



2011

YEAR ENDING
MARCH 31, 2011

ANNUAL REPORT



\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ LETTER FROM MOIRA CARLSTEDT AND JOHN GALLINA

A recent Fannie Mae survey confirms what we experience at INHP every day—homeownership remains the American dream. The decision to pursue it is more complex than ever before. People are more cautious, inquisitive and analytical regarding what homeownership will mean for them now and in the future. They are faced with today's economic reality where working families are struggling to qualify for a mortgage or remain current with their existing mortgage. They understand the impact that homeownership has on their physical well-being and quality of life. They also recognize the financial and investment risks associated with it now, while at the same time they appreciate the implications of historically low interest rates and an abundance of affordable housing inventory.

Our families' confidence has been shaken, and they are less certain about the path to homeownership and whether they can maintain the responsibility it requires. The very value and vitality of homeownership is in question. That's why INHP is more committed than ever to our goal of helping create long term, successful homeowners who can sustain their investment in their homes and our neighborhoods. We work diligently to connect families to home buyer education and advising, attainable mortgages as well as loan programs that help homeowners make needed home improvements, save energy and even address accessibility issues.

We continue to partner with neighborhood based community development corporations that develop safe, decent housing opportunities, participate

in commercial economic development that enhance housing and engage in collaborations that expand housing opportunities. Additionally, we work in coordination with a rich array of organizations across the private, public and nonprofit sectors that share our goal to support, strengthen and enhance the stability of our neighborhoods.

INHP is responding to the realities of the marketplace and the needs of families and neighborhoods in Indianapolis. We are grounded in careful research and design our services, programs and partnerships to empower families with appropriate resources, guidance and education. We are dedicated to making strategic decisions about the direction of INHP to ensure it aligns with our mission, meets our goals and fuels our vision for the future. Our job does not end when we help a family buy a home. Our goal is to help families become homeowners and as importantly, successfully remain homeowners fully invested in their neighborhoods. This is the direction that will keep the dream of homeownership alive and our neighborhoods strong in Indianapolis.

Thank you,



Moira Carlstedt
President



John Gallina
Chairman

**More Than
\$14.5 Million**
was invested in financing for
low-and moderate-income families
to purchase or repair their homes
through INHP and in collaboration
with the community.

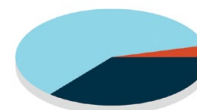


The mission of the Indianapolis Neighborhood
Housing Partnership is to increase safe, decent,
affordable housing opportunities that foster
healthy, viable neighborhoods.

2011 DIRECT LENDING DEMOGRAPHICS

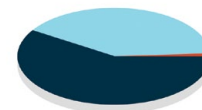
INCOME

- 60% Less than 50% AMI*
- 36% 50-80% AMI*
- 4% More than 80-120% AMI*



RACE

- 59% AFRICAN AMERICAN
- 40% CAUCASIAN
- 1% HISPANIC



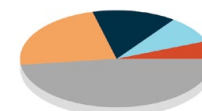
GENDER

- 77% FEMALE
- 23% MALE



HOUSEHOLD SIZE

- 47% ONE PERSON
- 22% TWO PEOPLE
- 13% THREE PEOPLE
- 10% FIVE+ PEOPLE
- 8% FOUR PEOPLE



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

HOMEOWNERSHIP EDUCATION

For many INHP clients, the path to long term homeownership begins with education. While INHP offers an array of educational opportunities, the Money Management and Home Buyer Education classes are specifically designed to prepare families for the financial obligations of homeownership and the complicated process of buying a home.

- **Money Management** class teaches clients how to critically evaluate their personal financial choices; develop the skills required to create, implement and adhere to a budget; and recognize the components of a credit score and its impact in their everyday life. This class is the foundation for INHP's homeownership advising program.
- **Home Buyer Education** is an eight-hour class that teaches the entire home buying process from choosing a realtor to home inspections, mortgage rates, tax implications, the importance of proper insurance and more. The class is approved by the U.S. Department of Housing and Urban Development (HUD). Upon completion of this class people know what to expect and what is expected of them in the home buying marketplace.



Nearly 2,300 individuals graduated from an INHP education program.

INHP's Homeownership Preparation program had over 450 families actively engaged in the program.

