

NEIGHBORHOOD HOUSING SERVICES OF NEW YORK CITY, INC.







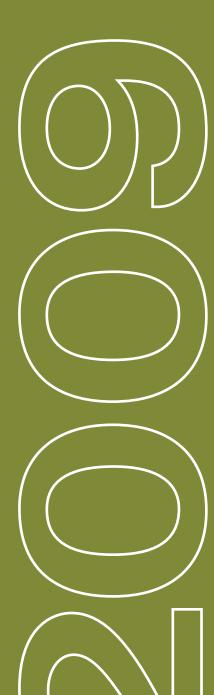








Our Neighborhood. Our Home. Our Future.



WHO WE ARE

For 27 years, Neighborhood Housing Services of New York City (NHS), a trusted not–for–profit organization, has provided New Yorkers with the affordable loans and housing education they need to buy, improve, and keep their homes. Our nine offices partner with corporations and government to help more than 10,000 people each year. In our efforts to build strong communities, we are led by local residents and guided by local needs.

OUR VISION:

Neighborhood Housing Services of New York City envisions a city of healthy, sustainable, and affordable communities.

OUR MISSION:

NHS revitalizes underserved neighborhoods by creating and preserving affordable housing and providing opportunities for homeownership education, financial assistance, and community leadership. Working in partnership with government and business, we are led by local residents and guided by local needs.

OUR VALUES:

- >> Integrity and fairness
- >> Embracing and respecting diversity
- Open, honest communications
- Responsive, respectful customer service
- >>> Resident leadership
- >> Empowerment through education
- A working environment in which employees are accountable, respected, and appreciated

OUR ACHIEVEMENTS

- >>> Honored by NeighborWorks® America with the 2009 Top Producer Award for being #1 in the Network for Direct Investment into the community
- >> Invested a total of \$161 million in New York City communities
- >>> Provided pre-and post-purchase education for more than 10,000 residents
- >>> Helped 245 first-time homebuyers get affordable fixed-rate mortgages totaling \$53.5 million
- >>> Helped 3,130 New Yorkers with foreclosure prevention education and individual counseling and prevented 232 foreclosures
- >>> Provided loans and grants to assist in the repair or improvement of 113 homes (176 units) totaling more than \$1.250 million
- >> Graduated 189 people from our Home Maintenance Training courses
- » Assisted 327 seniors with HUD-insured reverse mortgages totaling \$105.5 million
- >> Provided financial education and counseling to more than 2,500 persons
- » Awarded \$1.4 million in Neighborhood Stabilization Funds for NHS StoreWorks homebuyers

A Message from the Board President and the Chief Executive Officer





Dear Friends:

Neighborhood Housing Services of New York City, Inc. and our network of Neighborhood Housing Services offices and affiliates (NHSNYC) are survivors! We are comprised of skilled, hard working, dedicated staff, board and committee members that work with government, corporations, community and resident leaders to improve our neighborhoods, our home, our future. For nearly thirty years, NHSNYC through effective collaboration and program offerings helps over 10,000 New Yorkers annually to stabilize neighborhoods. We believe through the provision of resources - including financial education and counseling, loans and grants, technical assistance, resident programs, and leadership training - we can stabilize communities and help future and current residents make the right choice to buy their dwellings or, until prepared, remain renters, to maintain healthy and energy-efficient residences, and save their homes from foreclosure.

2009 was a year of looking rigorously inward to position ourselves strongly for future success. For an entity smack dab in the middle of the mortgage crisis, NHS leadership started the year challenged as to how we would weather the mortgage crisis combined with our change in leadership, and the separation of Neighborhood Housing Services of Jamaica. Like many other organizations, the impact on our 2009 financial statements from the financial crisis is significant. We had to make balance-sheet adjustments to restate the value of properties we developed under the Store Works program. We have been proactive and immediately engaged a team of consultants to help NHSNYC to reposition; in fact we named our effort the Reposition NHS 2010 Initiative.

