



25 YEARS *of* COMMUNITY INVESTMENT





Evening **Program**

5:30 - 6:30 PM

Cocktail Reception

Food Stations

Music & Leave a Video Message

Mingle with Old Friends

6:30 - 7:15 PM

Calvin Corriders - Welcome

Home HeadQuarters' Board President

Laura Serway - We Don't Know What She'll Say!

Home HeadQuarters' Friend, Syracuse
Treasure

James T. Walsh - The Days of SNI

Former NYS Congressman, Architect
of the Syracuse Neighborhood
Initiative

Kerry Quaglia - "Growth & Change"

Founder & CEO of Home
HeadQuarters

Video Presentation

7:15 - 8:00 PM

Eating, Drinking, As You Were

Letter from Kerry



I can't thank all of you enough for your part in helping Home HeadQuarters' first 25 years be so successful. The work that we do is so important because it all has the common threads of helping people who really need it and helping our communities grow. Perhaps, it is helping a first-time homebuyer become the first person in their family to ever own a home, or helping a family who worries every time it rains because their roof is leaking, or maybe it is as simple as providing counseling to a family to get them out of the overwhelming anxiety and despair of credit card debt that they once thought was insurmountable.

On the community front, we see the tremendous pride that people have when they move into one of our newly constructed or substantially rehabbed homes. Not only do these activities benefit individuals, but the whole neighborhood feels that same sense of pride and rejuvenation that the homebuyers feel as Home HeadQuarters is most often making the first significant investment in their neighborhood in years and often in decades!

At the end of the day, our dedicated staff and engaged board of directors work extremely hard every single day to produce these outcomes, but in each and every case we have incredible partners that help us get this work done. So, thank you to the federal, state, city and county governments that have the faith in us to invest their grant dollars knowing that we will work our hardest to produce results. Thank you to the lending institutions who have invested tens of millions of dollars in Home HeadQuarters knowing that these investments will be well-cared for and reach those customers that they cannot. Thank you to the philanthropic community for always being there when we've had special programs or special initiatives that required some "out of the box" thinking. Most of all, THANKS TO ALL OF YOU for your encouragement, your commitment and your willingness to get involved!

Here's to another great 25 years ahead!

A handwritten signature in blue ink that reads "Kerry P. Jung".



Board *of* Directors

ELECTED OFFICERS



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Calvin Corriders
Pathfinder Bank



Vice-President
Syeisha Byrd
Early Childhood Alliance



Secretary
Gladys J. Smith
Syracuse Housing Authority



Treasurer
Johanna Dorrance
Geddes Federal



Asst. Sec./Tres.
Greg May

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Dan Hartnett • William LeBeau
Nader Maroun • Anthony Marrone
William McIncrow • Bob Padula
(Homsite) • Vito Sciscioli • Richard J.
Shirtz • Carl Spencer • Bob Vertucci
Sabrina Webster

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Rasheada Caldwell
Allyn Family Foundation

Kim Dupcak
Covenant Housing

Ayesha Eversley
Resident Sector

Steve Gross
KeyBank, NA

Isabelle Harris
Onondaga County

Isha Mberwa
Upstate University Hospital

Charles Pierce-El
Southside Coalition

Priscilla Sanchez
Syracuse Community Health Center

Sally Santangelo
CNY Fair Housing

Christina Sauve
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Chris Terrell
Bank of America

Fanny Villarreal
YWCA

Denise Welch
Black Leadership Coalition on Health

Paula Worrell
Resident Sector

Boards *and* Members



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Geddes Federal Savings & Loan
Greater Syracuse Assoc. of REALTORS
CenterState CEO
KeyBank
Community Bank
M&T Bank
CNY Community Foundation
NBT Bank
Cooperative Federal Credit Union
Pathfinder Bank
CORE FCU
Solvay Bank
Empower FCU
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Syracuse University
University Neighborhood Preservation Assoc.

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Janice McKenna
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Khris Dodson
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Pat Strodel

OPPORTUNITY HEADQUARTERS, INC.

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Gladys J. Smith, *Secretary*
Syeisha Byrd, *Treasurer*
Celina DeFrancis, *Asst. Secretary/Treasurer*
Charles Pierce-El, *Director*



SMNC

Kerry P. Quaglia, *Chair*
Kitty Rice, *Vice-Chair*
Renee Seals, *Treasurer*
Celina DeFrancis, *Secretary*
Cimone Jordan, *Treasurer*
Arlaina Harris
Marie Mattison
Denise Welch



HOMSITE

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Grant Kyle, *Vice-Chair*
Craig Mietz, *Treasurer*
Lisa Enge, *Secretary*
Tiffany Beebee
Liz Dominguez
Midge Fricano
Jack Hardy
Deanna Hoey Ryan
Ashley McLeod
Anne O'Connor
Bob Padula



CNY AFFORDABLE REALTY, INC.

