

2014
Annual Report
esop

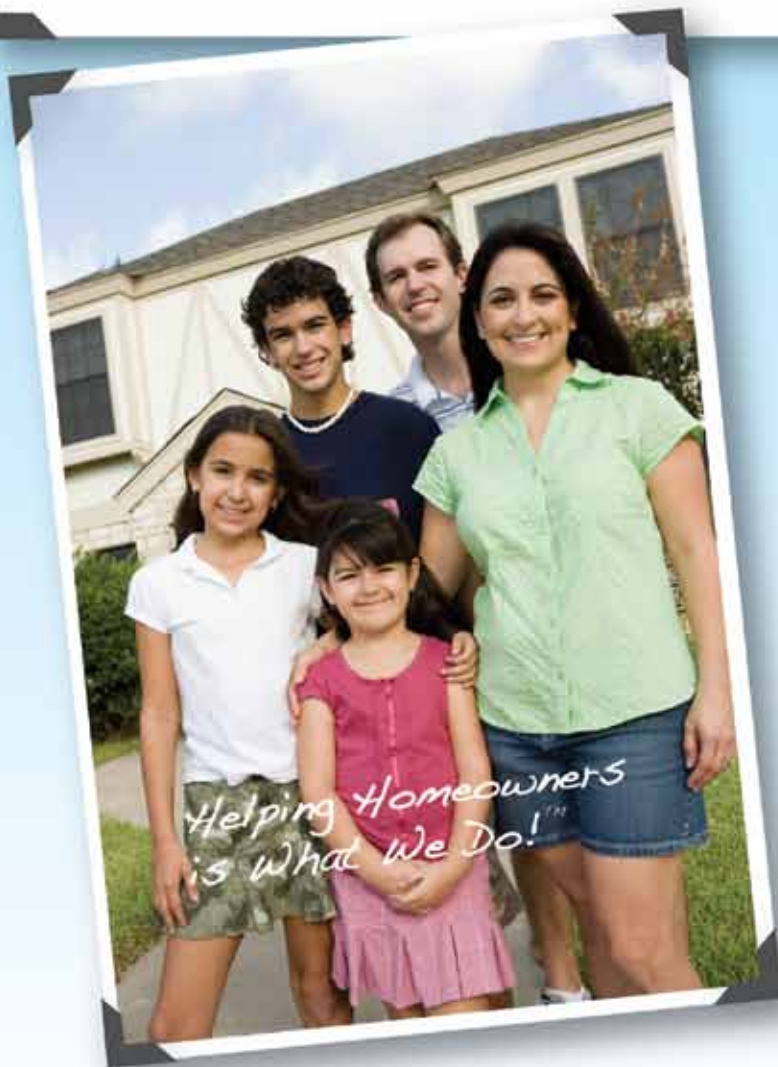




At Ocwen, we support organizations across the country that share our key objective...

KEEPING FAMILIES IN THEIR HOMES!

Ocwen is proud to join forces with ESOP to combat the housing crisis through affordable loan modifications.



Ocwen Financial Corporation

1661 Worthington Road
West Palm Beach, Florida
33409

NMLS # 1852
www.ocwen.com

*Featured in Time Magazine
and The New York Times*

Equal Housing Lender. 
© 2013 Ocwen Financial Corporation.

Mission Empowering and Strengthening Ohio's People [ESOP] fosters the economic empowerment of disenfranchised communities through outreach, education and advocacy.



History The East Side Organizing Project (ESOP) was founded in 1993 by Inez Tillman Killingsworth to create organized leadership around issues impacting neighborhood life in the Cleveland area. Initially the group focused on local safety and education issues in the Union-Miles neighborhood of Cleveland.

In the late 1990s, Inez and ESOP volunteers began to research and engage neighborhood leaders on the issues of predatory lending and foreclosures. In the early 2000's ESOP community organizers began assisting Cleveland-area homeowners to advocate for mortgage modifications. By 2005 ESOP had full-time foreclosure prevention counselors trained to offer mortgage assistance. Since then much of ESOP's work has focused on foreclosure prevention as a HUD-approved housing counseling agency, expanding its efforts throughout the state of Ohio. In 2007, ESOP changed its name to "Empowering and Strengthening Ohio's People." To date ESOP has helped more than 30,000 homeowners across Ohio.

www.esop-cleveland.org



Letter from Board President

Dear Friends,

It was 1999 when I entered the building on Miles Park that was formerly used as a library on the Southeast side of Cleveland. I climbed the steep steps and was greeted by an incredible woman. Inez Tillman Killingsworth, Founder of ESOP. Suddenly my feelings of total defeat were lifted. Inez was a fiercely focused woman who changed the way I fight forever by teaching me the power of organizing and the significance of "people power."