We are making sure to adapt quickly and responsively as we: re-design our financial education programs to include the launch of E-Home on line homebuyer education; raise capital for our community development financial institution (CDFI) in support of the rising demand from NYC homeowners wanting to make home improvements to their existing properties, or to properties they purchase under various REO disposition and short sale programs; incorporate energy efficiency and green initiatives and education into all of our program offerings; remain focused on fighting foreclosure and stabilizing NYC neighborhoods, working with residents, realtors, developers, and other community based organizations. We are providing tools and resources to resident leaders and look forward to further collaborating with other community based organizations. Once again, we'd like to thank you for your continued support and commitment to New York neighborhoods and for assisting NHSNYC as we collectively serve our neighborhood, our home, our future.

Sincerely,

Howard C. Bluver

President, Board of Directors

Honord C Bluer

Bernell Grier

Chief Executive Officer

Bened & Free



Neighborhood Housing Services of New York City

Revitalizing and Preserving Our Neighborhood – Our Home – Our Future

2009 Neighborhood Housing Services of New York City (NHSNYC) marked 27 years of operations Pursuant to our mission, we focus our efforts on low-income, minority- and immigrant-inhabited neighborhoods throughout the five boroughs of New York City. The diversity of New York City creates a need to deal with each borough's population with regard for racial, ethnic, income and other

differences. We fulfill that by operating nine locations: a central services office in Manhattan (which houses our administrative offices and program operations departments as well as the NHSNYC Manhattan NeighborWorks Homeownership Center (HOC)); six neighborhood-based offices (NHS of Bedford Stuyvesant, NHS of East Flatbush, NHS of the South Bronx, NHS of the North Bronx, NHS of Northern Queens and NHS of Staten Island); and on-site offices at Lafavette Estates (Bronx) and at the Municipal Workers Union District Council 37 (Manhattan).

Our programs are tailored to provide New York City residents with the tools to make the right financial decision for the purchase, maintenance, and retention of their homes. Our core programs focus on: financial education, one-on-one counseling and coaching; lending and grant programs for the purchase, improvement, renovation and repair of 1 to 25 unit dwellings; and neighborhood stabilization through housing development, foreclosure intervention programs, collaboration and resident leadership services and training. Environmentally friendly, energy efficient -- green initiatives -- have been and continue to be incorporated within all of our program services.

Financial Education & Counseling

Perhaps now more than ever New Yorkers need assurance in making the right decision to buy, improve and keep their homes. NHS works to increase and protect homeownership investment helping people to help themselves through pre-and-post purchase education, demystifying the mortgage application process with dedicated homeownership counselors and special loan programs for persons interested in purchasing distressed properties and for first time homebuyers through participating

banks. In recent years, we have expanded our foreclosure intervention counseling services to all NHS locations. NHS's signature Home Maintenance Training workshop is where participants learn how to safely use tools to make minor improvements and energy smart repairs in their homes. This is a very popular program that includes training in changing locks, changing faucets, repairing drywall and repairing toilets. Clients boast that NHS's Home maintenance training has saved them thousands of dollars in repair cost.

Homeownership Preservation and Lending Programs

NHSNYC is a certified Community Development Financial Institution (CDFI). As a CDFI, NHSNYC provides financial products in the form of home improvement loans, emergency repair loans, construction loans, and down payment assistance and closing cost loans. NHSNYC is also a New York State Energy Research and Development Authority (NYSERDA) lender providing certified loans for energy efficiency projects in 1-4 family homes. NHS is the administrator for NYC's Department of Housing Preservation and Development HomeFirst program whereby NHS provides forgivable loans up to 6% of the purchase price for down payment and closing costs assistance. This program is for purchases within NYC for residents within 80% of the HUD medium income and who are first time homebuyers.

Our Housing Development subsidiaries are focused on assisting in the preservation of communities through

the upkeep and sale of distressed properties. We work with Restored Homes in the conversion of HUD foreclosed properties and REO properties, placing these properties in the hands of responsible property owners.

