Thanking Our Partners

We work in Santa Fe and we own a home in Santa Fe!

For more information about Homewise or to receive a copy of the 2006-2007 Statement of Financial Position, please contact Cece Derringer, Director of Resource Development & Communications, at 505-955-7020 or e-mail: cderringer@homewise.org
Dear Community Members, Friends and Partners of Homewise,

Think for a moment about the people who touched your life for just one day. Who delivered your morning paper, served you coffee at the diner, and said good morning to you when you arrived at work? Who taught your children, maintained the school building, and coached the little league team? Who did you turn to when you or a family member got sick, when your home was broken into, or when your car broke down on the highway? We know the names of many of the people who affect our lives each day. Others we barely notice. Still others we would rather not see, for we only see them when things go wrong. But we rely on them being near, just in case. All of us rely on the work and actions of others. This interdependence is the very essence of community. But what happens to a community – and to our own individual lives – when those we rely on can no longer afford to live in the community they serve?

Helping someone who works in Santa Fe purchase a home in Santa Fe can make a big difference in that someone’s life. But helping one family own a home of its own helps more than that one family. By keeping that family nearby, we all benefit – from the talent, hard work, and care it gives to all of us.

Last year, Homewise helped 436 families purchase or make improvements to the home they already own. Chances are, at least one of them has already touched your life. All of them continue to make their contribution to the wellbeing of Santa Fe.

Sincerely,

Michael Loftin
Executive Director

Viola Lujan
President, Board of Directors

Homewise Mission Statement

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.

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FY 2006-2007

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When our staff is happy and secure, they contribute more fully to our work. Recently Homewise helped two of our employees purchase homes in Santa Fe. Now the pride and accomplishment these women feel benefit the thousands of children we serve.

Catherine Oppenheimer, Founding Artistic Director,
National Dance Institute of New Mexico

Catherine Oppenheimer teaching at NDI.
Homewise believes education is the key to financial security. Financial education is available to anyone in the community through a series of free classes at Homewise underwritten by local bank partners. The results of this program are evident. The loan delinquency rate for Homewise is well below the national average. In the past year, the country has witnessed an unprecedented increase in foreclosures. Individuals and families who purchase homes through Homewise understand that how a home is purchased is as important than whether a home is purchased and this results in financial security for our families and our community.

Working with Homewise is a way for Los Alamos National Bank to give back to our community. Homewise makes the dream of home ownership a reality for many people in Santa Fe.”

Fidel Gutierrez, Senior Vice President, Los Alamos National Bank

Homewise knows that a home is the largest asset of most families and maintaining it is important. Homewise offers full service construction management and affordable financing for necessary repairs and water and energy conservation projects.

“Homewise is helping our employees with credit counseling and La Familia provides interest-free loans for down payments and opportunities for our employees who already own a home to maintain them through the Homewise home improvement department. Maintaining a stable work force through homeownership not only keeps our costs down but also ensures a high quality of care to our patients.”

Rick Adesso, CEO, La Familia Medical Center

When her home needed a new roof Judith Jenkins, La Familia Medical Center dentist, knew she could depend on Homewise to help.

Homewise Accomplishments 2007

- 677 prospective homebuyers received free financial and homebuyer education
- 202 families and individuals became new homeowners
- Built 42 new homes
- $6.7 million in local spending was captured by these 202 new homeowners living in Santa Fe and not commuting
- 234 homeowners improved their homes, including adding water conserving measures saving almost 3 million gallons of water annually
- $31,297,997 was invested in the community for homeownership and home improvements
- Through local employer partnerships, 4,354 employees received information about the benefits of homeownership and financial security

This year Homewise began forming strong partnerships with local employers to promote the benefits of home ownership to those who work and serve us in the community. The benefits of homeownership to these employers, their employees and families and to our community are:

- Greater financial security for families
- Retaining employees for local businesses
- Capturing a greater share of local spending
- Increased time with family and friends
- Conserving resources in the community through water and energy saving measures in the home

Tammy Maitland, homeowner and Santa Fe Public School teacher
Close to 30 percent of our staff lives outside of Santa Fe. The high price of fuel makes it difficult for them to remain in their jobs. When Homewise helps our employees buy homes here, their commitment to the hospital grows and they are able to spend more time with their families and children. This creates a healthier community.

- Alex Valdez, President and CEO, St. Vincent Hospital

To me, maintaining staff means solid, continuing relationships with customers. When you find someone good and they buy a home here, they have an investment in their future. They stay with you. Homewise anchors people in the community and gives them a stake in their financial future.

- Michael O’Reilly, Proprietor, Pranzo Italian Grill and O’Keeffe Cafe

The mission of Homewise is to help WORKING NEW MEXICANS become SUCCESSFUL HOMEOWNERS…

Employer Partners Supporting Homeownership in Santa Fe

The following organizations and businesses are partners with Homewise in helping their employees purchase homes or maintain their existing homes:

- Big Jo True Value Hardware
- City of Santa Fe
- City of Santa Fe Police Department
- Creative Santa Fe
- Georgia O’Keeffe Museum
- La Familia Medical Center
- Los Alamos National Bank
- National Dance Institute
- New Mexico Department of Health, Public Health Division
- Pranzo Italian Grill
- St. Vincent Regional Medical Center
- Santa Fe Chamber of Commerce, Spanish Roundtable
- Santa Fe County
- Santa Fe Preparatory Academy
- Santa Fe Public Schools

For information on how your business or organization can partner with Homewise to assist your employees with homeownership, please call Andrea, Outreach Coordinator at Homewise, 505.955.7025.

