

Wise Investing Begins at Home

Annual Community Report

2008-2009



homewise™

your partner in homeownership

Letter from the Executive Director and President of the Board

Dear Community Members, Friends and Partners of Homewise,

These are challenging times. Subprime mortgage lending helped to trigger the worst recession since the Great Depression. While Santa Fe has escaped the more severe impacts of the crisis, it has not been left unscathed - unemployment is up (especially among construction workers), home prices have declined, and local businesses are struggling.

What can a community do to help invigorate its local economy? A lot. If the housing downturn helped cause the economic decline, restoring a healthy housing market can catalyze economic recovery. The place to start is by helping Santa Feans buy their first home. Housing markets recover from the bottom up.

When our local workforce buys homes and stays in Santa Fe, the wages they earn in Santa Fe are spent at local businesses. You don't buy local if you don't live local. The 165 families that purchased homes last year with the help of Homewise, will spend about \$5.3 million in our local economy each and every year.

Investing in our local workforce, by helping them own a home where they work, pays off for all of us. Wise investing truly does begin at home.

Sincerely,

2009 Board of Directors

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Executive Director



Teresa Leger de Fernandez,
President, Board of Director



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The mission of Homewise is to help working New Mexicans become successful homeowners in order to achieve financial security, strengthen families and increase the economic and social vitality of our communities.

Our History

Homewise has been providing opportunities for financially responsible homeownership in our community since 1986. Through our innovative home purchase, home improvement, and education programs, Homewise continues to help New Mexico’s families realize the dream of owning their own home.

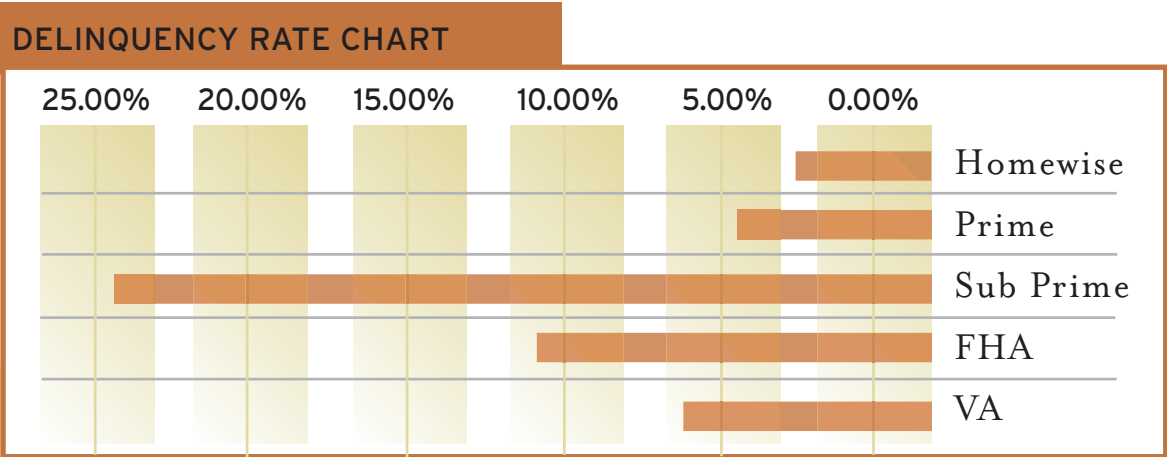
Our Investment in Santa Fe

Homewise invests in our community through our customers - both working Santa Feans who want to own a home in the city where they work, those who own a home and want to maintain their asset and those who want to learn more about being financially savvy.

- We have loaned more than \$180,000,000 to over 3,500 families and individuals to become homeowners or improve their homes.
- More than 7,000 Santa Fe households have attended our free homebuyer education and financial literacy classes.

Our Results

At Homewise, we believe that families of modest income can be credible borrowers when given the chance. Over the years, they have proven us right. Our borrowers are champions even in an economic downturn.



