

Building Stronger Neighborhoods



Creating Successful Homeowners

# OPEN THE DOOR TO A FAMILY'S FUTURE

THE NEIGHBORWORKS GREAT FALLS ENDOWMENT CAMPAIGN



  
**NeighborWorks**  
GREAT FALLS

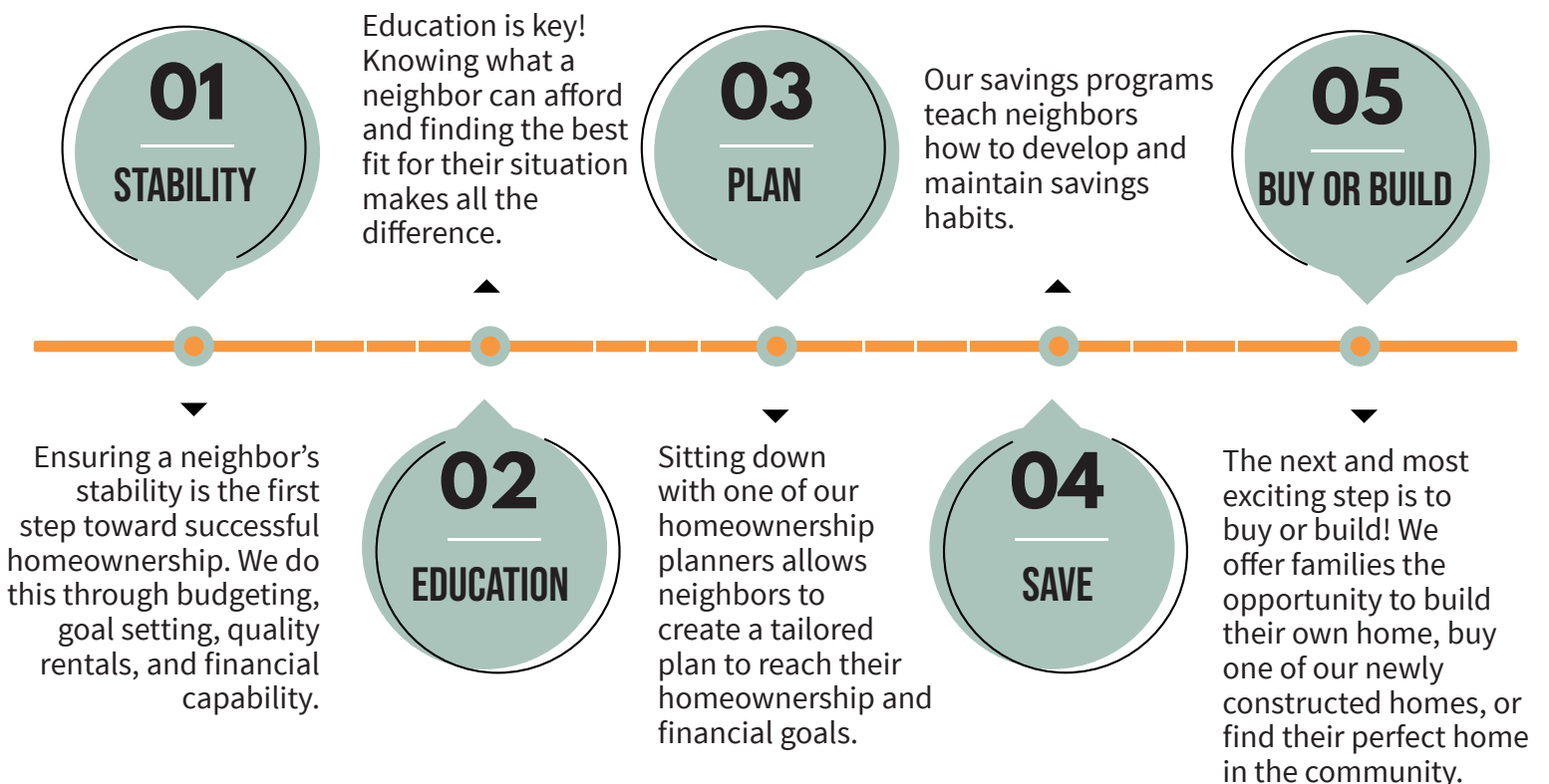
# The Endowment

Every day, neighbors come to NeighborWorks Great Falls determined to find a way to escape the cycle of poverty by creating wealth through homeownership. They are willing to work for a home, but they need a little bit of help to get there.

School debt, cost of living, and high rents keep these families from living out their dream of homeownership. Attaining a home would provide a safe and stable place to live and a place for their family to thrive. This endowment fund would allow that to happen in our community, forever.