HOMEOWNERSHIP PREPARATION

The homeownership advising program complements the education that clients receive in the classroom setting. INHP works with families one-on-one for up to 24 months to help them resolve financial and credit barriers so they can secure a mortgage that will enhance their ability to sustain successful homeownership. INHP advisors teach families how to manage their money, repay collection balances, increase their credit scores, dispute derogatory credit information, reduce debt, save for a down payment and prepare for the ongoing financial obligations of homeownership.

While INHP homeownership advisors work diligently to provide ongoing guidance and support, each client is responsible for the success of their individual outcome during the credit repair process. As such, it is up to each client to complete their personal financial work plan so they can position themselves to qualify for an appropriate mortgage and ultimately complete their journey to homeownership.

PROGRAM HIGHLIGHTS



SINGLE FAMILY LENDING

Single Family Lending enables qualified families to access a mortgage through a referral to a local financial institution or the INHP Direct Lending Program. When a family is ready to apply for financing, an INHP loan advisor helps identify mortgage programs for which they may qualify based on their individual financial situation. With INHP's guidance and support, clients confidently choose a mortgage originated by INHP, an INHP Lender Partner or another lender in the marketplace.

INHP's lending program also includes targeted loans designed to help families make home improvements that will allow them to remain in their home comfortably, independently and with increased affordability. INHP provides financing for families to repair or replace damaged roofs, major systems such as electrical, plumbing and heating, ventilating and air conditioning make energy efficiency upgrades, enhance accessibility and more.

Nearly 240 families closed on a mortgage to purchase, repair or improve their home.

COMMUNITY DEVELOPMENT

An essential component of INHP's mission is to foster healthy, viable neighborhoods. In addition to helping individual homeowners invest in neighborhoods and become assets in their community, we also support neighborhood based community development corporations in ways that may include helping to finance programs, operations and/or technical assistance.

INHP is deeply committed to developing and nurturing partnerships with a variety of organizations dedicated to supporting neighborhoods such as the Local Initiatives Support Corporation, Habitat for Humanity, United Way, Super Bowl Housing Legacy Project, Meadows Community Foundation, Horizon House, Indianapolis Housing Trust Fund, Historic Landmarks, Rebuilding Together and the Indianapolis Coalition for Neighborhood Development, to name a few.



\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ 2011 SUMMARY FINANCIAL STATEMENTS

ASSETS

Current Assets

Cash & investments	\$4,444,497
Contributions receivable	\$408,750
Loans receivable, net	\$681,177
Assets for which use is restricted or designated	\$19,507,578

Noncurrent Assets

Loans receivable, net	\$5,872,781
Property & equipment, net	\$1,067,807
Real estate owned	\$234,390
Other	\$349,672

TOTAL ASSETS **\$32,566,652**

LIABILITIES

Current Liabilities

Accounts payable & accrued expenses	\$782,268
Deferred grant revenue	\$3,750,000
Notes payable	\$420,532

Noncurrent Liabilities

Notes payable	\$321,169
Total liabilities	\$5,273,969
Net Assets	\$27,292,683

TOTAL LIABILITIES & NET ASSETS **\$32,566,652**

REVENUE & SUPPORT

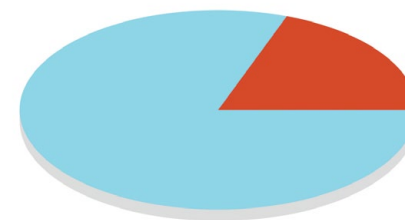
Contributions	\$6,920,335
Government Grants - Federal	\$567,493
Interest Income	\$1,118,177
Other	\$154,119

TOTAL REVENUE & SUPPORT **\$8,760,124**

EXPENSES

Program Costs	\$7,080,746
Support Services	\$1,709,289

TOTAL EXPENSES **\$8,790,035**



19.4% SUPPORT SERVICES
80.6% PROGRAM COSTS

//////////////// INHP BOARD OF DIRECTORS

Susan W. Brooks

Senior Vice President,
Workforce & Economic
Development/General Counsel
Ivy Tech Community College

Derrick Burks

Managing Partner
Ernst & Young

Brad Chambers

President
Buckingham Companies

David Champ

Vice President
State Farm Insurance

Bernice A.N. Corley

Minority Counsel for the
Senate Democratic Caucus
Indiana State Senate

Roland Dorson

John Gallina

Vice President of Finance
WellPoint, Inc.