Kerry P. Quaglia, *President*
Kim Dupcak, *Secretary*
Kim McIlroy, *Treasurer*

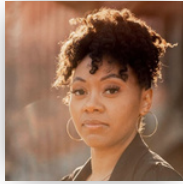




Our Leadership



Kerry Quaglia
Founder & CEO



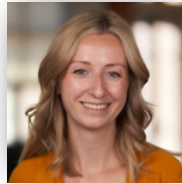
Latoya Allen
Deputy Director



Tricia Bauer
Chief Financial
Officer



Paul Peréz
Buffalo Site Director



Erin Perski
Chief Lending Officer



Kim McIlroy
Chief Program &
Compliance Officer



Shannon Fiumano
Chief Operations
Officer



Kevin Schoon
SMNC Site Director

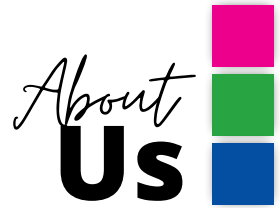


Celina Defrancis
Executive
Administrator



Karen Schroeder
Chief Communications
Officer





Home HeadQuarters (HHQ) was founded in 1996 after discussions by leadership within the City of Syracuse's Community Development office. The discussions centered on how to deliver increasingly scarce federal housing dollars while leveraging other funding to address the city's declining owner-occupancy rate and overall disinvestment more effectively. Initially, HHQ focused on implementing a home improvement lending program and providing homeownership education to create new city home buyers to maintain and improve aging city neighborhoods.

In 1999, HHQ joined the national NeighborWorks® America Network, and became a certified NeighborWorks® HomeOwnership Center. Since then, HHQ has become one of the leading providers of homebuyer education and counseling in the country, regularly ranking in the top ten of all 240+ NeighborWorks organizations nationwide. That same year, HHQ also became a Certified Community Development Financial Institution (CDFI) designated by the U.S. Treasury.

HHQ was the lead administrator of the Syracuse Neighborhood Initiative (SNI) program created more than a decade ago by Congressman James T. Walsh. HHQ successfully delivered the majority of SNI's \$81 million in housing and neighborhood investment to more than a dozen neighborhoods and target areas and hundreds of families in Syracuse.

Today, Home HeadQuarters focuses on initiatives and programs that create equitable housing and financing opportunities for underserved people throughout Upstate New York. Through property development and lending, the organization works to eradicate household lead poisoning hazards, provide opportunities and capacity building to local MWBE-certified contractors and develop vacant commercial and mixed-use properties within the benevolent development model.

CERTIFICATIONS & AWARDS

- HUD-affiliated Local Housing Counseling Agency
- Community Housing Development Organization (CHDO)
- Community Development Entity (CDE)
- Member, Federal Home Loan Bank of New York
- U.S. Green Building Member
- Community Development Financial Institution (CDFI)
- Community Based Development Organization (First U.S. Designation)
- National Association of REALTORS Hope Award Winner
- LEED Platinum, Gold & Silver Development Awards
- Aeris® A+ Performance Rating



Our Milestones

• HHQ Creates Opportunity Headquarters Construction **1998**

• Department of Justice Initiative Syracuse Weed & Seed locates at HHQ **2000**

• HHQ kicks off SNI Round II in Syracuse's Cannon-Newell Neighborhood utilizing more than 75% local, minority contractors
• HHQ takes title to the derelict Shady Willow Estates to demolish 224 unfit rental units in 57 buildings **2001**



• HHQ Introduces the FlexFund, an innovative home improvement loan pool for CNY homeowners unable to borrow from traditional lenders **2003**

• HHQ takes title and begins renovation on historic 5-Sisters in Syracuse's Park Avenue Neighborhood
• First unofficial Block Blitz gets underway in SNI Phase VI Park Avenue Neighborhood **2005**



• HHQ rehabs more than 50 Syracuse homes and demolishes 45 vacant and derelict structures. At one point, HHQ rehabs represent more than 60% of all building permits in the city. **2007**



• Syracuse University, HHQ and the Near Westside Initiative launch home design competition "From the Ground Up" **2008**



• HHQ Builds "From the Ground Up" LEED-certified housing on Syracuse's Westside **2010**



• HHQ's Opportunity HeadQuarters surpasses 525 city of Syracuse properties redeveloped **2011**

1996 • Home HeadQuarters Founded

- HHQ Joins national NeighborWorks America Network
- Syracuse Neighborhood Initiative Launches
- HHQ becomes a Certified Community Development Financial Institution

