

2009 Annual Report
DREAM. PREPARE. SUCCEED.



2009 INHP

This past year, amid the turmoil of the economy and housing industry, INHP, like other nonprofits and businesses nationwide, prepared for the impact. But, we remained focused on our mission. We continued, as we've done for 21 years, to execute our programs with a dedication to excellence and individual attention to the families we serve, to monitor and respond to the market, to track performance, and, based on research and data, to gauge and engage in new opportunities.

During INHP's Fiscal Year 2009:

- More than 1,300 households graduated from INHP's educational programs
- Total demand for INHP mortgage and credit services exceeded 1,000— an historic milestone for INHP and an indication that families have hope for the future, even in a time of recession.
- INHP clients continued to experience lower delinquency rates than the Mortgage Bankers Association delinquency benchmarks for similar products.
- INHP continued providing foreclosure prevention services as an Indiana Foreclosure Prevention Network and US Department of Housing and Urban Development (HUD) certified counseling agency.

Not only is the American Dream of long-term, successful homeownership alive and well in Indianapolis, but working families seeking homeownership are understanding their risks and seeking education, counseling, information, and support to ensure they are equipped to succeed. They recognize INHP as the trusted source for the tools they need to be empowered, prepared homeowners. INHP programs are more relevant to prospective homeowners, neighborhoods, and the corporate community than ever before.

As much as individual families are the focus of INHP's mission, neighborhoods are an equally integral component. INHP enhanced its neighborhood-based development and improvement activities in addition to our traditional collaboration with the neighborhood-based community development corporations (CDCs). When the City of Indianapolis was awarded \$29 million from HUD through the Neighborhood Stabilization Program (NSP), INHP responded to the subsequent NSP Request for Qualifications and was selected as one of the entities to participate in the program. INHP will also serve as the local representative of the National Community Stabilization Trust. While INHP remains rooted in our local programs, families, and neighborhoods, we continue to support the City of Indianapolis and United Way of Central Indiana while impacting the issue of housing for low-and moderate-income families on statewide and national levels.

INHP recognizes the realities of today's economic environment, but we are confident and prepared to engage, adapt, innovate, and appropriately respond to the challenges and opportunities before us, our families, our partners, and our neighborhoods.

Most important, we remain focused on our mission to increase safe, decent, affordable housing opportunities that foster healthy, viable neighborhoods. Now, more than ever, INHP proves the amazing impact that can be achieved when dedicated families, donors, our programs, and our mission mesh in partnership with government, business, and the community. We invite you to join with 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.

Achievements during Fiscal Year 2009

\$13 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.

210

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

2,540

Number of families who received homeownership assistance

During fiscal year 2009, **nearly 71%** of families who received INHP financing also participated in the home rehabilitation program.



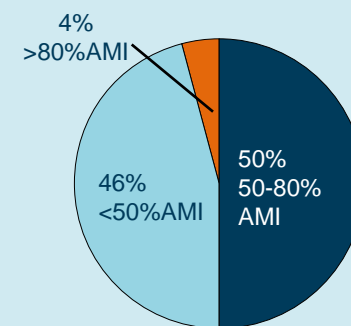
Moira Carlstedt
President



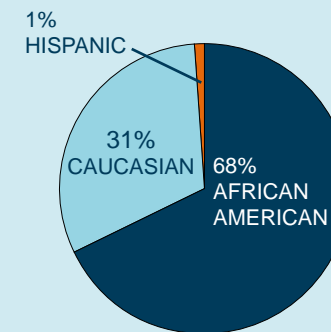
John Gallina
Chairman

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

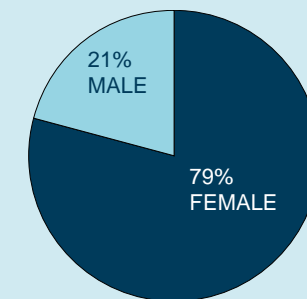
FY09 Direct Lending Demographics



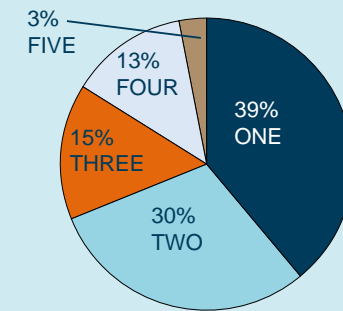
Income



Race



Gender



Household Size



BRITTANY'S BLOG

INHP asked then-client Brittany Perry to share her homeownership story—as it unfolded—in a blog at www.inhp.org. Since beginning active blogging in Fall 2008, Brittany has candidly taken readers on the highs and lows—the triumphs and the mistakes—of preparing for, and ultimately achieving, her dream of homeownership. Brittany, whose blogs are unedited and available to read in full online, continues to share her blog posts weekly at INHP's web site. INHP plans to introduce additional client blogs this year.