Jay Geshay

Senior Vice President,
Community Planning
& Strategic Initiatives
United Way of Central Indiana

Keith Harding

President
Ryan Consulting Group

Gary Hentschel

President of Central Indiana
District
KeyBank

Carey Lykins

President & CEO
Citizens Energy Group

Mike Newbold

Regional President
Huntington Bank

Will Pritchard

Principal - Development
City Securities

Randy Reichmann

President, Indianapolis Region
Old National Bank

Rebecca Richardson

Partner
Baker & Daniels

Reagan Rick

Stephen L. Scott

President/Principal
Scott-Hilliard-Kosene, Inc.

David Sease

Partner
Sease, Gerig & Associates

Nancy Silvers Rogers

Director of Christian Education
Eastern Star Church

Al Smith

President, Central Indiana
JP Morgan Chase & Co.

Dennis Southerland

Senior Vice President
Cripe Engineers & Architects

Mark Stewart

President
Southeast Neighborhood
Development (SEND)

Kay Whitaker

Chief Financial Officer
Central Indiana Community
Foundation

Olgen Williams

Deputy Mayor
City of Indianapolis

Moira Carlstedt

President
Indianapolis Neighborhood
Housing Partnership

ADVISORY BOARD

David Brenton

David Brenton's Team
Re/Max Select Realtors

Kevin Collins

Flagstar Bank

Ramon Eulacio

Indianapolis Power & Light
Company

Margaret Harter

National Bank of Indianapolis

Dan Hodgkins

Community Health Network

Heather Rayka

Westport Homes

Greg Reiley

First Internet Bank

Steve Sullivan

Metropolitan Indianapolis
Board of Realtors

\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ DONOR LISTING

More than \$2,000,000

Lilly Endowment Inc.
\$100,000 to \$1,999,999
 City of Indianapolis
 Housing Partnership Network
 J.P. Morgan Chase Central
 Indiana

US Department of Energy
 US Department of Housing
 and Urban Development

\$50,000 to \$99,999

Central Indiana Community
 Foundation
 M&I Bank
 Nina Mason Pulliam
 Charitable Trust

\$25,000 to \$49,999

PNC
 State Farm Insurance
 Companies

\$10,000 to \$24,999

Citizens Energy Group
 Huntington Bank
 KeyBank
 Metropolitan Indianapolis
 Board of Realtors
 Old National Bank
 Foundation
 REALTOR® Community
 Investment Initiative

\$5,000 to \$9,999

Buckingham Companies
 Fifth Third Bank
 First Internet Bank of Indiana
 Flagstar Bank
 Foundation for Financial
 Planning
 Harris Bank
 Hoover Family Foundation
 Nicholas H. Noyes, Jr.
 Memorial Foundation

\$2,500 to \$4,999

American Family Insurance
 Bose McKinney & Evans LLP
 Ice Miller
 IKON Office Solutions
 Ms. Mary K. Lisher
 Merrill Lynch
 Regions
 The Rotary Foundation of
 Indianapolis

\$1,000 to \$2,499

Ms. Barbara J. Armbruster
 Susan Brooks
 Derrick and Celeste Burks
 Moira Carlstedt
 Brad Chambers
 David and Pam Champ
 Mr. Roland M. Dorson
 Financial Planning
 Association of Greater
 Indiana
 Mr. John Gallina
 Ms. Patricia Gamble-Moore
 Mr. and Mrs. Joe and Emily
 Huntzinger
 Indianapolis Power & Light
 Company
 Mays Chemical Company, Inc
 Mr. and Mrs. Greg Pastor
 Pepper Construction
 Company of Indiana
 Randy Reichmann
 Reagan Rick
 Mr. and Mrs. N. Clay Robbins
 Salin Bank
 Todd and Linda Sears
 Susan and Greg Springirth
 Mr. and Mrs. Gene Zink Jr.
\$500 to \$999
 Mr. David C. Brenton
 Ms. Bebe Courtney

