



N e i g h b o r W o r k s[®]
H o m e O w n e r s h i p C e n t e r

Dedicated to the Revitalization and Growth of Neighborhoods

2009 Annual Report

1979 - 2009

30

Y E A R S O F
E X C E L L E N C E

2008 - 2009 BOARD OF DIRECTORS

President

Willard Iman
Business/Community

Treasurer

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Business

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Resident

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Resident

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Resident

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Mello Testa
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Business

Kelly Walters
Resident

Brian Karst
Business

Robert Palmieri
Government/Resident

Kurt Wiehenstroer
Resident

Mary Rabbia
Resident

S T A F F

Executive Director

Janice A. Forte

Associate Director

George Acee

Community Coordinator

Craig Grant

Comptroller

Deborah Dorsino

Contracts Coordinators

David Grosse

Richard Ostler

Development Manager

Judith A. Goldstone

HomeOwnership Coordinators

Gregory J. Dziwis, Esq.

Julie Howarth

Rose Marie Roberts

Grant Coordinator

Helen M. Madden

Services Coordinator

Victoria Steele



A MESSAGE FROM THE EXECUTIVE DIRECTOR



Thirty years ago a small group of residents, bankers and city representatives in Utica formed a partnership to improve the housing in older neighborhoods. As a result, Utica Neighborhood Housing Service, Inc. (dba UNHS NeighborWorks® HomeOwnership Center) was incorporated in October 1979. Our founders knew that resident leadership was the key to sustainability. Our roots started small, but were planted deep in the communities that we serve.

Our commitment to grass roots residential leadership has never wavered and continues to be our strength and stability. This philosophy has allowed for new ideas, expansion, and a strong, vibrant organization. Our resident founders were not fearful of positive change in their neighborhoods; in fact, they embraced it and became the catalyst for change.

I am happy to report that after 30 years, and during difficult economic times, we are in an excellent financial position to plan and introduce new programs to serve our customers. Our business planning has allowed us to pay off our mortgage early, which sets a perfect example for the homeowners we counsel!

An example of new program development would be our new “Mortgage Check-up Program.” In order to prevent potential foreclosures, the Mortgage Check-up Program encourages homeowners to bring their mortgage to The HomeOwnership Center for a free review. As a HUD-approved counseling agency, we have no personal interest in the mortgage. However, if we find terms that may not benefit the customer, we can improve their financial position in their largest asset – their home. Our goal is to eliminate foreclosure by taking aggressive steps to prevent it.

We will continue to be the catalyst for change in neighborhoods throughout Oneida, Herkimer and Madison counties. Our Board and Staff strive to provide excellent customer service, creative program development and sustainable community development.

Sincerely,

A handwritten signature in blue ink that reads "Janice A. Forte".

Janice A. Forte
Executive Director

“Thank you...for making it possible to bring our house up to date. ...we now will be able to keep our home and not lose it as many seniors do.” Mr. & Mrs. M



Bringing You Home
in Oneida, Herkimer and Madison counties

HOMEOWNER OF THE YEAR

Our 2009 HomeOwner of the Year originally took out his mortgage in 1990. Roughly six years into the loan, the family experienced a financial hardship when the husband's two businesses went under. After a few more years of struggling, the loan was sold to an out of state loan servicer. What he didn't know was that while he labored to send in monthly payments, because he had fallen behind, that money was in fact only paying on the accumulated interest and towards the escrow for his property taxes – he was not paying on the principal at all.

Finally in 2005 he struck a deal with the lender to modify his loan. A representative came in to his place of work with all of the papers ready to be signed – a highly questionable practice. Because he was embarrassed of his situation and wanted the lender's representative

out of his workplace, the customer felt like he had no choice but to sign in order to get the man to leave.

When Joe came to The HOC for help, he discovered that, almost 18 years later, he still owed the same amount as when he originally purchased the home. This all began from the very first time he fell behind – the hole kept getting bigger and bigger due to interest-only payments, loan modifications and fees that were tacked on every time the loan changed hands.

The HOC worked with the Empire Justice Center and determined there were many missteps along the way. Finally, after more than a year of negotiation with the lender, Joe received a loan modification with fair terms that he understood and accepted.

“The Utica Neighborhood Housing Services is an irreplaceable asset to our community. I had no idea what to do--the HOC guided me through every step!”

Joe and his family are very grateful for the assistance they received from the HOC.



OUR DONORS

Received July 1, 2008 - June 30, 2009

Community Pillars

Bank of America
Charitable Foundation, Inc.
Bank of Utica Foundation, Inc.
Citizens Bank Foundation
City of Rome
First Niagara
First Source Federal Credit Union
HSBC Bank USA, N.A.
JPMorgan Chase Foundation
The M&T Charitable Foundation
NBT Bancorp
Rome Savings Bank Foundation
Wells Fargo Foundation

Community Developers

Janice Forte

Community Leaders

George Acee
Gene Allen
Debbie Dorsino
F. Eugene Romano
WRH Consulting Group, Inc.
In Memory of Bea & Vic DeSantis
by Lucretia Hunt

Community Builders

Anonymous
Anonymous
M. M. Eisnor Insurance Agency
Dave Grosse
In Honor of Jennie Goldstone
by Judith Goldstone
In Honor of Janice Forte
by Darby O'Brien & Kevin Marken
In Memory of Gary Hamilton
by Robert Rice, Jr.
In Memory of Concetta Zecca
by James Zecca



"I am so grateful to your organization for all the wonderful amenities you have provided me. My thanks, also to all of your contributors." Mrs. R