## HOMEOWNERSHIP THE NEIGHBORWORKS WAY



# The Need

## HARDWORKING FAMILIES NEED A HAND UP TO HOMEOWNERSHIP.

Our neighbors can become successful homeowners, but they might need a hand-up to get there. When neighbors don't own their own home, they don't have the chance to build wealth and break the cycle of poverty.

## CHILDREN NEED A SAFE AND STABLE HOME.

Children need a safe and consistent place to learn, play, and grow. Homeownership provides the stability that children yearn for, knowing their family is there to stay.

## ECONOMIC PRESSURES CONTINUE TO INCREASE.

Higher rents, increased home prices, and the rising cost of living make saving for a down payment nearly impossible for many of our neighbors. Our region has incomes only 74% of the national average, but the cost of living is 90% of the United States average.



# & Solution

## HOMEOWNERSHIP BOOSTS EDUCATIONAL PERFORMANCE OF CHILDREN.

Homeownership also improves healthcare outcomes, lowers crime rates, and lessens welfare dependency.

(National Association of Realtors, 2016).

## THE GRADUATION RATE FOR CHILDREN OF HOMEOWNERS IS 19% HIGHER.

This is compared to the children of renters. Also, children of homeowners are twice as likely to acquire some form of college education.

(Federal Reserve Bank of New York).

## HOMEOWNERS MOVE FAR LESS FREQUENTLY THAN RENTERS.

Homeowners are embedded into the same neighborhood and community for a longer time, bringing stability to neighborhoods.

(National Association of Realtors, 2012).

