

NEIGHBORHOOD Minute

THE NEWSLETTER FOR NEIGHBORWORKS® SOUTHERN NEW HAMPSHIRE

NeighborWorks® Southern New Hampshire Partners with CATCH Neighborhood Housing in a new Home Ownership Initiative!

Support from Citizens Bank Foundation helps develop HOMEdteam, a new home ownership model serving New Hampshire residents.

In a collaborative effort to pool resources in order to streamline and extend home ownership services, NeighborWorks® Southern New Hampshire and CATCH Neighborhood Housing have partnered to create HOMEdteam. This new non-profit entity is dedicated to providing home ownership education, coaching and resources to individuals and families who live in 48 communities in Hillsborough, Merrimack and Rockingham counties, including the cities of Manchester, Nashua and Concord. The collaboration extends the service area of the two NeighborWorks® Charter member organizations to communities previously underserved in the state. HOMEdteam provides New Hampshire residents with the information and tools they need to make practical financial decisions related to purchasing, renting, and maintaining a home. Through a series of free workshops, one-on-one counseling, and other resources, HOMEdteam is dedicated to helping first time home buyers navigate the mortgage process, renters save for home ownership, and home owners preserve and protect their investment.



Joseph Carelli, President of Citizens Bank, Rosemary Heard, President of CATCH Neighborhood Housing, Robert Tourigny, Executive Director of NeighborWorks® Southern New Hampshire and Paul McLaughlin, HOMEdteam Manager congratulate Debra Durant on the purchase of her new home. Debra attended four HOMEdteam classes, and her Individual Development Account helped her purchase her Manchester home with the help of HOMEdteam counselors in July 2013.

This new partnership is innovative in large part because of the streamlined approach to handling client intake. Consumers are easily directed to the appropriate resources based upon their personal circumstances. No matter how they reach us, our clients will receive guidance best tailored to their individual needs. At each HOMEdteam location, there is access to the full range of seminars, workshops and coaching opportunities. HOMEdteam coordinates the schedules of seminars and workshops offered at their locations in Nashua, Manchester and Concord, allowing for increased flexibility and the greatest array of times and locations for participants.

Continued on page 2

NeighborWorks®
SOUTHERN NEW HAMPSHIRE



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We certainly are facing an exciting new year at NeighborWorks® Southern New Hampshire. Our homeownership collaboration is kicking into high gear as we work with our partners to address foreclosure issues as we see home buying in our region finally climbing back up. Real estate and job market conditions will continue to affect consumers and their interest and ability to afford a home. Through the creation of HOMEteam we will work to address those needs across our region.

We are also excited to be embarking on our largest real estate development in our twenty plus years of existence. Stay tuned for updates as we plan to break ground in the Town of Londonderry this year.

We are also pleased to be near the finish line of our capital campaign that began a year ago. Thank you to all who have helped by contributing to the campaign, as well as the volunteers who have led us towards meeting this incredible fundraising goal!



Robert Tourigny
Executive Director

Continued from page 1

The collaborative offers group education and individual coaching in the following areas: first time home buyer, foreclosure prevention and intervention, financial capabilities, reverse mortgage and landlord training. In addition to these in-person resources, HOMEteam recently launched a new tool to provide remote workshops, further expanding accessibility. Our Foreclosure Prevention Information Sessions are now offered via WebEx, providing visual and audio presentations in an online format. Virtual attendees now have remote access to the information and resources from the comfort and anonymity of their home, office, library or any other location where internet access is available.

When NeighborWorks® Southern New Hampshire and CATCH Neighborhood Housing initially partnered in this initiative, we approached Citizens Bank, long-time funding partner of both organizations, and presented them with this new, comprehensive system of providing quality housing services to New Hampshire residents. Their leadership team was receptive to this new approach, and supportive of an initiative aimed at extending the reach of affordable housing education programs to locations and demographics previously underserved in New Hampshire communities.