Racial harassment and arson had forced our family into a predatory lending crisis. I had already testified before U.S. Senator Howard Metzenbaum and Ohio Governor Richard Celeste, but any meaningful resolution seemed to be beyond my reach. East Side Organizing Project (ESOP) changed that. My search for help ended that day.

Inez began to counsel me on how to win a fight. She became my friend, my partner, my mentor. We began to strategize. Statistics, graphs and charts from National Training and Information Center (NTIC) armed us with much needed facts regarding the targeted population.

The first step was to organize homeowners around the issue of predatory lending and foreclosure and present them with the information. We were on a mission to warn homeowners and then to empower them, by arming them with credible information, to fight for what was rightfully theirs and correct an injustice. I embraced the tactics of National People Action (NPA) as we challenged banks and servicers to do the right thing. We were positioning ourselves to win and win we did!!

My mortgage loan was the first to be modified by Select Portfolio Services, formerly Fairbanks. After years of feeling stressed and defeated, I finally felt strengthened and empowered and wanted others to experience that sweet feeling. I now wanted to improve the quality of life in neighborhoods all across the country. I became an "ESOPian."

Organizing is the fabric of ESOP of which all other programs, projects and services become the thread! Led by Inez, the Board was able to negotiate with mortgage servicers and banks which resulted in millions of dollars being reinvested into low-income neighborhoods. We proceeded to forge agreements that returned money to the victims of predatory lending as well as helped those in foreclosure or bankruptcy to modify loans resulting from abusive practices by the lending industry. Over time, what we presented as ESOP's "best practices" became "proven practices." All of this was won by a "tiny group of organized radicals" long before the federal government began to negotiate settlements.

With the growth that followed our success, it became important to change the organization's name to better align with our expanding services. I pushed to keep the well-known acronym of ESOP and suggested that we change the name to Empowering and Strengthening Ohio's People and the Board agreed.

I am acutely aware that none of our successes would have been possible without the dedicated service of long-time Board members. Members that rode on rickety school buses and slept on hotel floors to cut costs so that we would be able to make our voices heard. Members that weathered the storms, name calling, personal attacks and abusive tactics of some that tried to discredit ESOP's efforts. I give each of you a standing ovation. I am also impressed by the creative skills and strengths of newer Board members as ESOP continues to empower and strengthen through expanded services that meet the needs of the community. You have made a difference and the impact is noticeable. **Thank you.**

Our staff has done a great job financially and programmatically and certainly it is because of the leadership of Executive Director Roz Quarto who deserves much credit for her ability to stabilize the organization. In 2011 Inez told us "ESOP is on the brink of something great." I look forward to where we are going from here. I remain a proud "ESOPian!"

Sincerely,



Barbara Anderson
Board President



Letter from Executive Director

Dear Friends,

2014 has been a transformational year for ESOP.

At last year's annual luncheon I had the privilege to debut both our new mission and our new Senior Financial Empowerment Initiative, aimed at helping Cuyahoga County's senior population to age in place with a more stable financial future. Since that time, to help make this initiative a reality, ESOP was fortunate to become one of the select few new grantees of the United Way of Greater Cleveland, and for the first time, a grantee of the JP Morgan Chase Foundation.

I am proud that ESOP's committed staff and Board have worked tirelessly to expand our services while remaining focused on our long-term commitment to keeping families throughout Ohio in their homes. The foreclosure crisis in Ohio is by no means over. With the end of the Save the Dream Ohio Program upon us, ESOP remains committed to foreclosure prevention, and will work with other housing counseling agencies in Ohio and across the country to advocate for new sources of funding for this vital work.

In 2014 we built upon partnerships with financial institutions, funders and other non-profit agencies that existed well before my arrival, and we continue to build new relationships to help fulfill our expanded mission.

I was honored to be invited to participate in the Clinton Global Initiative earlier this year. Thanks to the generosity of Third Federal Savings and Loan and partnerships with Faith Community United Credit Union and the Cuyahoga County Treasurer's Office, we were able to launch a Commitment to Action, the Senior Property Tax Loan Program. In its pilot year the loan program will provide up to \$200,000 in small dollar loans to help seniors avoid foreclosure due to property tax delinquencies. It's just one part of our holistic approach to ensuring the financial stability of older Ohioans. This year we also worked closely with the Consumer Financial Protection Bureau's Office of Older Adults and trained seniors throughout Northeast Ohio in how to avoid financial exploitation.

