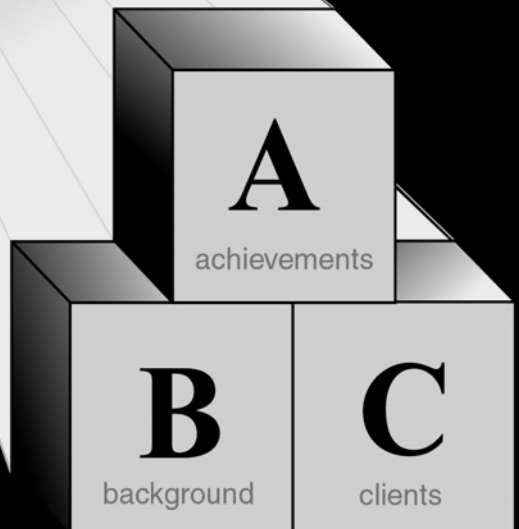


ANNUAL REPORT 2003

Back To The Basics



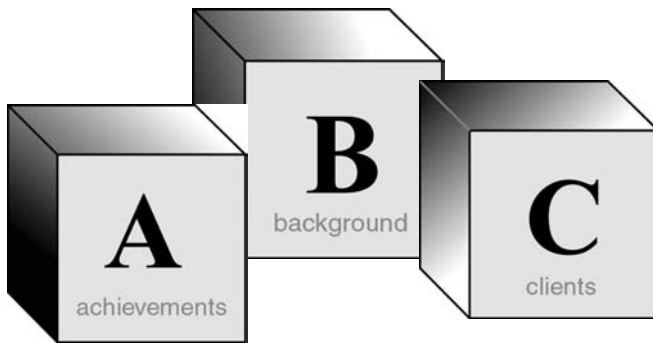


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Gerald E. Behn
Chairperson

Message From The Chairperson And The President

“BACK TO BASICS”

OCTOBER 1, 2002 – SEPTEMBER 30, 2003



Marlene J. Fligel
President

Fiscal year 2003 was the most productive year in COUNTY CORP’S history. This is due, in part, because the staff went “back to basics” and concentrated on what we do best. Now, we are moving forward with an even sharper focus on our core business.

In housing, this meant that every program was examined for cost, timeliness, service, and appropriateness. We were assisted in this endeavor by ICF, national consultants paid by the U.S. Department of Housing and Urban Development. ICF assessed our housing rehabilitation programs and recommended ways to streamline processes while not losing sight of customer service. They also recommended better ways of working with contractors. In just one program, Lease Purchase, it meant folding 9 data bases into one.

The results were dramatic. Due to the length of time it took to process each loan, much of the construction work carried over from year to year. The new guidelines shortened the process so that more work was completed within the year in which the funds were received. In addition, new computer software is making it possible to track loans more easily from initial interview through loan closing and into ongoing servicing of loan payments.

Economic Development also streamlined their processes by combining five different computer tracking and processing systems into just one overall system. All programs are now entered and tracked on one system. This saves considerable time and avoids duplication of effort. It also makes ongoing servicing easier. The result is the ability to process more loans more efficiently.

In HomeStart, the new computer accounting and property management system allows for job orders to be tracked from the initial request for repair assistance through the completion of the work and payment. Each house has its own account so that cash flow by individual property is now possible.

Capital items from all three companies (COUNTY CORP, HomeStart, and COUNTY CORP DEVELOPMENT) exceeded \$11.7 million. This translates to 585 owner-occupied houses, rental units, and businesses that were assisted through the funding that the three companies received.

What we learned from reviewing all of our processes was that it never hurts to go over some of the basics again. This helps us solidify our foundation. As we look ahead to the next three years through our Strategic Planning Process, we pause to look back and visit our roots. With all the variations in our ever-changing industry, we sometimes lose sight of the core basics that can be critical to our achievement. It is the lessons of the past blended with the vision of the future that will guide our success.



KEY ACHIEVEMENTS COUNTY CORP FISCAL YEAR 2003

ECONOMIC DEVELOPMENT

- Closed 36 loans and 1 equity investment for \$8,022,993.
- Applied for and received expansion of CDBG Business Loan Program to add rural, minority, and female-owned businesses.
- COUNTY CORP is among the 31% of all CDC'S in the United States that passed all five benchmarks for SBA 504 portfolio quality.
- Expanded the State 166 Program into northern Warren County.
- Implemented a new loan grading system.
- Cut closing fees to clients by 50% on the average.

