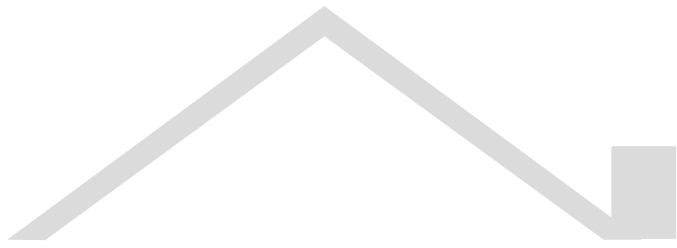




**COLLABORATIVE  
OF OHIO**



**BUILDING...**

**A Better Ohio**

**A Stronger Economy**

# A Better Ohio



## The NeighborWorks® Collaborative of Ohio

is a statewide, nonprofit organization focused on delivering sustainable and affordable housing-related programs for Ohioans. The Collaborative specializes in creating successful and sustainable homeowners through effective Homebuyer Education programs, preserving the dream of home ownership through foreclosure prevention services, developing affordable and strengthening families and communities across Ohio through housing-related programs and services. Member organizations of the Collaborative build quality affordable homes for sale and rent, operate home repair and rehab programs and revitalize communities throughout the state of Ohio.

### Background and History

Strategically placed throughout Ohio, ten NeighborWorks® organizations collaborate independently with public and private funders, lenders and non-profit practitioners, to develop and implement local strategies to educate new and existing home owners, reduce the incidence of foreclosure and give Ohio families the tools they need to be successful in their homes and in their financial lives. In 2005, all of the NeighborWorks® organizations in Ohio formed a statewide coalition to share best practices, align efforts and leverage their strategic partnerships, to achieve a common goal of reducing foreclosures among low- and moderate-income families across Ohio. This effort was successful at raising awareness, driving traffic to NeighborWorks organizations, and securing over \$5 million in government funding

for a statewide foreclosure rescue program. In 2011, the NeighborWorks® Collaborative of Ohio was officially formed as a non-profit organization to promote the delivery of services and housing products designed to make families and communities successful on a statewide level.

Created by Congress in 1978, NeighborWorks America helps revitalize America's underserved communities. Local NeighborWorks organizations are independent, nonprofit community development corporations, governed by business leaders, government officials and community residents. Many of the over 240 local NeighborWorks organizations are actively engaged in promoting homeownership through counseling, lending and other means.

# A Better Ohio



Since 2006, the NeighborWorks® Collaborative has served over 85,000 households statewide with housing-related services. Members of the NeighborWorks Collaborative of Ohio include:

- East Akron Neighborhood Development Corporation Inc.
- Famicos Foundation
- Homeport (formerly known as Columbus Housing Partnership, Inc.)
- The Home Ownership Center of Greater Cincinnati, Inc.
- Neighborhood Development Services
- Neighborhood Housing Partnership of Greater Springfield, Inc.
- Neighborhood Housing Services of Greater Cleveland, Inc.
- Neighborhood Housing Services of Hamilton, Inc.
- NeighborWorks Toledo Region (formerly known as Neighborhood Housing Services of Toledo, Inc.)
- St. Mary Development Corporation/Home Ownership Center of Greater Dayton

## Organizational Impact

NeighborWorks organizations have made a significant impact on the lives of people and families in communities across Ohio. In fact, New England Market Research, Inc., concluded in a recent study that the 5-year impact to Ohio's economy from NeighborWorks activities and services resulted in:

- Over \$1.6 Billion to Ohio's economy
- Generated \$173 Million in tax revenues
- Sustained 2,300 jobs on an annual basis
- Created \$510 million of income for Ohio labor across the state
- Leveraged \$9 for every dollar received by a public or private source
- Returned \$1.08 in tax revenue to state and local governments for each dollar spent by Ohio NeighborWorks organizations

In addition, a recent study by the Mortgage Guaranty Insurance Corporation (MGIC) analyzed the effect of NeighborWorks pre-purchase Home Buyer Education and Counseling services on the loan portfolios of banks and financial institutions holding Ohio mortgages. The findings show that NeighborWorks pre-purchase counseling and education works:

**Clients who received pre-purchase counseling and education from NeighborWorks are 1/3 less likely to be 90 or more days delinquent on mortgage payments over a two-year period than borrowers who do not receive pre-purchase counseling.**

# A Better Ohio



## Ohio Sustainable Home Ownership Assistance Program

### The Problem

A down payment for a first-time homebuyer can be a significant barrier to home ownership, especially in the current economic and mortgage-lending environment. Along with tight underwriting standards, the vast majority of lending products available to families carry an expectation of at least 3% down, plus closing costs. These barriers are pricing many individuals and families out of the housing market. Many of these Ohioans have steady jobs and strong qualifications to own a home, but due to the recent economic crisis, tighter lending standards and temporary setbacks, home ownership is out of their reach.

Down payment assistance (DPA) not only helps borrowers come up with the cash necessary to purchase a home, it also helps them to qualify for a mortgage, and in some cases, eliminate private mortgage insurance (PMI) by reducing the amount borrowed. With costly PMI eliminated, equity can be built much faster and homeownership becomes a possibility in cases where it might not otherwise, based on the current lending requirements.

