

NeighborWorks Green Bay

Our Mission: Engage community to strengthen neighborhoods, improve lives, enhance neighborhood character, promote home ownership, and provide housing choices.

Building Homes & Communities

2018 Report

Neighbors Served

- 845 Households received Housing Counseling & Education Services last year
- 222 Households live in our Rental Homes
- 78% of Households served were Low Income (below 80% of Area Median Income)
- 30% of Households served were Very Low Income (below 50% of Area Median Income)

Homeownership & Housing Renovation

- 425 Prospective Buyers completed Homebuyer Education Classes last year
- 236 Families purchased Homes!
- We facilitated \$56,211,748 of Investment in Neighborhoods (measured by home purchases, construction projects, and homeownership preservation activity)
- Nine families purchased Homes built or renovated by NeighborWorks Green Bay
- 35 additional Units were acquired, renovated, or constructed for sale or rent

Post Purchase Services

- 130 Homeowners received services to help them preserve homeownership
- 28 families received \$483,095 in rehab loans supported by our housing services
- 207 Residents trained at seven Home & Life Workshops

Community Building & Engagement

- 2,476 Hours were contributed by 123 Volunteers last year, valued at \$61,132
- Leveraged 54 Homes Repaired and 10,830 Hours from 361 Youth Volunteers through our participation in Reframe Green Bay

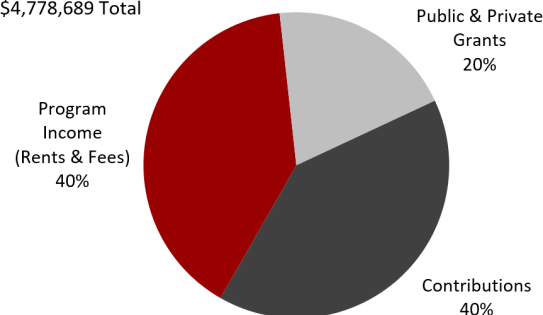
Finances

Balance Sheet – 12/31/2017

Total Assets:	\$ 18,267,960
Total Liabilities:	\$ 8,005,982
Total Net Assets:	\$ 10,261,978
Increase / (Decrease) in Net Assets from 12/31/16:	\$ 1,289,227

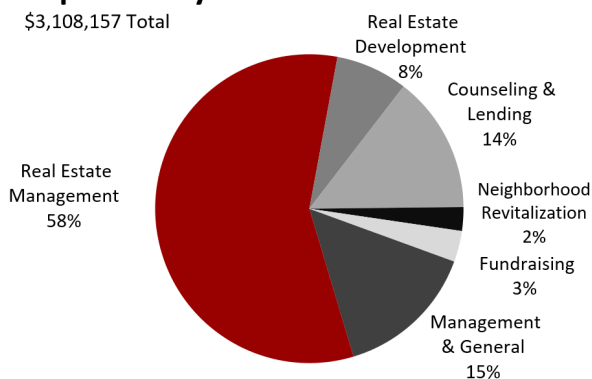
Revenue by Source - 2017

\$4,778,689 Total



Expenses by Business Line - 2017

\$3,108,157 Total



Cash Flow – 2017

Cash—Beginning of Year:	\$ 1,157,677
Net Cash from Operations:	\$ 388,105
Net Cash Used in Investing:	\$(1,210,019)*
Net Cash From Financing:	\$ 554,933
Change in Cash:	\$ (266,981)
Cash—End of Year:	\$ 890,696

*Real estate purchases and loans made to homebuyers.



Our Navarino Townhomes Project created five new homes for area families and all were sold in an amazingly fast 35 days!



Our recent purchase of the Rosenberg Building at 722 Bodart added 14 apartments for modest-income households to our portfolio and is our first mixed-use property.

Each year, NeighborWorks Green Bay counsels and educates hundreds of area families to promote and preserve homeownership.

Our housing renovation efforts are saving dozens of area homes and reversing decades of neglect and disinvestment.

Our business activity generates millions in annual economic impact and sustains dozens of area jobs - Watch for a new Economic Impact Study in December 2018!



GREEN BAY

Projects & Programs



Building Homes & Communities

Education & Counseling

- **Pre-Purchase Education.** Classes in English, Spanish, and Hmong at our Green Bay HomeOwnership Center and online prepare buyers for home shopping and discussing financing with their lender. Budgeting for repairs is also covered in our longest-running program, sponsored by Associated Bank.
- **Pre-Purchase Counseling.** Counseling is offered concurrently with our educational program to provide one-on-one guidance to families facing the challenges associated with buying a home. Our counseling programs are certified by the US Department of Housing and Urban Development (HUD).
- **Post-Purchase Services.** After purchase, we offer Home & Life Workshops on budgeting, refinancing, home maintenance, and more. We are also a certified Home Equity Conversion Mortgage counselor and provider of Foreclosure Mitigation services.
- **Financial Capabilities.** Although we remain focused on promoting and preserving homeownership, some households need to develop fundamental skills in money management, budgeting, saving, and more. We can help.

Lending

- **Down Payment and Closing Cost Assistance Loans.** We support home buyers by offering loans to help with down payment and closing costs. Borrowers must complete Pre-Purchase Education classes and individual counseling.
- **Owner Occupied Rehab Loans.** Qualified homeowners throughout the region can seek rehab loans for needed home repairs. We provide home inspections, work write-ups, and construction monitoring for this Brown County-led initiative.

Development

- **Housing Renovation & New Construction for Working Families.** We build or renovate as many as 25 dwellings every year. We operate quality rental housing that is affordable for working families and those with fixed incomes. We sell homes to families seeking to put down roots in our neighborhoods. Our housing development efforts strengthen and stabilize neighborhoods and change lives.
- **Adopt-A-Home™ Program.** The donor-financed Adopt-A-Home™ Program of single-family renovation and resale has completed 16 projects. This program helps create mixed-income neighborhoods and encourages neighborhood involvement.
- **Office & Commercial Space.** We offer high quality office/retail space at our Chicago & Jackson location, neighborhood commercial space at Jackson & Bodart, and offices exclusively for nonprofits at our Adams Square location (a collaborative project with Associated Bank).
- **The Farmory.** Our partner organization, The Farmory, has been growing food indoors since early 2016. They're currently developing a fish hatchery in partnership with UWGB and preparing to build their 3rd generation grow system.
- **NWGB Lead.** We now offer comprehensive lead assessment and clearance testing services to business, residents, and local governments statewide.

Community Building & Engagement

- **Community Leadership Institute.** In partnership with the Green Bay Neighborhood Leadership Council, we provide resident leadership training and support grass-roots initiatives to make Green Bay a better place to live.
- **Northeast Wisconsin Transformative Reinvestment Advisory Council.** NEWTRAC is connecting us to new regional partners and helping marshal resources to scale our impact in workforce housing and community development.

