by Neighbor...

"NeighborWorks Salt Lake plays an essential role in bridging the connection between neighborhood businesses and key organizations as well as promoting the NOTE District. It's a great honor to be a voice in the economic development of the Westside!"

Ana Valdemoros,
Community Based Economic Development Director



NOTE District Mural on East Sea Restaurant on North Temple

Community Based Economic Development

Collaborates with local businesses to enhance properties, attract new business, and increase economic investment.

- Distributed \$50,000 in façade improvement grants for two locally owned restaurants: Al Chay in Rose Park, and East Sea on North Temple.
- Implemented the third NOTE District mural on a local business owner building on North Temple as part of the NOTE Marketing Plan.
- The CBED supported River District Business Alliance elected new leadership to start building a self-sufficient organization.
- Collaborated with the organization of Get into the River Festival signature event at the Jordan River with more than 200 participants in attendance.
- Continued involvement with West Side Studio, City's Business Advisory Board, Vest Pocket, Granary District, and Pioneer Park Coalition.

Affordable Housing & Mission Investment Fund

- AHMI 1, which provided \$15MM in capital to nonprofit organizations is completely paid off with the exception of one loan for \$1.5MM to the Salt Lake City Housing Authority.
- AHMI 2, a \$10MM fund closed in 2013, was utilized by 8 NeighborWorks organizations. The total impact of the fund was that \$302MM was leveraged to fund affordable housing projects creating 732 units of affordable housing and created and/or preserved 1,338 jobs.
- AHMI 3, which is expected to close in Q4-2017, will provide \$30MM of capital for NeighborWorks organizations across the United States. There is strong interest from 20 NeighborWorks organizations to access this patient and flexible, enterprise, and development funding source.

FY 2016-17 Financials

Revenue		Expenses	
\$ 368,384	Private Support	\$ 1,164,735	Miscellaneous
\$ 390,886	Public Support	\$ 6,034,221	Total Revenue
\$ 602,857	NeighborWorks	\$ 4,421,632	Total Expenses
	American Grants	\$ 25,232,642	Total Assets
\$ 2,743,943	Property Sold	\$ 13,601,647	Total Liabilities
\$ 763,416	Interest Income	\$ 11,630,995	Net Assets

NWSL's most recent financial audit received a favorable review, and is available upon request.