HOUSING

- Closed 549 cases for \$3,764,682.
- Successfully leveraged CDFI funds in the Salem Avenue Corridor with a \$125,000 Housing Trust award to enable 49 units of affordable housing.
- Requested and received \$20,000 from Vectren to weatherize houses.
- Worked with the Townview Empowerment Program to develop a Lease Purchase Project.
- Applied for and received \$130,000 for Housing Initiatives for Harrison Township.
- Provided support services for 40 families in the Ridgewood Heights Tax Credit Project.

ACCOUNTING

- Audits resulted in unqualified opinions for all three companies.
- New loan servicing software installed and implemented.

PROGRESS AND EXPENDITURE OF FUNDS REPORT

PROGRAM	GOALS		FUNDS COMMITTED OR CLOSED		EXPENDED AS OF 9/30/03	
	AMOUNT	# OF CASES	AMOUNT	# OF CASES	AMOUNT	# OF CASES
HOUSING ACTIVITIES:						
CDBG Residential Loans	\$266,440	11	\$368,519		\$350,735	35
Emergency Assistance Grants/Loans	43,710	20	27,494		27,494	19
Lease Purchase Cap. Improvements	64,847	N/A	66,900		66,900	1
Townview Empowerment	129,600	2	24,100		24,100	1
CDBG Lead	108,000	18	12,515		12,515	3
Housing Trust Fund	1,000,000	72	1,748,782		1,748,782	342
CDFI	125,000	18	137,487		137,487	49
Dayton Funds Loans	8,000	5	17,694		17,694	6
HOME Residential Loans	341,491	24	396,750		366,622	28
Ridgewood Heights - Tax Credit - ODOD	300,000	N/A	300,000		300,000	N/A
CHDO Funds - Lease Purchase	535,254	7	384,163		384,163	12
HOME Funds - Lease Purchase	17,102	N/A	40,391		40,391	N/A
Fort McKinley Rehab Loans	207,302	5	153,772		109,302	8
Down Payment Plus	50,000	20	18,578		18,578	8
West Carrollton Rehab Loans	316,234	8	98,634		72,376	3
Ridgewood Heights Rehab Loans	154,532	10	5,347		5,347	1
HT Residential Rehab Loans	3,201	0	3,201		3,201	2
Avondale Build a Home	47,500	1	47,500		47,500	1
Non-CDBG Grant	0	0	1,922		1,922	1
Weatherization Rehab Grant	31,561	16	30,061		29,573	29
TOTAL FOR HOUSING PROGRAMS	\$3,749,774	237	\$3,883,810		\$3,764,682	549
ECONOMIC DEVELOPMENT ACTIVITIES:						
CDBG Business Loans & Working Capital Loans	\$420,420	6	\$434,795		\$366,475	6
State 166 Program	1,875,000	15	1,952,000		1,952,000	8
SBA Loan Program	2,635,000	14	5,290,000		5,290,000	14
Well Field Program	0	0	322,664		322,664	5
Child Care Program	25,000	1	64,354		64,354	3
Equity Investment	0	0	27,500		27,500	N/A
TOTAL FOR ECONOMIC DEVEL PROGRAMS	\$4,955,420	36	\$8,091,313		\$8,022,993	36
GRAND TOTALS	\$8,705,194	273	\$11,975,123		\$11,787,675	585



