

THINK RED



THE HOUSING PARTNERSHIP ANNUAL REPORT 2006



Red. It's the color of energy. It's the color of passion. And at The Housing Partnership, it colors every single thing the organization does. That's because red defines these core goals:

Revitalization, Education, Development.

The Housing Partnership's neighborhood revitalization efforts continue to transform the landscape of Charlotte and Mecklenburg County in a positive way. Through homeownership education programs, hundreds more people each year are able to find and buy an affordable home. And the development of entire new neighborhoods means the organization is actually creating affordable housing to help meet the demand. By focusing passion and energy in these three key areas, The Housing Partnership is making steady forward progress.

Until everyone in Mecklenburg County lives in a decent, affordable home, The Housing Partnership will continue to see and think **R.E.D.**



REVITALIZATION . EDUCATION . DEVELOPMENT .

THINK RED .

REVITALIZATION REPORT '06

- Druid Hills** > The Housing Partnership targeted specific areas for its redevelopment focus, which included the Arden Street area, continuation of efforts in the Rachel and Orlando Street areas, and the planned park area near Norris Avenue.
- > The Housing Partnership purchased duplexes and homes, demolished dilapidated units, completed renovations of rental housing, and coordinated efforts with Habitat for Humanity.
- The Park at Oaklawn** > The Housing Partnership completed 71 single-family homes for this community. The completion marked the perfect time to hold a finale event with the Mayor, Mayor Pro Tem, State Representatives, HUD staff, and other partners. More than 175 persons attended in all. The organization also successfully established a Homeowners Association for this community that has already achieved such neighborhood revitalization indicators as convincing pizza delivery to return.
- Lakewood** > The Lakewood Neighborhood Plan was adopted by the Charlotte City Council on May 22, 2006. The Plan targets such issues as the needs to:
- > Increase the percentage of homeownership,
 - > Address inadequate senior housing,
 - > Address a lack of concentrated revitalization efforts,
 - > Address crime, and
 - > Enhance the visual appearance of the community.
- Wingate** > The Housing Partnership committed to assisting the City in the continued revitalization of this neighborhood.

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- Highlights** > The Residents' Leadership Council held a well-attended one-day conference that focused on the theme of neighborhood leadership.
- > Wendy Logan-Way, Residents' Leadership Council President, was elected to The Housing Partnership's Board of Directors as well as Darryl Gaston, Vice-President of the Druid Hills Neighborhood Association.

REVITALIZATION AGENDA '07

The Housing Partnership is currently revitalizing communities following plans developed with stakeholders:

- Lakewood Neighborhood Plan** > The Housing Partnership is currently working with the Lakewood Community Development Corporation on acquisitions, demolition, and new construction of twelve for-sale single-family homes as Phase III of this Plan's implementation.
- Statesville Avenue Corridor Plan** > Forty-eight rental family units and forty-five for-sale homes are proposed for Kohler Avenue. Acquisitions will also continue in Druid Hills as this Plan is further implemented.
- Wingate** > The Housing Partnership is currently working to rid the community of some undesirable property through planning, negotiating the purchase of apartments, and re-developing 28 for-sale single-family homes in this neighborhood. All homes will be consistent with the character of the neighborhood.



“The cooperation between the City and The Housing Partnership is a true testament that teamwork can be successful for neighborhoods. As I travel across the Country, I am constantly amazed how recognized Charlotte is for our investments and success in neighborhoods. This success is due in large part to the hard work and commitment of The Housing Partnership. Their effective and innovative approach to revitalizing communities – some of Charlotte’s most challenged neighborhoods – has had positive effects on those communities and our City as a whole. They have proven that developing strategic partnerships between public agencies, the business community and non-profit organizations can lead to astonishing results. The families that live in the Greenville, Genesis Park, Seversville, Lakewood and Druid Hills communities can attest to that.”

– Patrick McCrory
Mayor, City of Charlotte

REVITALIZATION . EDUCATION . DEVELOPMENT .

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EDUCATION REPORT '06

Homeownership Education

- > Twelve classes were provided to customers who were pre-purchase ready, from which 168 future homeowners graduated.
- > Eleven sessions were provided to customers facing more intensive credit issues to prepare them for future homeownership. In total, 147 future homeowners participated.
- > Pre-purchase advisory and education services assisted 527 families with an average income of \$32,408, from which 108 became new homeowners.
- > New homeowners purchased at an average sales price of \$123,054.
- > Sixty percent of the Homeownership Center of Charlotte's new homeowners were families headed by women.

Individual Development Accounts

- > Seventeen future homeowners enrolled in a 2:1 matched savings program to assist with down payment expenses up to \$2,000.

Delinquency Prevention

- > The average delinquency rate for loans originated by The Housing Partnership was 7.6% at fiscal year's end as compared to the Federal Housing Administration's rate of 12.37%. With long-term affordable homeownership as a primary goal, the Homeownership Center of Charlotte provided delinquency counseling to 242 families.