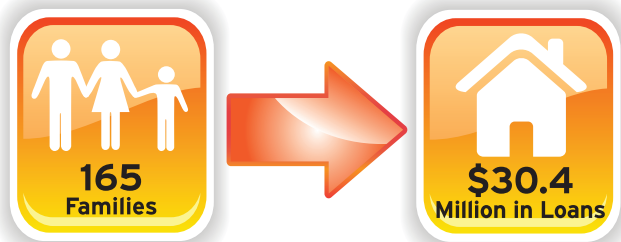
W i s e I n v e s t i n g B e g i n s a t H o m e

Homeownership... A Long Term Investment in Community



Only a generation ago, purchasing a home was the most important step a family could take to achieve long-term financial security. Homeownership was a cornerstone of the American Dream on which America built its middle class.

At Homewise we feel the key to restoring the promise of homeownership is to ensure our homeowner's investment is a long-term one. We know that how a person buys a home is more important than *whether* he buys a home.



Last year we assisted 165 families and individuals to become responsible homeowners through an investment of over \$30.4 million in mortgage loans.

Homeownership... An Investment in Our Local Economy

Homeowners spend almost two thirds (63%) of their annual incomes where they live. When the employees of our local businesses and government agencies live and work in Santa Fe, the economy of our community benefits.

Last year, the Santa Fe Business Campaign for Homeownership* - a partnership of over 100 local businesses, government agencies, nonprofits and Homewise, helped 165 members of the workforce become homeowners.

This represents an annual economic return to Santa Fe of \$8.150** million from local spending and tax revenues, commuting costs saved and home equity wealth created by homeowners living in Santa Fe instead of commuting to work from outside Santa Fe County.

**See back cover of this report for list of partners in the campaign.*

***"Strengthening Santa Fe Through Affordable Home Ownership" A Study by Homewise, Inc. with the support of the McCune Charitable Foundation, 10/07*



W i s e I n v e s t i n g B e g i n s a t H o m e

Saving Energy and Water... An Investment in Our Environment



Last year, Homewise invested over \$1.7 million in lending to 380 Santa Fe homeowners for energy and water conserving improvements. We understand that homes have a significant impact on our community's environment and encourage homeowners to make improvements in their homes that will save them money, reduce their carbon footprint, and help make their home more durable over time.

Our Homewise Homes™ - the homes we build in our community - also reflect our investment in our environment. These homes are engineered to a higher standard to save the homeowners money and decrease the environmental impact of development. Homewise Homes™ are built above the required green building code standards for the City of Santa Fe.



W i s e I n v e s t i n g B e g i n s a t H o m e

Shape the Future of Your Community... Invest in Santa Fe



"Los Alamos National Bank aligns with leaders in economic and community development. Homewise is one of those leaders. Our bank is guaranteeing this investment fund because we know and believe in the work of Homewise. As an investor you can be confident that your money will make a significant impact in our community through Homewise."

William C. Enloe,
Chairman and Chief Executive Officer, Los Alamos National Bank

The Homewise Community Investment Fund gives you the opportunity to make a difference in your community. This Fund combines the financial benefit of investing with the social benefit of donating. You receive a guaranteed return on your investment which makes a significant impact on Santa Fe.

Your investment in our loan fund gives working families the opportunity to be successful homeowners. It allows the American dream of homeownership to thrive in Santa Fe.

Our Guarantee

The Homewise Community Investment Fund is guaranteed by Los Alamos National Bank, an "A" rated financial institution with over \$1.8 billion in assets. Every dollar you invest is 100% guaranteed by the Bank. This investment guarantee shields you from risk of loss.

*Find out how you can invest in your community. For more information about Homewise, to receive the Prospectus and Fund details or the 2008-2009 Statement of Financial Position, please contact: **Cece Derringer**, Homewise Director of Resource Development and Communications 505.955.7020 or cderringer@homewise.org*

Supporting the work of Homewise through the Santa Fe Business campaign for Homeownership are over 100 local businesses, government agencies and non-profit organizations.

