



NeighborWorks®

**TOLEDO REGION**

*Developing Strong Communities  
Since 1977*

# 2023 Annual Report

[www.nwtoledo.org](http://www.nwtoledo.org)



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COO MESSAGE

# A MESSAGE FROM BILL

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NeighborWorks®  
Toledo Region is  
in business to  
help people  
realize their  
dreams.

Welcome to the 2023 edition of the Neighborhood Housing Services of Toledo, Inc. (NeighborWorks® Toledo Region) Annual Report. We trust that you will gain insight into the core of who we are by sampling some of our accomplishments.

NeighborWorks® Toledo is in business to help people realize their dreams. Stability for their household, supported by a good job with career advancement opportunities is one example. Another dream could involve buying that first home.

*At the end of the day, how we live is as important as where. Being an active part of a community brings strength to the whole.*

Here are a few examples from 2023...

# CEO MESSAGE

**Toledo Healthy Homes Training Center** – News of the training center was a highlighted story in 2022. Throughout 2023 NTR engaged in a thorough search for a suitable location. That search ended in December with the purchase of the building at 2268 Ashland Avenue, the former home of the Laborer’s Union of North America, Local 500. This facility will serve as the headquarters of weatherization workforce development in Northwest Ohio and a springboard for an expanded menu of energy efficiency technical training. As we enter the second year with the Department of Energy Enhancement and Innovation program, the development and implementation of our curriculum will now take center stage.

**Affordable Net-Zero Energy Ready Housing** – NTR was recognized by the EPA in 2015 as the Affordable Housing Developer of the year because of the performance of the 40-unit Cherry Legacy Homes portfolio. We are now 9 years beyond that award and Cherry Legacy is still ranked #4 in the country. In 2023 NTR built and sold a sample of the next evolution of net zero energy housing at 2421 Franklin. This single family home was started in December 2022 and finished by the first week of June 2023. The rapid build was facilitated by the use of factory-cast concrete panels for the foundation and walls, which all came together in 6 hours. We sold this home in August to a first-time homebuyer.

**Toledo Police Next Door Program** – In some parts of our country it has become fashionable to question the value of local law enforcement. Toledo takes the opposite approach. Private donors contacted NTR with an opportunity to administer a down payment assistance program aimed at incentivizing officers who decide to buy homes in Toledo. The goal was to help 6 officers with home purchase in 2023 and repeat the effort for the next couple of years. The value of having an officer live next door or down the street opens avenues for communication and understanding.

The examples listed above are just a few of the ways NTR fulfills dreams, and as a result builds community. Thank you for your interest and support!



William E. Farnsel  
Chief Executive Officer

# ABOUT NEIGHBORWORKS® TOLEDO REGION



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## Who We Are

*NeighborWorks® Toledo Region works to transform lives in the greater Toledo area by providing vital education and safe, quality, affordable housing for individuals and families. We create opportunities to build financial stability, a legacy, and a brighter tomorrow.*

## Our Mission

To restore and revitalize targeted neighborhoods, primarily for the benefit of current and future inhabitants, by providing services and programs which renew pride, stimulate reinvestment, and restore confidence and trust.

## Our Vision

NeighborWorks® Toledo Region sustains our mission by providing education & financial training to promote homeownership, affordable housing, financing for purchase & rehabilitation, and weatherization services to reduce costs, promote self-sufficiency, and improve the health and safety of our customers.

# Our Team

The backbone of NeighborWorks® Toledo Region, our growing team of over 70 is rich in skill, training, and experience in each facet of our mission. We are builders; educators; planners; skilled technicians; problem-solvers and advocates.

Driven by our mission, we are sustained by the vision of a future where every Toledo resident has the essential resources to thrive in homes and neighborhoods where they're proud to live, work, and grow.