Highlights

- > The Homeownership Center of Charlotte was re-certified as a Housing and Urban Development Housing Counseling Agency.
- > The Homeownership Center of Charlotte conducted its fourth successful Home Giveaway event sponsored by the Charlotte Regional Realtor® Association.

EDUCATION AGENDA '07

- > Continue to provide quality services to families seeking homeownership in the core areas of:
 - > Professional one-to-one advising
 - > Homeownership education
 - > Financial assistance
- > Continue to promote partnerships and market to potential future homeowners by:
 - > Continuing to participate in the Home Giveaway
 - > Conducting Spring and Fall marketing efforts
- > Continue to conduct 8-hour homebuyer education and financial literacy education classes.
- > Continue to build partnerships with realty companies, banks, and employers for direct referrals to the program.
- > Continue to provide financial assistance (first mortgages and down payment assistance) to low- to moderate-income families, including specific financing for customers purchasing in The Housing Partnership's developments.
- > Continue to maintain an average delinquency rate no greater than FHA for loans in The Homeownership Center of Charlotte's portfolio.
- > Participate in revitalization, homeownership education, and affordable housing development discussions at the local and national level.
- > Advocate for policies and laws protecting mortgage and foreclosure policies.



"I think the Charlotte Regional Realtor® Association has been incredibly fortunate to have the relationship that we have had for the last five years with The Housing Partnership. Our relationship is a great example of using the strengths and resources each other has to achieve something important. I think The Housing Partnership is filling a critical need with its homebuyer education program. With issues of predatory lending and foreclosures, it is all the more important that buyers understand what they are getting into both before they buy and after they buy. In our view, the homeownership education component is the whole point of our Home Giveaway program. Giving away the home is incidental. Every single person that successfully completes the homeownership program is a winner. It is all about education.

– Anne Marie Howard
CEO and Legal Counsel, Charlotte Regional Realtor® Association

OPPORTUNITY
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REVITALIZATION • EDUCATION • DEVELOPMENT •

THINK RED •

DEVELOPMENT
REPORT '06

- Rentals** > The Housing Partnership completed 301 units, including a partnership with the YMCA's Women In Transition Program, two multi-family complexes, and a senior housing site.
- Communities** > The Housing Partnership provided housing for 19 Katrina evacuee families, which involved coordination with local churches and service organizations to completely furnish each apartment and offer assistance with each family's adjustment to Charlotte.

-
- Highlights** > The Housing Partnership closed on financing for South Oak Crossing, its second bond deal.

DEVELOPMENT
AGENDA '07

The Housing Partnership is currently working on the following rental and homeownership opportunities:

- Arbor Glen** > Forty-seven single-family homes are being built in this redevelopment area in partnership with the Charlotte Housing Authority and Saussy Burbank.
- Live Oak Seniors** > Fifty units for seniors over 55 are being built in the South Park area as part of a large mixed-use, mixed-income community in partnership with the Charlotte Housing Authority.
- South Oak Crossing** > Multi-family complex with 192 units is being built.

The Housing Partnership is also continuing to explore acquiring property and other opportunities for future developments.



The Housing Partnership is a great example of how an organization can continuously press forward to find innovative solutions for the development of affordable housing while working with for-profit and non-profit partners in an ever-evolving development environment. The Housing Partnership has been able to achieve success by aligning its mission with those of its partners, including Fannie Mae's. That is why they will be a key player in any effort Charlotte undertakes for the development of affordable housing."

– Albert "Rusty" Mills
Director, FannieMae Carolinas Community Business Center

FROM THE CHAIR & PRESIDENT



There was no way The Housing Partnership could have realized that when we made the decision to produce new homes in the Greenville Community in our beginning years that we decided our revitalization strategy for the next seventeen years. It is really hard to believe that it has been seventeen years and that it all started with revitalization.

Along the way we have clarified our approach to revitalization and added strategies for success, including education and development. A formal plan including buy-in from various partners, particularly the targeted neighborhoods, became the first step for approaching challenges. We added homeownership opportunities and foreclosure prevention to invest in the stability of our neighborhoods. We became builders and developers to ensure the products we were producing were of high standards. It became important for our units, whether developed for homeownership or rental, to be attractive and well-managed so we added a property management component.

As we continue the revitalization of the Greater Statesville Avenue, we have new challenges. We must encourage economic development in our neighborhoods as new neighbors want opportunities to shop at a nearby grocery store or get their prescriptions filled at a convenient location. Since we have never aspired to be nor do we even have the expertise needed to develop those opportunities, we have to find partners to help us take our projects to the next level.

So once again we are learning the importance of having partners in all of our Revitalization, Education and Development activities. Sometimes those partners are governments - local, state and federal. Other times we must have the help of the private business community. But the key element is that we always need the help of the neighborhoods in which we work. Whether those neighbors have been there many years or have moved into a new home, their help is absolutely essential to our success.