1999

SNI Phase III launches focusing on key city neighborhoods: Lincoln Hill, Tipperary Hill, Westcott and the South Salina Corridor - In less than a year, more than 450 mini-grants were awarded to neighborhood homeowners **2002**



• HHQ establishes small business lending program, focusing on local, MWBE contractors
• HHQ with public and private partners launches the Syracuse Home Ownership Program (SHOP), a model program assisting low-income homebuyers replicated nationwide **2004**

• HHQ begins demolition of existing derelict apartment building and construction of Burnet Park Drive Townhomes, a \$1.4 million project **2006**



• HHQ ranked as the #1 Home Improvement Lender in the 240+ NeighborWorks member network throughout the U.S. helping more than 930 CNY homeowners repair their homes
• First official "Let's call it a Block Blitz" Block Blitz on the Near Westside
• HHQ constructs the first modular home within the city **2009**



• HHQ Kicks off First Mortgage Program. **2012**



Our Milestones



- HHQ's CNY Affordable Realty receives 501(c) 3 status, the only non-profit realty in CNY

2013

- HHQ offices move to the Westside
- HHQ surpasses \$15.9 million in Community Development Lending in one program year with 87% of its loans and grants going to households making less than 80% of the area median income.



- HHQ closes on \$1.2 million commercial loan for Gear Factory redevelopment

2014

- Selected for prestigious ADVANS Capacity Building Program through the Gifford Foundation

2015

- Cayuga County Homsite Agencies officially affiliate with Home HeadQuarters



- Finalized redevelopment of historic Jewish War Veterans home on Syracuse's Eastside into the Babcock Shattuck House with four market rate condos.

2016

2017

- In partnership with Onondaga County, HHQ launches Lease Purchase Program as a pathway out of poverty



- HHQ completes the first new single-family home construction on the city's Northside in more than a decade and welcomes a new first-time homebuyer and family
- HHQ, chosen as the nonprofit partner, helps kick off the opening of the Syracuse Financial Empowerment Center along with the City of Syracuse and other community partners



- Work begins to wrap up on the Benevolent Development of the mixed use 100+ year old former Lasher Hardware at 1022 W. Fayette

2018

- Green & Healthy Homes Initiative at Home HeadQuarters releases the Syracuse Lead Action Plan



- City of Syracuse Mayor Ben Walsh announces ambitious Resurgent Neighborhood Initiative with HHQ slated to build 25 new single-family homes in first phase.

2019



- HHQ becomes the first to finance an Albany Landbank first-time homebuyer in the program's history.
- With Onondaga County, HHQ announces Solvay-Geddes 1% Loan Program.
- Working with city officials, local foundations and other community stakeholders, HHQ begins work to stabilize 50-year old nonprofit Syracuse Model Neighborhood Corp and bring back more than 280 units of low income rental housing predominately on Syracuse's Southside

2020

- HHQ is first in the State to complete project construction as part of New York State's Small Rental Development Initiative. The six new rental units on the city's Westside start welcoming low-income tenants immediately.
- More than 1000 people sign up for Home HeadQuarters' HomeBuyer Education during COVID lockdown
- Ranked as the #1 Home Improvement Lender in the country amongst the 245+ member NeighborWorks America Network.

2020

- Home HeadQuarters finally celebrates its 25th Anniversary with all the people who mean so much to the organization. Thank you for helping us reach so many who needed our help. We could not have done it without you.

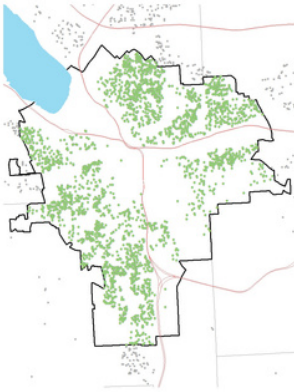
2021

2022

25 Years of Work

\$599,274,403

**TOTAL PRIVATE, PHILANTHROPIC AND
PUBLIC INVESTMENT.**

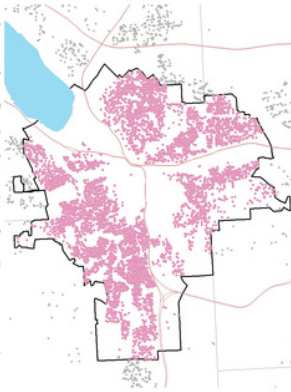


5,095

**NEW HOMEOWNERS
CREATED**

23,841
**CUSTOMERS
COUNSELED**

Since 2011, HHQ has ranked in the top 5 in the Northeast for residential lending and in five of those years, it ranked in the top 10 throughout the country-wide 245+ member network.

