

2019 ANNUAL REPORT

WORKING TOGETHER FOR STRONGER COMMUNITIES



Trellis 

Learning. Lending. Building.

I remember the excitement of moving towards a new year—2020—and planning for a special event in April to celebrate Trellis’ 45th Anniversary! By the end of first quarter of 2020, our “plans changed” (thanks to the Covid19 pandemic) and Trellis pivoted their efforts in order to continue providing core services in a new virtual environment. This unforeseen disruption superseded the timely drafting of our 2019 Annual Report. Please review the 2019 recap [here](#). It was a productive year that jump-started Trellis’ investment in technology and one that enabled us to deliver our services to our clients during 2020.

Trellis is an adaptable, diverse organization serving wide-ranging groups and individuals in our community. With 2019’s social injustices came social unrest and Trellis was painfully reminded how important it is to stabilizing people and communities through homeownership.

During 2019 we served over 2,000 clients with housing counseling, home-buyer education and financial-coaching services. Approximately 142 of our clients became happy homeowners; we provided and/or facilitated \$10.1 MM in mortgage financing to 72 homebuyers. And, noteworthy: thanks to FirstBank’s down-payment-purchase-assistance program Trellis reached more of our mixed-race, low-to-moderate-income home buyers than ever before.

In May 2019, Trellis and partners broke ground on a townhouse development located in central Phoenix at 1617 W. Colter Street. This created a new “niche” for Trellis and provided expanded “homeownership opportunities” along the Valley Metro’s 28-mile, light-rail corridor—when thousands of mostly rental apartment units came on line.

To summarize, Trellis’ financial condition remained strong at the end of 2019 with a slight increase in Net Assets. (Total Assets at \$16.1MM, an increase of 10.6 percent from prior year and Total Liabilities at \$5.3MM, an increase of 37.5 percent from the prior year.) We are continually grateful to all our clients, donors, contributors and partners.

Patricia Garcia Duarte
President and CEO

ACCOMPLISHMENTS

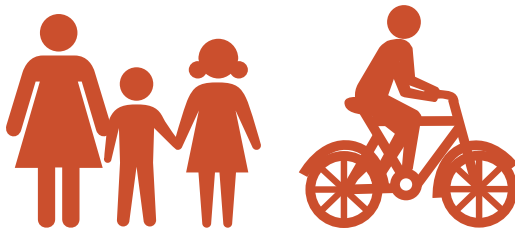
Between 1975 and 2019 TRELLIS:



Helped 3,713 families purchase their first homes



Built or rehabilitated 318 homes



Educated or counseled 44,303 families or individuals in financial management and/or how to purchase a home



Originated and/or facilitated 2,100 mortgage loans totaling \$159MM; Helped more than 4,800 struggling homeowners with foreclosures

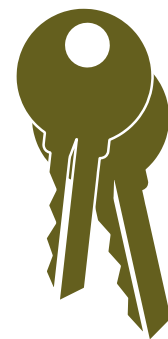
In 2019, provided 2001 clients Housing Counseling Services (pre-purchase)



Counseled 1,235 clients in home buying



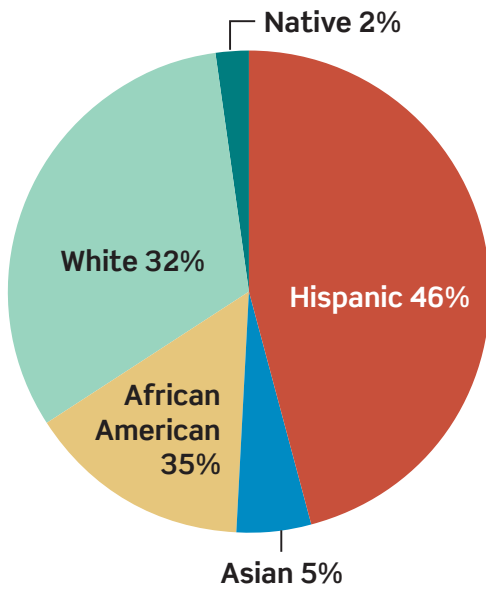
Enrolled 766 students in education classes