“The Citizens Bank Foundation has been a key partner in launching HOMEteam, providing seed support for the collaboration’s development. The Community Development staff at Citizens Bank saw the potential and value of a program model aimed at unifying efforts and staff resources to provide a full range of quality housing education and resources to New Hampshire residents,” stated Robert Tourigny, Executive Director of NeighborWorks® Southern New Hampshire. “The continued encouragement and assistance provided by partners like Citizens Bank is vital to our mission and helps to keep all home ownership programs and services offered by HOMEteam free of charge,” continued Tourigny.

For more information, or to register for a seminar or workshop, please visit us online at www.hometeamnh.org or call us at (866) 701-9097.

Hard Work and Circumstance Bring Hancock Family Home

When Jeremy Charron lost his construction job in the wake of the 2008 housing crisis, he and his wife Siobhan had no choice but to file for bankruptcy. They thought their credit would never recover, even after they got back on their feet, and that their dream of owning a home would remain a fantasy. With three small daughters and Siobhan's father and grandmother living with them, renting was not ideal, as it wasn't always easy to find a house to rent that fit their specific needs. That all changed when she saw a HOMEdteam IDA program brochure.

The young couple met with a HOMEdteam housing counselor only one year after their bankruptcy, and they found getting into a home of their own may not be as impossible as they had previously suspected. Jeremy and Siobhan had to learn to budget strictly, something they had never done before.

"We couldn't have done it without the help of the [IDA] program and the HOMEdteam counselors," Siobhan said.

The Individual Development Account [IDA] helps families like the Charrons commit to saving for major purchases, such as buying a home, or attaining higher education. It matches the savings of an individual at a 3:1 ratio, up to \$2,000, as they work towards their goal, and fosters good savings habits. In the Charron's case, they each had an account, and saved a total of \$16,000, which they put towards their down payment, closing cost and other expenses associated with buying a home.

"Going through the IDA program and then doing the Home Buyer and Financial Capabilities Seminars, it really taught us a lot – how to use your credit, how to make it better, and how to prepare for the future and the unexpected... we really are grateful," Siobhan said.

The paperwork involved in the application process was substantial; however the Charron family was able to complete what was necessary and not miss a class. They had to attend the Financial Capabilities Seminars on an alternating basis as they could not leave the kids alone and a babysitter did not fit in to their new budget.

"We maximized the payments [into the IDA accounts], and we struggled. We were tight on things like groceries, but we knew we had to do it to meet our goal," Jeremy commented.

They saved and put money towards their IDA for a year before they started the home buying process, at times saving \$200 a month, no small feat with two small girls and parents to feed. They attended classes with Paul McLaughlin, Manager of HOMEdteam, received counseling, and eventually found a home they were interested in. It seemed nearly perfect for their situation. It had enough bedrooms to accommodate their two children and Siobhan's father and grandmother, and even had two bedrooms and a bath on the first floor, providing accessibility to her aging parents. It was a little out of their price range, but the seller eventually agreed to meet them at a more affordable price point.

It was at this moment the lender suddenly rescinded their pre-approval, and it nearly cost them a chance at owning a home. "We were devastated," Siobhan recalls.

Crestfallen and ready to fold, they called Ryan Tufts, their Home Ownership Counselor at HOMEdteam, for help. Jeremy's new employer had referred him to his lender, and without a secondary recommendation they were weary to try just any lender. Ryan steered them to Christine Hunt at Merrimack Mortgage, a local lender who often works with HOMEdteam's clients. Chris was able to work with them and their unique situation to get the approval they needed to get into their new home.

Now owners living and working in their new home, Siobhan and Jeremy are proud of what they accomplished, "Now we are here, and we feel like we are through the hardest parts. We are truly grateful to be here. There are always new challenges, but at least we are home."



Siobhan and Jeremy Charron in front of their new home with their family.

2013 David P. Goodwin Outstanding Neighbor Award

Honoring Fred B. Kfoury, Jr.'s commitment to affordable housing.