EXPENDITURE BY PROGRAM REPORT

PROGRAM DESCRIPTION HOUSING	TOTAL FUNDS	ADMINISTRATION		DIRECT PROJECT EXPENDITURES			
		DIRECT	INDIRECT				
LOAN ORIGINATION							
1. RESIDENTIAL REHAB	\$1,137,770	\$204,086	17.94%	\$198,688	17.46%	\$734,995	64.60%
2. EMERGENCY ASSISTANCE/DAYTON FUND	\$67,259	\$11,152	16.58%	\$10,920	16.24%	\$45,188	67.18%
3. OTHER HOUSING SERVICES	\$117,120	\$24,386	20.82%	\$25,834	22.06%	\$66,900	57.12%
4. FORT MCKINLEY REHAB	\$132,667	\$11,099	8.37%	\$12,266	9.25%	\$109,302	82.39%
5. WEST CARROLLTON REHAB	\$103,257	\$15,555	15.06%	\$15,326	14.84%	\$72,376	70.09%
6. RIDGEWOOD HEIGHTS REHAB	\$17,937	\$7,440	41.48%	\$5,150	28.71%	\$5,347	29.81%
7. DOWN PAYMENT	\$32,524	\$5,805	17.85%	\$8,141	25.03%	\$18,578	57.12%
8. WEATHERIZATION	\$36,231	\$3,364	9.28%	\$3,294	9.09%	\$29,573	81.62%
9. AVONDALE/TOWNVIEW HOUSING DEVELOPMENT	\$76,646	\$3,021	3.94%	\$2,025	2.64%	\$71,600	93.42%
10. HOUSING TRUST	\$2,088,502	\$96,304	4.61%	\$105,929	5.07%	\$1,886,269	90.32%
11. OPPORTUNITY HOUSING	\$17,700	\$9,680	54.69%	\$8,021	45.31%	\$0	0.00%
12. HOMESTART PARTNERSHIPS	\$183,905	\$102,463	55.72%	\$81,442	44.28%	\$0	0.00%
13. TAX CREDIT PROJECT	\$310,692	\$6,165	1.98%	\$4,527	1.46%	\$300,000	96.56%
14. L/P CHDO 2002	\$179,198	\$33,129	18.49%	\$29,424	16.42%	\$116,646	65.09%
15. L/P CHDO 2003	\$404,284	\$54,162	13.40%	\$42,214	10.44%	\$307,908	76.16%
16. OTHER HOMESTART SERVICES	\$20,543	\$11,169	54.37%	\$9,374	45.63%	\$0	0.00%
	\$4,926,235	\$598,979	12.16%	\$562,574	11.42%	\$3,764,682	76.42%
ECONOMIC DEVELOPMENT							
1. CDBG BUSINESS LOANS	\$475,559	\$57,069	12.00%	\$52,015	10.94%	\$366,475	77.06%
2. STATE 166 PROGRAM	\$2,117,742	\$80,560	3.80%	\$85,182	4.02%	\$1,952,000	92.17%
3. SBA BUSINESS LOANS	\$5,565,136	\$135,601	2.44%	\$139,535	2.51%	\$5,290,000	95.06%
4. WELLFIELD PROGRAM	\$326,979	\$2,033	0.62%	\$2,283	0.70%	\$322,664	98.68%
5. CHILD CARE LOAN PROGRAM	\$73,594	\$4,652	6.32%	\$4,588	6.23%	\$64,354	87.44%
6. EQUITY INVESTMENT	\$29,889	\$1,594	5.33%	\$795	2.66%	\$27,500	92.01%
7. MICRO ENTERPRISE	\$2,092	\$1,326	63.39%	\$766	36.61%	\$0	0.00%
	\$8,590,991	\$282,834	3.29%	\$285,163	3.32%	\$8,022,993	93.39%
	\$13,517,226	\$881,814	6.52%	\$847,737	6.27%	\$11,787,675	87.20%

ECONOMIC DEVELOPMENT LOANS FISCAL YEAR 2003



Company	Jurisdiction	Loan Amount
State 166		
Futura Design Service, Inc.	Tipp City	\$152,000
McGohan Brabender	Moraine	\$350,000
Master Vision Polishing	Sidney	\$240,000
Alek Industries, Inc. Alektronics Inc.	Beavercreek	\$350,000
P.D.Q. Technologies, Inc.	Harrison Township	\$160,000
Dayton Polymeric Products, LLC	Harrison Township	\$296,000
Summit Solutions, Inc.	Centerville	\$214,000
A & B Printing	Fort Loramie	\$190,000
Total Number of 166 Loans	8	\$1,952,000
SBA 504		
Ideal Image, Inc.	Englewood	\$452,000
Crown Partners, LLC	Washington Township	\$402,000
Lisa A Alvetro, D.D.S., M.S.D., Inc.	Sidney	\$545,000
Long John Silvers/ A&W	Sidney	\$295,000
Production Turning	Moraine	\$661,000
Yankee Auto Bath Inc.	Centerville	\$465,000
Good Times @GT's, LLC	Centerville	\$290,000
Monell Communications	Beavercreek	\$110,000
Mr. Prescription, Inc.	West Carrollton	\$266,000
Moore Quality Tooling, Inc.	Moraine	\$513,000
North Dixie Hardware, Inc.	Englewood	\$397,000
The Auto Spa	Sidney	\$169,000
Coomer & Company Financial Services	Troy	\$75,000
Sana Investments dba Super 8 Motel	Huber Heights	\$650,000
Total Number of SBA 504 Loans	14	\$5,290,000



ECONOMIC DEVELOPMENT LOANS FISCAL YEAR 2003

Company	Jurisdiction	Loan Amount
CDBG		
E.C. Ruffolo, Inc.	Centerville	\$11,475
Fourjay Industries, Inc.	Harrison Township	\$100,000
Extreme Performance Cycle	Riverside	\$60,000
MGA HealthCare Advisors	Centerville	\$45,000
Cables & Connector Technologies	Moraine	\$100,000
Precision Cast Industries, Ltd.	Huber Heights	\$50,000
Total Number of CDBG Loans	6	\$366,475
Wellfield		
Dayton Spray	Harrison Township	\$38,034
City of Riverside	Riverside	\$61,000
City of Riverside	Riverside	\$26,530
City of Riverside	Riverside	\$101,000
City of Riverside	Riverside	\$96,100
Total Number of Wellfield Loans	5	\$322,664
Day Care		
Maranatha Community Development Corp	Dayton	\$24,354
Kiddie Care Inc.	Trotwood	\$15,000
Earth Angels Childcare Center, LLC	Germantown	\$25,000
Total Number of Day Care Loans	3	\$64,354
Total Number of Loans Made	36	\$7,995,493