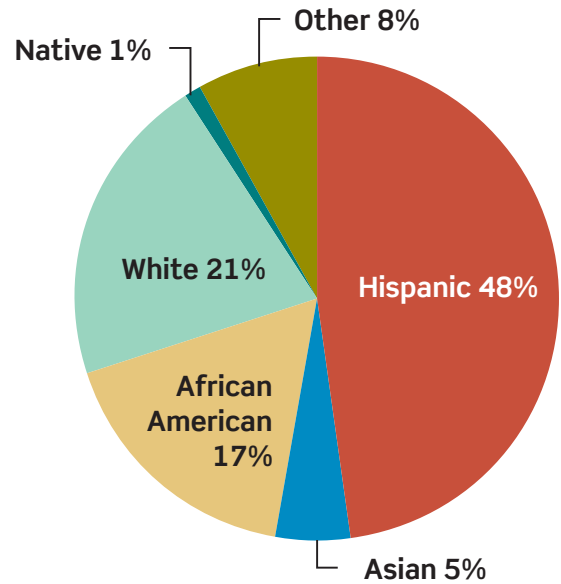
Created 142 new home owners

BY THE NUMBERS

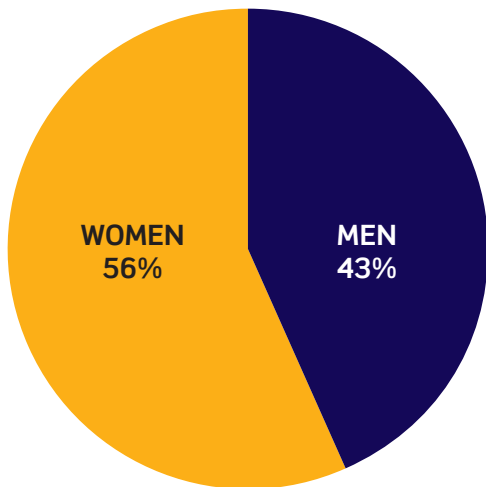
DEMOGRAPHICS: 2001 clients received Housing Counseling Services (pre-purchase)



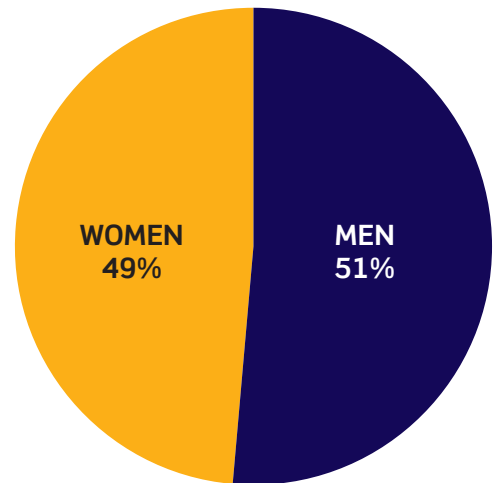
Percent of Counseling & Education Clients



Percent of Home Owners



Percent of Counseling & Education Clients



Percent of Home Owners Created

HIGHLIGHTS

Working Together for Stronger Communities



Trellis, TCD board members and Trellis leadership team at board retreat kicking off the strategic plan process - June 2019.



Groundbreaking ceremony for Trellis@Colter, a 20-unit townhome community for workforce housing. A grant was provided by JPMorgan Chase & Co. to support construction.



Left to Right, At Trellis@Colter groundbreaking ceremony: Joel McCabe, Cyndi Roberts, Jameson Miller, Marcia Busching, Council Woman Laura Pastor, MACO Construction representatives (Scott Volney, Super Intendant and Rick Cohen, Principle), Art Perez, Ramona Martinez, Angelo Chin Foo and Patricia Garcia Duarte.



Glenn Karlson, Real Estate Manager, at Trellis@Colter groundbreaking ceremony.



Left to Right, Trellis Real Estate Team members: Jack Evans, Joel McCabe and Glenn Karlson.



Shovels at Trellis@Colter ground breaking ceremony.



Left to Right, Board members at Trellis@ Colter ground breaking ceremony: Marcia Busching, Cyndi Roberts, Angelo Chin Foo, Art Perez, Ramona Martinez and Jameson Miller.



Board members and leadership staff at strategic planning retreat.

SUPPORT AND REVENUE

Public Support

Government grants	\$542,052	\$588,909
Nongovernment grants and contributions	1,164,447	606,333
Contributions in-kind	37,871	172,091
Net assets released from temporary restrictions	-	-
Net assets released from permanent restrictions	-	-

TOTAL SUPPORT

12/31/19

12/31/18

1,744,370

1,367,333

Revenue

Fees	552,465	484,469
Interest income on mortgages	274,775	221,625
Net sales of property inventory	-	23,496
Investment income	3,329	1,660
Other revenue	59,371	91,036

TOTAL REVENUE

889,940

822,286

TOTAL SUPPORT AND REVENUE

2,634,310

2,189,619

EXPENSES

Program Services

Homebuyer counseling and education	399,392	424,179
Loan services	1,081,518	544,597
Affordable housing development	291,292	414,460
Neighborhood revitalization	125,504	67,084
La Ciudad, LLC	99,701	104,828