From front to back, left to right: Matthew Kfoury, Robert Tourigny, Raymond Wieczorek, Fred B. Kfoury, III, Marilyn Goodwin Soper, Claira Monier, Christine Kfoury, Carol Willoughby, Ellie Cochran and Charles Goodwin.

This past September, we were proud to honor one of our staunchest supporters, volunteers, and great friend, Fred B. Kfoury, Jr. With the help of nearly 150 guests, we presented the 2013 David P. Goodwin Outstanding Neighbor Award in Fred's memory to his children and other family members. A founding member of Manchester Neighborhood Housing Services, as we were formerly known, and a Trustee of the organization for twenty years, Fred was committed to NeighborWorks® Southern New Hampshire's community development activities – quality affordable rental housing, homeowner-ship education, and neighborhood revitalization.

On September 19th, 2013 we came together to celebrate what Fred meant to this organization and community, and the lasting impression of his generosity and community involvement. Opening remarks were made by the event's lead sponsor, Ken Viscarello representative of Sheehan Phinney Bass + Green PA's. Other speakers included Mayor Ted Gatsas; former David P. Goodwin Award recipient, Raymond

Wieczorek; Fred's son, Matthew Kfoury; Charlie Goodwin; NeighborWorks® Southern New Hampshire's Board of Directors' Chair Carol Willoughby and Robert Tourigny. We would like to thank everyone who attended or supported this special event.

Special thanks to our sponsors: Sheehan Phinney Bass + Green PA, Northern New England Housing Investment Fund, People's United Bank, New Hampshire Housing, Public Service of New Hampshire, Brady Sullivan Properties, Gentle Dental, Puritan Backroom Restaurant, Computech Integrators, Benthien Associates, Inc., Boyd and Boufford Insurance Agency, Lifetime Benefits Group, and Mutual of America. Special thanks as well to RAM Printing and Weber-Stave Design and Cross Photography for their printing, design, and photography services.



Elizabeth LaRocca, Ken Viscarello and Joseph Reilly



Mike Reed and Arthur Sullivan



Raymond Wieczorek, Claira Monier and Danielle Collins performing the Reinvestment Rap



Carol Bednarowski and Selma Naccab-Hoff



Carolyn Benthien, Sarah Cochran, David Cochran and Bruce Soper

NeighborWorks® Southern New Hampshire receives TD Charitable Foundation's Housing for Everyone Award.

NeighborWorks® Southern New Hampshire was recently awarded a \$100,000 community development grant through the TD Charitable Foundation's Housing for Everyone grant competition. The grant will be used to support the second phase of our West Side Revitalization Initiative, redeveloping dilapidated properties in West Side neighborhoods for sale to first-time homebuyers. This is the third Housing for Everyone Award we have received in the past four years. And NeighborWorks® Southern New Hampshire is proud to be the only New Hampshire organization recognized with this award this year.

Through a targeted effort to rehabilitate and reconstruct run down or abandoned buildings, we are working to bring back homeownership and neighborhood aesthetics to Manchester's West Side. We have acquired a total of 11 West Side properties with 33 units, demolished two buildings, and rehabilitated nine buildings with 21 units. In doing so, we created off-street parking, open space, homeownership and affordable rental opportunities, while reducing density in an area hurt by foreclosures and neglect.

This year's "Housing for Everyone" theme was "Neighborhood Revitalization and Stabilization" with a focus on two key areas ~ rehabilitation of viable affordable housing properties or utilization of abandoned properties for affordable housing.

The award supports NeighborWorks® Southern New Hampshire's efforts to rehabilitate three properties on Conant, Rimmon, and Dubuque Streets in Manchester to create one single-family and two multi-family homes. These properties have been selected for rehabilitation and sale in an effort to address issues of home ownership, blight and deterioration in the neighborhood while providing safe, quality housing on the West Side.

"TD Charitable Foundation continues to make a difference in the revitalization of Manchester's West Side through their support of our work," stated Robert Tourigny. "Sustained focus on this neighborhood is helping to reverse a situation of neglect and a low rate of homeownership."