## Meet our Leadership Team

### Executive Leadership



**William Farnsel**  
Chief Executive Officer



**Michael Sachs**  
Chief Operating Officer



**Mandy Jacomet**  
Chief Financial Officer

### Senior Leadership



**Sarah Baker**  
Director of Finance



**Hector Herrera**  
Director of Energy Services



**Dirk Kramer**  
Director of Real Estate



**Rachel Neri**  
Director of Community Outreach



**Nicole Reno**  
Director of Financial Wellness

# OUR TEAM

## Management



**Stephanie Beebe**  
Toledo Healthy  
Homes Training  
Center Manager



**Deanna Gray**  
Homeownership  
Center Manager



**Brian Green**  
Financial  
Opportunity Center  
Manager



**Jaime Johnson**  
Human Resource  
& Payroll Manager



**Kristie Mundt**  
Administrative  
Manager



**Mark Myers**  
Production Manager



**Brittany Velner**  
Purchasing  
Manager



**Executive Board**

Thomas Killam, President  
*Marshall & Melhorn LLC*

Tracey Britt, 1st Vice President  
*Toledo Police Department, East Toledo/Birmingham*

Stanley Kolebuck, Treasurer  
*Huntington Bank*

Ben Kramer, 2nd Vice President  
*Key Bank*

Cheri Pastula, Secretary  
*Cleveland-Cliffs, Inc.*

**Corporate & Organization Representatives**

Meg Adams  
*Regional Growth Partnership*

Martice Bishop  
*Lucas Metropolitan Housing*

Marquita Chong  
*City of Toledo*

Mary Peavy  
*ProMedica*

Megan Hunyor  
*Columbia Gas of Ohio*

Jon F. Ostrander  
*Fifth Third Bank of Northwestern Ohio*

**Community Representatives**

Sharon Gerschutz  
*Birmingham*

Cathy Schultz  
*North Toledo*

Trina Nash  
*West Toledo*

Rhonda Cole  
*Cherry Legacy*

Essie Wiggins  
*Old West End*

Danny Morrin  
*Ironwood*

Danetta Walker  
*Cherry Legacy*

Shelia Brown  
*West Toledo*

Angela Miramontes  
*East Toledo*

Tonya Cole  
*North Toledo*

C. William Fall

Gary Lenhart  
*East Toledo*

Eunice Glover  
*Junction*

Our team extends far beyond our four walls. From the beginning, Neighborhood Housing Services of Toledo began with a team who shared a vision.

We continue today with a focus on collaboration. The partnership and support of organizations and individuals that share a vision and a commitment to strengthening our community increases the impact of our work and extends the reach of our mission. We are grateful for this continued support that allows us to make a difference.

### **Financial Institutions**

Fifth Third Bank  
Huntington Bank  
Key Bank  
PNC Bank

### **National Intermediaries**

Local Initiatives Support Corporation (LISC)  
NeighborWorks® America

### **Foundation & Private Support**

Bill & Mary Parker Charitable Trust  
John and Mary Fedderke Family Fund of the Greater Toledo Community Foundation  
St. Vincent Medical Center - Mercy Health  
Turner Construction Foundation

### **Government**

City of Toledo  
Lucas County Land Bank  
Ohio Department of Development  
US Department of Energy

### **Corporations**

Columbia Gas of Ohio  
First Energy - Toledo Edison  
The Lathrop Company  
Praxia Partners

### **Community Partners**

Area Office on Aging  
Corporation for Ohio Appalachian Development  
The Fair Housing Center  
Lucas Metropolitan Housing  
Metroparks Toledo  
United Way of Greater Toledo

# HOMEOWNERSHIP CENTER

In 2023, **402** new clients began working with NeighborWorks® Toledo Region's Homeownership Center to take the next steps toward achieving their dreams.



## Education

**300** clients attended first-time homebuyer education sessions

## Lending

**14** mortgage loans closed totaling **\$1,105,298**

## Down Payment Assistance

**6** Toledo Police Officers awarded **\$25,000** each through the Toledo Police Next Door program

## Home-Ownership

**59** new homeowners

# REAL ESTATE DEVELOPMENT



# 9

Total homes listed and sold after rehabilitation or construction

# 5

Homes sold to clients of NeighborWorks® Toledo Region's Financial Opportunity Center

# 1

New zero-energy ready home constructed with concrete walls and energy-efficient technologies and sold to a first-time homeowner



# FINANCIAL OPPORTUNITY CENTER

In 2023, **554** new clients began working with NeighborWorks® Toledo Region's Financial Opportunity Center to take the next steps toward reaching their financial goals.