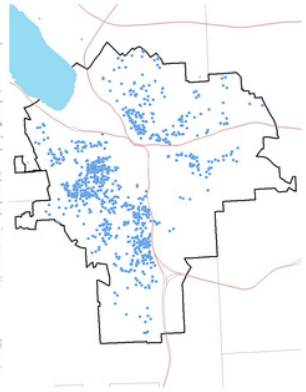


12,745

**LOANS & GRANTS
CUSTOMER**

Since 1999, HHQ ranked in the top 10 in the Northeast 21 times for Homeowners Created.

In five of those years, it ranked in the top five.



1,365

**PROPERTIES
DEVELOPED**

9,594
**HOMEOWNERS
PRESERVED**

Before *and* After



147 WEST KENNEDY

135 BAKER

THE FIVE SISTERS



**BURNET PARK DRIVE
TOWNHOMES**



PONCHITOS



BABCOCK SHATTUCK
The former Jewish War
Veterans Post





Getting involved is important.

At M&T Bank, we know how important it is to support those organizations that make life better in our communities. That's why we offer our time and resources, and encourage others to do the same. [Learn more at **mtb.com/community**](https://mtb.com/community).

M&T Bank is a proud supporter of
Home HeadQuarters.

M&T Bank
Understanding what's important®



Equal Housing Lender. ©2022 M&T Bank. Member FDIC.

Support provided by The M&T Charitable Foundation and its corporate sponsor, M&T Bank.

Happy 25th Anniversary Home HeadQuarters!

A consistent leader in the national NeighborWorks network of excellence, we look forward to many more years of partnership to strengthen communities in Syracuse and Upstate New York.

Please visit us at
NeighborWorks.org @NeighborWorks



**Here's to 25 Years
of Building Better
Neighborhoods.
Happy 25th Home
HeadQuarters!**

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CONGRATULATIONS Home HeadQuarters

For 25 years of making home
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in service to our community.



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Building Stronger Communities

At JPMorgan Chase, we are committed to our communities and work with a diverse group of partners to provide creative and innovative solutions that respond to community development, inclusive economic growth and affordable housing needs.

We are proud to participate in these efforts and support Home HeadQuarters.

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Allyn Family
FOUNDATION

*Fostering Change,
Imagining Possibility,
Creating Opportunity
—Together.*

The Allyn Family Foundation is proud to sponsor Home Headquarters' 25th anniversary event.

Congratulations to the Home Headquarters board and staff on your commitment to creating equitable housing opportunities for our Syracuse and Upstate New York communities.

We wish you many more years of continued success!

*Visit our new website: AllynFoundation.org
Follow us on Facebook, Instagram, and Twitter: [@AllynFoundation](https://twitter.com/AllynFoundation)*

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**PROUD SUPPORTERS OF HOME HEADQUARTERS
CONGRATS ON 25 YEARS!**



We all
shine bright
together

NBT Bank is committed to supporting our local communities. We know that by working together, we all shine a little brighter.



Member FDIC

A large black silhouette of a house with a gabled roof, serving as a background for the company name.

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Congratulations on
25 years!



 **The Gifford Foundation**
Fostering growth. Encouraging change.

Congratulations, Home HeadQuarters
on 25 Successful Years of
Transforming Neighborhoods and
Helping Families Achieve the Dream of Homeownership



GREATER SYRACUSE
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**Thanks HHQ
for 25 Years
of Making a
Difference in Our
Community!**

Construction
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Project
Development

Property
Management



Dwell Equity Group LLC

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Home HeadQuarters — We're proud to support you. Bank of America is proud to partner with Home HeadQuarters and congratulates the organization on its 25th anniversary. We are proud of your commitment to creating equity in lending, homeownership, and development in Syracuse. Together we can help people build better lives and create strong, sustainable communities.

Visit us at bankofamerica.com/about.

Our Community

IS OUR GREATEST INVESTMENT

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Thanks to you, families thrive.

Without your hard work our community wouldn't be the vibrant place it is – a place that people want to call home and raise their families. It's your selfless efforts that have inspired so many others to pitch in and have a positive effect on us all.

KeyBank thanks Home Headquarters, Inc. for making a difference.



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COMMITTED TO COMMUNITY



Giving back is what we do.

*Proud to support
Home HeadQuarters!*

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Our Story Begins With You

We are committed to helping businesses and organizations as they grow for the benefit of Central New York communities. Pathfinder Bank proudly supports Home HeadQuarters, Inc. as they celebrate their 25th Anniversary. Thank you for everything you do for our Syracuse community.

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Local. Community. Trust.

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Home HeadQuarters is committed to creating equitable housing, home lending and other related opportunities for all people in Upstate New York that improve people's lives and the neighborhoods in which they live.