OUR JOURNEY TO A HOME—OUR HOME!

Well, it is time for introductions...We are the Perry family. I am Brittany Perry, a 22 year old wife and mother of two. My husband is Mario Perry who is also 22 years of age. Our beautiful daughters are Miyanah, age 3, and Brionna, age 9 months. We have been on our journey to homeownership for almost two years but have been in the INHP program since March. We have expanded our family since we married in 2006, so we want to buy a home. There are times when it seems impossible to stay on track, but with a lot of encouragement and tough love, we will make it.

MARCH 6, 2006

Today we went to the Money management class. I cannot wait to start going to the meetings. It was so helpful and gave us a better understanding of what our credit reports and scores mean. It doesn't seem that bad when they talk about the statistics. But to us it looks like a million dollars in debt...We learned about our scores, which ours are low 500s. I know we can't get a house with those scores. But, they said once we finish the program, then it is possible, as long as we do what we are advised to. Trust me, we are going to take all of the advice and do it as fast as we can.

DREAM.

When Brittany and Mario Perry married three years ago, the young newlyweds knew right away they wanted to buy a house. They dreamed of a home with a big backyard for their daughter Miyanah, rooms they could paint and decorate as they pleased, and the sense of security and stability that comes from homeownership.

And they thought it would be easy.

"We both had jobs and neither of us had a credit card to get us into trouble," explains Brittany. "What we found out was that actually, we were very financially irresponsible. We were spending everything we earned, and what bills we had, we ignored."

The couple tried on their own to gain control of their spending and establish credit, but it just didn't work. So, they put their dream on hold.

Two years later, they heard a radio ad announcing INHP's "Home Opener" weekend homeownership event. It was a chance to find out about the nonprofit's homeownership programs, have a credit assessment, and take a money management class.

"The class was amazing," Brittany says. "With everything I learned in the class and about INHP, I thought it had to be too good to be true."

With another child on the way, Brittany and Mario knew the time was right this time—and that the support from INHP could help them successfully take the steps to achieve their dream.

BRITTANY'S BLOG

MARCH 12, 2008

Today was our first meeting with our counselor and it went so well. She went over our reports and let us know what to dispute. She wrote down the things we need to do before our next meeting, and we will make sure they're done. The meeting made me feel so motivated, because now it seems more realistic that we are actually taking the steps to get our home and getting our credit repaired. I cannot wait until our next meeting.



SEPTEMBER 29, 2008

Well, I looked at our spending habits for the month, and what do you know? We blew it. I am so sick of this. I want to give up. I just feel like we can't change. I was honest and e-mailed Katrina about it, because I want to stay honest, and I do want to continue in the program. So, I came up with a plan for October. I will label envelopes with all of the things on our budget and place the amount in the envelope that we can spend and put our debit cards away! Yes, we need to take drastic measures!

NOVEMBER 14, 2008

Over the past nine months, we have overcome all the hurdles we faced. From our first experience with the Money Management class to the countless meetings with our counselor, we overcame some true obstacles. We had a tough time sticking to our budget and not spending unnecessary money. Our biggest trap was the fast food world. It was so much easier to pick up something to eat rather than cook. Our counselor let us know that it wasn't only about cooking and saving money, but also about spending quality time at the kitchen table. We have now started the debt snowball and are paying things off at a pretty fast pace. We only have a few months left, and we are totally excited!!!



PREPARE.

Brittany Perry's fear that INHP was "too good to be true" was short lived.

At her first meeting with INHP, Senior Mortgage and Credit Specialist Katrina Green laid out a path for the Perrys. They would need to pay off more than \$12,000 in debt and raise their credit scores. It would be difficult, Katrina explained, and would require dedication and commitment. The Perry's would have to be willing to do everything asked of them—and it would be a lot.

"That's when I knew INHP wasn't 'too good to be true,'" Brittany says. "I knew then that the programs were just good and true."

Aside from a large amount of debt, there was another major hurdle: The Perrys had to learn to manage their money. Though homeownership finally seemed within reach, the young couple was not accustomed to maintaining any kind of budget. It was often difficult to tame spending habits and stay within the new budget constraints. But they would need to learn to do so in order to save money and prepare to successfully pay their mortgage month after month.

