



The quality construction  
and renovations stand out in  
the work PRG does in North  
Minneapolis.  
-owner of a PRG home

# 2015 Annual Report PRG, Inc.



# PRG by the Numbers

## 2015

### Homebuyer Education

**449** households attended homebuyer **workshops**  
**18** total workshops offered  
**6** were held in North Minneapolis  
**60%** of attendees were **households of color**  
**93%** of attendees had incomes under 80% AMI  
**64%** had incomes under 50% AMI\*

### Development

**15** homes **sold** to low- and moderate-income families  
**7** lender-owned homes acquired for **renovation**  
**42** units at Greenway Heights **fully leased up** to households under 50% AMI\*

### Home Ownership Advising

**229** families received free, one-on-one pre-purchase homebuyer **counseling**  
Served **79%** more clients than in 2014  
**61%** of clients were households of color  
**80%** had incomes under 80% AMI\*  
**48%** had incomes under 50% AMI\*

### Foreclosure Prevention

**59** families received free, one-on-one foreclosure prevention assistance  
**79%** of resolved cases avoided foreclosure  
**52%** of clients served were households of color  
**74%** had incomes under 80% AMI\*  
**53%** had incomes under 50% AMI\*

### Sustainability

Reduced operating debt by **20%**  
**Increased** operating reserves by **19%**  
**6th** consecutive year of increased unrestricted net assets

### Diversity & Inclusion

**62%** increase in number of households of color served  
**100%** of single-family construction contracts awarded to **minority-owned** businesses  
**44%** of **Board** members identify as persons of color