Doing business for 80 years, we have relied on the expertise of several generations of local families. Santa Feans ought to care about keeping young people here, since they are the future leaders of business, nonprofits, and government. We are working with Homewise to help our employees purchase homes, which will encourage them to stay in our community.

- Rick de Baca, Vice President, Sales, Big Jo True Value Hardware

We are so fortunate that Homewise is helping our creative residents find and purchase affordable homes.

- Tom Aageson, Executive Director, Museum of New Mexico Foundation

Candace Corcoran, home purchase customer and Big Jo True Value Hardware employee
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Kate Campbell, homeowner and General Manager, Pranzo Italian Grill

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Mark Toma, homeowner and artist

Alex Grazes, homeowner and employee of St. Vincent Regional Medical Center
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… in order to ACHIEVE FINANCIAL SECURITY, STRENGTHEN FAMILIES, …

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“The Sol-Schott family using the lessons from the Homewise Financial Fitness class.”

“When her home needed a new roof Judith Jenkins, La Familia Medical Center dentist, knew she could depend on Homewise to help.”

Tammy Maitland, homeowner and Santa Fe Public School teacher

Antonio Ramirez-Cruz, homeowner and Cloud Cliff Bakery and Cafe employee

CENTURY BANK
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NEWMEXICO BANK & TRUST
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Continuum
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Creating a better way

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We spend our paycheck in the community where we live — owning a home in the community where you live benefits the economy of that community. Santa Fe loses an estimated $301.6 million* in spending annually when employees live elsewhere and commute.

* City of Santa Fe Housing Needs Assessment: 2007

"One of the biggest stumbling blocks to recruiting is that a police officer’s starting salary makes it hard to purchase a home in Santa Fe. Homewise is working with approximately 10 of our officers to help them live in our community. This is very important. We want them to be involved in coaching, school programs, and other local activities."

Eric B. Johnson, Chief of Police, City of Santa Fe

"Harder to measure, but equally critical, is the value of the hours spent commuting. Freeing up these hours by living where you work means more leisure time enjoying family and friends, volunteering in the community, and participating in activities that add meaning to our lives. Commute time is time you are not home to help a child with homework, enjoy a family meal together, or coach a little league team."

Catherine Oppenheimer, Founding Artistic Director, National Dance Institute of New Mexico

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Prana Italian Grill
Proctor Signs and Graphics
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Round The Roundhouse
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Santa Fe Chamber of Commerce
Santa Fe Community Foundation
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United Way of Santa Fe County
U.S. Department of Housing and Urban Development
U.S. Green Building Council
U.S. Treasury Department, Community Development
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Vanguard Construction
Victor Sanchez
Video Magic
Wells Fargo Bank
Wheeler Quality Construction
Whirlpool Direct

ABG Consulting
Advance Marketing and Advertising
Ahles, LLC
Aline Roofing & Construction
Ametz Homes
Alora Burton, Met Life
Anarchitectural Group
ASW Realty Partners, LLC
B&B Specialty Advertising
BT Homes
Big Jo True Value Hardware
Bill Hegranes
Building Energy Solutions, Inc.
Calvert Foundation
Cassidy Landscaping
Century Bank
Century Homes
City of Santa Fe Office of Affordable Housing
City of Santa Fe Police Department
City of Santa Fe Sangre de Cristo Water Division
Charter Bank
Choral Architecture
Commerce Title
Community Outreach Program for the Deaf
Creative Santa Fe
Creative Santa Fe, Inc.
D’Light Custom Picture Framing
Dahl Plumbing Supply
Dan Russell, Kodak Construction/Element Homes
Dawson Surveys
Dewtie Rain Systems
Domainica Foundation
Dottie Indyke, Inc.
Douglas & Friddle
Enterprise Community Partners, Inc.
Fair-Housing Foundation
Federal Home Loan Bank of Dallas
First American Title
First National Bank of Santa Fe
First National Bank of Santa Fe, Inc.
First Community Bank
Frost Foundation
Gabriel De Pablo
Ganz’s Construction
Georgia O’Keeffe Museum
Guerrero Roberts/Roberts Water Innovation Fund
Guadalupe Credit Union
Home Town News
House to House
Indiight, Inc.
Institute Design Services
J&G Refrigeration
Jerkins/Gait Design and Development
John Baker, Photograher
Journal North-Santa Fe
KSW
L. E. Meyers
La Familia Medical Center
Land America Capitol City Title
Law Firm of Jean-Michele Wells
Law Office of Rod. D. Baker
Lopez Landscaping
Loxty Architects
Los Alamos Housing Partnership
Los Alamos National Bank
McCare Charitable Foundation
National Dance Institute
Neighborhood Housing Services of America
NeighborhoodWorks America
New Mexico Affordable Housing Roundtable
New Mexico Energy Commission
New Mexico Environmental Protection Agency
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Vanguard Construction
Victor Sanchez
Video Magic
Wells Fargo Bank
Wheeler Quality Construction
Whirlpool Direct

Celebrating Santa Fe and
Homewise Construction Specialist Greg Powell meets with Ted Sanchez, Construction, and Homewise Customer Eileen Narango about her home improvement project.

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