



2013 ANNUAL REPORT

One Family. One Neighborhood. One Community.



2013 YEAR IN REVIEW



WATCH INHP'S STORY



Since 2000, INHP has impacted more than **25,000 families** through our homeownership resources.



HERE'S A GLANCE AT 2013:

More than **\$21 Million** of INHP and community resources were invested in mortgage financing.

Over 300 families purchased, improved or repaired their homes.

Nearly 2,000 individuals graduated from a Homeownership education class.

A LETTER FROM *The President & Board Chair*



Moira Carlstedt
President - INHP



Al Smith
Chair - INHP Board of Directors

While many changes have occurred since INHP was founded over 25 years ago, three qualities have remained consistent—we learn, we adapt and we engage. Each day, INHP makes a difference and responds to the changing environment and homeownership needs of our families and neighborhoods.

We learn how to assist our community and residents by listening and investing in research. As a supporting organization of the United Way and the City of Indianapolis and through our commitment to partners across the nonprofit, government and public sectors, we understand that INHP's goals must intersect with the broader community vision for our residents and neighborhoods. To do so, we continuously monitor national, state and local homeownership trends, the mortgage market and the community development environment. We are guided by a comprehensive analysis of internal and external data and research combined with our experience and unwavering dedication to helping working families achieve and sustain long-term, successful homeownership while supporting our neighborhoods.

We adapt our services, delivery model and focus in order to respond. We are nimble and can accommodate change when it makes sense and when our research tells us it's time. We understand our role in the local mortgage market is to help working families qualify and access affordable mortgage financing. In response, INHP develops and offers niche loan products with features that satisfy the unique needs of our borrowers. We also know that our client's homeownership preparation expectations are

evolving. Clients desire access to quality services compatible with their lifestyles, which has led us to implement innovative technology strategies that enhance the service experience and enable us to offer virtual client meetings and online education. Because of our long history of learning and adapting, since 1988 nearly \$300 million of INHP and community resources have been invested in mortgages and loans to help thousands of low- and moderate-income families purchase, improve or repair their home. Last year alone, more than \$21 million in mortgage financing was made possible through INHP. There is still much work to do and many more people to serve.

We engage in conversations and forums where there is the potential for INHP to make an impact. In collaboration with our partners, we recognize our focus on homeownership must also complement the comprehensive community development strategy of our city. We pursue INHP's mission for the benefit of working low- and moderate-income residents throughout Marion County, and we continue to focus on underserved markets and neighborhoods, with particular efforts to engage with the Latino and Veteran communities.

We are thankful for our partners who engage with us to make our city great, and we admire and are inspired by our clients' dedication to fulfilling their homeownership dreams. We humbly welcome the opportunity to continue to make an impact together—one family, one neighborhood and one community.

OUR MISSION

INHP's mission is to increase affordable and sustainable housing opportunities for individuals and families and serve as a catalyst for the development and revitalization of neighborhoods.

PROGRAMS AND SERVICES

INHP is the leading nonprofit homeownership resource in Marion County dedicated to neighborhood revitalization and helping working families and individuals become and remain long-term, successful homeowners.

We offer these programs and services:

FOR HOMEBUYERS



FOR HOMEOWNERS



FOR COMMUNITY



PROGRAMS AND SERVICES: For Homebuyers

FOR HOMEBUYERS



FOR HOMEOWNERS



FOR COMMUNITY



WATCH THEIR STORY: FOR HOMEBUYERS



HERE'S HOW:

- Homeownership Preparation Program
- Home Mortgage Advising
- INHP and Lender Partner Loan Programs
- Financial and Homeownership Education



RESULTS FROM LAST YEAR:

- **750:** number of families engaged in the Homeownership Preparation Program
- **\$148,000:** amount of collections paid by clients
- **\$3,500:** average increase of client savings
- **43 points:** average increase of client credit scores
- **209:** number of new homeowners

PROGRAMS AND SERVICES: For Homeowners

FOR HOMEBUYERS



FOR HOMEOWNERS



FOR COMMUNITY



WATCH THEIR STORY: FOR HOMEOWNERS



HERE'S HOW:

- Home improvement, repair and accessibility loans
- Home energy efficiency loans
- Homeowner education



RESULTS FROM LAST YEAR:

- **143:** number of families who made home repairs, accessibility modifications or energy efficiency improvements
- **\$655,000:** funding distributed for home repairs in Marion County

PROGRAMS AND SERVICES: For Community

FOR HOMEBUYERS



FOR HOMEOWNERS



FOR COMMUNITY



WATCH THEIR STORY: FOR COMMUNITY



Beginning in 2011 and ending in 2013, INHP with several community partners collaborated with the City of Indianapolis to successfully implement the Neighborhood Stabilization Program. Learn more about the impact of this program on the community.



HERE'S HOW:

- Financial and program support for neighborhood-based Community Development Corporations (CDC's)
- Partnerships with the United Way, the Local Initiative Support Corporation, Habitat for Humanity, Indianapolis Housing Trust Fund, Exodus Refugee Program, Rebuilding Together, City of Indianapolis and the Indianapolis Coalition for Neighborhood Development



RESULTS FROM LAST YEAR:

- **\$1.1 Million:** granted to CDCs to support operations, development of affordable housing and complementary community development strategies through INHP as a financial intermediary

2013 FINANCIAL SUMMARY

ASSETS

Current Assets

Cash & Investments	\$2,679,667
Contributions receivable	458,500
Loans receivable, net	856,091
Assets for which use is restricted or designated	19,994,424

Noncurrent Assets

Loans receivable, net	8,178,859
Property & equipment, net	1,025,781
Real estate owned	38,700
Other	402,359

TOTAL ASSETS **\$33,634,381**

LIABILITIES

Current Liabilities

Accounts payable & accrued expenses	\$1,319,504
Notes payable	428,386

Noncurrent Liabilities

Notes payable	1,756,053
Total liabilities	3,503,943
Net Assets	30,130,438

TOTAL LIABILITIES

NET ASSETS **\$33,634,381**

REVENUE & SUPPORT

Contributions	\$7,193,845
Government Grants - Federal*	3,573,707
Interest Income	789,011
Other	283,649

TOTAL REVENUE & SUPPORT **11,840,212**

EXPENSES

Program Costs	8,005,188
Support Services	1,769,535

TOTAL EXPENSES **9,774,723**

**In 2013, INHP recorded nearly \$2M in government grants representing the receipt of funding to establish a revolving loan fund for energy efficient second mortgages for low and moderate income families.*



2013 DIRECT LENDING DEMOGRAPHICS

Area Median Income (AMI)*

- 37% less than 50% AMI
- 40% between 51-80% AMI
- 23% between 81-120% AMI



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

Gender

- 68% Female
- 32% Male



Race

- 52% African American
- 44% Caucasian
- 1% Hispanic
- 1% Asian
- 1% American Indian
- 1% Native Hawaiian



Household Size

- 46% one person
- 20% two people
- 17% three people
- 8% four people
- 6% five people
- 3% six people



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\$3,000,000 to \$3,500,00

City of Indianapolis

\$200,000 to \$500,000

Community Development Financial

Institutions Fund (CDFI)

J.P. Morgan Chase Foundation

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\$50,000 to \$100,000

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\$25,000 to \$49,999

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Thank you for your support!



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