



# Newsletter

HOPE, INC.  
P.O. Box 743  
680 W. Main Street  
Wytheville, VA 24382  
Toll Free: (877) 818-8680  
Phone: (276) 228-6280  
Fax: (276) 228-0508  
Web: [www.wythehope.org](http://www.wythehope.org)

### 2010-11 Officers

Mike Hall, Chair  
Rev. Brad Simpson Vice-chair  
Mary Henslee, Secretary  
Bruce Stephens, Treasurer

### 2010-11 Directors

Roberta Clay  
Treva Adams  
Pat Helton  
Darla Teaster  
Stacy Callahan  
Wade Lephew  
Randy Moler  
Frankie Frazier  
Brenda Viars

### Staff

Andy Kegley, Executive Director  
Jodie Altice, Deputy Director  
Michelle Eller, Housing Counselor—Carroll, Galax, Grayson  
Jane Richardson, Housing Counselor—Wythe, Bland, Smyth  
Amanda Romans, Housing Counselor and HCIS Coordinator  
Shane Stuart, Intake

*HOPE serves the counties of Bland, Carroll, Grayson, Smyth and Wythe and the City of Galax.*

### Mission

HOPE is a human services organization facilitating initiatives and coordinating services aimed at improving the overall well-being of individuals and families by providing the tools necessary to increase self-sufficiency, promote healthy lifestyles, and enhance quality of life.



## **What I did this summer...foreclosures examined in Wythe County...up 59% from 2009 to 2010**

**W**hile classmates pursued more traditional summer activities, Carter Bauman, a rising sophomore at Emory and Henry College, spent seven weeks interning with HOPE. Along with providing valuable support for the annual Big Walker Century Ride, including setting up our first post-ride Survey Monkey survey, HOPE's first Facebook page, and a newsletter of BWCR, Carter's biggest contribution to HOPE was capturing foreclosure information in the local newspaper.

The goal of the study, as explained by Executive Director Andy Kegley, was to determine if the ongoing mortgage foreclosure problem was intensifying here in Southwest Virginia, by examining the published foreclosure notices in the Wytheville Enterprise from 2009 to 2010. "It just felt like the legal section of the newspaper was increasingly filled with these notices," Kegley said. A big part of our job as a HUD-certified housing

counseling agency is alleviating the amount of homes being lost, through foreclosure prevention counseling and mitigation. If the number of foreclosure sale notices is increasing, but the number of clients we actually see and counsel isn't, we're just not getting the word out well enough about services."

Through 2009, the Enterprise printed a total of 93 foreclosure notices of properties in Wythe County. Carter's next step was to go to the Commissioner of Revenue's office and determine the final disposition of those notices. Of 93

*(continued on page 2)*



Behind on your mortgage?  
At risk of losing your home?

**Call HOPE, Inc.**

A HUD-certified  
housing counseling agency  
located in Wytheville

Counseling • Financial Assistance • Housing Development

## **HOPE claims distinction as leading developer with 6 of 8 single family building permits last year**

Just as the last two homes of Phase 1 of Deerfield are completed in October, and two new families are set to move in, ground was broken as part of the site improvement contract for Phase II. An additional 13 new lots will be ready for new homeowners by late 2010; two home contracts have already been signed for first time homebuyers. Phase II funding comes from Va. DHCD, Housing Assistance Council, and FAHE.

Over the last 18 months of turbulent economic times, HOPE has earned the distinction of becoming the leading builder in Wytheville, with six out of eight of the

last single family starts. Pre-recession, the town was averaging 30 new homes built each year. "This is one of those good news/bad news things," HOPE Executive Director Andy Kegley stated. "As we've heard, it takes the first time homebuyer to recharge the real estate market, and this is playing out here."

Plentiful permanent mortgage financing is available through USDA Rural Development and VHDA. Anyone interested in this opportunity, please visit the HOPE website at [www.wythehope.org](http://www.wythehope.org), or call 276-228-6280, ext 211.

## Other News from HOPE

Visit [www.wythehope.org](http://www.wythehope.org), Facebook us, or call (276) 228-6280 for more information

### Staff news, changes

HOPE executive director **Andy Kegley** received the Virginia Housing Coalition's 2010 Virginia Peters Award at the annual meeting in Richmond in June. In July, he was elected chair of the Federation of Appalachian Housing Enterprises (FAHE) board of directors. HOPE said a sad goodbye to homeownership coordinator **Russell Catron** and his family, who moved to Chattanooga in August; a new Americorps volunteer, **Shane Stuart**, began work with HOPE in September as Intake manager.

### Self-sufficiency under review—donations needed!

One goal of HOPE's Strategic Plan is increasing the self-sufficiency ratio—as measured by earned revenue over operating expenses. Hovering below 50% for years, a board goal of 66% has been set for 2011—this can be met through decreasing operating costs, while earning more in rents and project management. The board set this year's budget of raising \$50,000 in contributions, which is up 20% over last year's amount. State NAP credits of 40% are available for donors.

### Total crisis assistance numbers still climbing

With stimulus funding still available for rent eviction, and mortgage foreclosure prevention counseling offered by VHDA, the number of individuals seeking assistance through HOPE continues to escalate. Through three quarters of the year, 1,105 individuals sought housing relief, which is up 40% from 780 last year.

**Please don't forget the annual HOPE Concert at St. Paul UMC set for Sunday, Nov. 7 at 3 pm!**

### Big Walker Century Ride

Visit [www.bigwalkercenturyride.com](http://www.bigwalkercenturyride.com), Facebook us, or call (276) 228-6280 for more information



HOPE's 7th annual bicycling charity event was held under a sunny, blue sky filled with hot air

balloons on the opening day of Wytheville's Chautauqua Festival in the Park, Saturday, June 19. With **139 cyclists** participating in this year's BWCR, HOPE was able to bring aboard its first exclusive sponsor, the Southwest Virginia Housing Center of Virginia Housing Development Authority (VHDA). VHDA just recently moved into the renovated former post office on Main Street, and contributed **\$5,000** to support HOPE's mission and this cycling event.

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*Foreclosures (continued from page 1)*

posted sales, 56—or 60%—actually sold. Through the first six months of 2010, there have been 73 foreclosure notices, or a 59% increase, but with only 16 or 21% actually selling.

This data is incomplete of course, but it suggests that while the number of households in foreclosure is increasing, the number of families achieving a workout with their mortgage company may be increasing as well.



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