"There were several times we didn't follow our budget, and when we went to see Katrina and show her what we'd

done, I would just cry," Brittany says. "She always showed us 'tough love' in reminding us that our impulsive choices would set us back months from our dream. But she also always followed up with motivation for us to do better and get back on track."

Near the holidays, Brittany and Mario decided enough was enough. With their eyes on the prize of homeownership, they put their family on what Brittany describes as a "beans and rice" lifestyle. By mid-January, they were debt free.

Then it was time to wait. And wait. And take INHP's eight-hour Home Buyer Education class.

And wait some more.

"The Perry's paid off so much, so quickly, their credit took a shock," Katrina explains. Gradually, positive reporting replaced negative, the credit scores began to climb, and, in May they received the news that they were approved for a home loan.

"Plenty of times we doubted what the outcome of all our hard work would be," Brittany says. "But what we learned was that there is no such thing as 'unachievable' if you put your mind to it."



BRITTANY'S BLOG

JANUARY 14, 2009

We have done it! We have paid everything off! I can't believe this day came! Now we must work on getting our score up, but we are so happy! We get to attend the Home Buyer Education class this month! I have always felt that when we get there, we are almost done. Words cannot describe how it feels to come so far. We could not have done this and been successful without INHP.

JANUARY 24, 2009

Today we attended the Home Buyer Education class, which, for us, meant that we are nearing the end of this journey and the beginning of a new one soon.

MAY 16, 2009

We got approved!!! We received the news yesterday! I had a hint from our lender on Thursday, but she needed one more signature before she could give me a 100% answer...We are so happy!!! We have been looking at houses every free second we have. We still can't believe it after all of this time, but it has finally happened. I cried so much that my eyes were swollen at church...LOL...

JULY 1, 2009

Today we closed on our home!!! All of the hard work and determination paid off in the biggest way imaginable. We were thrilled to sign all of the papers ...Now we must start painting and getting this house ready. One chapter is closing, and we are ready to start another journey!

SUCCEED.

The home the Perrys chose has a large backyard with fruit trees, willows, and a view of the neighborhood pond. It's a wonderful place for four-year-old Miyanah and her two-year-old sister, Brionna, to play, as well as for Brittany to indulge her passion for gardening.

Mario painted his girls' room to meet Miyanah's exact specifications: Purple with glitter at the top, pink with glitter on the bottom, and a blue stripe in the middle. He's also claimed a spare room as his own oasis "man cave."

The home is theirs. It's the stable environment they wanted for their family. It's their dream come true.

"We had looked at more than 35 houses before we found this one," Brittany says. "I was almost giving up, and when we found out our offer was accepted, I just started crying. It was like being in a dream, and I couldn't believe it was true."

But the Perrys also understand their dream's reality: Their story can't end with the purchase of a house. They must continue to use the tools and skills they gained over the past year to maintain their homeownership for the long term.

"I'm not scared at all about our future," Brittany says. "Because of INHP, I'm educated and I'm proactive about my finances and my credit. All our hard work would be in vain if we hadn't learned to be responsible enough to maintain our credit, our mortgage, and our homeownership costs."

"This is something we want to leave for our girls. We want them to be able to have a place that belongs to our family even if Mario and I aren't there. And we want them to see, from our example, the importance of being financially in control and the stability of owning a home."

It's a lesson that already has "trickled up." Brittany and Mario's journey to homeownership inspired Mario's parents to also become first-time homeowners.

Says Brittany: "If there was one thing I want people to know about INHP and becoming a long-term homeowner it's this: You can do it. Yes you can. Homeownership is attainable if you are dedicated, work hard, become educated, and use the tools INHP has for you."

INHP Programs and Activities

MORTGAGE AND CREDIT COUNSELING

INHP works with families one-on-one for up to 24 months to resolve credit barriers and qualify for a mortgage. INHP mortgage and credit counselors guide and educate families to manage their money, repay collection balances, increase their credit scores, dispute derogatory credit information, reduce debt, and save for down payment and homeownership.

EDUCATION

Money Management and Home Buyer Education classes help families prepare for homeownership and successfully navigate the home-buying process. Classes cover everything from budgeting to understanding credit to home inspections, mortgage rates, tax implications, and the importance of proper insurance. INHP's Home Buyer Education is approved by the U.S. Department of Housing and Urban Development (HUD) for those seeking Market Stabilization Program funds.

In addition to INHP's regularly offered classes, a specially-designed program is available to employers. INHP brings the education program to the employers' business, and classes are completely customizable.

