



LOCAL INITIATIVES SUPPORT CORPORATION

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LISC
Virginia

*Helping neighbors
build strong communities*

2017 Impact Report

We believe that all residents deserve to shape and live in thriving neighborhoods of choice and opportunity.

Virginia LISC connects the dots between community residents and the economic resources, funding and training they need to create neighborhoods of choice and opportunity.

Our mission

Virginia LISC works with residents and partners to forge resilient and inclusive communities—great places to live, work, visit, do business and raise families.

**AFFORDABLE
HOUSING**

**FINANCIAL
OPPORTUNITIES**

**ECONOMIC
GROWTH**

SAFETY

**HEALTHY
LIVING**

On the following pages you will see the impact Virginia LISC made in 2017 with our **HOLISTIC APPROACH TO COMMUNITY DEVELOPMENT**.



The average net worth change by our FOC clients in 2017 was \$10,936.

Finding opportunity

Michael Reid is a counselor, an employee, a student and a Financial Opportunity Center client. Reid began working one-on-one with the Northside FOC coaches to better his credit and stabilize his finances.

“One of the first things we did at the FOC was look at how I was budgeting my money and where we could make changes,” he said. Reid said that the FOC coaches are like family to him.

“When I go in there I feel like I am going home,” he said.

The Northside FOC is operated in partnership with HumanKind and is one of Virginia LISC’s three FOCs that connect residents to employment, financial and income supports coaching to help residents attain family financial stability.



Virginia LISC assisted 471 quality affordable housing units in 2017.

Transforming housing

The Poplar Lawn historic neighborhood in Petersburg has potential, but it has been overrun by blight. Virginia LISC, the Cameron Foundation, project: HOMES, Rebuilding Together, Preservation Virginia and the City of Petersburg started a comprehensive rehabilitation of the historic neighborhood in 2017 to bring investment back to the community.

Virginia LISC proposed a strategy that included rehabilitating owner-occupied homes as well as partnering to acquire and rehabilitate vacant houses and rental properties to make them purchasable for interested homebuyers. This strategy will preserve the historic housing stock and eventually establish higher market values and interest in the Poplar Lawn neighborhood.



Virginia LISC distributed \$128,000 in grant funding to seven small businesses in 2017.

Business makeover

Virginia LISC and Capital One partnered in 2017 to launch 6 BIZ, a grant program for small businesses already located in Highland Park near the Six Points intersection on Richmond's Northside. The program provides grants of up to \$10,000 to business owners to make façade improvements and equipment purchases. Two businesses received awards in 2017—LSG Enterprises and Stay Focused Hair Salon.

"I have had my business here for 14 years," said Stay Focused Hair Salon owner Penny Burnett, "and to see what these changes will do, well it will draw attention and I am excited about that."



Virginia LISC was the first to invest in a full-service grocery store in Church Hill in 2017.

Living healthy

Grocery stores are necessary in urban neighborhoods like Church Hill, which has been categorized as a food desert.

That's why Virginia LISC committed the first investment of \$8 million in New Market Tax Credits in 2017 to help finance the planned grocery store development going in at the 25th St. and Nine Mile Rd. intersection.

"This project is vital to the residents in the East End," said Candice Strett, executive director of Virginia LISC.

The project also includes: a health education and wellness center; a culinary institute; retail space; restaurant space; and 54 apartments.

The development will bring jobs and amenities to the neighborhood.

Virginia LISC works across many communities.

For the past 27 years we have worked comprehensively in our community and have provided support to more than 30 organizations, covering a broad spectrum of community development needs from housing to building income and wealth.

Richmond

- 1. Blackwell / Hull Street Road Corridor
- 2. Carver / Newtowne
- 3. Church Hill
- 4. Greater Fulton
- 5. Highland Park
- 6. Jackson Ward
- 7. Jefferson Davis
- 8. Oregon Hill
- 9. Southern Barton Heights

