

2018 Impact Report



Lakes Region
**Community
Developers**

We create opportunities for the Lakes Region to thrive by developing healthy homes, creating vibrant community assets, and engaging residents.

We provide healthy housing for **700** people in the Lakes Region.

Employees who live in healthy homes are more productive at work.

Our residents work at **155** different businesses.

68% of residents ages **26–60** have one or more jobs.

27% Healthcare
21% Restaurants
20% Retail
17% Education
12% Manufacturing

Children who live in healthy homes do better in school.

38%
of our residents are children.

(Pictured: Playground build in Tilton)



Our goal is for everyone in the Lakes Region to live in healthy housing, regardless of their income. We are proud of our accomplishments during 2018 in pursuit of this goal.

Completed construction of Gilford Village Knolls III.



This 24-unit senior project is the first multi-family building in New Hampshire to be Passive House certified, which means it is an ultra-low energy building that requires little energy for space heating or cooling.



Seniors who live in healthy homes age in place with dignity.

15% of our residents are seniors.



We are a proud member of HOMETeam which provides New Hampshire residents with tools and information to help them purchase and maintain a home of their own.

- 244** Households in Group Seminars
- 207** Households in One-on-One Counseling
- 70** Homes Purchased
- 24** Homes Saved From Foreclosure
- 16** Reverse Mortgages
- 17** Lakes Region Families Served

Started pre-development on our first single-family home project in Wolfeboro, Harriman Hill Homes.

We plan to build 20 affordable starter homes that we will sell to families making 75% to 120% of area median income.

New Hampshire needs **15,000** more single-family homes to accommodate the workforce our economy needs.

Source: Applied Economic Research

Installed a 72.32 kW solar system on six duplexes in our Avery Hill development in Laconia.

This solar system eliminates electric bills for 12 apartments, ensuring that total housing and utility costs remain affordable well into the future.



Low-income households in the Lakes Region spend over **35%** of their monthly income on energy because they tend to live in older, less efficient housing.

Source: Census & Federal Energy Data

Assembled over \$4 million to undertake a major rehab of a 40-unit apartment complex in Ashland, which we purchased in 2016 to preserve as affordable and bring up to our healthy housing standards.

LAKES REGION

\$35,550 median renter household income

\$42,800 needed to afford a typical 2BR apartment

Source: NH Housing

Building Community

In 2018, we began working with the families that we house in new ways. We have always provided resident services to assist families who are struggling. Now we want to engage with all our tenants to **develop leadership skills, help people obtain living wage jobs with benefits, and strengthen protective factors** at the family and community level to increase every family's chance at a successful life.

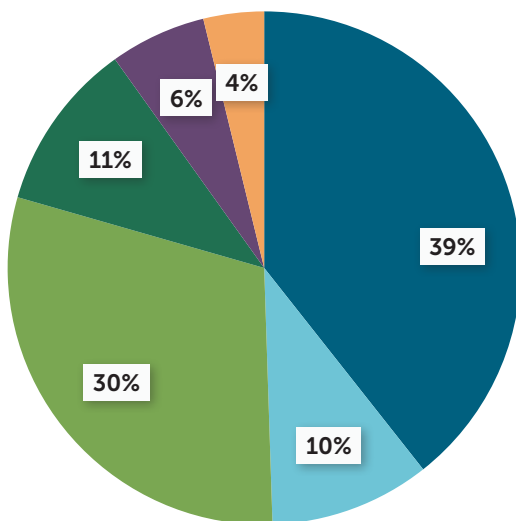
In 2018, we focused on deepening our relationships with our tenants.

- Quarterly tenant newsletter
- Community garden in Meredith
- Playground build in Tilton
- Social events such as a weekly coffee hour, block party, pumpkin carving
- Recruited more tenants to serve on our Tenant Advisory Committee



2018 Finances

This chart shows the breakdown of our **\$740,000 in operating revenue in 2018**.



In October 2018, we sent out a **40-question community wellness survey to all of our tenants**. The survey asks about basic needs, health, neighborhood safety, work and career goals, and level of community involvement. **Over 40% of our residents responded**. We are using the survey results to craft a long-term theory of change for our community building work and launch additional programming to support our community building goals.

Safety

- 31%** concerned about illegal drug activity in neighborhood
- 30%** worry about unsafe drivers
- 30%** concerned about condition of sidewalks

Community

- 46%** report feeling lonely
- 67%** do not volunteer

Career

- 11%** not satisfied with current employment
- Want to make **more money**
- Need training** to reach career goals

We are incredibly grateful to our community for investing in our work. Thank you.

