

NeighborWorks Green Bay

We solve housing challenges and build stronger communities

2020 Annual Report

Neighbors Served

- 1,025 households received Housing Counseling & Education services last year
- 253 households lived in our rental homes
- 74% of households served were low income (below 80% of Area Median Income)
- 31% of households served were very low income (below 50% of Area Median Income)

Homeownership & Housing Renovation

- 355 prospective buyers completed Homebuyer Education Classes last year
- 125 families purchased homes with our help
- \$44,608,090 invested in Greater Green Bay Neighborhoods through facilitated home purchases, our construction projects, and homeownership preservation work
- Five families purchased homes built or renovated by NeighborWorks Green Bay
- 12 homes or apartments were acquired, renovated, or constructed for sale or rent

Post Purchase Services

- 149 Homeowners received services to help them preserve homeownership
- 39 families borrowed \$735,560 for home repairs facilitated by our inspections
- 43 residents trained at two Home & Life Workshops (before pandemic)

Community Building & Engagement

- 92 volunteers gave time to our mission
- 766 hours were contributed, valued at \$20,426
- 14 properties were renovated or repaired through volunteer projects

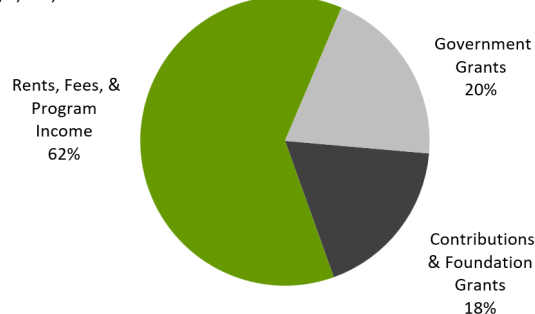
Finances

Balance Sheet – 12/31/2020

Total Assets:	\$ 21,533,005
Total Liabilities:	\$ 10,972,882
Total Net Assets:	\$ 10,560,123
Increase / (Decrease) in Net Assets from 12/31/19:	\$ 337,939

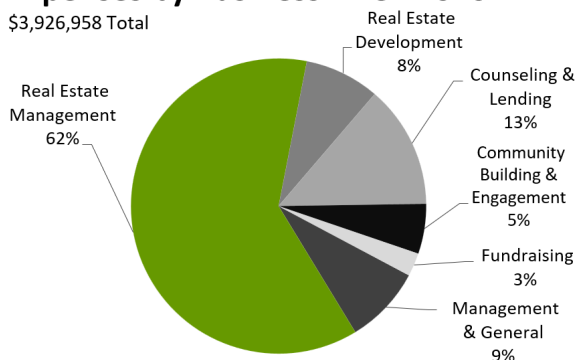
Revenue by Source - 2020

\$4,264,897 Total



Expenses by Business Line - 2020

\$3,926,958 Total



Cash Flow – 2020

Cash—Beginning of Year:	\$ 768,051
Net Cash from Operations:	\$ 813,571
Net Cash Used in Investing:	\$ (400,880)*
Net Cash From Financing:	\$ 99,059
Change in Cash:	\$ 511,750
Cash—End of Year:	\$ 1,279,801

*Real estate purchases and loans made to homebuyers.



Out of the rubble of a fire that destroyed a multi-family residence last year comes new opportunity. We built a new seven-unit residence at 1261 E. Walnut Street in Green Bay that features three units with a universal design so they can be used by all people regardless of their age, size, or ability.



This year we completed construction of our 18th Adopt-A-Home at 505 5th Street and our 19th Adopt-A-Home at 422 5th Street in partnership with the City of Green Bay, Bridges youth construction program, and private donors.

The Adopt-A-Home program helps us promote economic diversity in central city neighborhoods. Our partnership with Bridges has introduced dozens of high school students to careers in construction.

NeighborWorks Green Bay is a resident-led non-profit corporation. All community residents, government agencies, and area businesses are welcome and encouraged to engage with us and our mission. Learn more at nwwgreenbay.org



GREEN BAY

Projects & Programs

We solve housing challenges and build stronger 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 is also covered in our longest-running program, sponsored by Associated Bank. Families of all incomes welcome!
- **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 and staff 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 also offer certified Home Equity Conversion (Reverse) Mortgage and Foreclosure Prevention counseling. If you know someone who is struggling, encourage them to reach out to us.
- **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 Homebuyer Education Classes and individual counseling.
- **Owner Occupied Rehab Loans.** Qualified homeowners throughout the region can seek rehab loans for needed home repairs. We offer the HILP program in the City of Green Bay and partner with Brown County and others regionally.

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 19 projects. This program helps create mixed-income neighborhoods and encourages resident engagement.
- **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.** This urban farm produces greens, raises fish, and trains entrepreneurs and fish hatchery technicians. Learn more at Farmory.org.
- **NWGB Lead.** We offer comprehensive lead assessment and clearance testing services to businesses, residents, and local governments across Wisconsin.

Community Building & Engagement

- **Good Neighbor Week.** A week of neighborhood clean-up and repair projects in partnership with Green Bay Neighborhoods.
- **Community Leadership Institute.** In partnership with Green Bay Neighborhoods, we provide resident leadership training and support grass-roots initiatives to make Greater Green Bay a better place to live.
- **Northeast Wisconsin Transformative Reinvestment Advisory Council.** Building connections to new regional partners and identifying resources to address housing and community development challenges.