Chesterfield

- 10. Winchester Greens

Petersburg

- 11. Battersea / Halifax / Old Town / Poplar Lawn

12. Lynchburg

13. Norfolk

14. Virginia Beach

15. Franklin

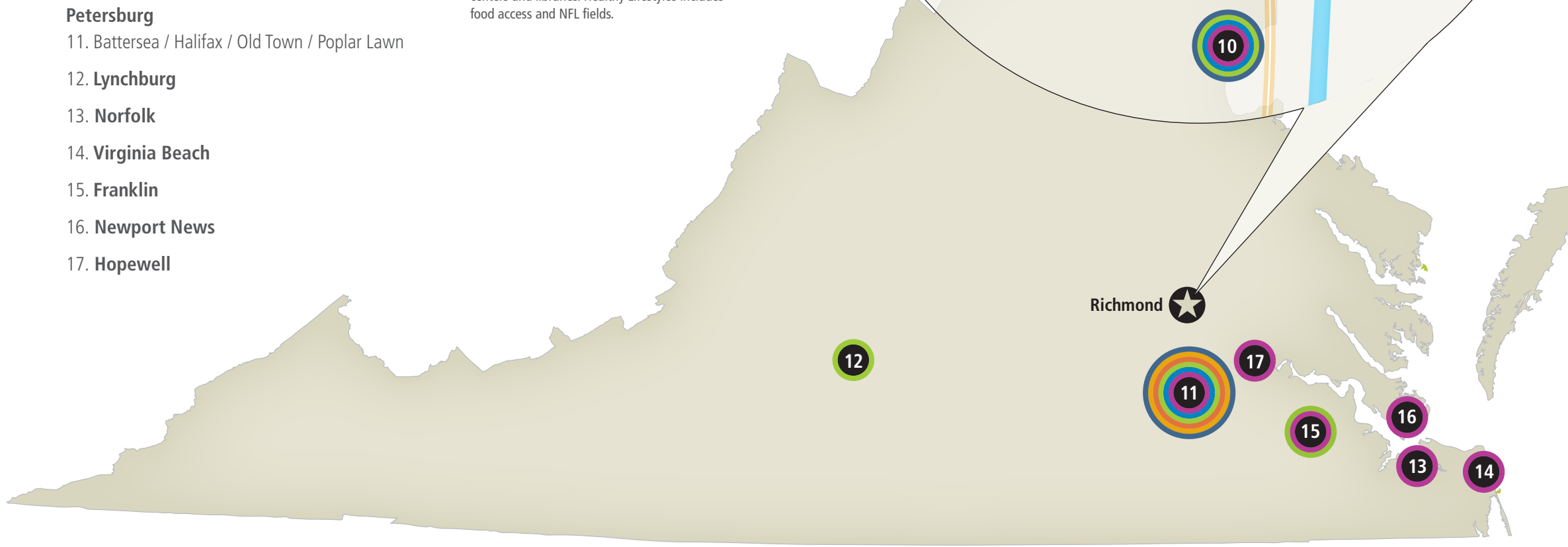
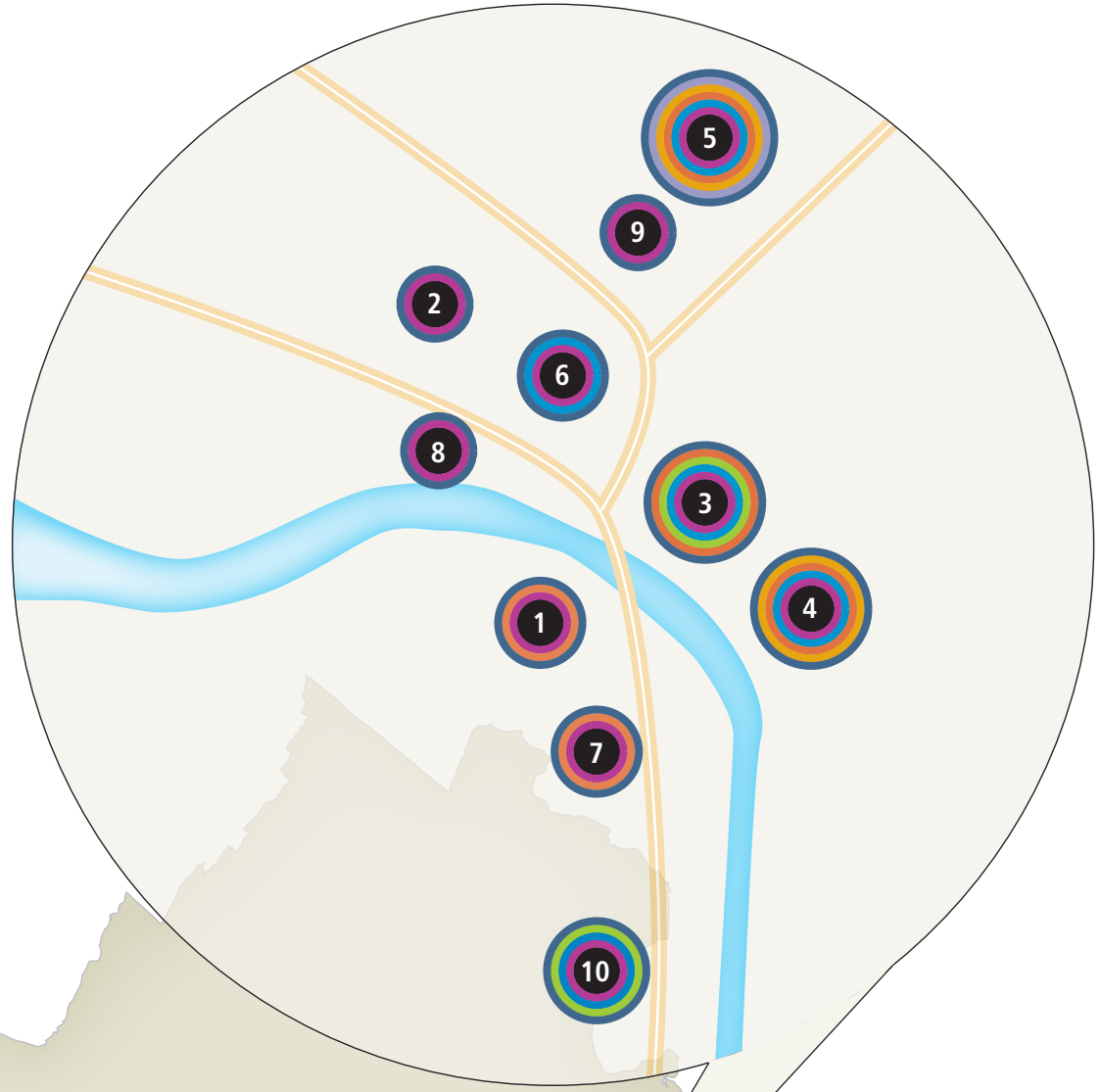
16. Newport News