Our work is just beginning. We continue to look for new and innovative ways to work with partner agencies and fully integrate our services in order to meet the evolving needs of our community. We are on the verge of launching a non-profit realty agency – only the third of its kind in the nation- coupled with an innovative and affordable housing and community stabilization strategy. This will complement our new homebuyer education course and pre-purchase counseling, ensuring that new homebuyers are well-informed, are prepared and have the opportunity to make their American dream a lasting reality.

As we made the expansion of our mission a reality this year we also expanded our Board. Thanks to funding from The Cleveland Foundation we've added to the core of mission-driven professionals who will help ESOP chart a course for continued growth and success.

None of this would have been possible without the commitment of ESOP's long-time board members. As we prepare to lose some of those members at the end of this year, I want to take this opportunity to thank them for their years of service. Their dedication and focus on helping others over the years has been truly amazing. As ESOP moves forward we will remain steadfast in our mission to foster the economic empowerment of disenfranchised communities through outreach, education and advocacy.

Best Regards,



Roslyn Quarto
Executive Director



Services

ESOP is a HUD-approved provider of housing and financial counseling services. We help families in low-to-moderate income communities obtain the financial tools, products and services they need to make informed decisions and build a more stable financial future.

Whether someone is thinking about buying a home, struggling with their mortgage, facing financial hardships in retirement or just needs someone to help them file their taxes, we are here to help them throughout the year. Many people are just one crisis away from losing their financial stability.

Our counselors are trained to assist our clients by providing several housing and financial services, including:

- Homebuyer Education Classes
- Pre-Purchase Counseling
- Foreclosure Prevention Counseling
- Free Year-Round Income Tax preparation and filing
- Senior Financial Counseling
- Benefits Checkups through the Ohio Benefit Bank
- Education on avoiding financial exploitation and preventing scams, fraud and other elder financial abuse through the CFPB's Money Smart for Older Adults curriculum
- Financial Capability Coaching



Senior Property Tax Loan Program

ESOP partners with Third Federal Savings and Loan and Faith Community United Credit Union to offer affordable loans to seniors who are delinquent on paying their property taxes. The Senior Property Tax Loan Program provides a maximum of \$5,000 to pay off delinquent taxes, contingent upon the senior receiving financial counseling to address the root cause of the delinquency. ESOP counselors will also complete a financial assessment to determine what other benefits or services are needed to help the senior become more financially stable. Having access to a fair and affordable loan product means a senior can avoid dangerous payday loan cycles, rebuild their credit and preserve a family asset, therefore preventing another vacant property in their neighborhood.

Non-Profit Realty

ESOP Realty, Inc. is a full service, not-for-profit, real estate brokerage firm, specializing in serving low-to-moderate income home buyers and sellers across Northeast Ohio. Its purpose is to help individuals and families find the right home to fulfill their American dream that is both affordable and sustainable. In partnership with other local non-profits, we will empower homebuyers and sellers to make informed decisions that fit their housing and financial needs. Revenue generated by ESOP Realty will be put back into the community by supporting ESOP's homebuyer education, pre-purchase counseling and financial capability coaching, thereby helping more families achieve the dream of homeownership and building financially stable households in our communities.

Advocacy

As part of our mission ESOP advocates for issues that will help families and communities build and maintain financial security by giving everyone fair access to credit, housing, financial products and services. We also work to educate the community on these issues so that they are empowered to get more involved and voice their opinions.



Impact

Foreclosure Prevention

Since 2010 ESOP has partnered with the Ohio Housing Finance Agency to help homeowners save their homes from foreclosure through Save the Dream Ohio, a program funded by Hardest Hit Funds through the United States Treasury.

The results of this work are staggering! Since the program's inception through August 30th of this year, we have assisted 3,881 families across the state of Ohio obtain \$109,908,823.10 in program assistance! This assistance has come through a variety of program options:

Rescue Payment Assistance **\$52,488,601.28**
Mortgage Payment Assistance **\$40,012,759.86**
Modification with Contribution Assistance **\$6,760,285.59**
Lien Elimination Assistance **\$4,626,884.37**
Homeowner Retention Assistance **\$6,000,292.04**
Transitional Assistance **\$20,000.00**
Total Assistance \$109,908,823.10 since 2010

Through a variety of foreclosure prevention programs since 2005, ESOP has counseled more than 30,000 families in 87 of the 88 counties across the state.

Free Tax Preparation

This year ESOP helped put nearly one million dollars back into the local community and into the hands of people who needed it most by helping them file for \$905,792 in tax refunds!

