

INHP 2010 Annual Report



The mission of the Indianapolis Neighborhood Housing Partnership is to increase safe, decent, affordable housing opportunities that foster healthy, viable neighborhoods.



It only took seven months for Sanekah Jackson to complete INHP's programs; but it took a lifetime of courage and a leap of faith for the single mother to begin the journey that would lead her to realize her dream—her family's dream—of long-term homeownership.

The Jackson family is like many families who recognize that there are some wonderful opportunities in the housing market; among them, low interest rates and an abundance of quality, affordable housing stock. They also recognize the potential risks of buying a house. They turned to INHP to become educated consumers, prepared for success.

As always, INHP and the families we serve have remained dedicated, determined, nimble, and adaptive. This has been paramount to our successes.

INHP utilizes research and data to analyze and identify potential challenges relative to the work we do—while, at the same time, vetting and acting upon appropriate new opportunities. We believe this discipline is especially important as our nation continues to experience a time of economic uncertainty.

We remain focused on our mission—and as we have done for 22 years—we pay careful and purposeful attention to the marketplace, track our performance, and subsequently make decisions that allow our organization to serve with excellence and stand out as a trusted nonprofit resource that empowers families to become long-term, successful homeowners and strengthens neighborhoods.

During INHP's Fiscal Year 2010:

- More than 1700 families graduated from INHP's educational programs
- Families in INHP's mortgage and credit counseling program set a record, repaying more than \$200,000 in collections and judgments.
- INHP closed 212 home purchase or home repair mortgages, and INHP Direct Loan clients continued to experience lower delinquency rates than those of the Mortgage Bankers Association delinquency benchmarks for similar products.
- INHP continued providing foreclosure prevention services as an Indiana Foreclosure Prevention Network and U.S. Department of Housing and Urban Development (HUD) certified counseling agency.
- INHP explored opportunities and collaborations and engaged in new initiatives and activities to promote INHP programming and support Indianapolis neighborhoods (see page 9 for details).

INHP's achievements would not be possible without the support of many partnerships and collaborations with others; among them, the City of Indianapolis and United Way of Central Indiana as well as a host of nonprofits, financial institutions, corporations and private supporters, community development corporations, neighborhood organizations, service and professional organizations, and the city, state, and federal government.

Since 2000, INHP and our partners have invested nearly \$210 million in mortgages for low- and moderate-income families, and more than 15,000 families have received assistance from INHP.

Above all, our work would not be possible without our most important partners—the families, like the Jacksons, who have the courage to seek our support, the determination to follow an often difficult path, and the dedication to complete our programs to achieve their dreams of long-term, successful homeownership.

"I was afraid to take the steps (toward homeownership)," says Sanekah Jackson. "But I'm so glad I took the steps, and I'm so glad for companies like INHP.

"It is wonderful to say 'home,' to have the freedom of having family and friends have a place to visit, to have a place for your kids to play and grow, and to have the feeling of safeness. To accomplish the American dream as a single mother is just a blessing."

We invite you to join with us in making a difference in Indianapolis neighborhoods and the lives of working families. Visit us at www.inhp.org or call 317.610.HOME to learn about opportunities to donate and support our mission.

Thank you.

Moira Carlstedt
President

John Gallina
Chairman

ACHIEVEMENTS DURING FISCAL YEAR 2010

More than \$15 million

Amount of money INHP, in collaboration with the community, invested in financing for low- and moderate-income families to purchase or repair their homes

212

Number of families who closed on a mortgage to purchase or repair their home

1,715

Number of families who graduated from INHP's education classes

2,287

Number of families who received homeownership assistance

During fiscal year 2010, nearly 71% of families who received INHP financing also participated in the home rehabilitation program.

Fiscal Year 2011 Goals

Graduate 2,200 individuals from INHP education classes

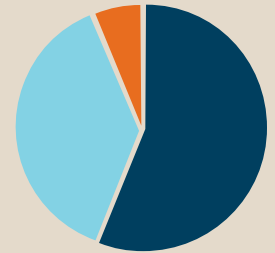
Close 240 home purchase or home repair mortgages