17. Hopewell

Key

- Housing
- Business
- Community Facilities
- Healthy Lifestyles
- Income and Credit Building
- Safety
- Non Profit Assistance

Note: Community Facilities includes day care centers and libraries. Healthy Lifestyles includes food access and NFL fields.





Virginia LISC addressed three crime hot spots in Gilpin Court and Highland Park in 2017.

Creating positive change

The Jackson Ward Youth Peace Pact, a select group of middle and high school students from Gilpin Court, are participating in a certification program to become youth peace leaders in their community. Virginia LISC and Richmond Peace Education Center launched the program in the summer of 2017.

In Gilpin Court, where violent crime is high, programs geared towards teenagers are scarce, but the need is abundant. The youth must go through 12 hours of training in conflict resolution, meditation, yoga, music and the arts to receive their certifications.

This program improves the health and safety of these teens and positively impacts their neighborhood.



Virginia LISC involved 107 teens/young adults in community safety efforts in Richmond's Northside in 2017.

Reaching new heights

The RVA's League for Safer Streets basketball program was the brainchild of Paul Taylor and Jawad Abdu—two formerly court-involved men with a passion for giving back—and was brought to fruition by Virginia LISC's funding and a partnership with the Richmond Police Department.

The league brought together teams from seven of Richmond's most crime-ridden neighborhoods in an effort to keep young adults busy and off the streets. Richmond Police Department officers volunteered their time to oversee the games.

Players were required to participate in 45-minute workshops before every game. The rule was "workshops before jump shots."

Crimes in these neighborhoods dropped during the six weeks of games.

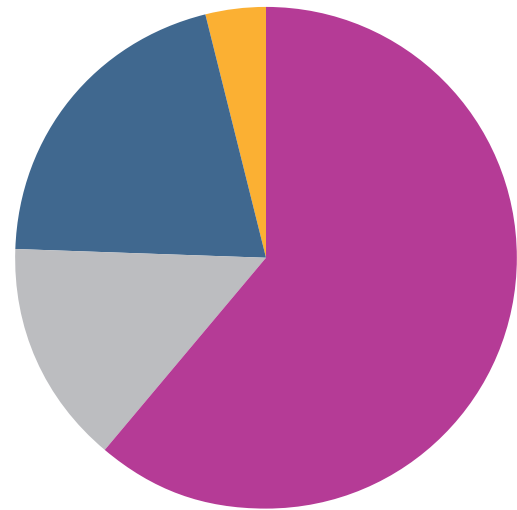
Leveraging your local support

Since 1990, Virginia LISC has raised \$29.5 million locally, leveraging investments of \$564 million for Virginia neighborhoods.



\$1 raised by Virginia LISC attracts \$19 in investments in the community.