TOTAL PROGRAM SERVICES

1,997,407

1,555,148

Supporting Services

Management and general	483,959	446,750
Resource development	49,016	54,173

TOTAL SUPPORTING SERVICES

532,975

500,923

TOTAL EXPENSES

2,530,382

2,056,071

Property held for sale impairment loss

103,928

133,548

Gain on sale of assets

-

-

46,851

CHANGE IN NET ASSETS

103,928

180,399

NET ASSETS (DEFICIT), BEGINNING OF YEAR

10,760,714

10,580,315

NET ASSETS (DEFICIT), END OF YEAR

\$10,864,642

\$10,760,714

	12/31/19	12/31/18
ASSETS		
CURRENT ASSETS		
Cash and cash equivalents	\$3,684,144	\$3,941,491
Restricted cash	253,496	237,822
Promises to give	80,000	100,000
Government receivables	40,319	40,856
Mortgage loans receivable, current	152,300	144,757
Other receivables	94,533	35,752
Prepaid expenses and deposits	77,371	79,721
Property inventory	3,913,390	2,591,242
TOTAL CURRENT ASSETS	8,295,553	7,171,641
PROPERTY AND EQUIPMENT, net	1,949,921	2,011,381
OTHER ASSETS		
Mortgage loans receivable, net of current portion and allowance	5,779,450	5,329,213
Investments	111,971	81,725
TOTAL OTHER ASSETS	5,891,421	5,410,938
TOTAL ASSETS	\$16,136,895	\$14,593,960
LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$403,185	\$164,242
Deferred revenue	546,950	425,812
Line of credit	1,928,112	842,112
Due to City of Phoenix	58,334	58,334
Deferred compensation liability	111,971	81,725
Notes payable, current	(31,840)	40,364
TOTAL CURRENT LIABILITIES	3,016,712	1,612,589
NOTES PAYABLE, net of current portion	2,255,541	2,220,657
TOTAL LIABILITIES	5,272,253	3,833,246
NET ASSETS		
Without donor restrictions	8,881,179	8,309,787
With donor restrictions	1,983,463	2,450,927
TOTAL NET ASSETS	10,864,642	10,760,714
TOTAL LIABILITIES AND NET ASSETS	\$16,136,895	\$14,593,960

THANK YOU

OVER \$150,000

NeighborWorks America
JPMorgan Chase & Company
Freddie Mac
FirstBank
BBVA Compass

\$20K to \$52,500

State Farm
Wells Fargo AZ Foundation
LISC AmeriCorps
Bank of America

2019 Contributors

Less than \$15,000

Comerica
Western Alliance Bank of AZ
National Bank of Arizona
Northern Trust Bank
US Bank Foundation
BOK Financial
Pacific Premier Bank
City of Avondale
Mutual of Omaha Bank
Rockefeller Philanthropy
Advisors/L4G
Honorarium
Johnson Bank
Bankers Trust
BMO Harris Bank

2019 Trellis Community Development Board Of Directors

Bill Scheel, Chair
Alicia O. Ruiz (DVM)
Vice Chair
David Schwake
Treasurer
Chester Seabury (PhD)
Secretary
Reid Butler
Hugo A. Tapia (PhD)
Elizabeth Chavez
Armida Lopez

The 2019 Trellis Board Of Directors

Gina Montes, Chair	Elora D. Diaz
Ramona T. Martinez Vice Chair	Summer Faussette
Art Perez, Treasurer	CJ Eisenbarth Hager
Sima Thakkar, Secretary	Abraham B. James III
Dave Brown	Christoph Kaiser
Chase Browning	Jameson Miller
Marcia J. Busching	Cyndi Roberts
Reid Butler	Alicia O. Ruiz (DVM)
Elizabeth Chavez	Kate Wells
Angelo Chin Foo	

THANK YOU

2019 Individual Donors

Monica Ayala
Jeffrey Bisschop
Dave Brown
Chase Browning
Marcia Busching
Elizabeth Chavez
Ed Celaya
Patricia Garcia Duarte
Tanya Firdman
CJ Hager
Abraham James
Kroger Community Giving
Ramona Martinez
Joel McCabe
Jameson S. Miller

Katherine Miller
Regina M. Montes
Network For Good
Arturo Perez
Jose Adam & Norma Ramirez
Alicia Ruiz
David Schwake
Seymour & Shirley Cohen
Charitable Fund
Brian Smith
Hugo Tapia
Sima Thakkar
Vitalyst Health Foundation
Employee Matching
Valley of the Sun United
Way Donors

Trellis 

2019 Annual Report

**WORKING TOGETHER
FOR STRONGER COMMUNITIES**

Trellis

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Hours of operation:
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