HOUSING TRUST FISCAL YEAR 2003



Total Fiscal Year Awards: \$1,479,000
Total Units Produced: 408
Total Funds Disbursed: \$1,886,269

Housing Trust Awards Made June 2003

Sponsor	Project	Award	# Units
CityWide Development Corp.	Genesis Project 2003 Part B	\$100,000 deferred loan	5
OIKOS Community Dev. Corp.	IDA Downpayment Assistance Match	\$20,000 grant	N/A
Old North Dayton Dev. Corp.	Flight to New Homes	\$60,000 deferred loan	6
Miami Valley Fair Housing Center	Predatory Lending Solutions 2003	\$100,000 grant	N/A
Partnership Equities, Inc.	WC Rehab I	\$450,000 permanent loan	298
Primal Resources	Equity Construct	\$45,000 deferred loan	3
Dayton Ohio Habitat for Humanity	Salem Corridor	\$49,000 deferred loan	7
Buckeye Community Hope Foundation	Trotwood Homes	\$125,000 construction/permanent loan	56
TOTAL		\$949,000	375

Housing Trust Awards Made December 2002

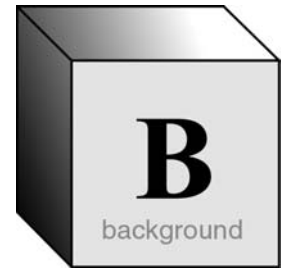
Sponsor	Project	Award	# Units
CityWide Development Corp.	Genesis Project 2003	\$185,000 - \$30,000 grant/\$155,000 deferred loan	8
OIKOS Community Dev. Corp.	Five Oaks Neighborhood Rejuvenation Project	\$90,000 deferred loan	9
CityWide Development Corp. & Omega CDC	The Home Repair Fund	\$50,000 - \$5,000 grant/\$45,000 deferred loan	9
Improved Solutions for Urban Systems (ISUS)	Wolf Creek Homes Phase III	\$175,000 loan-\$56,000 deferred	7
Miami Valley Fair Housing Center	2003 Program Contribution	\$30,000 grant	N/A
TOTAL		\$530,000	33



HOUSING ACTIVITY REPORT

Jurisdiction	Area	Dollars Spent By Area	Housing Loans	Total Expenditures In Jurisdictions
Brookville	Non-Target Area	\$3,006	1	\$3,006
Butler Twp.	Non-Target Areas	\$35,836	5	\$35,836
Clayton	Non-Target Areas	\$3,764	2	\$3,764
Harrison Twp.	Non-Target Areas	\$53,320	10	\$413,059
	Fort McKinley	\$306,955	27	
	Northridge East	\$1,249	2	
	Ome Garden	\$51,535	2	
Huber Heights	Non-Target Areas	\$3,106	2	\$3,106
Jefferson Twp.	Non-Target Areas	\$3,800	2	\$551,484
	Ridgewood Heights	\$393,856	12	
	Blairwood	\$153,828	12	
Miamisburg	Target Areas	\$600	0	\$600
Moraine	Non-Target Areas	\$51,872	4	\$51,872
New Lebanon	Non-Target Areas	\$828	1	\$828
Riverside	Non-Target Areas	\$16,700	5	\$96,284
	Avondale	\$79,584	4	
Trotwood	Non-Target Areas	\$46,207	14	\$617,622
	Townview	\$75,799	13	
	Salem Village	\$491,916	27	
	Old Town	\$2,938	2	
	Drexel	\$762.62	2	
Vandalia	Non-Target Areas	\$24,348	3	\$24,348
West Carrollton	Non-Target Areas	\$30,780	2	\$76,603
	Old Downtown	\$45,823	4	

- **158 DIRECT LENDING HOUSING LOANS AND LEASE PURCHASE CASES**
- **91 TOTAL HOUSING UNITS IMPROVED**
- **\$1,878,411 TOTAL FUNDS INVESTED**



THE COUNTY CORP STORY

In 1980, COUNTY CORP began providing housing assistance to low- and moderate-income households in Montgomery County. In 1981, economic development programs were added. Funding has come from a variety of sources including federal, state, local, private, and foundations.