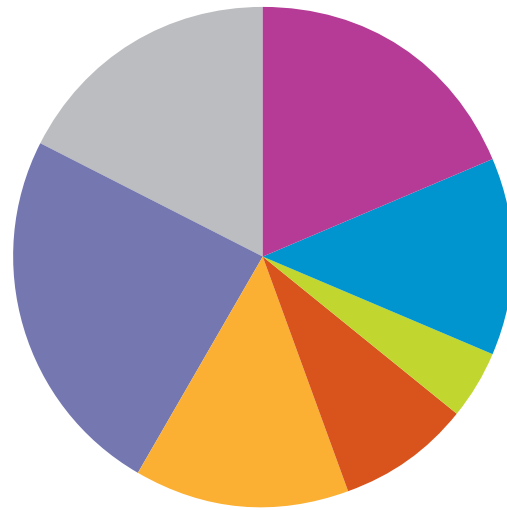
2017 Revenue



■ Local Donors	\$687,462
■ National LISC Donors & Transfers	160,000
■ Government HUD Funds for Nonprofits	230,872
■ Celebrating Community Leaders Event	42,142

Total Revenue **\$1,120,476**

2017 Expenses



■ Neighborhood Engagement	\$218,104
■ Loan/Project Assistance	146,169
■ Public Policy & Regional Partnerships	50,115
■ Office Expenses, Staff Training	99,732
■ Nonprofit Capacity Building	162,394
■ Financial Opportunity Center Support	277,644
■ Small Business & Corridor Development	200,832

Total Expenses **\$1,154,990**

Thank you to our 2017 supporters

ORGANIZATIONS

Bank of America Charitable Foundation	Fuel Creative	Stone Brewery
Baskervill	Fulton Bank	SunTrust
BB&T	Padilla	Troutman Sanders
Bon Secours Richmond Health System	R.E.B. Foundation	United Way of Greater Richmond and Petersburg
The Cameron Foundation	Richmond Association of Realtors	Virginia Housing and Development Authority
Capital One	Richmond Raceway	Wells Fargo Bank
The City of Richmond	Richmond Redevelopment and Housing Authority	Williams Mullen
The Community Foundation	Robins Foundation	Woodforest National Bank
The Cullen Family Fund		
The Dominion Foundation		

INDIVIDUALS

Charles Bice	Ross Folkenroth	Penny McPherson	Candice Streett
Mrs. Rudolf H. Bunzl	Karen Frye	Cindy Mims	Gene Streett
Peyton Cox	Conrad Garcia	Mike Mulvihill	Mark Strickler
Susan Dewey	Jeff Hedrick	Madelyn Peay	Ned Turnbull
Lauren Earley	Mark Hickman	Burt Pinnock	James E. and Barbara Ukrop
Chad Eisele	William Homiller	Catherine Price	Ed Winks
Elizabeth Flanagan	Tom Kazas	Brian Rountree	Alexander Wolman
	Corey Lane	Brent Smith	

* Virginia LISC also appreciates the support of two anonymous donors

Local Advisory Committee

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Wayne Crocker, Petersburg Public Library

Susan Dewey, Virginia Housing Development Authority

Chad Eisele, Capital One

Ross Folkenroth, Woodforest National Bank

Lynden P. Garland, KEI Architects

Karen Frye, Fulton Bank

Jeff Hedrick, Richmond Raceway

William G. Homiller, Troutman Sanders LLP

Waahida Jones, Northside Community Liaison

R. Corey Lane, Elevation

Penny McPherson, Wells Fargo

Michael Mulvihill, Padilla

Madelyn Peay, Hopewell Redevelopment and

Housing Authority

Burt Pinnock, Baskervill

S. Mark Strickler, Henrico County

Ned Turnbull, Williams Mullen

Virginia LISC staff

Candice Streett, Executive Director

Schirra Hayes, Senior Program Officer

Shekinah Mitchell, Neighborhood Partnerships Manager

Killeen King, Communications Coordinator

Elizabeth Flanagan, Office Manager

Celebrating COMMUNITY LEADERS

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Making a difference

Since 1990, Virginia LISC has assisted in the development of: 5,314 affordable homes, 762,336 square feet of retail and community space, six athletic fields and 32 small businesses on neighborhood commercial corridors. We have provided more than \$10 million in capacity building to our nonprofit partners. This work is made possible through our partners, funders and supporters. Help us keep the good work going. Get connected with us at www.virginalisc.org, Facebook and Twitter. If you would like to talk with us about helping neighbors build strong communities, give us a call at 804.505.4682.

Pictured above from left to right: Candice Streett, executive director of Virginia LISC; Sunday Jones, community leader; Ms. Katie Fessler, director of corporate citizenship, Altria; Terry McAuliffe, former governor of the Commonwealth of Virginia; Mary White Thompson, community leader; Lee Householder, executive director, project: HOMES; and Maurice Jones, president and CEO of LISC. Virginia LISC honored Sunday Jones, Mary Thompson, Altria and project: HOMES at the 2017 Celebrating Community Leaders event. Photos pages 1-3, 6, 11, 14 by Taylor Dabney.