

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.

2016 Report

Clients Served

- 881 Households received Housing Counseling & Education Services last year!
- 66% were Low Income (below 80% of Area Median Income)
- 30% were Very Low Income (below 50% of Area Median Income)

Homeownership & Housing Renovation

- 510 Prospective Buyers completed Homebuyer Education Classes last year!
- 181 Families purchased homes!
- We facilitated \$31,516,000 of investment in neighborhoods (measured by home purchases, construction projects, and homeownership preservation)
- Two families purchased homes renovated by NeighborWorks Green Bay
- 21 additional units were renovated or constructed for sale or rental occupancy

Post Purchase Services

- 82 Homeowners received counseling to prevent foreclosure last year
- 108 Homeowners sought counsel regarding Home Equity Conversion Mortgages
- 134 Residents trained at seven Home & Life Workshops

Community Building & Engagement

- 5,034 Hours contributed by 64 volunteers last year
- \$118,601 Total value of volunteer engagement

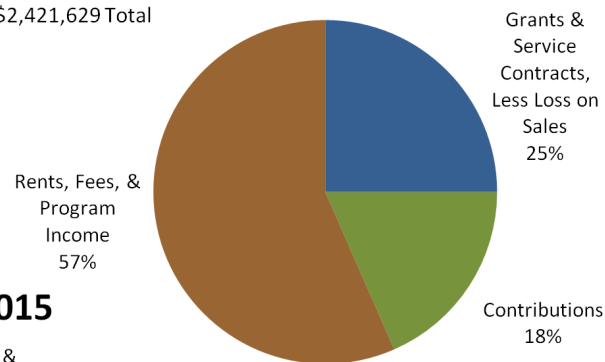
Finances

Balance Sheet – 12/31/2015

| | |
|--------------------|---------------|
| Total Assets: | \$ 15,243,537 |
| Total Liabilities: | \$ 6,407,638 |
| Total Net Assets: | \$ 8,835,899 |
| Change from 2014: | \$ 140,579 |

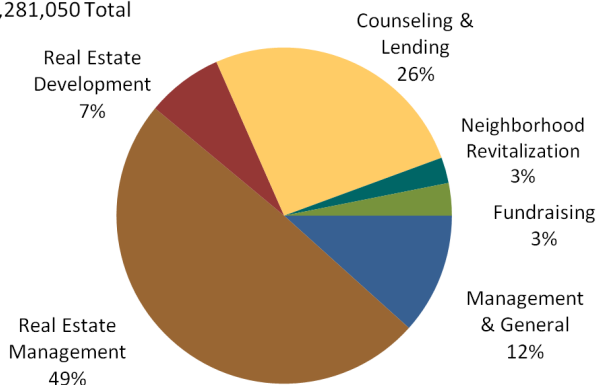
Revenue by Source - 2015

\$2,421,629 Total



Expenses by Business Line - 2015

\$2,281,050 Total



Cash Flow – 2015

| | |
|-----------------|------------|
| Cash Beginning: | \$ 657,285 |
| Cash Ending: | \$ 949,075 |
| Change in Cash: | \$ 291,790 |



The sixteen units of Northland Pines were a significant acquisition in 2015 and part of 23 units purchased, renovated, or constructed last year.



Solomon and Yer Her Kong (pictured here with Jeff Van Rens of NeighborWorks Green Bay, Rob Bartel of Executive Mortgage, and Bill Doyle of Coldwell Banker Real Estate Group) are one of thousands of area families we've helped to purchase homes.

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.

Through our rental housing program, 180 area families of modest means had safe and sound homes in 2015.

We produce an average economic impact of \$10 million annually. Our business activity sustains more than 70 area jobs. Our creation and support of the Farmory project will generate new businesses in our community in the years ahead.

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.
- **Post-Purchase Counseling.** To help families avoid credit pitfalls once they purchase, we offer workshops on budgeting, refinancing, home maintenance, and more. We are a certified Home Equity Conversion Mortgage counselor.
- **Foreclosure Prevention Counseling.** Our counselors help homeowners to develop an action plan to avoid foreclosure or help them to limit the damage to their credit and smooth the transition to renting or purchasing a less expensive

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

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 working families seeking to put down roots in our neighborhoods. Our housing development efforts strengthen and stabilize neighborhoods and their families.
- **Adopt-A-Home™ Program.** The donor-financed Adopt-A-Home™ Program of single-family renovation and resale has completed 13 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 and offices exclusively for nonprofits at our Adams Square location (a collaborative project with Associated Bank). Our neighbors include, E-Hub, Conard Creative Group, The Enterprise Loft, the United Way of Brown County, Girl Scouts of the Northwestern Great Lakes, the First Tee, and the Bay Area Community Council.
- **The Farmory.** With a test system operational since February 2016, our partner organization, The Farmory, is pursuing development of a 20,000 square

Community Building & Engagement

- **Home & Life Workshops.** We support and host this resident-led workshop series that teaches home maintenance, budgeting, gardening, cleaning, and more.
- **Community Leadership Institute.** In partnership with the Green Bay Neighborhood Leadership Council, we sponsor an annual conference for resident leaders to sharpen their skills and share best practices.