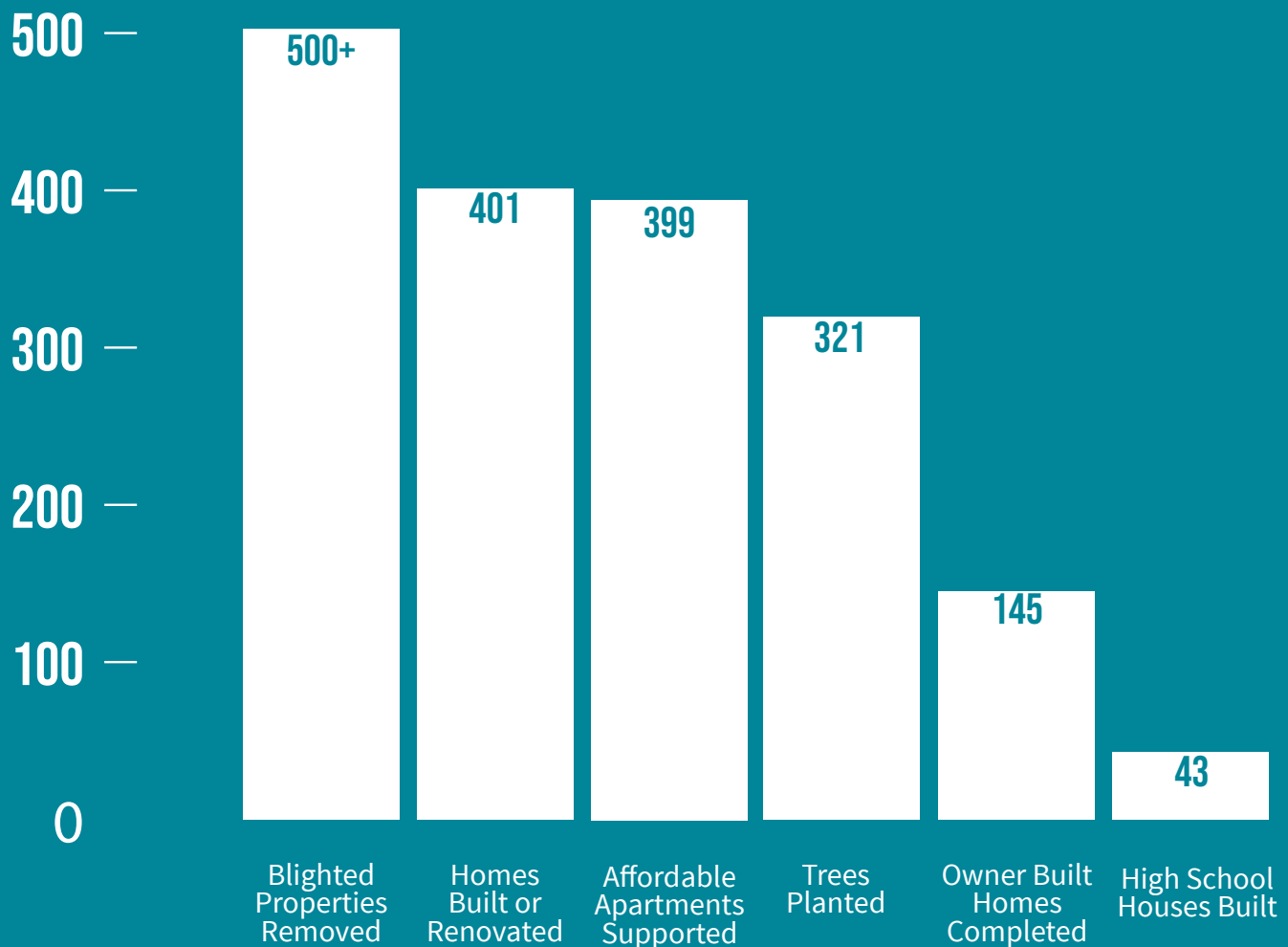


# Our impact, together.

Since 1980, NeighborWorks Great Falls has transformed blighted neighborhoods into vibrant communities. NeighborWorks was founded by local residents, lending institutions, and city officials to improve declining neighborhoods by developing quality affordable housing in our community.

When you choose to support NeighborWorks Great Falls, your money goes right back into the Great Falls community. The services we provide directly impact local families and their future. We help our neighbors become successful homeowners, so that they too can give back to the community one day.

## OVER 40 YEARS OF NEIGHBORWORKS GREAT FALLS



**4000+**  
1st time homebuyers helped into homeownership.

**20+ TONS**  
of rubbish removed annually during our CommUNITY Cleanup.

**\$52 MILLION**  
added to the tax base from NeighborWorks projects.

# Make a gift today.



**THE NEIGHBORWORKS ENDOWMENT CAMPAIGN GOAL OF \$2.5 MILLION WILL ALLOW 100 FAMILIES PER YEAR TO BE HELPED INTO HOMEOWNERSHIP, FOREVER.**

**IT ALL STARTS WITH YOUR GIFT.**

## **CHECK OUT THE IMPACT YOUR GIFT WILL HAVE ON OUR NEIGHBORS & THIS COMMUNITY:**

- Increased security and stability among our neighbors
- Home equity, allowing for investment in the future of our neighbors
- Overall economic growth through adding new homes to the tax base
- Attract new neighbors to town, as Great Falls is seen as a more welcoming and affordable community
- Higher local graduation rates, due to increased family stability & positive effects of homeownership on children



### **A HOME OF HER OWN**

Native to Great Falls, Katelyn came to NeighborWorks looking for the perfect home that was safe for herself and her son. With homebuyer education, financial coaching, and down payment assistance provided by NeighborWorks Great Falls, Katelyn is now a successful homeowner and proud to take the next step in her life.

# Ways you can make a difference:

1

## CASH GIFTS

may be pledged over a span of several years or as a one-time gift.

6

## BEQUESTS

give a specific amount or percentage of your estate or home through a will or living trust.

2

## CHARITABLE GIFT ANNUITY

provides tax benefits and income to the donor.

7

## REAL ESTATE

includes gifts of property that can open the door for families seeking homeownership.

3

## APPRECIATED SECURITIES

are held for over one year, are tax deductible for their full value, and avoid capital gains tax.

8

## LIFE ESTATE

allows you to gift your home while retaining the right to live there (includes tax benefits and bypassing probate).

4

## RETIREMENT PLAN & IRA ASSETS

can be donated to reduce income taxes.

9

## SPECIFICALLY DESIGNED CHARITABLE TRUSTS

are generous gifts that can provide income for your lifetime.

5

## LIFE INSURANCE POLICIES

may be transferred and qualifies for the Montana Endowment Tax Credit.

10

## BUSINESS INTERESTS

include privately held stock and can be given with significant tax advantages.

## KEN MESKE, FORMER BOARD MEMBER, SUPPORTS NEIGHBORWORKS ENDOWMENT

“When my wife and I arrived in Great Falls in 1961, we devoted our weekends to getting acquainted with the city we now called home. We saw downtown neighborhoods with dilapidated and boarded up homes. In 1980, a group of neighborhood residents and community leaders sought to rectify this situation by forming what is now NeighborWorks Great Falls. Over 40 years later, there are far less boarded up homes and numerous other programs that have been developed to address housing needs.

When NeighborWorks established the endowment fund where a portion of the annual earnings could be devoted to make up for the declining government support, it was only a question of how much could I pledge.”

# The Benefits

## THE MONTANA ENDOWMENT TAX CREDIT

The NeighborWorks endowment qualifies for the Montana Endowment Tax Credit. This unique incentive offers you a Montana income tax credit of 40% of the present value of your planned gift up to a maximum amount of \$10,000 per year per taxpayer. This means \$20,000 per married couple for a joint gift.

