

HOME HEADQUARTERS SYRACUSE & CENTRAL NEW YORK



This Program Year has been filled with new opportunities as we have kicked off our Sustainable Business Initiative - a bold new approach to reach scale in our community in a way that fulfills our mission by responding to the needs in our community and sustains our bottom line without excessive reliance on scarce public resources. So how are we doing? Well, the early results are extremely positive as our community development lending has increased more than 30% year-to-date over last year and our real estate development activities are on pace to increase 25%. Similarly, our home ownership classes are producing more "mortgage ready" buyers than at any time in our history. We have received more capital from our

lending partners for our FlexFund Home Improvement program than ever before (thank you to Geddes Federal, NBT Bank, Pathfinder Bank, Tompkins Trust and Solvay Bank for their investment in HHQ and CNY!). Further, we have already met our commercial and investor lending goals for the year (thank you to KeyBank for providing the capital for these new financial products), and we will be opening our first two mixed-use properties at 429 Ulster and 1022 W. Fayette in the next 60 days! As always, there are risks we will need to reckon with. Despite overall growth in the national economy, poverty remains entrenched in Central New York and after a decade of low interest rates, those rates are increasing at an exponential rate! How will these mega-trends affect our ability to continue to serve those in need in our community? Time will tell, but I like our chances as we have the most dedicated team of staff and board members and the strongest network of partners in Central New York. We thank you all for your continued support and look forward to serving our community in new and innovative ways.

Kerry P. Quaglia

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Chief Executive Officer



NEW PROGRAMS

20 **Lease-Purchase**
HHQ is expanding homeownership opportunities for households who have traditionally faced economic barriers keeping them from owning a home. HHQ will purchase and renovate 20 vacant single-family homes to correct health and safety issues. To assist with the renovation of these properties, HHQ will pilot a small apprenticeship program with two of the properties in collaboration with the Upstate Minority Economic Alliance (UMEA). HHQ's Lease-Purchase Program intends to move the needle on poverty by spurring greater opportunity for wealth building through homeownership for traditionally underserved households and supporting local MWBE businesses.

50 **Green CNY**
This year Home HeadQuarters launched the Green CNY campaign. This campaign, funded through the NYSERDA Community Energy Engagement Program, is designed to connect low- and moderate-income households with state resources available to make energy efficiency improvements in the home. With a goal to reach at least 50 Central New York homeowners with information on how to improve household energy efficiencies while utilizing State and other affordable funding opportunities, we're on our way to surpassing initial estimates.

Homsite
Homsite launched new Mobile Home Replacement and Rental Rehab programs in Cayuga County and the City of Auburn respectively while continuing to offer a variety of home improvement programs, the Section 8 Housing Choice Voucher Program for Cayuga County and a down payment and closing cost assistance program. Homsite also worked with the Cayuga County Health Department, Cayuga County Community Health Network, CNY Fair Housing and LeadSafe LLC to educate landlords and tenants on who to keep their properties safe and healthy through a grant from NYS DEC.

Green & Healthy Homes Initiative
Greater Syracuse

CHILDHOOD BLOOD LEAD LEVELS
NO SAFE BLOOD LEAD LEVEL (0-999)
11,795 CHILDREN TESTED FOR LEAD POISONING
742 CHILDREN WITH ≥ 5mcg/dL (HIGHER THAN IDEAL RANGE)
13,203 13,204 13,205 13,207 13,208 HIGH RISK ZIP CODES (CAYUGA COUNTY)
1,019 CHILDREN TESTED FOR LEAD POISONING
257 CHILDREN WITH BLOOD LEAD LEVELS ≥ 5mcg/dL
82 CHILDREN WITH BLOOD LEAD LEVELS > 10mcg/dL (CITY OF SYRACUSE HEALTH DEPARTMENT/CAYUGA COUNTY LEAD 100%)

GET THE LEAD OUT!
THE GREATER SYRACUSE LEAD POISONING PREVENTION ACTION PLAN
2018

\$12+ million

More than \$12 million was provided in financing to nearly 800 homeowners, home purchasers and investors. A 10% increase over last year.

2017-2018 YEAR IN REVIEW



From homeless to homeowner: In four years Crystal Otero went from a shelter to her own home with a yard for her kids. "HHQ made it all possible."

James Jordan was HHQ's 650th Loan customer of the program year. He originally purchased the home with help from HHQ and was now on to making home improvements.