High-quality home ownership education, coaching and counseling are necessary for many households to assist in getting ready to buy a home and ensure the long-term viability of ownership. Unfortunately, programs across the state of Ohio are either non-existent or not to the standard necessary to achieve long-term home ownership.

### The Concept

Ohio NeighborWorks organizations have long been involved in delivering high-quality programs and education related to home buying, home ownership and financial literacy. We seek to deliver our education and counseling programs statewide, while also offering Down Payment Assistance and other mortgage products to first-time homebuyers who may be ready for home ownership, but need tailored assistance based on their specific situation and circumstances.

The NeighborWorks Ohio Down Payment Assistance program will be statewide and will targeted at first-time homebuyers by providing down payment assistance in the form of a second mortgage. Integral to this model is pre-purchase homebuyer education and counseling. By coupling NeighborWorks proven education, training and counseling programs with this new funding model, we will ensure the long-term success of participating buyers.

Pre-purchase counseling provided by NeighborWorks organizations consists of a minimum eight-hours of group education, and individual counseling session(s) to include: an initial orientation and overview of the home purchase process; an in-depth analysis of potential buyer's personal and financial history; details about house selection, financing, closing, and other key issues of the home buying/post-purchase process; and it also answers concerns, such as maintenance and community involvement.

# A Better Ohio



## NeighborWorks Education Process Includes:

- Assessing Readiness to Buy a Home
- Budgeting and Credit
- Financing a Home
- Selecting a Home
- Maintaining a Home and Finances
- Community Involvement

Most clients first attend a one to two-hour orientation session that allows participants to self-select into the different tracks of homebuyer education according to their knowledge and readiness. Individual counseling supplements other kinds of homebuyer education by focusing on problems and issues that are specific to each homebuyer.

All Ohio NeighborWorks® organizations are state-licensed second mortgage lenders and capable of originating a deferred, due on sale mortgage, in tandem with a traditional lender. In addition, our organizations have the experience and capacity to originate first mortgages.

## Program Impact

We will be able to help a significant amount of families in Ohio own a home, while mitigating risks to investors based on our organization's proven track record. Based on national studies and the known impact of the NeighborWorks organizations, we know that Down Payment Assistance

(DPA) combined with Home Buyer Education (HBE) equals successful and sustainable homeownership. In Ohio, this can help strongly support a vibrant housing market and economy. It will be positive for neighborhoods, the state and local tax bases, families, and jobs.

## Partner With us to Build a Better Ohio

### Your Support Will Help

- Contribute to our state's economic prosperity and protect your investment in Ohio
- Reduce the growing cost of foreclosure in our communities
- Create successful homeowners and support the stability of families through housing and related services

**To learn more about the NeighborWorks® Collaborative of Ohio, please contact (800) 908-4613 or visit [ohiowc.org](http://ohiowc.org)**

# NeighborWorks® Collaborative of Ohio Member Organizations

All NeighborWorks® Collaborative of Ohio member organizations are affiliated with NeighborWorks® America and are certified housing counseling agencies by the United States Department of Housing and Urban Development.

## 1. NeighborWorks® Toledo Region

704 Second Street  
Toledo, OH 43605  
Phone: 419-691-2900  
[www.nhstoledo.org](http://www.nhstoledo.org)  
William Farnsel, Executive Director

## 2. Neighborhood Housing Services of Greater Cleveland, Inc.

5700 Broadway Avenue  
Cleveland, OH 44127  
Phone: 216-458-4663  
[www.nhscleveland.org](http://www.nhscleveland.org)  
Lou Tisler, Executive Director

## 3. Neighborhood Development Services

120 East Main Street  
Ravenna, OH 44266-2714  
Phone: 330-297-6400  
[www.ndsohio.org](http://www.ndsohio.org)  
Dave Vaughan, Executive Director

## 4. East Akron Neighborhood Development Corporation, Inc.

550 South Arlington Street  
Akron, OH 44306  
Phone: 330-773-6838  
[www.eandc.org](http://www.eandc.org)  
Grady Appleton, Executive Director

## 5. Homeport

562 East Main Street  
Columbus, OH 43215  
Phone: 614-221-8889  
[www.homeportohio.org](http://www.homeportohio.org)  
Amy Klaben, President/CEO

## 6. Neighborhood Housing Partnership of Greater Springfield, Inc.

527 East Home Road  
Springfield, OH 45503  
Phone: 937-322-4623  
[www.springfieldnhp.org](http://www.springfieldnhp.org)  
Katina Koumoutsos, Executive Director

## 7. St. Mary Development Corporation / HomeOwnership Center of Greater Dayton

205 East First Street  
Dayton OH 45402  
Phone: 937-853-1600  
[www.homeownershipdayton.org](http://www.homeownershipdayton.org)  
Beth Deutscher, Executive Director

## 8. Neighborhood Housing Services of Hamilton, Inc.

100 S. Martin Luther King Blvd.  
Hamilton, OH 45011  
Phone: 513-737-9301  
[www.butlercountynhs.org](http://www.butlercountynhs.org)  
Lorie DiStaola, Executive Director

## 9. The Home Ownership Center of Greater Cincinnati, Inc.

2820 Vernon Place  
Cincinnati, OH 45219  
Phone: 513-961-2800  
[www.cincinnatihome.org](http://www.cincinnatihome.org)  
Rick Williams, Executive Director