



INHP
Indianapolis Neighborhood Housing Partnership

2016
Annual Report

Dear friends, it's been a busy year!

In 2016, The Indianapolis Neighborhood Housing Partnership® (INHP) fully embraced its role as the city's pre-eminent community development catalyst for successful homeownership and sustainable neighborhoods. We believe every person in Indianapolis should have the opportunity to live in a safe, decent and affordable home in a vibrant neighborhood.

We continue to prepare low- and moderate-income people for long-term, successful homeownership by equipping them with the knowledge, financial capability and guidance they need to successfully navigate the homebuying process.

We enabled 528 households to purchase or repair their homes by helping them access more than \$50 million in capital.

We created more knowledgeable consumers by awarding 2,015 homeownership education certificates to 1,352 households.

We launched the Anchor Housing Program, a unique partnership with the Indy Chamber that helps employees from selected local businesses purchase and/or repair homes close to their workplace.

We developed the Home Value Guaranty program, a program that promises price appreciation for rehabbed houses. We also created the Revive It program, which enables homebuyers to invest sweat equity to improve their home.

There are many more examples of how we continue to be a trusted homeownership resource while we simultaneously implement programs that create and maintain vibrant neighborhoods. Your ongoing support advances family and community quality of life in Indianapolis.

Thank you for your support in 2016. We look forward to the year ahead.


Moira Carlstedt
President & CEO, INHP


Randy Reichman
Chair, INHP Board of Directors



On cover: Dawn, a mother of two young boys, was featured in "Marketwatch," an affiliated publication of The Wall Street Journal. The article profiled her journey from personalized homeownership advising and education to the purchase of her first home in Indianapolis' south side.

Pictured above: LaMar opted to purchase his home in the Kennedy King neighborhood. He has become an active member of his local neighborhood association.

Who is INHP?

Our vision: Every person in Indianapolis has the opportunity to live in a safe, decent and affordable home in a vibrant neighborhood.

Our mission: To increase affordable and sustainable housing opportunities for individuals and families, and serve as a catalyst for neighborhood development and revitalization.

What does INHP do?

For nearly 30 years INHP has invested in people. We've been committed to preparing low- and moderate-income people for long-term, successful homeownership.

How do we do it? By equipping our clients with knowledge (homebuyer education classes), financial capability (lending services) and guidance (one-on-one homeownership advising) throughout the homebuying process. Equally important, we invest in place. We collaborate with community partners to invest in the neighborhoods in which INHP homebuyers chose to live.

How do we do it? We provide area nonprofits dedicated to neighborhood revitalization with leadership, financial support, technical assistance and research. INHP also supports neighborhood quality of life plans as well as multifamily, single family, placemaking and collective impact initiatives.

Pictured at right: Kelisha overcame many challenges on her homeownership journey, including her mother's unexpected death and young son's cancer diagnosis. Still, she persevered. Her sons, Kenyon and Michael, will grow up knowing that they can overcome obstacles, too.

Our services

Homebuyer education classes: Taught by subject-matter experts, our classes empower clients to make educated housing choices.

One-on-one homeownership advising: Our team, working with the client, develops a personalized plan to help them improve credit, budget, or save for a down payment.

Lending services: We provide affordable financing options to purchase or repair a home, or make energy-efficiency upgrades.



A catalyst for neighborhood development and revitalization

In 2016, INHP took the next step in comprehensive community development.

INHP's community development initiatives provide opportunities to collaborate with community partners to achieve tangible transformation in the lives of Indianapolis residents and neighborhoods.

Initiative	How does it work?	Who are our partners?	How does this build strong neighborhoods?
Anchor Housing	Encourages employees to purchase or repair a home near their workplace. It also helps Marion County employers attract and retain talent.	<ul style="list-style-type: none"> • Indy Chamber • The City of Indianapolis • LISC • A selected group of Marion County employers 	<ul style="list-style-type: none"> • Supports existing homeowners and creates new homeowners. • Reduces the employee's annual transportation costs. • Supports neighborhood revitalization.
New Markets Tax Credit	Leverages private market investment to acquire and rehabilitate approximately 34 vacant/abandoned houses into affordable housing options for prospective homebuyers.	<ul style="list-style-type: none"> • Housing Partnership Network • Nonprofits/for-profits involved in single family development • Renew Indianapolis • IUPPI • Marion County homebuyers 	<ul style="list-style-type: none"> • Decreases the number of vacant/abandoned properties. • Stabilizes the neighborhood housing market. • Activates private market investments. • Removes neighborhood blight.

Revive It	Allows the homebuyer to invest "sweat equity" into rehabbing a vacant/abandoned home located in a target neighborhood. It also helps nonprofit partners assist the homebuyer through the rehabilitation process.	<ul style="list-style-type: none"> • Indiana University Public Policy Institute (IUPPI) • Nonprofits involved in single family rehabilitation • Renew Indianapolis • Marion County homebuyers 	<ul style="list-style-type: none"> • Improves housing stock in targeted neighborhoods. • Stretches limited resources available to fill the appraisal gap. • Allows greater number of impacted houses. • Activates private market investment. • Removes neighborhood blight. • Encourages generational investment.
Stabilization Repair	Finances home maintenance projects to improve housing stock and maintains or improves the neighborhood's visual appeal.	<ul style="list-style-type: none"> • Existing Marion County homeowners • Community Development Corporations and other nonprofits 	<ul style="list-style-type: none"> • Increases and/or maintains property values. • Improves Marion County housing stock. • Enables seniors to age in place. • Encourages generational investment. • Reduces neighborhood blight.
Strategic Finance Fund	Provides acquisition financing to nonprofit partners and contractors working in targeted neighborhoods. It also supports neighborhood plan implementation.	<ul style="list-style-type: none"> • Community organizations • The City of Indianapolis • IndyEast PromiseZone • Great Places 2020 • Nonprofits involved in affordable housing development 	<ul style="list-style-type: none"> • Supports neighborhood plans for site control. • Activates aspects of quality of life plans. • Enhances Marion County economic vitality. • Provides single-family construction financing so that more houses can be rehabilitated or developed.