Raise \$645,000 through charitable contributions and sponsorships

INHP'S DIRECT LENDING DEMOGRAPHICS DURING FISCAL YEAR 2010

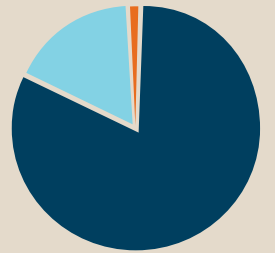
INCOME

- 38% Less than 50% AMI*
- 56% 50-80% AMI*
- 6% More than 80% AMI*



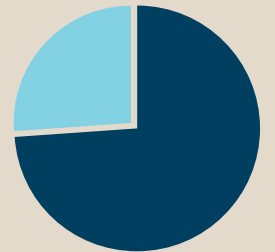
RACE

- 1% Hispanic
- 17% Caucasian
- 82% African American



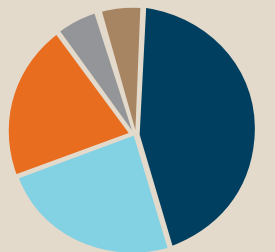
GENDER

- 26% Male
- 74% Female



HOUSEHOLD SIZE

- 5% Five People
- 5% Four People
- 20% Three People
- 24% Two People
- 46% One Person



*Area Median Income (AMI) is determined annually by the U.S. Department of Housing and Urban Development, based on geographic location and household size.

PROGRAMS

Homeownership Education

For many INHP clients, the path to becoming a long-term homeowner begins with education. INHP's Money Management and Home Buyer Education classes help families prepare financially for homeownership and successfully navigate the home-buying process. Money Management class educates clients about how to make the most of the money they have, follow a budget, and understand how their credit score is derived and impacts their life. The class serves as a foundation for INHP's mortgage and credit counseling program, and clients often take the class soon after enrolling in INHP programming.

INHP's Home Buyer Education is an eight-hour class that covers the entire home-buying process, including everything from how to choose a realtor to home inspections, mortgage rates, tax implications, the importance of insurance, and more. The class is approved by the U.S. Department of Housing and Urban Development (HUD) for those seeking Market Stabilization Program funds or Neighborhood Stabilization Program properties.

During FY2010, over 1,700 families graduated from INHP's education classes.



Mortgage and Credit Services



Complementing what clients learn in a classroom setting, INHP works with families one on one for up to 24 months to help them resolve financial barriers and qualify for a mortgage. INHP mortgage and credit counselors teach families how to manage their money, repay collection balances, increase their credit scores, dispute derogatory credit information, reduce debt, and save for their down payment and homeownership.

An important distinction in INHP programming is that INHP requires all its clients to fully invest in the credit repair process. While INHP mortgage and credit counselors will guide, educate, and support clients as much as they need, it is up to the client to follow through on the workplan the counselor and client design as the path to their success.

During FY2010, over 180 INHP clients qualified for a mortgage. INHP clients repaid more than \$200,000 in debt.

PROGRAMS

Single Family Lending

Single Family Lending enables qualified families to access a mortgage through a referral to a local financial institution or through the INHP mortgage program.

When a family is ready to apply for a mortgage, a mortgage loan officer helps them find mortgage programs for which they may qualify and that best suit their individual financial situation.

The entire mortgage lending program is based on choice. Most often INHP clients choose one of the INHP Direct or Lender Referral programs presented to them; however, some choose to find a lender on their own. When an INHP family completes INHP's education and counseling programs, they are educated consumers fully prepared to weigh their options and make the choices that are best for them.

INHP's lending program also includes second mortgages designed to help families make emergency repairs and modifications that will allow them to remain in their home in comfort and independence. INHP has made it possible for families to repair sagging roofs, replace furnaces, build accessibility ramps, and more. These second loans include:

- A traditional 15-year repayable home improvement loan
- A zero interest emergency repair deferred loan with no payments for 30 years*
- A zero interest accessibility modification deferred loan, with no payments and forgivable after 15 years**

* Repayment due upon sale or transfer of property.

** Repayment due upon sale or transfer of property prior to 15-year term.



During FY2010, over 200 families closed on a mortgage to purchase or repair their home.

94% of families who received an INHP mortgage had incomes of less than 80% of area median income.

INHP, in collaboration with the community, invested more than \$15 million in financing for low- and moderate-income families to purchase or repair their homes.

Asset Preservation



For INHP families, purchasing a home is not the end of the journey—it's really just the beginning of a *new* journey. While INHP prepares and educates families for long-term, homeownership success, sometimes life just happens: a family member gets sick and needs medical attention, a parent loses a job, or something else unforeseen happens that could put the family's mortgage in jeopardy. That's why INHP provides continued support to help families sustain homeownership.