In February ESOP joined the Earned Income Tax Coalition and launched the first year of our Volunteer Income Tax Assistance (VITA) program.

VITA programs help low-income working families make their way through the tax code, claiming the full amount of any tax refund for which they are qualified. Without VITA help many struggling households will turn to the help of commercial tax preparers who charge fees in excess of \$350. ESOP participated in the 2014 VITA program and the results solidified a new source of support for the communities in Cuyahoga County. During the 2014 tax season, the staff at ESOP was successful in providing free tax services to hundreds of low-income families. ESOP completed 574 tax returns for the 2013 tax year and 93 previous year returns for a total of 667 people who received free tax assistance from ESOP in the first year of this program.

In 2015 ESOP'S VITA program will become a year round service. Here are the results of our work in 2014:

- Total in Federal refunds: \$758,942
- Total in State refunds: \$146,850
- Average Federal refund: \$1,472
- Average State refund: \$169
- Average total refund: \$1,641
- Total Earned Income Tax Credit (EITC): \$382,112
- Total education credits: \$66,787
- Total Child Tax Credit: \$47,499

Avoiding Senior Financial Exploitation

Nationally one in five seniors have been the victim of some sort of financial abuse, often at the hands of someone they know like a family member, friend or neighbor. In order to prevent more seniors from becoming victims ESOP uses the Consumer Financial Protection Bureau's Money Smart for Older Adults curriculum to educate seniors on subjects ranging from identity theft, medical ID theft and scams targeting homeowners and veterans, to how to read their credit reports and planning for unexpected life events. To date ESOP has trained more than 250 seniors and counting on how to avoid financial exploitation and prevent becoming the victims of various kinds of scams, frauds and abuse.

According to participants who have received the training the most useful parts of the curriculum have been...

"Learning that there are so many people that are scam artists out there and knowledge (of) how to watch out for things."

—Senior Participant

"Some areas I had not given much thought to but this class heightened my awareness."

—Senior Participant

"All was useful. I know little or nothing about these topics. [It's] very scary to think these things go on."

—Ann, Senior Participant

ESOP Launches Senior Financial Empowerment Initiative



Many people dream of retirement. They look forward to having free time to pursue hobbies, spend time with family or travel. That means having enough money to enjoy their golden years without stress. But this dream is nowhere near reality for many in today's aging baby boomer population.

After years of stagnant wages, job losses, plummeting home values, and rising debt, many older Americans find themselves in or approaching retirement with little retirement income, still paying a mortgage and a home that's worth less than the amount they owe. They may face tough choices between paying medical bills or property taxes, repairing their credit or the roof of their house. Just one major life event could put them on the road to foreclosure, homelessness and hopelessness.

It's a sobering prospect, not only for them, but for their families and our neighborhoods. When seniors struggle with their financial security family assets such as property may not be handed down to the next generation, seniors may be left homeless at the time in their lives when safe and affordable housing is most necessary, and neighborhoods may be left with another vacant, blighted property. The vast majority of seniors are choosing to age in place in their homes. It's important that we make sure they're not isolated and vulnerable financially, so they can remain empowered members of our neighborhoods. That is why ESOP launched the Senior Financial Empowerment Initiative.

In Ohio, and most especially Cuyahoga County, we are at the convergence of two major economic and demographic phenomena: the lingering effects of the foreclosure crisis and the rising senior population.

By 2030 it's projected that more than 25% of the population in Ohio will be age 60 or older. In Cleveland, seniors were already 17% of the population in 2010, well above the national average.

Meanwhile, Ohio has been one of the hardest hit states in the national foreclosure crisis. Underwater homes are still a defining reality in most of our housing markets. Local neighborhoods devastated by foreclosures are increasingly the home of low-income seniors who suffered devastating loss of wealth during the housing crisis. While 16% of the national 50+ population are underwater, in Cuyahoga County that number rises to 27% for all age groups, with seniors in the City of Cleveland struggling with much more severe negative equity problems ranging from 41% city-wide and as much as 54% in certain neighborhoods.

In September a study by the Joint Center for Housing Studies at Harvard University, along with AARP, notes the high incidence of housing burdens on our seniors:

- **1/3 of adults 50 and older pay an excessive share of their incomes (>30%) for housing;**
- **70% of homeowners 50-64 are still paying off their mortgages;**
- **40% of homeowners 65 and older are still paying off their mortgages.**

In 2010, our counselors began noticing that a larger number, more than 40%, of clients seeking our foreclosure prevention counseling services, were seniors. So we started holding senior focus groups to better understand their perspectives on the problems they were facing. As a result of that community input, ESOP developed, and in 2014, launched the Senior Financial Empowerment Initiative. The goal of this program is to increase the financial stability of Northeast Ohio's growing senior population (age 55 or older) to better prepare them to age in place with a more stable financial future.