**677**

Tax returns prepared

**180**

Clients increased income by an **average of \$1,523.60**

**232**

Clients increased their net worth by an **average of \$7,513.71**

**179**

Clients increased their FICO credit scores by an **average of 51 points**

**74**

Clients placed with employers

**4310**

Total households processed for Emergency Rental Assistance since 2021, and **\$11,096,989 in assistance dispersed**

**111**

Households processed for rental assistance through Siemer ERA funds and **\$160,000 dispersed**

# WEATHERIZATION & ENERGY EFFICIENCY

In 2023, NeighborWorks® Toledo Region celebrated 40 years of providing services in Lucas County that assist individuals and households in ensuring their homes are healthy, safe, affordable, and energy-efficient. In over 40 years of weatherizing thousands of Lucas County Homes, the programs and work have evolved over the years, but these priorities remain.



281

CLIENTS SERVED -  
WARMCHOICE PROGRAM

269

CLIENTS SERVED - HOME  
WEATHERIZATION  
ASSISTANCE PROGRAM

14

ROOFS REPLACED

470

HOMES SERVED -  
COMMUNITY  
CONNECTIONS  
PROGRAM

452

APPLIANCES REPLACED

40

YEARS OF ENERGY  
EFFICIENCY SERVICES  
PROVIDED IN LUCAS  
COUNTY

# 2023 HIGHLIGHTS

The Toledo Healthy Homes Training Center building was acquired in late 2023 and began conducting training sessions soon after. With a focus on healthy homes, energy efficiency, and related skills, equal emphasis is placed on supportive resources such as financial coaching to ensure trainees have the education and training needed to be successful in every facet of employment, secure housing, and financial management.

Through the NeighborWorks® Toledo Region Homeownership Center and the Toledo Police Next Door program, six Toledo Police Officers received \$25,000 each in down payment assistance toward the purchase of their homes in the City of Toledo. The program's focus is creating opportunities for Officers to live in the communities they serve.

"This program helped me start at solid foundation for me and my children... This program enables Officers to connect and build within the communities we serve."

- Toledo Police Next Door Recipient



# 2023 HIGHLIGHTS

Each year, NeighborWorks® Toledo Region sponsors a team of 6 community members to attend the national NeighborWorks® America Community Leadership Institute (CLI) to attend training, workshops, and networking events focused on resident leadership, community development, and resident-led community building. In October of 2023, our team attended the CLI conference in San Francisco, and will spend the following 10 months conducting a community project. This year, in keeping with CLI's "Neighborhoods in Solidarity" theme, the project's "Love where you live" initiative spans four Toledo neighborhoods and aims to foster neighborhood engagement and creating a collective sense of investment and pride among residents.

For the third consecutive year, NeighborWorks® Toledo Region partnered with The Lathrop Company, working with Leadership Lathrop participants to plan and conduct a day of service, providing exterior home repairs at no cost to homeowners. In 2023, the teams, in partnership with Metroparks Toledo, One Voice for East Toledo, and volunteers, provided home repairs for 9 homeowners on East Broadway in the Garfield neighborhood and poured 29 yards of concrete in new sidewalks, promoting safety for pedestrian residents and visitors.