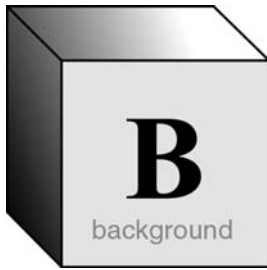
This not-for-profit development company began with a focus on single-family, owner-occupied rehabilitation. Low-interest loans are still offered, as well as emergency assistance, an elderly program, lease/purchase programs, and a variety of home ownership programs.

HomeStart, Inc. moved COUNTY CORP into the development and property management business in 1988. Most of the properties managed by HomeStart are owned through six low-income housing tax credit partnerships for which HomeStart is the general partner.

COUNTY CORP DEVELOPMENT is the related company that facilitates business lending. This corporation is committed to supporting the small and medium-sized businesses in the region by offering loans in Champaign, Clark, Darke, Greene, Miami, Preble, Shelby, Warren, as well as Montgomery County.

Through the years, the mission of COUNTY CORP has remained the same, “To improve the quality of life for the residents of Montgomery County and neighboring counties through improved housing and economic opportunities.”

The success of the COUNTY CORP companies is due in large part to our partners in the community. Without the cooperation of the numerous political jurisdictions, other non-profits, and the business community, COUNTY CORP’S accomplishments would be far less. The continued support of the Montgomery County Board of Commissioners has been invaluable both at the onset and throughout the years.



ECONOMIC DEVELOPMENT PROGRAMS

Small Business Administration 504 Loans

This program generates fixed-asset loans for small business expansions. These loans are well suited for construction and renovation projects. The interest rate is determined through the sale of debentures (guaranteed by the Small Business Administration) on the open market. COUNTY CORP DEVELOPMENT'S service territory includes Montgomery, Miami, Darke, Greene, Shelby, and Preble Counties. The maximum loan amount is \$1 million.

Regional 166 Loans

COUNTY CORP DEVELOPMENT administers the Regional 166 Program Fixed-Asset Loan at two-thirds the prime rate for the State of Ohio. These loans are primarily used for the acquisition of machinery and equipment or real estate. The service territory includes Montgomery, Miami, Darke, Preble, Greene, Clark, Champaign, and Shelby Counties. The maximum loan amount is \$350,000.

Community Development Block Grant Loans

Community Development Block Grant loans are targeted to Montgomery County businesses outside Dayton and Kettering for the primary purpose of financing the purchase of machinery and equipment. Rates and terms are based on the need of each applicant. The maximum loan amount is \$100,000.

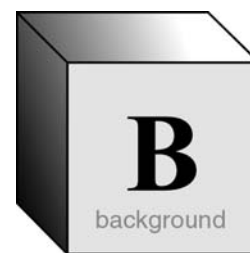
Day Care Revolving Loan Fund

The Child Day Care Revolving Loan Program provides financing to individuals or organizations in Montgomery County needing assistance for day care centers. COUNTY CORP DEVELOPMENT can help with working capital, inventory, playground, and/or kitchen equipment. The maximum loan amount is \$25,000.

Well Field Protection Loans

Funding from the Well Field Protection Fund is available to businesses wanting to protect the region's drinking water from their business activities. Well Field Protection Fund consists of three different types of loans: fixed-asset loan, working capital loan, and risk point buy down loan. Rates and terms are based on the type of loan and the needs of each applicant. Applicants must be located in the Well Field Protection area, outside the City of Dayton.

HOUSING PROGRAMS



HOME IMPROVEMENT LOANS

Major Home Improvement Loan

The Home Improvement Loan Program offers low-interest loans at variable rates and terms, depending on the size of the family and income. For example, if a four-person household earns \$48,150, the interest rate would be 4% for the life of the loan. The household income must be at or below 80% of the area median, based on family size. The owner must occupy the home and have sufficient income to repay the loan. The maximum loan amount is \$40,000. COUNTY CORP will write the work specifications for the improvements and bid the jobs to contractors who have been through our approval process.

Lifetime Loan

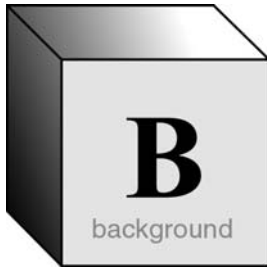
The Lifetime Loan Program provides 0% interest loans to low-income homeowners over 65 years of age. One requirement is that the property mortgage must be \$10,000 or less. The loan does not become payable or due until the borrower no longer resides in the home. The minimum monthly payment is \$25. The applicants' total household income cannot exceed 50% of the area median income based on family size. For example, the maximum annual income for a two-person household at 50% of the area median is \$24,100. The maximum amount for a Lifetime Loan is \$40,000.

Access Loan.