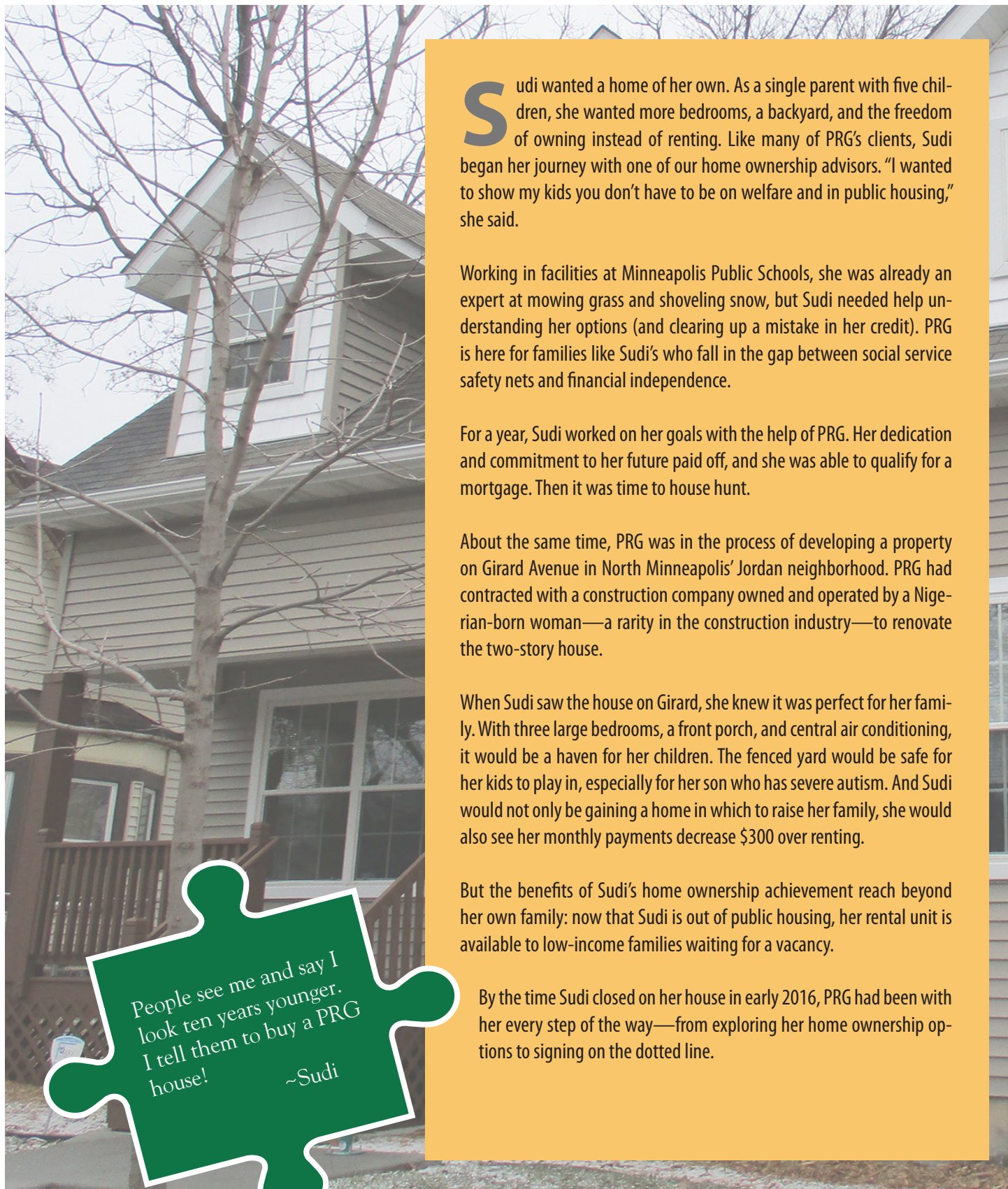
### Support

**70** contributors gave **\$8,758** in donations  
Raised **more in individual donations** than in any other year  
**14%** of individual donors were new

\*AMI=Area Median Income  
Graphics based on designs from FreePik.com



# A Journey To Home Ownership



**S**udi wanted a home of her own. As a single parent with five children, she wanted more bedrooms, a backyard, and the freedom of owning instead of renting. Like many of PRG's clients, Sudi began her journey with one of our home ownership advisors. "I wanted to show my kids you don't have to be on welfare and in public housing," she said.

Working in facilities at Minneapolis Public Schools, she was already an expert at mowing grass and shoveling snow, but Sudi needed help understanding her options (and clearing up a mistake in her credit). PRG is here for families like Sudi's who fall in the gap between social service safety nets and financial independence.

For a year, Sudi worked on her goals with the help of PRG. Her dedication and commitment to her future paid off, and she was able to qualify for a mortgage. Then it was time to house hunt.

About the same time, PRG was in the process of developing a property on Girard Avenue in North Minneapolis' Jordan neighborhood. PRG had contracted with a construction company owned and operated by a Nigerian-born woman—a rarity in the construction industry—to renovate the two-story house.

When Sudi saw the house on Girard, she knew it was perfect for her family. With three large bedrooms, a front porch, and central air conditioning, it would be a haven for her children. The fenced yard would be safe for her kids to play in, especially for her son who has severe autism. And Sudi would not only be gaining a home in which to raise her family, she would also see her monthly payments decrease \$300 over renting.

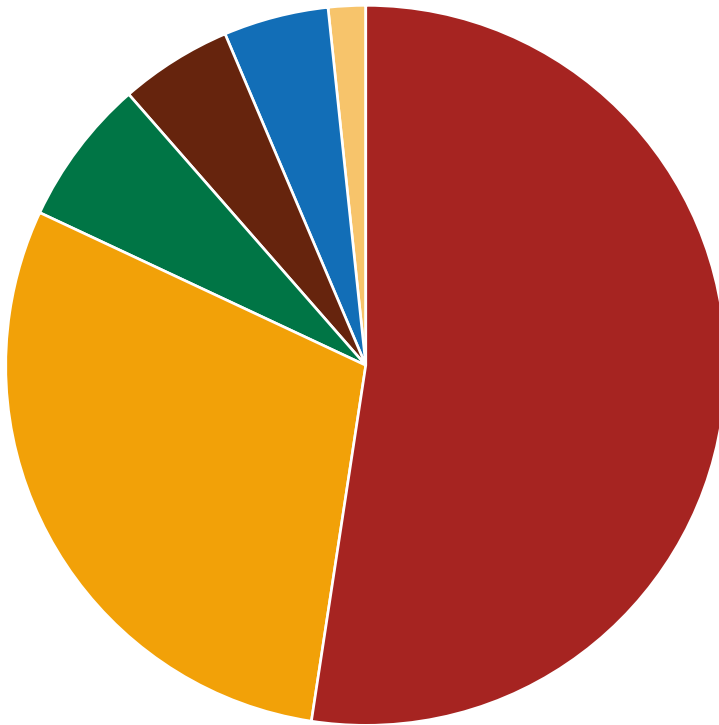
But the benefits of Sudi's home ownership achievement reach beyond her own family: now that Sudi is out of public housing, her rental unit is available to low-income families waiting for a vacancy.