Neighborhood Stabilization and Community Engagement

Our central services office and neighborhood offices collaborate with other organizations. NHS in collaboration with the Pratt Center for Community Development in 2009 was awarded a contract by NYSERDA to serve as their Energy Smart Communities Outreach Coordinators for Brooklyn and Queens. Our responsibilities include providing educational seminars and participation in other community outreach events designed to educate people about energy conservation as well as about the many subsidies and low-interest loan programs available to them through NYSERDA.

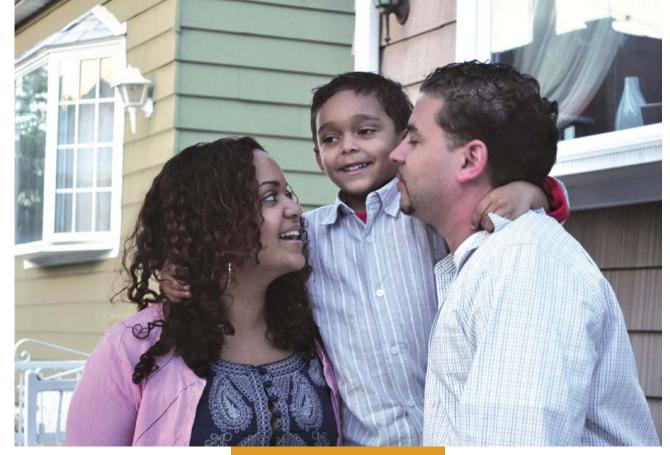
Current and potential homeowners face many challenges today; key among them are the credit and mortgage crisis, record high real estate prices, and the aging of NYC's housing stock. NHSNYC has shaped its programs and services to meet these conditions, and we have maintained flexibility to continually and quickly respond to change.

In 2009 we began exploring additional delivery channels for our education services and launched E-Home, an on-line, self paced homebuyer education course. NHSNYC has been providing foreclosure prevention services since 1996, when we first noticed abusive lenders coming into our communities. In 2009 we have worked with the Hope Now Alliance and NeighborWorks America in the pilot of LoanPort Housing Counseling Web Portal to facilitate the loss mitigation loan modification process. As a result of this flexibility, NHSNYC programs are uniquely suited to meet the current challenges facing the New York City homeownership housing market. The need for our services has increased and we have proven that our services make a difference! We boast that customers that purchase using our programs and services are better suited to maintain their status as homeowners. To face the challenges ahead, we listen to the community, identify the needs and strengthen our core programs and services in

partnership with other community partners, government agencies and funding partners, such as the Center for New York City Neighborhoods, New York State Mortgage Finance Agency, the NYC Department of Housing Preservation and Development, NeighborWorks America, the NYS NeighborWorks Alliance and NYSERDA.

Evaluation and Quality Assurance

NHSNYC has a strong commitment to measuring impact of its programs, using national tools like Success Measures Data System to assess community impact and outcomes. For more than four years, we have tracked data and outcomes using a nationally recognized network system called NeighborWorks Solution to Enhance Performance (NStep) which follows customers from intake to post-purchase services. In 2010, we have migrated to the CounselorMax program (CMax). CMax produces reports for management and partners and provides a means to standardize operations throughout the NHSNYC offices. It is a truism among homeowners that their houses are never finished. There is always one more vision to pursue, or some maintenance or repair that demands attention. Communities have similar dynamics; there are ongoing "maintenance" issues that must be addressed, as well as new initiatives that respond to perceived threats or opportunities. Our future and the future of our neighborhoods are in need of our equipping our toolboxes to continue to build healthy, affordable and sustainable communities.



Neighborhood Housing Services of New York City, Inc. & Affiliates

Neighborhood Housing Services of New York City, Inc. & Subsidiaries

Statement of Financial position (Audited)

Consolidated Statement of Activities (Audited)