# FINANCIAL REPORT

	2023	2022	Variance
<b>ASSETS</b>			
CURRENT	\$ 17,695,354	\$ 13,828,961	\$ 3,866,393
FIXED	\$ 1,166,275	\$ 630,027	\$ 536,248
<b>TOTAL ASSETS</b>	<b>\$ 18,861,629</b>	<b>\$ 14,458,988</b>	<b>\$ 4,402,641</b>
<b>LIABILITIES</b>			
CURRENT	\$ 5,663,785	\$ 2,830,855	\$ 2,832,930
LONG TERM	\$ 7,003,447	\$ 4,748,199	\$ 2,255,247
<b>TOTAL LIABILITIES</b>	<b>\$ 12,667,232</b>	<b>\$ 7,579,055</b>	<b>\$ 5,088,177</b>
<b>NET ASSETS</b>	<b>\$ 6,194,397</b>	<b>\$ 6,879,934</b>	<b>\$ (685,536)</b>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$ 18,861,629</b>	<b>\$ 14,458,988</b>	<b>\$ 4,402,641</b>
<b>REVENUE</b>			
FEDERAL/ STATE/ LOCAL GRANTS	\$ 4,328,841	\$ 4,230,441	\$ 98,400
PRIVATE/CORP GRANTS	\$ 2,277,368	\$ 2,388,044	\$ (110,677)
DONATION	\$ 93,526	\$ 192,498	\$ (98,973)
PROGRAM INCOME	\$ 83,730	\$ 110,609	\$ (26,878)
RENT	\$ 212,712	\$ 172,195	\$ 40,516
SALE	\$ 115,693	\$ (24,559)	\$ 140,253
INTEREST	\$ 172,952	\$ (234,469)	\$ 407,422
<b>TOTAL REVENUE</b>	<b>\$ 7,284,822</b>	<b>\$ 6,834,759</b>	<b>\$ 450,063</b>
<b>EXPENSE</b>			
PERSONNEL	\$ 5,059,003	\$ 4,301,817	\$ 757,186
CONTRACT LABOR	\$ 371,840	\$ 552,883	\$ (181,043)
MATERIALS	\$ 1,345,266	\$ 1,426,359	\$ (81,093)
OTHER PROGRAM RELATED	\$ 359,816	\$ 265,038	\$ 94,778
OPERATING	\$ 627,491	\$ 1,252,865	\$ (625,374)
TRAINING	\$ 120,379	\$ 130,228	\$ (9,849)
DEPRECIATION	\$ 86,563	\$ 50,794	\$ 35,769
<b>TOTAL EXPENSE</b>	<b>\$ 7,970,358</b>	<b>\$ 7,979,983</b>	<b>\$ (9,625)</b>
<b>NET EXCESS (DEFICIT)</b>	<b>\$ (685,536)</b>	<b>\$ (1,145,224)</b>	<b>\$ 459,688</b>

# A MESSAGE FROM MIKE

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NeighborWorks® Toledo continues to grow and expand services to our clientele. We are excited to build upon our many successes of 2023. The State and Federal Governments have made unprecedented funding available for energy efficiency, renewable energy and affordable housing. NeighborWorks® Toledo has been successful in securing millions of dollars over the past year for programs that will continue for the next 3-5 years. We'll continue to pursue opportunities and partnerships to expand our existing lines of business and branch into related services. It's satisfying to celebrate our achievements, but we will not rest on our laurels.

LOOKING  
AHEAD TO  
2024...



Our continued partnerships with Columbia Gas, Toledo Edison, the State of Ohio, and the City of Toledo have allowed us to provide enhanced energy services to our clients. We now have almost double the weatherization funding with new programs that give us additional flexibility in the scope of our services and allow us to help more families. This year we will be expanding our energy efficiency services to include a more comprehensive approach to providing Healthy Homes. We'll now be able to address radon, moisture issues, structural problems, safety concerns and improve indoor air quality in homes.

# MESSAGE

To ensure we can continue to grow our staff and programs, we are building a pipeline of trainees through our new Toledo Healthy Homes Training Center. This new facility will train the weatherization providers throughout northwest Ohio. Over the coming years, we plan to add supportive micro-credentialing for soft skills and technical fields, solar installation training, lead worker and contractor trainings, OSHA safety classes, and others to bolster the local workforce in the “green economy sectors”. We’re building new partnerships with Owens Community College and Local 500 to ensure our success.

Financial wellness coaching is a fundamental factor in helping our clients build wealth for their families and reaching goals like homeownership and career enhancement. Partners like LISC, United Way, Lucas County, and the City of Toledo help us provide resources so badly needed with the rising costs of everything due to record inflation, and teach clients how to improve their financial positions, their careers, and create sound spending and saving habits.

We’ve also been fortunate to have been allocated additional resources to offset the rising costs of construction materials. Funding from Local Initiative Support Corporation (LISC), Key Bank, Promedica and Owens Corning has allowed us to purchase and renovate vacant houses for sale to homeowners. This effort has helped the community by increasing property values, rehabilitating dilapidated properties, and increasing homeownership in a very restricted market.

These endeavors will keep us busy in the years to come as we continue to grow, become more effective and seek new ways to serve the Toledo community.

As always, thank you for your commitment and support.



Michael Sachs  
Chief Operating Officer



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*We thank you for your continued support  
in our efforts to build strong  
communities... One neighbor at a time.*

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## CONTACT

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