The Housing for Everyone grant competition is one of the TD Charitable Foundation's most widely known signature programs. The competition invites local non-profit organizations from Maine to Florida to submit proposals outlining their plans and initiatives to support and provide affordable housing initiatives in their communities. Twenty-five organizations throughout TD Bank's footprint from Maine to Florida were awarded a \$100,000 grant for a total grant donation of \$2.5 million in 2013. We extend our thanks to the TD Charitable Foundation for their continued support of our work on Manchester's West Side.



Pictured, from left to right: Thomas Krebs, Neighborhood Development Specialist, NeighborWorks® Southern New Hampshire; Jennifer Vadney, Neighborhood Development Manager, NeighborWorks® Southern New Hampshire; Steven Webb, Market President-New Hampshire; Robert Tourigny, Executive Director, NeighborWorks® Southern New Hampshire; Kevin Moffatt, SVP Retail, Northern New England; and Michael Rayder, SVP, TD Charitable Foundation Manager



208 Conant Street, 50 Dubuque and 49 Rimmon Street, the three West Side properties supported by the Housing for Everyone Award presented by the TD Charitable Foundation.

Nashua Community Leaders Attend NeighborWorks® America Leadership Forum!

Nashua residents and community leaders traveled with Jennifer Vadney, NeighborWorks® Southern New Hampshire's Neighborhood Development Manager, to Sacramento, California this past October to attend a national conference aimed at building sustainable communities through development of grassroots leadership to better our neighborhoods.

Community leaders from across the country gathered at this event, sharing insights, experiences and ideas. Residents and volunteers from Nashua came back with a wealth of knowledge and a sound plan for how to encourage this positive growth from the ground up.

Centrix Bank provided support to offset expenses for NeighborWorks® Southern New Hampshire to send a group of Nashua representatives to the Community Leadership Institute. "This forum was very helpful in empowering residents to help map out a strategy for community organizing in downtown Nashua," stated Robert Tourigny. The information shared will be very helpful as we begin to implement our organizing strategy in Nashua neighborhoods.



Nashua community leaders (from left to right) Jen Czysz, Beverly Doolan, Carrie Schena, Jennifer Vadney, Shaun Nelson and James Vayo attending October's conference in Sacramento.

New Staff!

We are pleased to welcome two new staff members to our NeighborWorks® Southern New Hampshire team.

Barbara Guillemette joined our staff in December 2013 to fill the role of Receptionist and Accounting Assistant. Barbara graduated from Southern New Hampshire University, and she brings accounting, computer science and front desk experience to our organization. Barbara will provide support to Diane Brewster and Amanda Akerly.



Erica Rivera
Community Building Specialist

We are also pleased to welcome **Erica Rivera** as our new Community Building Specialist. Erica graduated from The City University of NY at Queens College, and brings 13 years of non-profit experience to the organization. Erica will work specifically to build community involvement in Nashua, as well as to provide tenant services to all of those living in our rental housing units.



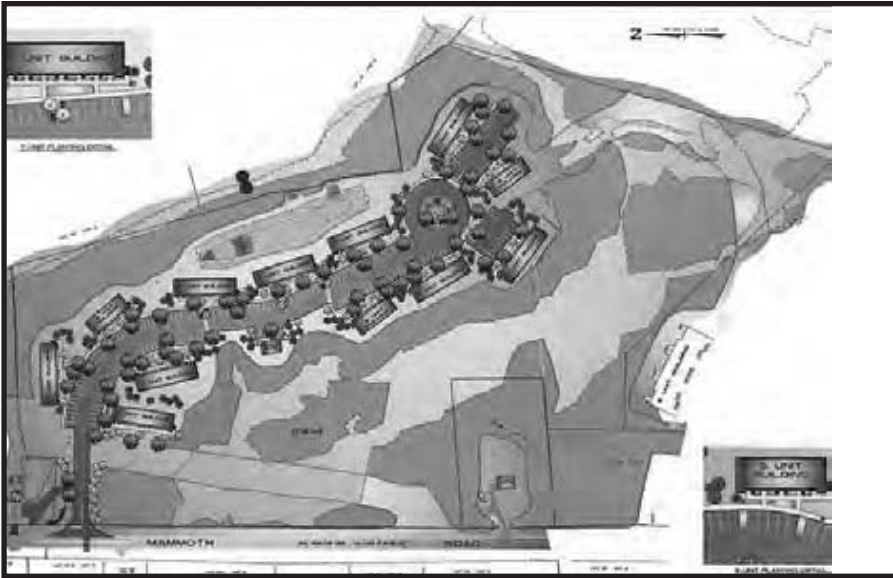
Barbara Guillemette
Receptionist & Accounting Assistant