AAA of New Mexico
Acoma Optical
Adelante Consulting
Aging & Long Term Services Department, State of NM
Agua Fria Nursery
Air Conditioning and Heating Services
Amavi Restaurant
Anasazi Medical Associates
Baglione Custom Woodworks
Big Jo True Value
Bishop's Lodge Resort & Spa
Brother Sun
BT Homes
Buffalo Thunder Resort
Bull Ring
Cassidy's Landscaping
Cedar Mountain Solar Systems
Children, Youth and Families Dept., State of NM
Christus St. Vincent Regional Medical Center
Citizen Schools of New Mexico
Coca Cola Bottling of Santa Fe
Community Services Division, City of Santa Fe
Coyote Cafe
Creamland Dairy - Santa Fe
Creative Santa Fe
Dahl Plumbing
Del Norte Credit Union
Dept. of Cultural Affairs, State of NM
Dept. of Health, State of NM
Dept. of Higher Education, State of NM
Dept. of Human Services, State of NM
Dept. of Public Safety, State of NM
Dept. of Regulation and Licensing, State of NM
Dept. of Tourism, State of NM
Dept. of Transportation, State of NM
Engineering Division, City of Santa Fe
Farmers Insurance Agencies
Fayette Academy
Fire Department, City of Santa Fe
First National Bank
Frame Designs
General Services Department, State of NM
Genoveva Chavez Community Center, City of Santa Fe
Genzyme Genetics
Hilton at Buffalo Thunder
Homeland Security & Emergency, State of NM
Hutton Broadcasting, LLC
Inn and Spa at Loretto
Joe's
Just For Grins, Elizabeth Prishkulnik DDS
La Familia Medical Center
La Fonda Hotel
Land Conservancy, State of NM
Land Use Department, City of Santa Fe

Library Division, City of Santa Fe
Lithia Chrysler Jeep Dodge
Lois Stouffer, CPA
Los Alamos National Bank
MC Electric, Inc
National Dance Institute
New Mexico Pest Control
Nordhaus Law Firm
Office of Courts, State of NM
O'Keeffe Museum
Omni Development
Parking Division, City of Santa Fe
Paper Tiger
Pizza Etc.
PMS
PNM
Police Department, City of Santa Fe
Pranzo
Public Utilities Office, City of Santa Fe
Public Works Division, City of Santa Fe
Sage Inn
Santa Fe Animal Shelter
Santa Fe Brewing Company
Santa Fe Children's Museum
Santa Fe Imaging
Santa Fe Chamber of Commerce
Santa Fe County
Santa Fe New Mexican
Santa Fe Preparatory School
Santa Fe Recovery Center
Santa Fe Reporter
Santa Fe Waldorf School
Santa Fe Community College
Santa Fe Public Schools
Santa Maria El Mirador
School for the Deaf, State of NM
Sherwin Williams
Solid Waste Division, City of Santa Fe
Southwestern Title & Escrow
St. John's College
Studio X
Taxation & Revenue, State of NM
Teambuilders Counseling Services
Ten Thousand Waves
The Simons Firm, LLP
Think NM
Transit Division, City of Santa Fe
United Way
Waste Water Division, City of Santa Fe
Water Division, City of Santa Fe
Whole Foods Market
Women's Health Services
Zia Diner

Throughout our history Homewise has had the generous support of local and national grantors for loan capital and operations.

Calvert Foundation
Century Bank
City of Santa Fe
City of Santa Fe, Sangre de Cristo Water Division
Community Bank
Del Norte Credit Union
Domanica Foundation
Enterprise Community Partners, Inc.
F.B. Heron Foundation
Fannie Mae
Federal Home Loan Bank of Dallas
First Community Bank
1st National Bank of Santa Fe
Ford Foundation
Frost Foundation
Governor Richardson's Water Innovation Fund
Guadalupe Credit Union
Home Depot Foundation
John D. and Catherine T. MacArthur Foundation
Land Title Trust Fund
Los Alamos National Bank
Los Alamos National Laboratory Foundation
McCune Charitable Foundation
NeighborWorks® America
New Mexico Bank and Trust
New Mexico Mortgage Finance Authority
Opportunity Finance Network
PNM Resources Foundation
Santa Fe Chamber of Commerce
Santa Fe Community Foundation
Santa Fe County
State Farm Insurance
Thornburg Mortgage
U.S. Department of Housing and Urban Development
U.S. Treasury Department, Community Development
Financial Institutions Fund
Wachovia Foundation
Wells Fargo Bank

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