INHP's Post-Purchase Counseling Program offers support to borrowers facing delinquency. Clients meet the post-purchase counselor before they actually buy their home. That way, they are comfortable and know who to turn to—and when—for help. Should families need assistance with financial management, budgeting skills, or handling emergencies and financial hardships at any time, INHP post-purchase counselors are available.

In addition, INHP is a member of the Indiana Foreclosure Prevention Network and is also a certified counseling agency of the U.S. Department of Housing and Urban Development (HUD).

Community Development

Part of INHP's mission is to increase healthy, viable neighborhoods. Besides preparing individual homeowners to be assets in their community, INHP also supports neighborhoods directly through the community development industry.

INHP provides technical assistance to many community development corporations (CDCs) and other neighborhood organizations. INHP is pleased to partner with the CDCs and other groups, who develop housing, participate in commercial economic development that enhances housing, and engage in collaborations that expand housing opportunities.

As a Neighborhood Stabilization Program (NSP) recipient, INHP worked closely with other recipients during FY2010 to strategize and begin implementing plans to impact NSP target areas. In FY2011, INHP will continue to educate and prepare the families who will be prospective home buyers in the NSP target areas and provide technical support to the NSP recipients.

During FY2010, INHP supported 12 neighborhood-based CDCs:

- Concord Community Development Corporation
- Indy-east Asset Development
- King Park Area Development Corporation
- Mapleton-Fall Creek Development Corporation
- Martindale Brightwood Community Development Corporation
- Near North Development Corporation
- Riley Area Development Corporation
- Southeast Neighborhood Development Inc.
- United North East Development Corporation
- United North West Area Development Corporation
- West Indianapolis Development Corporation
- Westside Community Development Corporation





National Community Stabilization Trust (NCST)

INHP became the Administrator for the National Community Stabilization Trust (NCST) in the Indianapolis market in November 2009. The NCST was established in 2008 by six national nonprofit organizations to facilitate the transfer of foreclosed and abandoned properties from financial institutions nationwide to local housing organizations and developers and promote productive property reuse and neighborhood stability.

The NCST model expedites the transfer of foreclosed and abandoned properties to approved developers prior to listing the properties on the open market. Transferring properties using NCST allows financial institutions to realize reduced holding costs and allows developers access to strategically-located foreclosed and abandoned properties without having to contend with the normal market conditions.

As the local NCST administrator, INHP facilitates the dispersal of available NCST inventory lists and acts as the local point of contact regarding completion of the necessary acquisition documents. The NCST program allows INHP to offer its partners another tool to assist with strategic acquisition of foreclosed and abandoned properties as many of them worked through the acquisition phase of their Neighborhood Stabilization Program (NSP) projects.

Step-By-Step Financial Planning

In January 2010, INHP completed the pilot phase of a financial planning program designed to introduce the “next steps” to families who have completed INHP’s homeownership program. Through the program, called “Step-By-Step Financial Planning,” clients meet with a certified financial planner to examine wealth-building tools, such as employer 401(k) programs and other savings programs to plan financially for the future and prepare to accomplish the family’s next dreams—children’s higher education, retirement, and more.

The program will be continued through Fiscal Year 2012, and plans are to accept 20 additional families into Step-By-Step Financial Planning during FY2011.

During the pilot phase, participants in Step-By-Step Financial Planning increased their understanding of wealth building by 18 points in a 60-point pre/post test.

Over seven meetings with a certified financial planner, participants (*average household income of \$40,000*) had an average positive net worth change of \$12,000.

Capital Access Liquidity Loan Program

With the start of the Neighborhood Stabilization Program (NSP) this past year, INHP created a new bridge loan program to assist NSP recipients to acquire properties and begin site improvement work. Through the Capital Access Liquidity Loan (CALL) program, INHP makes short-term loans to approved developers, allowing the developer to move forward quickly with strategic purchases and begin work that will result in safe, decent housing and, ultimately, a more viable neighborhood.

Since beginning lending in January 2010, the CALL loan program has issued more than \$1 million in loans, impacting more than 50 properties.



Living the Dream

Living the Dream is an effective way for sponsors to connect their hearts and hands to a financial contribution to INHP.

Living the Dream sponsors are matched with an INHP family that has completed mortgage and credit counseling, attended classes, and has successfully purchased a home—utilizing the full range of INHP homeownership preparation services. The sponsorship contribution offsets INHP’s costs for programming.

Living the Dream sponsors are invited to host a Living the Dream Project Day at the home of the family with whom they are matched. The project day often is a “mini home makeover” during which the sponsor organization and its employees or other affiliates spend a day at the family’s home doing household projects—such as painting, landscaping, and small repairs—while the family is at work and school. Often, the day is also an opportunity for team building among the sponsor organization as everyone rolls up their sleeves and pitches in to help.