AS OF DECEMBER 31, 2009

FOR THE YEAR ENDED DECEMBER 31, 2009

AS OF DECEMBER 31, 2009			FOR THE TEAN ENDED DECEMBER 31, 2009	FOR THE YEAR ENDED DECEMBER 31, 2009				
	2009	2008					2009	2008
				Temporarily Permanen		Pormanontly		
				Unrestricted	Restricted	Restricted	Total	Total
ASSETS			SUPPORT AND REVENUE	55555				
Cash and Cash Equivalents	\$3,707,897	\$5,361,249	Contributions	\$3,352,722	\$577,133		\$3,929,855	\$3,660,255
Cash and Cash Equivalents – Restricted	5,972,822	6,568,965	Government Grants	2,351,300	149,668	75,000	2,575,968	3,931,327
Contributions Receivable	137,147	251,235	Program Service Revenue	549,295			549,295	689,441
			Program Revenue On Notes Receivable	956,605			956,605	1,197,376
Construction in Progress	11,737,405	17,275,555	Interest Income From Cash Equivalents	12,933			12,933	94,631
Notes Receivable, Net	14,110,638	15,196,716	Other Income Net Assets Released From Restrictions	201,040 1,718,292	(718,292)	(1,000,000)	201,040	94,785
Fixed Assets, Net	2,633,970	3,037,975	Gross Proceeds From Special Events	436,500	(110,2 <i>)</i> 2)	(1,000,000) —	436,500	698,850
Other Assets	2,377,570	3,601,030	Less: Direct Benefits To Donors	(86,244)			(86,244)	(278,940)
			Net Proceeds From Special Events	350,256			350,256	419,910
TOTAL ASSETS	41,099,883	52,109,513	PROPERTY-RELATED ACTIVITIES					
			Proceeds From Sale Of Properties	2,382,943			2,382,943	6,198,326
Accounts Payable and Accrued Expenses	2,234,719	3,191,959	Less: Cost Of Properties Sold	(2,348,037)			(2,348,037)	(5,548,471)
Escrow Funds	1,251,598	1,800,893	Gross Margin	34,906			34,906	649,855
Retainage Payable	409,018	643,052	TOTAL SUPPORT AND REVENUE	9,527,349	8,509	(925,000)	8,610,858	10,737,580
Due To Government Agencies	3,620,186	3,715,809	EXPENSES					
Lines of Credit	2,765,081	2,307,370	EAT ENDED					
Construction Loans Payable	14,357,792	14,357,037	PROGRAM SERVICES					
Loan Funds Payable	13,648,168	15,353,665	Lending	3,663,759			3,663,759	4,708,840
Mortgage and Capital Lease Payables	1,327,357	1,328,240	Education Counseling	3,123,686			3,123,686	4,264,815
		1,609,911	Housing Development Special Projects	267,900 391,600			267,900 391,600	315,517 498,047
Other Liabilities 1,228,52		1,009,911	Management and General	2,071,975	Ξ		2,071,975	2,298,908
TOTAL LIABILITIES	40.049.446	44.007.006	Fundraising	527,905			527,905	609,264
TOTAL LIABILITIES	40,842,446	44,307,936						
Net Assets	257,437	7,801,577	TOTAL EXPENSES	10,046,825	_	_	10,046,825	12,695,391
			OPERATING INCOME/(LOSS)	(519,476)	8,509	(925,000)	(1,435,967)	(1,957,811)
TOTAL LIABILITIES AND NET ASSETS	D NET ASSETS 41 009 883 52 109 513		Loss On Write-Down Of Properties To Fair Value	(5,643,499)	_	_	(5,643,499)	(2,5 2 1,2 2 2)
			Loss On Separation of NHS Jamaica	(464,674)			(464,674)	
			CHANGE IN NET ASSETS	(6,627,649)	8,509	(925,000)	(7,544,140)	(1,957,811)
			Net Assets At Beginning Of Year	2,044,557	826,165	4,930,855	7,801,577	9,759,388
			NET ASSETS/(DEFICIT) AT END OF YEAR	(4,583,092)	834,674	4,005,855	257,437	7,801,577

A COMPLETE COPY OF THE ORGANIZATION'S AUDITED FINANCIAL STATEMENTS WILL BE FURNISHED UPON REQUEST.