When Saeef Falgee realized she only needed \$46.71 to close on the purchase of the home she'd been renting forever, she started crying. We cried, too.

\$27,015,262

First mortgage financing generated through our homebuyer education and counseling programming.

\$247,000+

Families took advantage of Closing Cost Assistance helping to leverage more than \$6 million in mortgage, tax and other household dollars.

81

Community Development Lending + HomeOwnership Services

275 With an average first mortgage just under \$100,000, HOC Counseling staff helped to create 275 new homeowners in CNY

61% of customers are women

Average age was 33

Average credit score was 692

58% bought in the City of Syracuse

Investor & Commercial Financing

From bridge loans for large-scale, grant-funded projects to lines of credit for new MWBE-certified businesses and everything in between.

45
Loans

\$2.7+
Million

0%
Delinquency

Creating & Maintaining Successful Homeowners

528 Homebuyer Education Class Grads

500 Families Received Emergency or Special Home Improvement Financing or Grants

208 Homeowners Received Foreclosure Counseling & 81 Foreclosures were prevented

Real Estate Development

Lasher Hardware building, Dublin Arms, B&B Lounge & DeJulio's

34 Properties that have been renovated and/or sold this year

Won Community Organization of the Year from UMEA and the Small Business of the year Award from NAACP for exceeding MWBE utilization in construction efforts.

Benevolent Development:

Key vacant or under-utilized neighborhood buildings now being developed to increase affordable housing and provide commercial spaces to create meaningful jobs for City residents.

LEED

2 LEED homes built on the City's Westside

Financial Overview

May 1, 2017 - April 30, 2018

Revenue

Program Revenue \$ 9,562,859

Operating Revenue \$ 3,081,924

Total Revenue: \$ 12,644,783

Expenditures

Program Expenses \$ 10,872,937

Operating & Admin Expenses \$ 368,857

Fundraising Expenses \$ 34,808

Total Expenditures: \$ 11,276,502

Total Assets/Liabilities

Total Assets \$ 48,259,925

Total Liabilities \$ 9,877,417

Total Net Assets: \$ 38,382,508



Affordable apartments above, local restaurant below gets some final work as an artist paints his winning mural design on the exterior of the former Lasher Hardware.

HHQ construction crew brings high-tech, high-energy saving SIPS panels to affordable home construction in Syracuse.

New energy-efficient affordable single-family construction on Syracuse's Southside.

NEW CONSTRUCTION COMING SOON!

HOME HEADQUARTERS

Provided in part by:

THIS NEW HOME CONSTRUCTION PROUDLY UTILIZES STATE-CERTIFIED MWBE CONTRACTORS INCLUDING:

JMP Windows • A&H Electric • Gamez Comfort Systems
NJ Jones Plumbing • TRTD Construction • B4 Lumber

Home Headquarters' ANNUAL REPORT 2017-2018



Thank you for your support!

LENDING PARTNERS

Adirondack Bank
Bank of America
Community Bank
Cooperative Federal
Empower Federal Credit Union
Geddes Federal Savings & Loan
KeyBank
M&T Bank
NBT Bank
Pathfinder Bank
Solvay Bank
Tompkins Trust

FUNDERS & DONORS

780Gms Baked Goods
84 Lumber
A&E Restoration
Allyn Family Foundation
City of Auburn CDBG
Bank of America
Berkshire Bank
Built It Reliable
Central New York Community Foundation
Christopher Community
CNY Fair Housing
Community Development Financial Institutions Fund
CORE Federal Credit Union
Costco
Dillenburgh Brothers Tree Service
Edwards Home Improvement
Empire State Development
Empower Federal Credit Union
Federal Home Loan Bank of NY
Five Star Bank
Geddes Federal Savings & Loan
The Gifford Foundation
Greater Syracuse Association of Realtors
Greater Syracuse Land Bank
Home Builders & Remodelers of CNY
Home Depot Foundation
Home Headquarters' Residents Committee
Housing Visions Unlimited
Jan Caster
JK Construction
JP Morgan Chase
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Lowe's Charitable and Education Foundation
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NYS Office of the Attorney General
NYS Homes & Community Renewal
NYS Affordable Housing Corporation
NYS Housing Finance Agency
NYSERDA
Onondaga Builders
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Solvay Bank
SONYMA
Carl Spencer
City of Syracuse
Syracuse University
Taylor Precision Masonry
Time Cap Development
Tompkins Trust
U.S. Department of Housing and Urban Development
Wainwright Photo
Wegmans
Welch Allyn

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