Community Advocates

Nancy Agen
Anonymous
Albert & Karen Casab
Gary Edwards
Kevin & Nancy Kelly
Frank Przybycien
Rose Marie Roberts
Kelly Walters

In Memory of George, Hester, Nancy & Julius Duhart
by Roy Duhart

In Memory of Dr. Ronald Goldstone
by Sherry Goldstone

In Honor of the Parkway Senior Center
by the Parkway Senior Center

Community Supporters

Anonymous
Norman & Joyce Burch
Gloria Dybas
GoodSearch & GoodShop
Powered by Yahoo
Mary Grant
Craig Grant
Fred & Cheryl Haritatos
Simona Henry
Julie Howarth
Helen Madden
Victoria Steele



Government

City of Rome
• Senior Assistance for Emergencies
NYS Criminal Justice INSPYRE
NYS Div. of Housing & Community Renewal
NYS Energy Research & Development Authority
NYS Governor's Office for Small Cities
• Oneida County

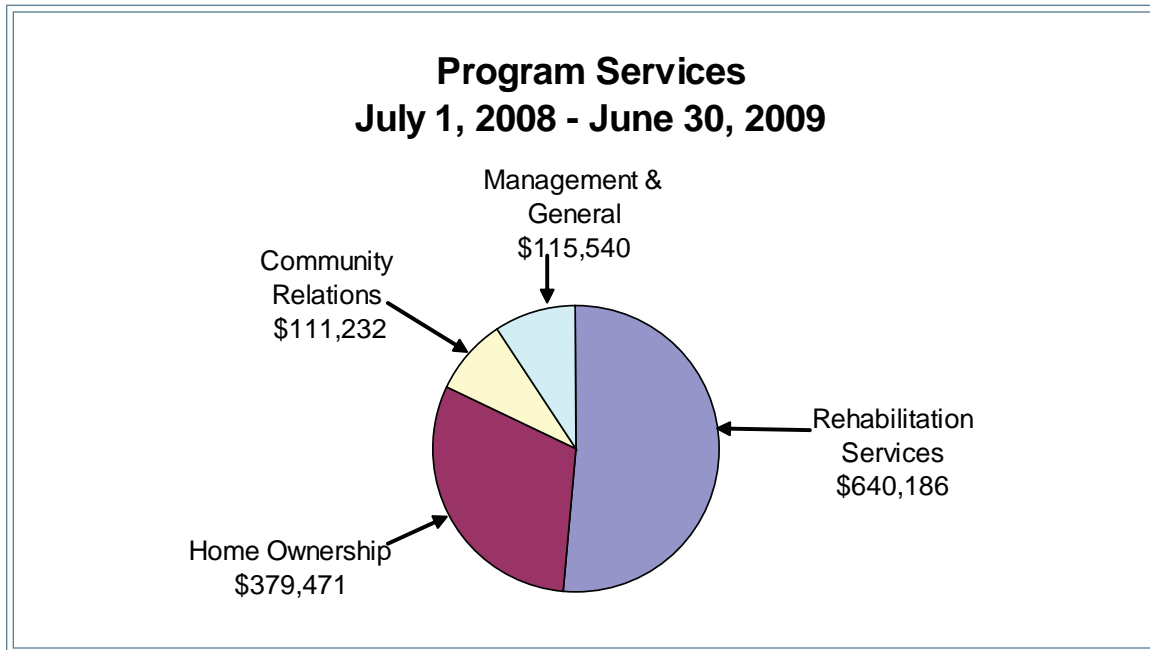
Gifts-in-Kind

AA Painting & Decorating
Spectrum Paint & Decorating Center, Inc.
Urbanik's Paint & Wallcovering Co., Inc.
Wells Fargo Home Mortgage

We have made every effort to assure the accuracy of this list but if there is a mistake please notify our office and accept our sincere apologies.



FINANCIAL REVIEW OF 2008-2009



Current Assets:

Cash	\$722,287
Grants receivable	229,709
Prepaid expenses	13,807
Loans receivable - Current portion	354,922
Total current assets	1,320,725

Current Liabilities:

Accounts payable and accrued expenses	\$46,537
Escrow deposits payable	308,866
Deferred revenue	148,286
Total current liabilities	503,689

Property and Equipment - Net 145,281

Other Assets:

Restricted cash	390,006
Loans receivable - Noncurrent	1,095,368
Deferred financing fees	613
Total other assets	1,485,987

Net assets:

Unrestricted	660,272
Permanently restricted	1,788,032
Total net assets	2,448,304

Total Assets \$2,951,993

Total Liabilities and Net Assets \$2,951,993

SERVICE REVIEW



HomeBuyer Ed & Financial Literacy Classes

- over 200 people attended our classes on the ins and outs of buying and keeping a home

Resident Leadership Training

- more than 1000 people participated in programs teaching them how to work with elected officials to improve the quality of life in their neighborhoods



Rehab and Property Evaluations

- over 400 homes made safer & more energy efficient with financial assistance and construction management by HOC

HomeOwnership

- more than 100 customers received financial guidance from HOC for new mortgages



Pre- and Post-Purchase Counseling

- over 650 customers received counseling in such areas as improving credit scores, reverse mortgages & foreclosure prevention



 **NeighborWorks®
HomeOwnership Center**

Dedicated to the Revitalization and Growth of Neighborhoods

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Office Hours:
Monday – Thursday: 8:00 AM – 4:30 PM



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Bringing You Home