PROGRAM SERVICES

Contributors

Combined Statement of Functional Expenses

FOR THE YEAR ENDED DECEMBER 31, 2009

	THOUGHT BEHAVIOLE					Seri offind Services				
	Lending	Education Counseling	Housing Development	Special Projects	Total	Management and General	Fundraising	Total	Total	
Personnel And Related Expenses	\$1,617,861	\$2,515,418	\$186,048	\$249,366	\$4,568,693	\$1,062,991	\$337,766	\$1,400,757	\$5,969,450	
Professional Fees	1,602	9,322	49,274		60.198	377,522		377,522	437,720	
Staff Training And Recruitment	45,321	45,321			90,642	17,081		17,081	107,723	
Occupancy Costs	398,997	334,173	5.270	82,947	821,387	167,769	57,027	224,796	1,046,183	
Office Expenses	40,155	32,558	8,844	3,256	84,813	45,121	5,426	50,547	135,360	
Outside Services	44,709	22,355		22,355	89,419	100,604	49,557	150,161	239,580	
Board And Staff Meetings						7,752		7,752	7,752	
Insurance						50,811		50,811	50,811	
Equipment Related	29,537	47,259	1,611	5,907	84,314	29,537	5,907	35,444	119,758	
Workshop Related	10,777	43,967			54,744	1,961		1,961	56,705	
Other Expenses	166,285	32,911	16,853	14,302	230,351	130,021	45,287	175,308	405,659	
Depreciation And Amortization	107,739	40,402		13,467	161,608	80,805	26,935	107,740	269,348	
Revolving Loan Expenses	728,765				728,765				728,765	
Home Assistance Grant Program	427,011				427,011				427,011	
TOTAL EXPENSES	\$3,663,759	\$3,123,686	\$267,900	\$391,600	\$7,446,945	\$2,071,975	\$527,905	\$2,599,880	\$10,046,825	

SUPPORTING SERVICES

A COMPLETE COPY OF THE ORGANIZATION'S AUDITED FINANCIAL STATEMENTS WILL BE FURNISHED UPON REQUEST.

\$100,000+

Altman Foundation Amalgamated Bank Anonymous Apollo Real Estate Advisors Bank of America Center for New York City Neighborhoods The F.B. Heron Foundation Fannie Mae JPMorgan Chase NeighborWorks® America

New York City Department of Housing Preservation & Development New York State Department of Housing and Community Renewal

Promontory Financial Group, LLC

\$75,000 - \$99,000

Astoria Federal Savings HSBC Bank (USA) MetLife Foundation TD Bank

\$50,000 - \$74,999

The Bank of New York Mellon Corporation Citi Foundation Deutsche Bank Mizuho Corporate Bank (USA) U. S. Department of Housing and Urban Wachovia (a Wells Fargo Company)

The Bank of Tokyo-Mitsubishi UFJ, Ltd.

\$25,000 - \$49,999 Ameriprise Bank, FSB

Ludwig Family Foundation M & T Bank Morgan Stanley New York State Banking Department New York State Energy Research and Development Authority

The State Bank of India

Travelers

ConEdison

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Bank of India Bridge Street Development Corporation Capital One Delta Bank Federal Home Loan Bank of New York

Flushing Savings Bank Habib American Bank

The Hagedorn Fund The Hyde & Watson Foundation

Interaudi Bank Mercantil Commercebank

Municipal Credit Union New York City Department of Consumer Affairs New York State Affordable Housing Corporation

Pratt Institute

State Farm Insurance Companies

\$5,000 - \$9,999 Bank of Baroda Bank of China BPD Bank

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\$1,000 - \$4,999

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George & Sandra Engelke

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Environmental Education Associates Friends of Schumer

Horizon Construction, Inc. Japan Tech

Jewish Communal Fund

KBD Group Markham Gardens, LP

Toshihiko Matsumoto Patrick & Marjorie McEnerney

Mitsubishi UFJ Trust & Banking Mizuho Trust & Banking Co. (USA)

Denise More

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Citi

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Carine Easley

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Daniel C. Marotta

Terry Monroe

Eugene Prisco Loretta Prisco

Milagros Rodriguez

Sean Sweeney

Rubin Wolf

NHS HDFC and NHS CDC

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Louis Kilkenny

Heather Lawler

Larry Pampellone Louis Schwartz

Jeffrey Zotter

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Chief Executive Officer

Louis Kilkenny

Interim COO/Director of Lending

Ermine McLawrence **Director of Human Resources**

Jeffrey Schanback

Chief Financial Officer

General Counsel Jeffrey Zotter

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Alfred Gill * * NHS of Staten Island, Inc.

