

# 2009 Annual Report



In this uncertain and constantly changing housing environment, the Minnesota Home Ownership Center and its stakeholders remain committed to programming that empowers sustainable homeownership for households and communities throughout Minnesota.

**We continue to take an aggressive approach to preventing foreclosures**, while looking to the needs of future homebuyers. In 2009, our network of homeownership advisors served an unprecedented number of distressed homeowners seeking to save their home. Yet, despite a prolonged housing crisis and weak economic conditions, the Center's pre-purchase program is addressing a greater demand for services than ever before. Over 6,000 households completed the Center's Home Stretch workshop and nearly 2,000 households received pre-purchase homeownership counseling in 2009.

**Successful homeownership does not happen in isolation.** It happens when industry stakeholders work together in the best interest of consumers. We are fortunate to have a highly trained network of homeownership counselors and educators and active partnerships with public, private and nonprofit organizations in Minnesota. Collaborations that advanced the Center's mission in 2009 include: training Realtors® around the state on entry cost assistance and loan programs available for first-time homebuyers; hosting borrowers workshops with national lenders, serving thousands of consumers; and implementing the Rapid Re-Housing program that offers financial assistance to homeowners displaced by foreclosure as they transition to stable rental housing.

Data on 2010 foreclosure activity points to another record year of foreclosures in Minnesota. While foreclosures continue at an elevated pace, communities across the state are putting in place post-foreclosure recovery programs that emphasize responsible homeownership. The Minnesota Home Ownership Center and our network of homeownership advisors are prepared to help Minnesota families achieve successful homeownership now, and into the future.



## Minnesota Home Ownership Center

The Minnesota Home Ownership Center's mission is to promote and advance successful homeownership in Minnesota, with a focus on serving the needs of low- and moderate-income families and emerging markets. The organization was founded by housing industry stakeholders and supports a network of homeownership agencies across the state. Over the past 17 years, the Center has developed a strong record of accomplishment in supporting the delivery of homeownership services in Minnesota.

## Key Program Highlights

- **6,359 households completed the Home Stretch workshop**, an increase of 14% over 2008 and the largest number of households ever served by the program.
- **1,916 households received pre-purchase counseling**, a 26% increase over the previous year.
- **15,868 homeowners received foreclosure prevention services** from the Center's network - an increase of 34% from the previous year.
- **7,771 of the homeowners receiving foreclosure services avoided foreclosure.** Of those, 94% were able to stay in their home.
- **76% of households served earned less than 80% of the area median income.**
- **30% of the households served were people of color.**

For more in-depth information about our program statistics and outcomes, visit our website, [www.hocmn.org](http://www.hocmn.org).



“  
John and I are truly appreciative & grateful for your involvement in our mortgage crisis. After speaking with you the first time this past summer, a huge weight was lifted from our shoulders. You were a ‘wealth’ of information and it kept us from filing bankruptcy.  
We continue to run a very tight household as the construction market has not re-bounded yet.  
Our kids are getting more financial aid in college which is a huge peace of mind.  
My job is still stable — as long as people keep buying flowers and plants!  
”

## Thank You!

## Finding Solutions Through Strategic Partnerships

The Minnesota Home Ownership Center's leadership and programs are essential to successful homeownership efforts in Minnesota. We recognize that strategic partnerships are critical to assisting low- to moderate-income Minnesotans achieve and maintain homeownership in our rapidly changing housing environment.

- **Safe at Home: Preventing Foreclosure:** a collaboration between the Minnesota Home Ownership Center, PRG, Inc. and Twin Cities Public Television. This documentary provided personal stories and information about foreclosure prevention options for Minnesota homeowners. The program aired numerous times on both TPT and local community channels throughout the state.
- **HOPE NOW Workshop:** this one-day borrowers event served 800 homeowners. Offered in partnership with HOPE NOW, a national alliance of lenders, and local stakeholders including the Federal Reserve Bank of Minneapolis, the event gave homeowners from around the state the opportunity to meet face-to-face with lenders to resolve their mortgage crisis.
- **Outreach in Hennepin County:** worked closely with Hennepin County to develop direct mail pieces with foreclosure information and provided a series of workshops for homeowners and renters with the Hennepin County Library system. Hennepin County received the 2009 Achievement Award from the National Association of Counties for its outstanding efforts to assist homeowners facing foreclosure.
- **Entry Cost Matrix:** created an online tool that catalogs closing cost programs and affordable loan tools. Hosted continuing education training for Realtors® and lenders on utilizing the featured programs.
- **Services for Emerging Markets:** the Center assumed leadership of the Emerging Markets Homeownership Initiative (EMHI), a four-year old industry collaboration dedicated to ensuring access to homeownership in communities of color.