Many seniors came to ESOP in an immediate crisis, looking for help to save their homes from foreclosure. We want to make sure we're giving them all the tools, services and education they need to become financially stable for years to come.

In addition to needing foreclosure prevention assistance, many of our senior clients were facing numerous other problems, ranging from being victims of financial exploitation and having a lack of savings to being unable to pay their basic living expenses, not to mention the cost of unforeseen emergencies.

ESOP is taking an integrated, holistic approach towards tackling the myriad of financial problems facing our aging communities. Through one-on-one financial coaching and group education classes, we will facilitate behavioral change by increasing seniors' financial knowledge and capabilities. Our program is designed to create multiple touches between ESOP and the client throughout the year that will build a trusting relationship.

Toll Free: 877.731.ESOP [3767]
www.esop-cleveland.org

Classes to Prevent Elder Financial Exploitation
One-on-One Financial Coaching
Assistance in Accessing Benefits through The Ohio Benefit Bank
Senior Property Tax Loan Program • Free Tax Preparation
Foreclosure Prevention Counseling



Our New Initiative Includes the Following Programs:

1. Classes to Prevent Elder Financial Exploitation: ESOP offers group education classes using the Money Smart for Older Adults curriculum developed by the Consumer Financial Protection Bureau and the FDIC. This curriculum is intended to reach a broader audience of seniors and educate them on how to recognize and avoid financial exploitation through scams, fraud, and financial abuse. Group education classes are an excellent way to convey information, the opportunity to share personal experiences and allow clients to obtain a foundation of knowledge. All participants will be offered an opportunity to schedule free financial coaching sessions.

2. One-on-One Financial Coaching: ESOP uses individual financial capability coaching to assist seniors with developing an action plan to reduce debt, repair credit, increase savings, and budget on a fixed income.

3. Assistance in Accessing Benefits through The Ohio Benefit Bank: ESOP assists seniors in accessing financial benefits they may be eligible for and helps them apply for those benefits.

4. Senior Property Tax Loan Program: ESOP offers fair and affordable small dollar loans to assist seniors in danger of foreclosure due to property tax delinquencies. This program is designed to double as a credit repair program, where all on-time payments will be reported to Experian. In the future, such positive payment behavior should make mainstream and affordable banking products available to our borrowers (diminishing the need for payday loans).

5. Free Tax Preparation: ESOP is currently a free Volunteer Income Tax Assistance preparation site and in 2015 will become a year-round tax site for seniors with tax issues and questions.

6. Foreclosure Prevention Counseling: ESOP will continue to offer foreclosure prevention counseling to seniors and work with lenders to modify loans to keep them in their homes with a more affordable mortgage.

There is a real economic impact for families and neighborhoods when seniors struggle with their financial security. The "Sandwich Generation" will struggle financially as they try to raise their children and simultaneously take on some of the financial burdens of their parents. And neighborhoods suffer when seniors, who have always been the anchors of their communities, are no longer part of the fabric of their neighborhoods, nor contributing their skills, resources and commitment to the revitalization of those neighborhoods. We all have a vested interest in making sure our seniors can age in place with financial stability.



Impact of Financial Abuse

20% of seniors [7.3 million] reported financial abuse

Most go unreported

Average loss of \$150,000 per victim

\$2.9 billion lost by seniors annually

Not Always a Stranger Financial Abuse Committed By:

Family Member – 59.9%

Friend/Neighbor – 16.9%

Caregiver – 14.9%


Senior Property Tax Loan & The Clinton Global Initiative

IMAGINE having to make a choice between buying necessary medications or paying your property taxes. Without options, senior homeowners often resort to using payday lenders and/or fall victim to a scam in an attempt to save their homes.

This is the problem ESOP foreclosure prevention counselors kept encountering, seniors who didn't have mortgages but were in danger of losing their homes because of delinquent property taxes. In Cuyahoga County alone there were more than 3,000 seniors who were behind on their property taxes in 2013. By September 2014 that number had nearly doubled to more than 6,000.

The amounts of these delinquencies were often relatively small, on average less than \$2,500. While small to many, this is often an insurmountable amount for older homeowners with limited incomes. Many traditional foreclosure prevention programs will not help seniors who no longer have mortgages but are delinquent in their property taxes.