Raiza Martinez

NHS of the South Bronx

Jose Oscar Morillo NHS of the North Bronx, Inc.

Tonva Ores

NHS of East Flatbush, Inc.

Richard Trouth NHS of Bedford-Stuyvesant, Inc.

NHS of Northern Oueens, Inc.

NHSNYC DIRECTORS Spencer Brown

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Ygmar Wiel

Donna Davis **Resource Development**

Susannah Gillette

Program & Quality Impact

Janelle Greene **Government & Community**

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Housing Development Linda Ziembko

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Homeownership Center Maria Buckmire

Program Manager Construction Services

Raul Camacho

NeighborWorks®

Program Assistant, MIS

Rosa Colarte

Program Coordinator

NeighborWorks® **Homeownership Center**

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Administration Yvonne Ferran **Program Manager**

Lending Services Andre Galiber

Real Estate Agent NHS Realty

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Resource Development

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Program Manager Lending Services

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Yves Kedelina **Program Director**

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Senior Accountant Gloria LaSalle

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Program Manager

Program Assistant Lending Services Adam Marcus

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Michael Minott **Program Manager** NeighborWorks® **Homeownership Center**

Administrative Assistant

Ann Murray

Administration

Homeownership Center

Program Manager DC 37 Program Vidyawatie Rambahal

Jorge Ortiz

Accountant

Maria Serrano **Human Resources Manager**

Beive Sun **Clerical Assistant** Accounting

Liping Yu Sr. Project Manager

Construction Services

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Patricia Primo

Monserrate Nunez **Marketing Coordinator**

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NHS OF EAST FLATBUSH Angella Cummings

Program Director Angella Davidson **Program Manager**

Rodney Grierson **Program Manager**

Administrative Assistant Roger Maxwell

Program Coordinator

Kimberly Henry

Tyrone McDonald **Marketing Coordinator** Luz Torres

David Vincent

Program Assistant

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Administrative Assistant Sharon Spencer

Masanna Johnson

Carlos Garcia

Homeownership Counselor NHS OF NORTHERN QUEENS

Homeownership Counselor

Gladys Beague

Administrative Assistant Nancy Flores

Program Assistant Miriam Martin

Program Coordinator

Donneil Reed-Harris **Homeownership Counselor**

Patricia Victoria **Program Assistant** Darryl Washington

Program Manager

NHS OF THE SOUTH BRONX

Carmen Acevedo **Community Outreach** Coordinator

Administrative Assistant Dolores Pena

Dawilsa Pena

Program Coordinator Erica Rosado **Homeownership Counselor**

Homeownership Counselor

NHS OF STATEN ISLAND Deborah Bradshaw

Administrative Assistant Maria Garcia

Tonya Williams

Program Manager Mark Hogan **Program Manager**

Warren Hu

Mohammed Ibrahim **Program Manager** Trudy Lindsey-Dinkins

Office Manager

Neil Rodney

Loan Officer

Program Coordinator

* * effective June 2010

Gloria Ashby * effective April 2010

Adriana Garcia

Program Assistant

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Neighborhood Housing Services of New York City, Inc.

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Manhattan NeighborWorks® HomeOwnership Center

307 West 36th Street, 12th Floor New York, NY 10018 718.230.7610

Neighborhood Housing Services of Bedford-Stuyvesant, Inc.

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Neighborhood Housing Services of East Flatbush, Inc.

2806 Church Avenue Brooklyn, NY 11226 718.469.4679

Neighborhood Housing Services of the North Bronx, Inc.

1451 East Gun Hill Road Bronx, NY 10469 718.881.1180

Neighborhood Housing Services of the South Bronx

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Neighborhood Housing Services of Northern Queens, Inc.

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