INHP by the numbers



ADVISING

INHP clients implemented detailed savings plans that enabled them to pay off more than **\$160,000** in collections



RESEARCH

INHP, with its community partners, commissioned **six** research studies. Focus areas included local housing, civic capacity and neighborhood development



TECHNICAL ASSISTANCE

INHP provided more than **\$100,000** in technical assistance funds to six area nonprofits seeking funding for neighborhood quality of life plans, vision plans, strategic plans and legal services



MORTGAGES

INHP provided more than **\$4 million** in loan capital to Indianapolis people

We also leveraged private sector partners to provide more than **\$46 million** in mortgage financing to clients



EDUCATION

We provided homeownership education classes to **1,352** households



FINANCIAL SUPPORT

More than **130** volunteers donated nearly **1,100** hours to INHP



REPAIR

144 single family homes in Marion County were improved through repair loans



LEADERSHIP

INHP's staff served on more than **25** for-profit and nonprofit boards



COMMUNITY SUPPORT

INHP supported **40** nonprofit partners to help improve the quality of life in Marion County



Financial summary



LENDING DEMOGRAPHICS

Data represents clients who closed on a home purchase or home repair loan with INHP or a private sector partner.

HOUSEHOLD SIZE

32% One person
29% Two people
18% Three people
13% Four people
8% Five+ people

GENDER

53% Female
47% Male

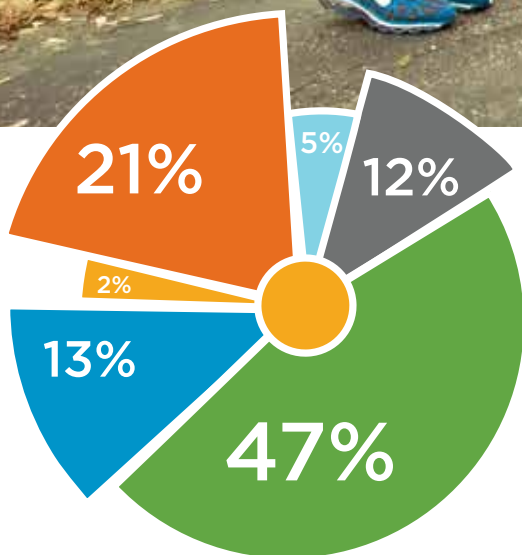
INCOME

26% ≤ 50% AMI*
31% 51-80% AMI*
23% 81-120% AMI*
20% ≥ 120% AMI*

RACE

45% African American
41% Caucasian
10% Asian
4% Hispanic

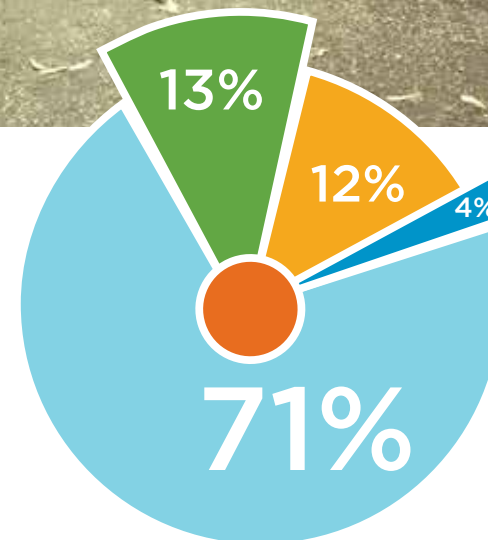
*Area Median Income (AMI) is determined annually by HUD, the U.S. Department of Housing and Urban Development, based on geographic location and household size.



EXPENSES AND OTHER SUPPORT

Education
Homeowner Development
Lending
Community Development Programs
Other*
Supporting Services

*Community partnership and research expenses



REVENUES, GAINS, AND OTHER SUPPORT

Interest Income
Other*
Contributions
Government Grants

*In-kind and fee income from loan origination and servicing

INHP Board of Directors and Advisory Board

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Thank You to our donors!

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\$100,000 to \$999,999
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Marilyn Welker

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Westside Community Development Corporation
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Shelia Wright
Lee Yaist
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Gift in kind

Barbara Armbruster
Beech Grove Bowl
Beef & Boards Dinner Theatre
Debra Berry
BKD, LLP
Bluebeard Restaurant
Roberta Broadhurst
The Carlstedt Family Cinnaire
Felisha and Nate Canillas
Clowes Memorial Hall
Greg and Laura Cochran
Conner Prairie
Crackers Comedy Club
Crew Carwash
Eiteljorg Museum of American Indians and Western Art
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The Jazz Kitchen
Theatre on the Square
Mr. and Mrs. Anthony Turner
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X-Site Amusement Center



Pictured at left: In 2016 INHP clients David and Brian used a repair loan to fix defective pipes in their Center Township home. Now, they can comfortably and safely live in their home as they continue to restore it to its original grandeur.



Indianapolis Neighborhood Housing Partnership

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INHP.org • 317-610-4663

INHP Glendale

2620 Kessler Blvd. E. Dr., Suite 230
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INHP Boner Center

2236 E. 10th St.
Indianapolis, IN 46201

INHP South

1414 National Ave.
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