Another big challenge in our revitalization focus of the Greater Statesville Avenue Corridor is the need to improve the deteriorated housing that has passed its useful life. We've accomplished a lot to date and we have many new renters who enjoy living in well-managed units at reasonable rents, but there is much more to do. The challenge is huge, but we are ready for the opportunity to further improve rental units and continue to develop access to decent, affordable homeownership. We can't wait to bring together old and new partners to make this happen.

Dean Devillers
Chair

Pat Garrett
President

FINANCIAL STATEMENTS

JULY 1, 2005 – JUNE 30, 2006 FISCAL YEAR

REVENUE AND SUPPORT

Increase in Temporarily Restricted Net Assets	\$ 6,304,470
Other Grants & Contributions	\$ 2,753,864
Rental Income	\$ 1,710,393
Interest Income	\$ 1,245,674
Home & Single Family Lot Sales	\$ 688,021
Other Income	\$ 481,054
Total Revenue and Support	\$13,183,476

EXPENSES

Program Costs	\$ 4,751,071
Support Services	\$ 1,448,513
Interest Expense	\$ 47,176
Total Expenses	\$6,246,760

CHANGE IN NET ASSETS

Temporarily Restricted Net Assets	\$6,304,470
Permanently Restricted Net Assets	\$ 400,000
Unrestricted Net Assets	\$ 232,246
Total Change in Net Assets	\$6,936,716

COMMUNITY IMPACT

Families Counseled	769
Homeowners Created	111
Apartments Completed	301
Increase in Property Values	\$186,079,529

ASSETS

Cash	\$ 4,024,069
Accounts Receivables	\$ 4,263,919
Notes Receivable	\$19,681,774
Projects in Development	\$ 4,959,387
Rental Property	\$16,390,555
Other Assets	\$ 1,233,759
Total Assets	\$50,553,463

LIABILITIES AND NET ASSETS

Accounts Payable & Accrued Expenses	\$ 1,308,446
Notes Payable	\$14,052,739
Net Assets	\$35,192,278
Total Liabilities and Net Assets	\$50,553,463



BOARD OF DIRECTORS

William Ahern **
Federal Reserve Bank

Andrea Young Bebbler
Attorney at Law

Tim Breslin *
Duke Energy

Mayor Pro Tem Susan Burgess (a)
Charlotte City Council

William K. Burton
Bank of America

Julius L. Chambers *
Ferguson Stein Chambers Law Offices

Dean Devillers, Chair
Cashel Rock Investors

Dianne English
Community Building Initiative

Ted Fillette **
Legal Aid of North Carolina, Inc.

Larry Fraser **
Jordan, Jones & Goulding

Darryl Gaston **
Neighborhood Representative

Kim Graham *
Branch Banking & Trust

Bert Green **
Habitat for Humanity

Jay Harris *
PriceWaterhouseCoopers LLP

Randy Hughes *
Wachovia Corporation

Christopher Keber *
Trinity Partners

Angela Mauldin **
Branch Banking & Trust

Lorenzo McIver *
Neighborhood Representative

Commissioner Norman Mitchell, Sr. (a)
Mecklenburg County Commission

Angeles Ortega Moore **
Latin American Coalition, Inc.

Patrick Mumford *
Wachovia Corporation

Wayne Osella **
Wachovia Corporation

Roger Parham, Vice Chair
Headline Realty

Commissioner Jennifer Roberts *
Mecklenburg County Commission

Ellen Rogers, Vice Chair **
Bank of America

Lisa Sawicki, Treasurer **
PriceWaterhouseCoopers LLP

Tom Shoup
Wood Partners

Jim Simpson **
Wood Partners

Chief Darrel W. Stephens (a)
Charlotte-Mecklenburg Police Department

Beverly Stewart **
Wachovia Corporation

Ken Szymanski *
Charlotte Apartment Association

Keva Walton **
Charlotte Chamber of Commerce

Wendy Logan-Way, Secretary
Neighborhood Representative

Priscilla Wills *
Wachovia Corporation

Alonzo Woods
University Park Baptist Church

* Retired Member

** Newly Elected Member

(a) Appointed Member



This annual report is dedicated to the memory of PQ Henderson.

PQ passed away this year. He was a devoted board member who taught us a lot about management of our rental units. We still use his guidance on many of the challenges we face in providing safe, well-run rental properties.

Thanks, PQ.

Our Mission

Charlotte-Mecklenburg Housing Partnership, Inc. is a broad-based, private, non-profit housing development and finance corporation organized to expand affordable and well-maintained housing within stable neighborhoods for low and moderate income families in Charlotte and Mecklenburg County with a continuing interest in the ability of occupants to more fully enter the economic mainstream.

Our Vision

Everyone in Mecklenburg County lives in a decent, affordable home.



THE HOUSING PARTNERSHIP

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