Mr. Rob Evans
 Mr. Keith Harding
 Gary Hentschel
 Mrs. Morgan M. Hoover
 Indiana Farm Bureau
 Insurance
 Kincaid Realtors, LLC
 Mr. V. Samuel Laurin III and
 Kim O. Laurin
 Lifestyle Realty Group
 Mr. and Mrs. Carey Lykins
 Michael W. Newbold
 Mr. and Mrs. Kenneth
 Pologruto
 Greg and Fran Reiley
 Stephen Scott
 Mr. and Mrs. David G. Sease
 Mr. and Mrs. Al Smith
 Cathy and Dennis
 Southerland
 State Farm Companies
 Foundation
 Mr. and Mrs. Stephen Sullivan
 Mrs. Ruth Wooden
\$1 to \$499
 Accu Temp LLC
 Adams Construction
 Mr. Michael J. Alley
 Laura L. Aman
 Ameriana Bank & Trust Corp
 Erica Anderson
 LaVern Anderson
 Robin Anderson
 Anonymous
 AON Corporation
 Courtnie Armbruster
 Cynthia Armstrong
 Rick D. Bailey
 Baker & Daniels
 Pete A. Baker
 LaKimey Ballard

Bank of America
 Barnes & Thornburg
 John A. Benjamin
 Debra Berry
 BKD, Inc.
 Simons Blitzer
 Brian L. Brees
 David Bryant
 Anita K. Bunten
 C.A. Kopp
 Denell L. Carwein
 Catholic Charities & Family
 Ministries
 Center for Urban Policy &
 Environment
 Bernard F. Cinkoske
 Citimark Management Corp.
 City Securities
 Clark Appliance Corp.
 Madge Clark
 Mr. Mark Clausman,
 Coalition for Homelessness
 Intervention & Prevention
 Donald W. Cook
 Mrs. Bernice A. Corley
 Jan Coulup
 Andrew Crecelius
 Patrick A. Daugherty
 Richard and Dawne Davis
 Milynn Day
 Develop Indy
 Dana R. Devine
 Ms. and Mr. Norma Duncan
 Eastern Star Missionary
 Baptist Church
 Christine L. Edmonds
 John Effinger
 Mrs. Palak Effinger
 Electronic Strategies
 Tamara Ellis
 Diane English

Equis Consulting
 Nan Evanaga
 Angela Evans
 Fairbanks Hospital Corp.
 Thomas J. Faulconer
 Diana P. Fenter
 First Financial Bank
 First Place Realty Corp.
 Flanner House Corp.
 Garcia Construction
 DeAnn G. Gardner
 Jay Geshay
 Joe Giacoletti
 Girl Scouts of Indiana
 Mr. and Mrs. Joseph W.Glaser
 GMAC Corp.
 Greater Indpls Chamber of
 Commerce
 Greater Indpls Progress
 Committee
 Katrina Green and Children
 Gregory Home Inspections, Inc.
 Habitat for Humanity
 Mary Hacker
 Jill Hagan
 Harding Poorman Group
 Rebecca Harmon-Murphy
 Christina Harrell
 William Harris
 Dr. and Mrs. Samuel
 M.Hazlett, III
 Hearts & Hands Indiana
 Cynthia L. Hendricks
 Herman & Kittle Properties, Inc.
 Vicki Hermansen
 Robert Hofmeister
 Ms. Sherry L. Hopkins
 Charita Howell
 Ms. Kelly Hubbard
 Mr. and Mrs. Kelvin and
 Bridgett Hudson

\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\ DONOR LISTING

Ms. Lawayne Hunter
 Karen D. Hynes
 IACED
 Indiana Housing & Comm
 Development Authority
 Indiana Mortgage Bankers
 Assn.
 Indianapolis Downtown, Inc.
 Indianapolis Housing Agency
 Indy East Asset Development
 Organization
 IUPUI
 Ivy Tech
 Kellie Johnson
 M. O. Johnson and D. E.
 Johnson
 Laurie Jones
 Shirley Jones-Walker
 Robert B. Kanallakan
 Kyle Kent
 Keystone Construction
 Mike Kinghorn
 Debra Kish
 Kobets Incorporated, dba
 Illinois Street Food Emporium
 Gregg Koors
 Melissa Kranning
 Kroger Corp.
 Richard J. Kuster
 Christine Laker
 Jessica Largent
 Karen Larue-Johnson
 Ms. Robin Lawrence
 Local Initiative Support
 Corporation
 Ms. Sherry Loller
 Darrell Lorenzen
 Diane Lytle
 Mapleton Fall Creek CDC
 Martin University
 Jon Martin