The family returns home at the end of the day to meet the sponsors and be amazed by the work that has transformed their new house into a *home*.

Just three years from its inception, INHP’s Living the Dream program has helped more than 30 INHP families transition their house into a home.

Community Breakfast

Each year, the INHP Community Breakfast brings more than 450 supporters, past clients, and guests together to celebrate INHP’s commitment to Indianapolis neighborhoods and the families who believed in their dreams, worked hard to achieve them, and are on the path to long-term homeownership.

The event includes updates on INHP’s mission, a featured speaker, and inspiration from INHP homeowner families. Past featured speakers have included former Indianapolis Mayor Bill Hudnut and Federal Reserve Bank of Chicago President and CEO Charles Evans.





Large-scale Outreach

INHP launched a new format for a large-scale outreach event with the 2009 Homeownership Fair Block Party. The outdoor event—held in the parking lot of the INHP Homeownership Center at Glendale—featured exhibitors from area businesses, as well as INHP partners and homeownership resources; kids’ games, free refreshments, and live, local entertainment; and free one-on-one credit assessments with INHP professionals, as well as an on-site Money Management class. The event was designed to provide information and resources to prospective homeowners, as well as promote the new INHP Homeownership Center.

INHP also aligned, for the second year in a row, with Radio One’s annual Women’s Empowerment Series, serving as the title sponsor. More than 3,500 guests attend the event, and as title sponsor, INHP was able to draw a large crowd to its information area, plus host a discussion panel on homeownership on the main stage of the Murat Theatre—maximizing the promotion of INHP programs and services.

General Outreach

During Fiscal Year 2010, INHP outreach ranged from leading homeownership informational programs to staffing INHP information booths at many partner and community events. INHP often is requested to participate in community events and selects opportunities that tie in with our mission and prospective homeowners.

Outreach opportunities during Fiscal Year 2010 included: the Chase 500 Kid’s Day, Coleman Academy’s Back-to-School night, Shalom Health Care Center’s Back-to-School and Health Celebration, Martin University’s Hoosiers Helping Hoosiers event, and many other events.



2010 Summary Financial Statements



ASSETS

Current Assets

Cash and investments.....	\$3,277,230
Contributions receivable.....	\$425,625
Loans receivable, net.....	\$777,915
Assets for which use is restricted or designated.....	\$16,621,764

Noncurrent Assets

Loans receivable, net.....	\$12,424,808
Property and equipment, net.....	\$1,094,178
Real estate owned.....	\$159,520
Other.....	\$363,865

TOTAL ASSETS \$35,144,905

LIABILITIES

Current Liabilities

Accounts payable and accrued expenses.....	\$667,092
Notes payable.....	\$535,319

Noncurrent Liabilities

Notes payable.....	\$7,300,271
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TOTAL LIABILITIES \$8,502,682

NET ASSETS \$26,642,223

Total liabilities & net assets \$35,144,905

REVENUE AND SUPPORT

Contributions.....	\$6,684,523
Government Grants - Federal.....	\$543,409
Interest Income.....	\$1,150,130
Other.....	\$276,063

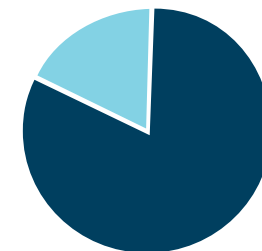
TOTAL REVENUE & SUPPORT \$8,654,125

EXPENSES

Program Costs.....	\$6,867,962
Support Services.....	\$1,600,564

TOTAL EXPENSES \$8,468,526

Income from Operations \$185,599



18.9% Support Services
81.1% Program Costs

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Fiscal Year 2010 Grants and Contributions

More than \$2,000,000

Lilly Endowment Inc.

\$100,000 to \$1,999,999

City of Indianapolis
Housing Partnership Network
US Department of Housing
and Urban Development

\$50,000 to \$99,999

JP Morgan Chase of Central Indiana
M&I Bank

\$25,000 to \$49,000

Richard M. Fairbanks Foundation
State Farm Insurance Companies

\$10,000 to \$24,999

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\$5,000 to \$9,999

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INHP invites you to join us in making a difference in the lives of working families in Indianapolis. Visit us at www.inhp.org or call 317.610.HOME (4663) to learn about opportunities to donate and support our mission. Thank you.



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