Because of ESOP's track record of fighting foreclosures and helping homeowners, we were invited to participate in the Clinton Global Initiative (CGI) Working Group on Financial Opportunity. As part of the working group ESOP was able to get invaluable feedback from national experts in the private, public and non-profit sectors about our idea of developing a senior property tax loan program, along with best practices needed to develop the idea into a viable program. In June, Executive Director Roslyn Quarto attended the 2014 CGI America Meeting in Denver and formally announced our Commitment to Action for our innovative Senior Property Tax Loan Program.

The program is a partnership between ESOP, Third Federal Savings and Loan , Faith Community United Credit Union and the Cuyahoga County Treasurer's Office. This multi-sector collaboration will allow ESOP to offer affordable loans to older homeowners who have fallen behind on their property taxes. Third Federal Savings and Loan is providing \$200,000 of working capital to fund the loans for this pilot program and Faith Community United Credit Union will service the loans. ESOP will provide outreach, underwriting and mandatory financial capability coaching to prospective borrowers to deal with the underlying root cause of the tax delinquency while also dealing with the immediate crisis of saving their homes from foreclosure. Such counseling, in conjunction with the other free services offered through our Senior Financial Empowerment Initiative, will be the start of working with these seniors to stabilize their finances. Additionally, this program will include a credit repair component. Every time a borrower makes a timely payment, we will report such payment to the credit bureaus, which will in turn increase a borrower's credit score, making more affordable mainstream products available to them in the future should another crisis occur.

"We're pleased to provide not just the working capital to get the senior loan program started, but also to be a part of the social capital behind the program," said Maria Thompson, manager of Third Federal's Community Development Services. "So we consider our investment in the loan program as an investment in the community that we're so much a part of."



East Side Organizing Project, Inc.

Statement of Activities for the Year Ended December 31, 2013
[with comparative totals for 2012]

Public Support	Unrestricted	Temporarily Restricted	2013	2012
General Contributions	\$4,690	-	\$4,690	\$510
Grants	-	\$2,219,557	\$2,219,557	\$2,241,620
Corporate Contributions	\$281,100	-	\$281,100	\$209,043
Annual Meetings - Fundraising	\$45,000	-	\$45,000	\$78,284
In-Kind Contributions	-	-	-	-
Interest Income	\$95	-	\$95	\$133
Total Public Support	\$330,885	\$2,219,557	\$2,550,442	\$2,529,590
Revenue				
Fee Income	\$15,000	-	\$15,000	\$30,074
Miscellaneous Income	\$52,443	-	\$52,443	\$5,915
Total Revenue	\$67,443	-	\$67,443	\$35,989
Net Assets Released from Restrictions				
Satisfaction of Program Restrictions	\$2,219,557	[\$2,219,557]	-	-
Total Public Support & Revenue	\$2,617,885	-	\$2,617,885	\$2,565,579
Expenses				
Program Services	\$1,816,278	-	\$1,816,278	\$2,208,442
Management & General	\$246,208	-	\$246,208	\$299,705
Fundraising	\$78,516	-	\$78,516	\$181,693
Total Expenses	\$2,141,003	-	\$2,141,003	\$2,689,839
Change in Net Assets from Operations	\$476,882	-	\$476,882	[\$124,260]
Total Change in Net Assets	\$476,882	-	\$476,882	[\$124,260]
Net Assets at Beginning of Year	\$179,915	-	\$179,915	\$304,175
Net Assets at End of Year	\$656,797	-	\$656,797	\$179,915

2013 Funders



Bank of America
 Charter One Bank
 Community Shares
 Cuyahoga County
 Dollar Bank
 Fifth Third Bank
 Hemingway Development a Division of Geis Companies
 JPMorgan Chase
 KeyBank
 National Community Reinvestment Coalition
 Ocwen Financial Corp.
 Ohio Housing Finance Agency
 PNC Financial Services Group
 Quicken Loans
 The Bruening Foundation
 The Cleveland Foundation
 The McGregor Foundation
 Third Federal Savings and Loan
 Wells Fargo

ESOP Board Members

Barbara Anderson, President

Consumer Protection Specialist, City of Cleveland, Office of Fair Housing and Consumer Affairs

Geneva Anderson, Governance Committee

Vice President, Human Resources; Benjamin Rose Institute on Aging

Gloria Bivins, Member

Rhoden Funeral Home

Carlos Chavez, Member

President and Founder; Chavez and Associates, LLC

Dr. Andrew Clark, Sr., Governance Committee

Senior Pastor, Trinity Outreach Ministries Church of God in Christ

Catherine Haynesworth, Secretary

Work Readiness Instructor, Cuyahoga County Department of Jobs and Family Services

James Rudyk, Strategic Initiatives Committee, Finance Committee

Executive Director, Northwest Side Housing Center (Chicago, Ill)

Lindsey Sacher, Strategic Initiatives Committee

Calfee, Halter & Griswold, LLP

Brent Semachko, Strategic Initiatives Committee Chair

Vice President, Corporate Responsibility, Office of Non-Profit Engagement; JP Morgan Chase & Co.