The Access Loan Program is designed to make homes more accessible for individuals with documented disabilities. In order to qualify, the home must be owner occupied and the first mortgage on the property must be current. The Access Loan funds are used to remove barriers in the home that inhibit the mobility of the individual. Typically, the Program funds exterior ramps, roll-in showers and grab bars, and widening of doorways. The household income must not exceed 80% of the area median based on family size. The maximum loan amount is \$20,000. The loan is a variable amortizing loan with a note and mortgage. The balance is paid when the property is transferred or no longer owner occupied. The monthly payments are whatever is greater: 10% of monthly disposable income or \$25. minimum.

Emergency Assistance

The Emergency Assistance Program provides grants and loans to correct housing conditions that constitute a dire threat to the health and safety of the residents. Up to \$3,500 is available for low-income homeowners whose income does not exceed 50% of the area median based on family size. To qualify, the home must be owner occupied. Under the Program guidelines, a mortgage may be placed on the property until the homeowner has met the obligations for repayment of the program.



HOME BUYER PROGRAMS

Down Payment

The Down Payment Program offers a maximum of \$2,500 to low- and moderate-income homebuyers and requires that the homebuyer attend mortgage credit counseling. This 0%, deferred loan can be used as a down payment or to offset closing costs. The loan must be repaid when the buyer no longer resides in the home as their principle place of residence. If the buyer refinances the first mortgage, the Down Payment Assistance loan must be repaid to COUNTY CORP. The buyer's income cannot exceed 80% of the area median based on family size.

Lease Purchase

The Lease Purchase Program provides homeownership opportunities to families who do not have adequate credit to qualify to purchase a home using conventional lender financing. In order to qualify, the family is carefully screened and must be bankable within 12 months after leasing the home. At the end of the 12 months, the buyer obtains a mortgage from a local lender and the deed is transferred into their name. A five-year residency is required by the buyer of the property.

HomeStart

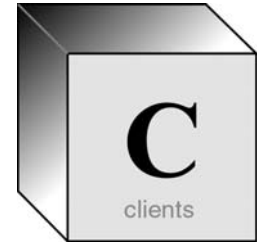
Through the HomeStart Program, COUNTY CORP purchased and rehabilitated 100 vacant homes and made them available to low-income families for homeownership. Once COUNTY CORP obtains ownership of the homes, a credit is given toward the purchase of the home to the current tenant for each year of residency. If the tenant lives in the home for the full 15 years, they receive 100% credit toward the sale price of the home. The tenant then pays a transfer fee and obtains ownership of the home. The total household income can not exceed 60% of the area median based on family size when they move into the home. There is a waiting list maintained for those who wish to benefit from the HomeStart Program.

COUNTYWIDE GAP FINANCING

The Housing Trust

The Housing Trust Program promotes the development of affordable housing in Montgomery County. Funds from this program may be used for property acquisition, new construction, rehabilitation, and housing related services. A majority of the funds must benefit those with incomes below 80% of the area median based on family size. This program is primarily a source of gap financing and loaned funds. Grants will be made only to the extent that a project cannot support a loan on the best terms that can be made available.

Housing Rehabilitation



COUNTY CORP has been administering a homeowner rehabilitation program since 1980. More than 600 families have been assisted with major or minor renovations to their homes. Most of the families that have been assisted live in target neighborhoods, those areas that have a majority of low- and moderate-income residents. The goal of the program is to improve the housing stock while at the same time provide a better quality of life for the homeowners. But for this program, many of the houses would continue to deteriorate because the homeowners cannot afford or qualify for a market rate loan.

After



Before



Dawn Browett's house was crumbling. She was unable to borrow money from a traditional source due to credit problems and then she found a loan program at COUNTY CORP. As Dawn, an Assistant Manager at Advanced AutoParts noted, "The house looked bad. If it hadn't been for COUNTY CORP, none of this work would've been done."

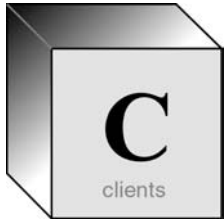
After



Before



Marquita Roddy on Hancock Avenue in the Fort McKinley Neighborhood of Harrison Township is thrilled with her totally rehabilitated home. "Major home repairs can creep up on people and many do not have a financial plan to address them." That is how COUNTY CORP'S Home Rehabilitation Program was invaluable according to Ms. Roddy.



Housing Rehabilitation



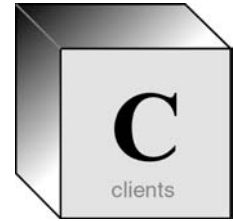
On behalf of Vectren Energy, Steve Bramlage, President of Vectren contributed \$20,000 to COUNTY CORP to assist low-moderate income borrowers with weatherization improvements. Thanks to Vectren, 20 borrowers received the benefit of lower heating costs. Each participating homeowner received a grant for \$1,000 that was applied toward increasing insulation, upgrading to high-energy efficient furnaces, and thermal windows.