Alice L. May
 Ms. Shay Mays
 Deborah McCarty
 Tony McClurg
 Martin McGovern
 Ms. Candice J. McGovern
 Jennifer Meeker
 Evelyn B. Messick
 Minds Eye Corporation
 Mark Miske
 Moody Nolan, Inc.
 John Morrical
 Eleena Morse
 Janice Myers
 Michael and Dianna Napariu
 National Bank of Indianapolis
 Nationwide Insurance Col
 Networks Financial
 Dawn Nickolaus
 Gina T. O'Brien
 Our 2012 Super Bowl Corp. Inc.
 DeLois Owens
 P/R Mortgage
 Ann D.Panah
 Partners in Housing
 Paul Cripe Charitable
 Foundation
 Gregory and Robin
 Pemberton
 Brittany Perry
 Don D. Pfahler
 Phyllis M.Plew
 Gale Pomper
 Brett L. Powell
 Mr. Will Pritchard
 Publicis
 Mr. Jeffrey J. Qualkinbush
 Janet Radford
 Radio One
 Mr. Chris A.Ragland

Rainflower Systems Inc.
 Heather Rayka
 Ms. Rebecca A. Richardson
 RJE Business Interiors
 Erin Robertson
 Ms. Judith A. Ronk
 Ryan Consulting
 Betty Saboe
 June W. Sanders
 Ms. Janai Santana Roberts
 Roberta Schlinglof
 Schmidt Assoc. Corp.
 Scott Hilliard Kosene Corp.
 Ms. Debra K. Scott
 Sease Gerig & Associates
 Security Home Inspection
 Shiel Sexton Corp.
 Christopher and Tina Shute
 Cheryl Siefker
 Nancy Silvers-Rogers
 Nellie Slash
 Lanny Sledge
 Jean E. Smith
 Larry Smith
 Mr. Mark Stewart
 Stonegate Mortgage Corp.
 Stoppelwerth & Associates, Inc.
 Strategic Capital Partners
 Robert Sutton
 Teachers Credit Union
 The Children's Museum of
 Indianapolis
 The Sterlyn Group
 Mr. Scott Thiems
 Arian Thompson
 Constance Y. Thompsom
 Mary Beth Tuohy
 Kylie Turner
 Melissa Turner
 United Way of Central Indiana

Veros Partners
 Michelle Wann
 Wellpoint
 Scott Wenclewiz
 Westport Homes
 Westside CDC
 Kay Whitaker
 Marsha White
 Ann J. Wilcox
 Olgen and Mary Williams
 Michael B. Wilson
 Charles D. Winn
 Mrs. Amy Wiser
 WISH TV Corp.
 Wishard Health Services
 Ms. Debra Wolfarth
 Mr. and Mrs. Edward Wooton
 Deb Wright
 Ms. Heather Zoellick
 Carol Zook

GIFTS IN KIND

4 Wheel Parts
 7.3 Development/
 Construction LLC
 Allegra Print & Imaging
 American Construction
 Angela Evans
 BKD, LLP
 Candice J. McGovern
 Charlie Smith
 Citimark Management Co., Inc.
 Citizens Energy Group
 Debra Wolfarth
 Diane Lytle
 DL Interior Remodeling
 Edward Wooton
 Fall Creek Parkway Church
 of Christ
 Financial Strategies

Geneva Littlejohn
 Heather Zoellick
 Huntington Bank
 Janai S. Roberts
 John Jones Insurance Agency
 JW Marriott
 Morgan M. Hoover
 Network Now!
 Palak Effinger
 Taller Brown
 The Children's Museum of
 Indianapolis
 The Sterlyn Group



3550 N. Washington Blvd.
Indianapolis, IN 46205 • inhp.org