Angela Shuckahosee, Governance Chair

Executive Director, Cleveland Tenant's Organization

Sean Simmons, Strategic Initiatives Committee

Sr. Vice President, CRA Analysis Manager;
Citi Community Development

Tiffinae Ware, Member

Accounting Manager; Care Alliance Health Center

Fannie Turner Williams, Member

Community Member

Leslie Yerkes, Ex Officio

President, Catalyst Consulting Group

ESOP Staff

Executive/Administrative

Roz Quarto, Executive Director

Mike Billnitzer, Associate Director

Mary Norris-Pack, Executive Assistant/Office Manager

Nina Blackmon, Comptroller

Development and Research

Danielle Doza, Development Manager

Senior Financial Empowerment Initiative

Sonya Edwards, Director - Senior Financial Empowerment Initiative

Antoinette Smith, Financial Empowerment Coach;
Pre-Purchase Counselor

Communications

Deonna Kirkpatrick, Director - Communications and Outreach

James W. Jones, Manager - Strategic Partnerships

Housing and Financial Counseling Services

Eryca Bey, Director of Housing and Financial Counseling Services

Robert King, Project Manager

Felicia Davis, Data Integrity & Compliance Coordinator; HBE Trainer

Rachel Bloch, Housing and Financial Counselor

Ana Gonzalez, [bilingual] Senior Housing and Financial Counselor

ESOP Ohio Satellites

Cynthia Walker, Housing and Financial Counselor

Robin Greer, Administrative Assistant - Housing and Financial Counseling Services

LeAnne Taylor, Housing and Financial Counselor

Program/Admin. Support

Katrina Hill, Administrative Assistant - Housing and Financial Counseling Services

Jeanette Smith, VITA Coordinator;

Toll Free: 877.731.ESOP [3767]

www.esop-cleveland.org

Locations

Cleveland - Main Office

7000 Euclid Avenue
Suite 203
Cleveland, Ohio 44103

P: 216.361.0718

TF: 877.731.ESOP [3767]

F: 216.361.0920

esop-cleveland.org

Logan County

613 Hamilton Street
Suite 7
Bellefontaine, Ohio 43311

P: 937.565.4368

Medina County

County Administration Building
Third Floor
144 North Broadway Street
Medina, Ohio 44256

P: 330.725.9137

F: 330.764.8252

Trumbull County

183 West Market Street
First Floor
Warren, Ohio 44481

P: 330.469.5426

F: 330.469.5427



Cleveland Tenants Organization
"Serving the rental community for over 39 years."
Like us on Facebook and follow us on Twitter
email us at: tao@clevelandtenants.org

Since 1975, Cleveland Tenants Organization has served Cuyahoga County by helping both landlords and tenants stay informed. If you are a tenant or landlord needing assistance or if you would like more information on starting a tenant group in your building, contact us at **216-432-0617** or visit www.clevelandtenants.org for more information. Call today!

3631 Perkins Ave. Cleveland, Ohio 44114

All Ways *iconic*

Trends come and go, but only those who are truly cutting-edge can claim iconic status.

The 9 is the first true urban resort project in Cleveland's central business district history, primed to unleash the extraordinary on Cleveland. From the moment you enter The 9, luxury grabs you by your lapel and drags you on an iconic adventure.

Whether business traveler, weekend getaway, or nightlife enthusiast, one thing is certain...

The 9 is in All Ways iconic.

the 9

the9cleveland.com



A HISTORY OF SUPPORT



JPMORGAN CHASE & Co.

By partnering for the common good we can achieve uncommon results.

We proudly support the 2014 ESOP Annual Luncheon.

©2014 JPMorgan Chase & Co.

Bank of America is honored to support ESOP and sponsor their 2014 Annual Luncheon & Awards

Thank you for all that you do in Cleveland. Your presence here creates connections that enrich our entire community, and we are honored to support the great work you are doing.

Visit us at bankofamerica.com/local

Life's better when we're connected®

©2014 Bank of America Corporation | ABH40WJM

Bank of America

Bank of America
Merrill Lynch
U.S. Trust
Merrill Lynch

What lies behind the mighty exterior of Quicken Loans?



Quicken Loans
Engineered to Amaze™

We're engineered to make a difference in the community.