By the time Sudi closed on her house in early 2016, PRG had been with her every step of the way—from exploring her home ownership options to signing on the dotted line.

People see me and say I look ten years younger. I tell them to buy a PRG house!

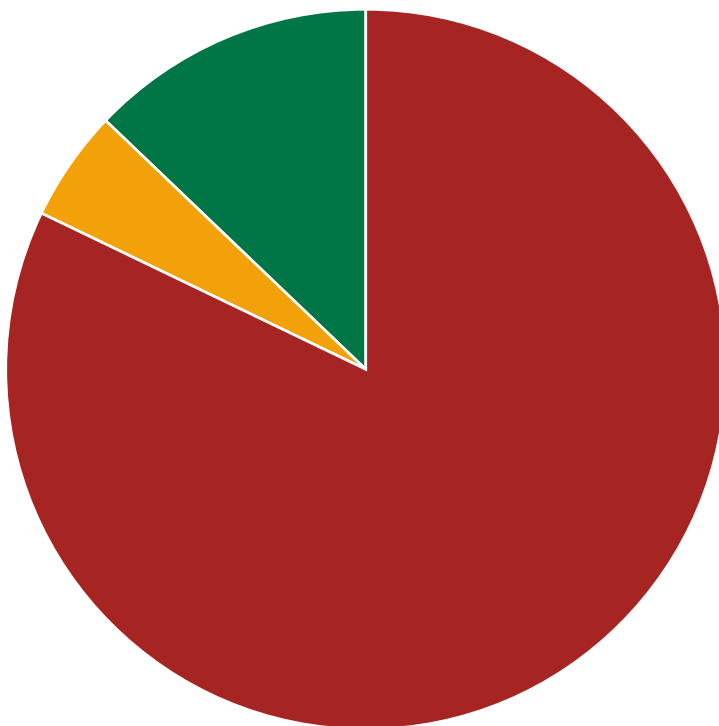
~Sudi

# Financial Report



## 2015 Support & Revenue

- Sale Price of Homes **52%**
- Subsidy of Homes **30%**
- Multi-Family Development Grants & Fees **6%**
- Counseling & Education Income **5%**
- Single-Family Development Fees and Commissions **5%**
- Individual, Foundation, & Corporate Support **2%**



## 2015 Expenses

- Cost of Home Sales **82%**
- Multi-Family Development **5%**
- Operating Expenses **13%**
  - Housing Development & Marketing
  - Home ownership Education & Counseling
  - Administrative Expenses
  - Fundraising Expenses

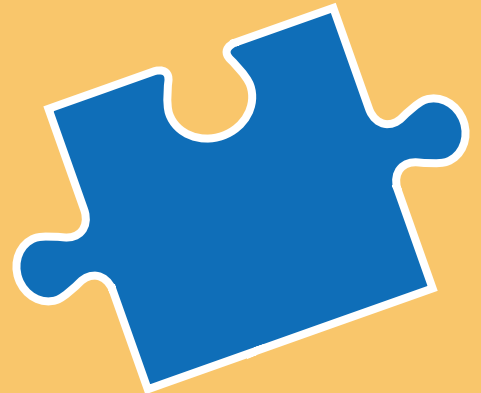
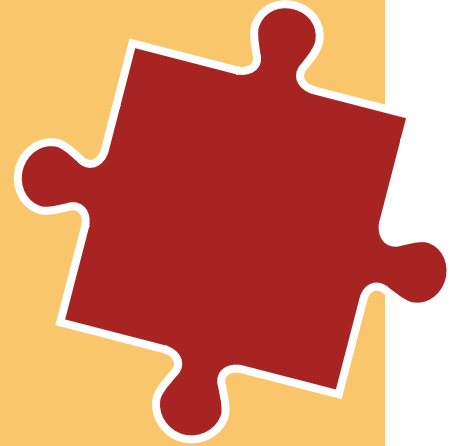
# Financial Report