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 Direct Lending Program. INHP personal coaches help families find the right

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

MULTI-FAMILY FINANCE

INHP facilitates the delivery of financing products that promote the maximum leveraging of multiple layers of project funding. The INHP Interest Rate Buydown Program (IRB) stimulates affordable rental housing opportunities in Marion County by providing financial assistance to CDCs, non-profit developers, or other entities engaged in affordable rental development.

ASSET PRESERVATION

INHP provides continued support to help families sustain long-term, successful homeownership. INHP's Post-Purchase Counseling Program offers support to borrowers facing delinquency. INHP counselors are available should families need assistance with financial management, budgeting skills, or handling emergencies and financial hardships. INHP is a member of the Indiana Foreclosure Prevention Network and a HUD certified counseling agency.

RESEARCH

INHP engages in national, state, and local research projects that support appropriate and effective responses to challenges and opportunities relating to affordable housing and healthy neighborhoods.

INHP HOMEOWNERSHIP CENTER AT GLENDALE

During Fiscal Year 2009, INHP officially opened new offices and a state-of-the-art training room at Glendale Town Center. Centrally located at 2605 E. 62nd Street, the office is easily accessible from two bus lines and is convenient to other businesses. The Homeownership Center hosts the majority of INHP classes. In addition, private counseling space is available for INHP loan officers, post-purchase counselors, and pre-purchase counselors to meet with clients. Clients visiting the Homeownership Center are invited to use a bank of computers and the office kitchen (especially helpful to clients taking the full-day Home Buyer Education class).

STEP BY STEP FINANCIAL PLANNING

INHP launched the pilot Comprehensive Economic Security Program to introduce families to the concept of asset development and preservation. In building the program, INHP invited a cross-section of clients—those presently involved in counseling, as well as former clients who now are homeowners—to participate in focus groups. With their input and input from community advisors, the pilot program launched in January 2009. There currently are five families enrolled in that program.

COMMUNITY DEVELOPMENT

INHP supports the community development industry in general and 12 community development corporations

(CDCs) in specific.* INHP is pleased to partner with the CDCs, who use their capacity to develop housing, engage in commercial economic development that enhances housing, and engage in collaborations that expand housing opportunities.

*Indianapolis CDCs help restore neighborhoods by combining housing units and economic development in partnership with an array of other neighborhood social support and community building efforts. CDCs are reinvesting resources into local neighborhoods, playing a vital role in helping Indianapolis build a better city.

Last year INHP supported 12 Neighborhood-based CDCs:

- BOS Development Corporation
- Concord Community Development Corporation
- 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

2009 Summary Financial Statements

Assets

Current Assets

Cash and investments	\$1,643,481
Contributions receivable	510,500
Loans receivable, net	441,233
Assets for which use is restricted or designated	16,670,390

Noncurrent Assets

Loans receivable, net	9,853,749
Property and equipment, net	1,054,236
Real estate owned	152,000
Other	301,952

Total assets \$30,627,541

Liabilities

Current Liabilities

Accounts payable and accrued expenses	\$1,148,148
Notes payable	563,375

Noncurrent Liabilities

Notes payable	4,266,901
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Total liabilities 5,978,424

Net Assets 24,649,117

Total liabilities and net assets \$30,627,541

Revenue and Support

Contributions	\$6,923,070
Government Grants - Federal	465,016
Interest Income	1,297,032
Other	142,073

Total revenue and support \$8,827,191

Expenses

Program Costs	\$6,865,688
Support Services	1,667,501

Total Expenses \$8,533,189

Income from Operations \$294,002

19.5% Support Services
80.5% Program

(Information derived from the Audited Financial Statements as of March 31, 2009 and for the year then ended)



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Fiscal Year 2009 Grants and Contributions

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.

More than \$2,000,000
Lilly Endowment Inc.

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

Citi Foundation
City of Indianapolis
Housing Partnership Network
U.S. Department of Housing
and Urban Development

\$50,000 to \$99,999

Anonymous
M&I Bank

\$25,000 to \$49,999

State Farm Insurance
Companies

\$10,000 to \$24,999

Charter One Bank
Citizens Energy Group
Huntington Bank
Irwin Union Bank & Trust
JP Morgan Chase of Central
Indiana
KeyBank
Metropolitan Indianapolis
Board of REALTORS
Nina Mason Pulliam Charitable
Trust
REALTOR Community
Investment Initiative
Regions

\$5,000 to \$9,999

First Internet Bank
Flagstar Bank
Indiana Department of
Workforce Development
National City Bank of Indiana
now a part of PNC
Nationwide Mutual Insurance
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Foundation on behalf of Wells
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