Smart. Strong. Committed. Just like you.

Calfee supports the community not because it's a part of our job, but because it's a part of who we are.

We are proud to support ESOP in its mission to foster the economic empowerment of disenfranchised communities.

- * Business services & transactions
- * Litigation
- * Intellectual Property
- * Government Relations

Our attorneys are consistently rating among the best at what they do - in Cleveland, in Ohio, in the nation.

Calfee, Halter & Griswold LLP

CALFEE

Cleveland | Columbus | Cincinnati
Calfee.com

WELLS FARGO HOME MORTGAGE

Achieving great things for our community

When a group of people comes along who have the courage and vision to turn dreams into reality, they make the future bright for everyone.

Empowering & Strengthening Ohio's People, we celebrate your achievements.

wellsfargo.com/mortgage

Wells Fargo Home Mortgage is a division of Wells Fargo Bank, N.A. ©2013 Wells Fargo Bank, N.A. All rights reserved. NMLSR ID 399801. AS981982 Expires 1/2014





northwestside housing center

We proudly support the efforts of ESOP in financially empowering the community!

The Northwest Side Housing Center is an organization dedicated to **educating, empowering** and **engaging** the community to improve housing for all. Visit us at www.nwshc.org




BUY IT



FIX IT



KEEP IT




Supporting homeownership since 1975
www.nhscleveland.org | 216-458-HOME (4663)

Congratulations to

ESOP for its 2014 Annual Luncheon

FROM YOUR FRIENDS AT
FAITH COMMUNITY UNITED CREDIT UNION
 3550 EAST 93RD STREET CLEVELAND, OH 44105 PH 216-271-7111 WWW.FAITHCOMMCU.COM



Have "Faith" in Your Finances

MONDAY – THURSDAY 9:30 A.M. – 2:30 P.M.*
 FRIDAY 9:30 A.M. – 6:00 P.M.*
 SATURDAY 9:30 A.M. – 12:30 P.M.*
 **WEDNESDAYS BY APPOINTMENT ONLY
 CLOSED SUNDAYS
 * DENOTES WINDOW HOURS – BUSINESS HOURS UNTIL 6:00 P.M. DAILY

LARESE PURNELL, PRESIDENT
 JACQUELINE MOORE, ACTING CEO



supporting our community

We enjoy living and working in our community for the same reasons you do – the celebrated traditions, the recreational opportunities, and the company of others who share our dreams. It's why we support so many organizations that bring people together for the common good.

KeyBank proudly supports ESOP and its work enhancing the quality of life for people in our community.

go to key.com/community



Unlock your possibilities*

©2014 KeyCorp. KeyBank is Member FDIC. Key.com is a federally registered service mark of KeyCorp. CS10892-41328

for serving the common good.



pnc.com

©2014 The PNC Financial Services Group, Inc. All rights reserved. PNC Bank, National Association. Member FDIC

We are proud to support ESOP.

Dollar Bank.
Since 1855
Mutually Inspired

Equal Housing Lender. Member FDIC. Copyright © 2014, Dollar Bank, Federal Savings Bank. CMD359_14

Partnering for the community

Proud to support ESOP

At U.S. Bank, our success is directly related to the success and vitality of the communities we serve. And we believe strong communities help make a strong economy. That's why we feel it's important to partner with organizations to provide corporate leadership on issues of community importance. Because no company gains the same strength alone as it can with the help of others.

All of us serving your **usbank.**

usbank.com Member FDIC

ESOP Annual Luncheon & Awards SPONSORS & DONORS

Presenting Sponsor



Signature Sponsor



Contributing Sponsor



Friend of ESOP



Supporter



Tables

Benjamin Rose Institute | Famicos Foundation | Hemingway Development
Legal Aid Society of Cleveland | Barbara Anderson | Sean Simmons

Proud Supporter of the ESOP Annual Luncheon

See us for all your lending needs.

First Federal Lakewood offers low rates, low closing costs and great product selection. And we'll help you find the right financing for your individual needs.

Member FDIC **FFL.net**

FIRST FEDERAL LAKEWOOD.

FIFTH THIRD BANK PROUDLY SUPPORTS ESOP 2014 ANNUAL LUNCHEON

Fifth Third Bank. Member FDIC.

FIFTH THIRD BANK
The curious bank.™

ThirdFederal[®] FOUNDATION

Salutes

ESOP

and its

**21st anniversary of empowering
and strengthening Ohio's people.**

*One person can't do something... But many, standing together, can.
There really is people power. Look at the Constitution. It says of, by and
for the people. —Inez Killingsworth, founder, ESOP*