## 2015 Statement of Net Assets

| <b>Current Assets</b>                        | \$2,217,000      |
|--|------------------|
| Investments in Partnerships & Corporations   | \$114,000        |
| Investments in Tax Increment Financing Notes | -                |
| Developer Fee Receivable                     | \$119,000        |
| Restricted Cash (MURL)                       | \$17,000         |
| Investments in Contracts for Deed            | \$586,000        |
| Net Property and Equipment                   | \$190,000        |
| Current Liabilities                          | (\$2,247,000)    |
| Long-Term Debt                               | (\$205,000)      |
| <b>Total Net Assets</b>                      | <b>\$791,000</b> |

| <b>Support and Revenue</b>                  |                    |
|---|--------------------|
| Individual, Foundation, & Corporate Support | \$76,000           |
| Multi-Family Development Fees & Grants      | \$299,000          |
| Single-Family Development & Marketing Fees  | \$229,000          |
| Counseling & Education Income               | \$214,000          |
| Sale Price of Homes                         | \$2,378,000        |
| Subsidy of Homes                            | \$1,341,000        |
| Investment & Miscellaneous Income           | -                  |
| <b>Total Support and Revenue</b>            | <b>\$4,537,000</b> |

| <b>Expenses</b>                                       |                    |
|---|--------------------|
| Costs of Home Sales                                   | \$3,693,000        |
| Multi-Family Development Expenses                     | \$225,000          |
| Operating Expenses                                    | \$578,000          |
| <b>Total Expenses</b>                                 | <b>\$4,496,000</b> |
| <b>Change in Net Assets from Continuing Operation</b> | <b>\$41,000</b>    |



*For complete financial details, contact us at 612.721.7556 or [prg@prginc.org](mailto:prg@prginc.org).*

# 2015 Support

## Individual Donors

Hayat Ahmed  
Bill Alvord  
Michael Anderson and Katie Peacock  
Dennis Anderson and Laurie Anderson  
Anonymous  
James Bacigalupo  
Peggy Benson  
David Berkowitz and Emely Berkowitz  
Maura Brown  
Lynn Camp and Brandon Camp  
Ben Chase and Ann Fandrey  
Dante Coleman  
Sue Crouse and Al Crouse  
Michelle D'Angelo  
Sarah Delacueva and Brian Peterson-Delacueva  
Timothy Dykstal  
David Fey  
Ned Foster  
Luther Frank  
Debbie Freedman and Peter Wodrich  
Marisol Gell  
Fred Glazer  
Mary Gonsior  
Thomas Green

David Green  
Emily Green  
Catherine Grimshaw  
Kevin Gulden  
Terry Hanna  
Toni Harris  
Michele Johnson and Ron Johnson  
Mark Kemper  
Jon Larson and Diane Larson  
Cara Letofsky and Jim Davnie  
Ann Leviton  
Sandy Loescher  
Chris Maroschek  
Nathan Marsten and Teresa Marsten  
Paul McCluskey  
Kathleen McCluskey-Fawcett  
Arlene Nystuen  
Richard Oberg  
Eric Otterness  
Sally Peters  
David Rubedor  
Peggy Ryan  
Barbara Satin  
Ted Schatz

Bob Schoenbaum  
Mark Schoenbaum  
Corina Serrano  
Gary Simonson and Lisa Simonson  
Nelima Sitati Munene  
Constance Smith  
Lisa Tabor  
Rose Teng Scheckman and Jacob Scheckman  
Mohammad Thabet  
Jane Tigan and Joseph Hayes  
Barbara Tigan  
Mindy Van Huffel  
Mike Wassenaar  
Veronica Weston and Darrell Weston  
Rick Wetzel and Faye Wetzel  
Paul Wetzel and Kristin Wetzel  
Kathy Wetzel-Mastel and Brent Mastel  
Michele Wiegand  
Carolyn Williams-Noren  
Erin Wilson  
Beva Wunderlich  
Erich Wunderlich

## Corporate and Foundation Support

Kopp Family Foundation  
LISC (Local Initiatives Support Corporation)  
Minneapolis Area Association of REALTORS (MAAR)

Robins Kaplan Miller & Ciresi  
Target Foundation  
Wells Fargo Foundation



### PRG Board of Directors

Margaret Benson  
Dante Coleman  
David Fey  
Mark Schoenbaum  
Corina Serrano  
Allison Sharkey  
Nelima Sitati Muneme  
Lisa Tabor  
Jane Tigan  
Erich Wunderlich

### PRG Staff

Kathy Wetzel-Mastel, Executive Director  
Anika Fajardo, Communications & Development Coordinator  
Kevin Gulden, Project Manager, Real Estate Development  
Thandisizwe Jackson-Nisan, Home Ownership Advisor  
Paul McCluskey, Administrative Assistant  
Mindy Van Huffel, Program Manager, Home Ownership Advising  
Ying Vu, Finance Manager  
Erin Wilson, Real Estate & Development Coordinator