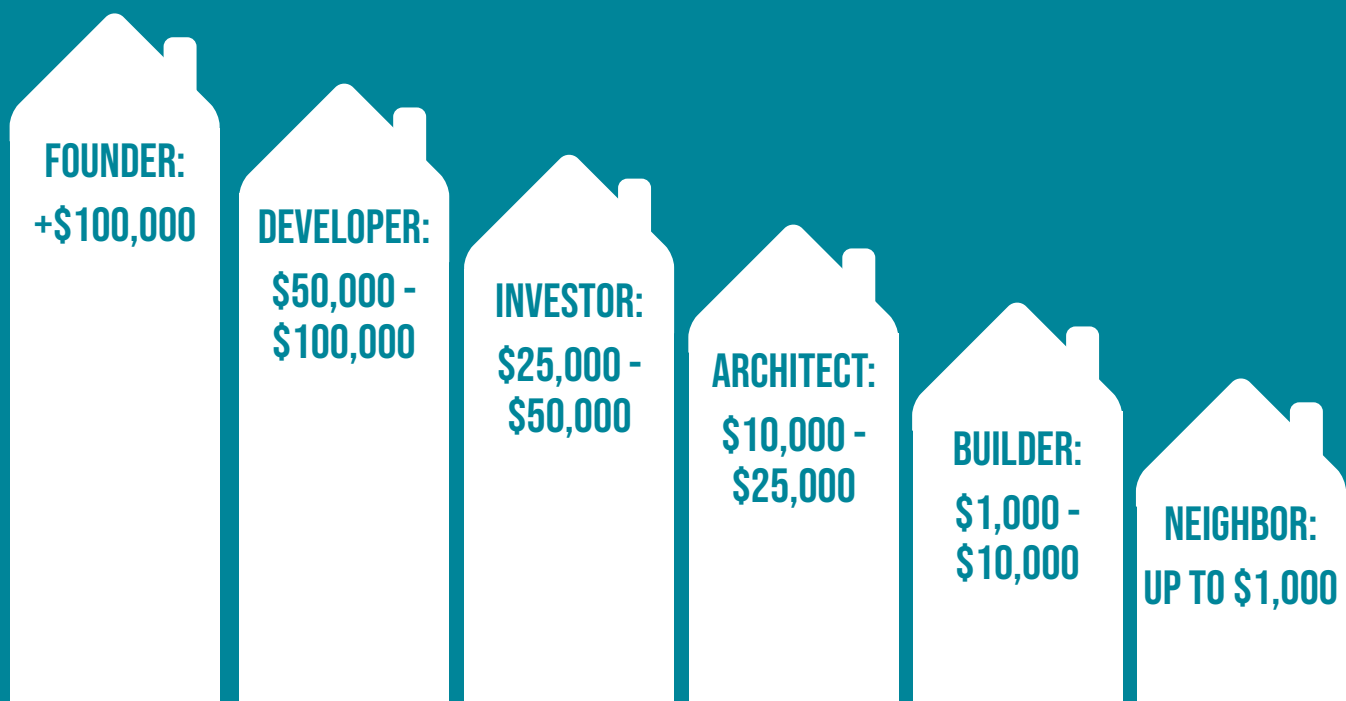
If you are interested, please contact your financial advisor to discuss what is possible for you.

### EXAMPLE: ALEX DONOR, AGE 62

1. • Fund Deferred Gift Annuity with \$25,000
2. • Estimated tax savings with \$25,000 gift = \$10,964\*  
• Estimated net out-of-pocket cost of \$25,000 gift = \$14,036\*

\* Assumes 32% marginal federal tax bracket. These calculations are for illustrative purposes only and should not be considered tax or legal advice. Your actual benefits may be different than the example shown above.

## NEIGHBORWORKS ENDOWMENT GIVING LEVELS:





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## GREAT FALLS

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Endowments are, by definition, a long term revenue instrument to help solidify the future of any organization. Sheila and I support Neighborworks Great Falls in their day-to-day mission but wanted to help ensure their long-term success and potential expansion of programs.

Donating to the endowment is a more focused gift, contributing to the long-term viability of the organization. NeighborWorks has a proven track record of community housing solutions, and we want to keep that effort strong for decades to come.

”

**BOB KELLY, GREAT FALLS MAYOR & NEIGHBORWORKS SUPPORTER**

“

NeighborWorks Great Falls is successful in fulfilling its mission of creating strong neighborhoods and successful homeowners throughout Cascade County. The organization has made a significant impact on our community through developing and promoting quality affordable housing because its board and staff are committed to continually assessing the community's needs and to developing a thoughtful plan for securing funding and support for addressing those needs.

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**CARI YTURRI, BOARD MEMBER & ENDOWMENT COMMITTEE CHAIR**

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