# 2009 Financials

Minnesota Home Ownership Center

## Financial Position

For the year ended 12/31/2009

### ASSETS

#### CURRENT ASSETS:

Cash & Cash Equivalents	\$2,117,813
Accounts Receivable	205,251
Contributions Receivable	223,500
Prepaid Expenses	2,004
Inventory	<u>26,018</u>

**TOTAL CURRENT ASSETS** \$2,574,586

### LIABILITIES AND NET ASSETS

#### CURRENT LIABILITIES

Accounts Payable	\$187,107
Due to HECAT	250,000
Accrued Expenses	40,254
Funds Held for Others	17,683
Capital Lease - Short Term	<u>3,246</u>

**TOTAL CURRENT LIABILITIES** \$498,290

#### NON-CURRENT LIABILITIES

Capital Lease - Long Term	<u>8,938</u>
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**TOTAL LIABILITIES** \$507,228

### NET ASSETS

#### UNRESTRICTED

Undesignated	\$751,001
Board Designated:	
- Mortgage Foreclosure Prevention Loan Pool	169,425
- Reserves	<u>122,974</u>
Total Board Designated	<u>\$292,339</u>

**TOTAL UNRESTRICTED** \$1,043,400

Temporarily Restricted \$1,060,495

**TOTAL NET ASSETS** \$2,103,895

**Total Liabilities and Net Assets** \$2,611,123

## Statement of Activities

For the year ended 12/31/2009

### SUPPORT AND REVENUE

Contributions	\$1,576,189
Grants and Contracts	1,244,173
Loan Repayments	1,742
Sales of Workshop Manuals	40,119
In-Kind Contributions	60,250
Interest	10,261
Other	<u>27,422</u>

**TOTAL SUPPORT & REVENUE** \$2,960,156

### EXPENSES

Program Services	\$2,185,547
Management and General	149,153
Fundraising	<u>44,158</u>

**TOTAL EXPENSES** \$2,378,858

**Change in Net Assets** \$581,298

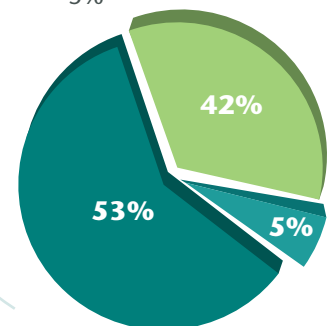
**Net Assets, Beginning of Year** \$1,522,597

**Net Assets, End of Year** \$2,103,895

### REVENUE

#### Total Revenue

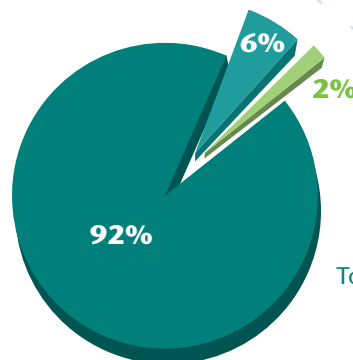
Contributions	53%
Grants & Contracts	42%
Other	5%



### EXPENSES

#### Total Expenses

Program Delivery	92%
Administration	6%
Fundraising	2%



# 2009 Annual Report



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Home Ownership  
Center**

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## Board of Directors

**President** - Michael Haley, *Minnesota Housing*

**Vice President** - Vicki Shipley, *U.S. Bank*

**Treasurer** - David Lindstrom, *M & I Bank*

**Secretary** - David Eide, *Western National Mutual Insurance Company*

## Members:

Jerry Boardman, *Fannie Mae Minnesota Business Center*  
Marilyn Bruin, *University of Minnesota*  
Joe Collins, *City of St. Paul Planning and Economic Development*  
Jim Erchul, *Dayton's Bluff Neighborhood Housing Services*  
Muffie Gabler, *Wells Fargo Bank*  
Karen Gajeski, *Bremer Bank*  
Chris Galler, *Minnesota Association of Realtors®*  
Jacqueline King, *Federal Reserve Bank of Minneapolis*  
Repa Mekha, *Nexus Community Partners*  
Robin Peterson, *Coldwell Banker Burnet*  
Elfric Porte, *City of Minneapolis Community Planning and Economic Development*  
Jim Roth, *Metropolitan Consortium of Community Developers*  
Jorge Saavedra, *The Saavedra Law Firm PLLC*  
Bill Sarvela, *TCF National Bank Minnesota*  
Todd Sipe, *Thrivent Financial Bank*  
Joan Trahan, *USDA Rural Development*  
Nicola Viana, *Washington County HRA*  
*Representing Minnesota Home Ownership Center's Advisory Council*  
Stephanie Omersa Vergin, *Greater Minnesota Housing Fund*  
Lowell Yost, *Family Housing Fund*

## Thank You Funders!

### \$100,000 and above

Minnesota Housing  
City of Minneapolis, Community Planning and Economic Development  
Hennepin County  
St. Paul Foundation, Community Economic Relief Fund  
Northwest Area Foundation  
The McKnight Foundation

### \$50,000 to \$99,000

B.C. Gamble and P.W. Skogmo Fund of the Minneapolis Foundation  
Wells Fargo Foundation Minnesota  
City of St. Paul Planning and Economic Development  
USDA Rural Development  
Housing Partnership Network  
U.S. Bancorp Foundation

### \$10,000 to \$49,000

Jay and Rose Phillips Foundation  
F.R. Bigelow Foundation  
Minneapolis Foundation  
Otto Bremer Foundation  
St. Paul Foundation  
Thrivent Financial for Lutherans Foundation  
Wells Fargo Foundation *on behalf of Wells Fargo Home Mortgage*  
Family Housing Fund  
Fannie Mae  
TCF Foundation  
Greater Minnesota Housing Fund  
M&I Bank  
Ameriprise Financial  
Coldwell Banker Burnett  
Travelers Foundation  
Bremer Bank

### Up to \$9,999

Thrivent Financial Bank  
Marquette Financial Companies  
Valspar Foundation  
Western National Mutual Insurance Company  
Minnesota Association of Realtors®  
Doug Dylla Consulting  
Western Bank