Whether the homes are turn of the century farm houses located in the City of Miamisburg or brick homes built in the 1960's in the City of Riverside, the owners realize the savings of lower monthly energy bills.



Homeownership



HOMESTART

Fifteen years ago COUNTY CORP researched Low-Income Housing Tax Credits (LIHTC) and as a result HomeStart, Inc. became the sole general partner in six partnerships. The 6 partnerships produced 100 units of affordable single-family housing. In compliance with the regulations, the first 20 units will be available to their tenants for ownership in February, 2005.

Most HomeStart tenants are female heads of household and minorities. Many of the tenants work, but some are disabled receiving disability benefits. Since the tenancy period is 15 years, many of the formerly dependant children are now adults. In most of the households, the wages have increased so that now the tenants can easily afford the monthly payments.

Home Beautification Awards

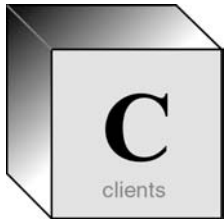
The second annual HomeStart, Inc. Home Beautification Award Program was conducted this past summer. The awards went to four families who exemplify homeownership through their home maintenance. Five families achieved honorable mentions. There were over two dozen homes considered. Corporate sponsors such as Home Depot, Katie's Hallmark, and Old North Dayton Garden Center donated prizes for the winners.



First place went to **Michael & Reva Loveless** who live on Runyon Avenue in the Salem Village neighborhood of Trotwood. A shady yard is adorned with hostas around trees and in a railroad tie garden bed.



Glen & Ellen Berry secured second place for the impeccably manicured lawn and neatly trimmed bushes at Midwood Avenue in the Townview neighborhood in the City of Trotwood.



Homeownership

LEASE PURCHASE

Since this program began in 1996, there have been 66 houses purchased, rehabilitated, and leased to prospective home buyers. Of the 66 houses, 42 have become owned by the tenants.

Almost all Lease Purchase clients are female heads of households with dependant children. The tenants work in jobs such as nursing, behavioral health, computers, WPAFB, and newspapers. Most families make too much money for any assistance, but too little to be completely financially stable. Without this program and its one-on-one counseling, few of these clients would be able to own a house.



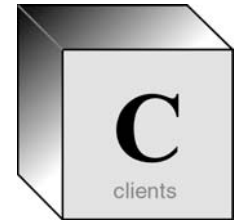
In 2003, COUNTY CORP had 500 requests to participate in the Lease Purchase Program. Two Hundred applications were processed. Ten homes that were owned and rehabilitated by COUNTY CORP were leased to potential homebuyers.

The popularity of the program increased significantly due to increased marketing efforts that included a Homebuyer Seminar conducted at Hara Arena and HouseHunt 2003 where all the available homes were featured.



Commissioner Vicky Pegg hosted a television show with Marlene Flagel, President of COUNTY CORP, to promote HouseHunt 2003. Hundreds of potential homebuyers toured the open houses as a result.

The Housing Trust



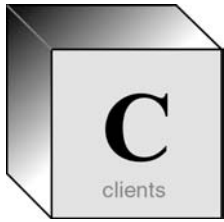
COUNTY CORP began the administration of the Housing Trust late in 1999. Since the inception of the Trust, 152 projects or programs have been funded. The program translates to investment of more than \$14 million. Funding is available throughout Montgomery County. The Trust has funded a wide variety of projects including Low-Income Housing Tax Credit partnerships, supportive services, Lease Purchase programs, and Individual Development Accounts.

The Housing Trust awarded \$20,000 to OIKOS Non-Profit Development Corporation, located in the City of Dayton. Specifically, the Housing Trust funded the Individual Development Accounts (IDA) Program. The IDA program provides matching funds for down payment assistance to families who are below 80% of the area median income. Jessica Dark, an IDA participant, credits the IDA Program with instilling the confidence needed to realize her dream of homeownership after just one year. A 24-year-old dynamic go-getter, Jessica works at the Dayton Marriott in reservations, attends college part-time, and cares for her children. "It's a great feeling having a house and having my kids in a good home." On July 28, 2003 Jessica and her children, 4-year-old Rose Marie and 7-year old Grimm moved in their Ames Avenue home in the City of Dayton. Grandma lives there too.



David Burg, Vice President of the NRP Group and Marlene Flagel, President, COUNTY CORP, review development plans for a new housing project.