Twentieth Anniversary Capital Campaign Update

For the past year, NeighborWorks® Southern New Hampshire has been engaged in a capital campaign to raise a minimum of \$815,000 to support costs associated with the purchase and renovation of our new offices and homeownership center now located at 801 Elm Street in Manchester. Led by Joseph B. Reilly and a leadership team that includes other Trustees, members of our Board of Directors, and other volunteers, we are in the final weeks of the campaign and hope to meet or even exceed our goal! We are very grateful for the generosity we have received for this important initiative for this organization. More details to come in our next edition!

Whittemore Place in Pre-Development

Our newest development in Londonderry has taken flight, and we are proud to announce our largest workforce housing initiative to date is now in pre-development. The Townhomes at Whittemore Place is a two-phase, \$18.5 million development just to the north of the center of Londonderry. These new townhomes will bring 78 new rental units to Londonderry, and will mark the town's first affordable, workforce housing venture. The initiative is six years in the making, and will break ground in late spring 2014. The first phase will include the construction of 38 units, a community center, rental office, as well as green space and a central community garden.



Site Plan for new Londonderry initiative

New Hampshire Housing recently approved the allocation of Low Income Housing Tax Credits for the first phase of this project, which is projected to be completed in May 2015. This spacious townhome complex will extend over 20 acres, and will be comprised of seven unit and five unit buildings, each building with two and three bedroom units. "Support from the Town of Londonderry has been outstanding," said Jennifer Vadney, Neighborhood Development Manager at NeighborWorks® Southern New Hampshire. "We have worked closely with local officials and residents to provide this housing stock boost to an area in need of more affordable rental options."

Hidden Pond Apartments In Amherst

On October 11, 2013 we hosted a ribbon cutting at Hidden Pond Apartments, our new 28-unit affordable housing development in Amherst. Funders, partners, residents, members of the Board of Directors and Trustees were all in attendance to help open these new units and recognize those who made this initiative possible. All of the units were rented and occupied by the end of November. Thank you to Merrimack County Savings Bank for sponsoring this event.



Representatives from our financial partners and development team for Hidden Pond Apartments accept plaques at the September Ribbon Cutting in Amherst.

Minute

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2014 HOMEeam Seminar and Workshop Schedule

Seed Support Provided By:



Home Buyer Seminar 8:30 AM – 4:30 PM

Nashua Seminars: January 25 and April 12

Manchester Seminars: February 8

Concord Seminars: March 14

Home Buyer Seminars are now offered in a three part series from 6-9 PM. Attendees must attend all three sessions to receive credit.

Manchester Seminar: April 9, 16 and 23

Foreclosure Prevention and Intervention Information Session

Sponsored By:



Hosted in Manchester on the first Thursday of each month, in Nashua on each third Thursday and in Concord on each fourth Thursday, from 6-8 PM.

Financial Capabilities Seminars Sponsored By:



This eight hour, four-part weekly series runs from 6-8 PM over the course of a month

Nashua Seminars: March 4, 11, 18, and 25

Manchester Seminars: April 8, 15, 22, and 29

Landlord Training Seminar

8:30 AM to 12:30 PM

Manchester Seminars: January 11

www.hometeamnh.org (866) 701-9097

page 8