Corporate & Foundation Partners

Applied Economic Research
AutoServ Automotive Group
Annette P. Schmitt Foundation
Bank of New Hampshire
Belknap Landscape Company
Burrito Me
Christopher P. Williams Architects, PLLC
Cybertron
Doten's Lawn & Landscape
Edward Jones
Federal Home Loan Bank of Boston
Four Seasons Sotheby's International Realty
Franklin Savings Bank
Granite State Assurance AllState Agency
Granite United Way
Greater Lakes Region Children's Auction
Heart & Hands Thrift Store
Howard Precision Machine
Mainstay Technologies
Martini Northern
Maxfield Real Estate Center Harbor
McLane Middleton
Melcher & Prescott Insurance
Meredith Village Savings Bank
Merrimack County Savings Bank
Mill Falls at the Lake
Modern Outdoor Landscaping
Morin Electric
NeighborWorks® America
Nesseralla & Company, LLC
NGM Insurance Company
New Hampshire Community Development Finance Authority
New Hampshire Community Loan Fund
New Hampshire Housing Finance Authority
New Hampshire Women's Foundation
New Hampshire Renewable Energy Fund
Newell & Crathern
Nobis Group
Northern Border Regional Commission
Northern New England Housing Investment Fund
Northway Bank
Patrick's Pub & Eatery
Pike Industries
ProQuip Equipment Rentals
Raymond James & Assoc. Inc.
Redimix Companies, Inc.
Resilient Buildings Group, Inc.
RL Benton Builders
Rural LISC
Servpro of Concord & Lakes Region
Sheehan Phinney
Sparkle Clean Laconia
Stewart Associates Architects
Stewart Property Management
Taylor Community
TD Charitable Foundation
The George A. Ramlose Foundation
The Hodges Companies
The Imaginarium
The Linden Foundation
Tilton Northfield Rotary
Wayfarer Coffee Roasters

Individual Donors

Vanderpoel & Barbara Adriance III
John Allen
Allison Ambrose
Catherine Anair
Michael Anderson
Amy Andrews
Karen & Tom Barker
Katherine Barnard
Ryan Barton
Dwight & Marjorie Barton
Aaron Bassett
Carol Bickford
Sonya Bomster
Peter & Laurie Brothers
Richard Burgess Jr.
Stephanie Burnor
Peter & Joan Cellupica
Bruce & Elizabeth Clow
Linda Danielvich
Ernie Darby
Ashley Davis
Chris Dickinson
Deborah Dow
Coni Dwinall
Rod & Gail Dyer
Juliana Eades
Alison Ellis
Tammy Emery
Anthony Ferruolo
Megan Fairbanks
Woodbury Fogg
Linda Frawley
Debbie Frawley Drake
Michael Garner
Marie Gerli
Lorinda Gilbert
Deborah Grant
Susan Gutchess
DB Hart
Claire Hebert-Dow
Jason Hicks
Todd & Jane Horn

Corey Hoyt
Mia Joiner-Moore & Elizabeth Moore
Thomas & Elizabeth Kelsey
Kerri Lee King
Laconia High School Honor Society
Laconia High School Key Club
Elizabeth Lapham
Ronald Lawler & Margaret Merritt
Devon Lawrence
Carmen Lorentz
Melissa Mansfield
Willard Martin & Margaret Demos
Amy Mavris
Caitlin McCurdy
Caitlin Meaney
Donald Morrissey
Dana Nute
Michelle Olivier
Randy Perkins
Susannah Perron
Penny Pitou
Michael & Louise Randall
Katrinia Randlett
Helen Robinson
Michelle Robinson
John Rogers
Micheline Roy
Geoff Ruggles
Andres Saavedra
Joseph & Diana Sack
Nadine Salley & George Helwig
David & Rebecca Sinkler
Justin Slattery
William & Linda Starace Sr.
Sal Steven-Hubbard
Douglas & Angela Stone Family Fund
Frances D. Strayer
Dick & Ruth Stuart
Lynn Trenholm
Chris Walkley
Judith & Robert Weber
David & Cynthia White
Ben Wilson
Jane Wood

Board of Directors

Chair

Caitlin McCurdy, *McLane Middleton*

Treasurer

Geoff Ruggles, *Town of Bow*

Vice Chair

Aaron Bassett, *NantOmics*

Secretary

Dana Nute, *Resilient Buildings Group*

Directors

Ashley Davis, *Four Seasons Sotheby's International Realty*
Chris Dickinson, *Northway Bank*
Carrie Duran, *Tenant Representative*
Megan Fairbanks, *Tenant Representative*
Corey Hoyt, *Plymouth State University*
Frances Strayer, *Plymouth State University*
Ben Wilson, *Edward Jones*