The Trust Fund also works with for-profit companies to develop affordable housing units. The NRP Group, an experienced development company that has constructed 5000 Low Income Housing Tax Credit units, was awarded \$125,000 from the Trust Fund to construct 56 single-family homes in the City of Trotwood. Not only did the loan fill a financing gap, but the funds allowed NRP to leverage matching funds from the Ohio Department of Development. The Trotwood Homes Development represents the rebirth of the Crown Point Neighborhood, located in the City of Trotwood. According to David Burg, "This is just the beginning in the redevelopment. This project will be a catalyst for a planned urban development for the entire area."



Economic Development

SBA 504 LOANS

This versatile program has produced 193 loans in Montgomery, Miami, Darke, Preble, Greene, and Shelby Counties. Closed loans resulted in more than \$53.7 million being made available in the region. Maximum dollars permitted to be loaned under this program cannot exceed \$1.3 million.

MR. PRESCRIPTION'S new building



MR. PRESCRIPTION

When Tim Clark's father suddenly passed away, he became the managing owner of this chain of local retail pharmacies. He has been in an expansion mode ever since. The new pharmacy located at the intersection of Springboro Pike and Alex Bell Road is the sixth site in the group. COUNTY CORP provided an SBA 504 Loan for \$266,000, with additional funding from Sky Bank. Tim Clark has carved out a significant piece of the pharmacy business in the greater Dayton area.

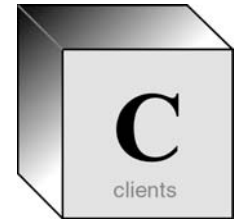
MONELL COMMUNICATIONS

Ray Monell, President of Monell Communications, needed more space in which to grow his video and multimedia production business. His clients in corporations, advertising agencies, and professional associations wanted more work done, and Monell was having difficulty scheduling production time at other studios. The answer was to have its own production space in a new location. With Sky Bank taking a first mortgage position on the building, COUNTY CORP loaned \$110,000 through the SBA 504 program.



MONELL COMMUNICATIONS

Economic Development



CDBG BUSINESS LOANS

Companies assisted by this program total 125 with loan dollars in excess of \$4 million. The total jobs impacted in the companies exceed 1,800. These business loans are usually smaller than through other COUNTY CORP'S economic development programs because the maximum loan cannot exceed \$100,000. This program is only available in Montgomery County.

FOURJAY INDUSTRIES

The company designs, develops, and manufactures a broad range of sound engineered commercial loudspeaker devices that are sold throughout the world. When the previous owner died, his wife ran the company for four years. This was difficult for her, and she sought a buyer. COUNTY CORP assisted in the purchase of the building with KeyBank. The new owner is Vernon Fernandez, an engineer by education and training. A \$100,000 CDBG Business Loan made the transaction possible. The building is located on Stop Eight Road in Harrison Township.



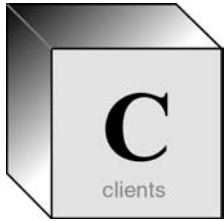
FOURJAY INDUSTRIES



EXTREME PERFORMANCE CYCLE

EXTREME PERFORMANCE CYCLE

The City of Riverside was very anxious to sell their old fire station. After it was on the market for some time, a perspective buyer surfaced. David Firman had been repairing motorcycles in his garage and was ready for the next step. He wanted a visible place to locate his growing business. Rather than rent, he felt that the old fire house in the City of Riverside would be a perfect location. He also felt that he could do the necessary building renovations himself at the site. The City reduced the price, and the project moved forward. Because Mr. Firman had not been in business for very long and had little track record, banks were not interested in loaning all the needed funds. COUNTY CORP stepped in and loaned \$60,000 in conjunction with a loan from Sky Bank.



Economic Development

STATE 166

Since the inception of this regional program, COUNTY CORP has processed 82 State 166 Loans. The dollar volume of these loans exceeded \$13.8 million. These loans are made in nine counties including Montgomery, Miami, Darke, Preble, Champaign, Shelby, Clark, Greene, and northern Warren. The maximum loan through this program cannot exceed \$350,000.



ALEK INDUSTRIES

ALEK INDUSTRIES

Located in Beavercreek, Alek Industries was able to purchase a building where they could combine two businesses into one. The company custom manufactures to specification mechanical assemblies for the U.S. Department of Defense. Their specific niche is in making parts for aircraft that are considered obsolete and for which the original manufactures no longer provide replacement parts. A \$350,000 State 166 loan in conjunction with additional financing from National City Bank made the expansion possible.



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**THE TRUSTEES AND STAFF OF
COUNTY CORP & HomeStart
WISH TO THANK THE
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CONTRIBUTING TO COUNTY
CORP'S SUCCESS:**

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Commissioners
And Their Staff

Staffs of Counties, Cities, Villages, and
Townships

Area Lending Institutions

Housing and Economic Development
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U.S. Department of HUD, U.S. Small
Business Administration,
Ohio Department of Development, & U.S.
Department of Treasury