



OUR COMMUNITY REPORT



FY 2022

Our Vision

We envision a New Mexico where every person has access to the opportunities, knowledge, and relationships they need to achieve economic prosperity.

A Letter from our CEO



In 2022, Prosperity Works was able to accomplish many things in collaboration with our amazing partners and funders. We are excited to see what this next year holds for New Mexicans to build and protect assets.

As a new leader, I have been able to meet partners to learn about the strengths and opportunities of our work together. I have been able to see the strong focus the organization has on fiscal responsibility, building social capital and investing in our communities. With the Board, I have set bold goals to help move the work of the organization into the next year.

Here are some of the highlights of 2022:

- Passed **interest rate cap** on small-dollar loans from 175% to 36%. This legislative win took over 15 years to accomplish. In 2020, New Mexicans paid \$179 million in interest on these loans. With lower interest rates, the interest savings is estimated at \$142 million which will help families get out of cycles of debt more quickly.
- Passed **consumer protection bill to protect taxpayers** in the City of Albuquerque allowing taxpayers to understand the cost, qualifications and recourse when things don't go well.
- Developed recommendations for the Public Regulation Commission on how to serve **low-income households with community solar**.
- **Completed energy efficiency upgrades on 80 homes** using our capital stacking model to provide comprehensive and deep upgrades.
- Passed legislation to set standards for the percentage of **clean cars** to be sold in New Mexico.
- Secured funding to **fully match 50 individual development accounts** for rural and indigenous communities in New Mexico.
- Started new and expanded current Prosperity Kids programs to **help children get started right** and to know that there is a bright future planned for them.
- Opened up over 30 new Individual Development Accounts to **grow assets for savers statewide** to change the trajectory of their lives.

We are looking forward to continuing real progress in our communities in 2023. Work that can only be done with meaningful, collaborative partnerships where we all are working towards the common good of our community. We are so grateful that you are part of our work together.

A handwritten signature in black ink that reads "Ann Lyn Hall". The signature is written in a cursive, flowing style.

Dr. Ann Lyn Hall, CEO

Prosperity Works Staff

Ona Porter, Founder Emerita & Clean Energy Leader

Monica Cordova, New Mexico Assets Consortium Director

Ann Mary MacLeod, Director of Development

Aracely V. Serrano, Office Manager

A Letter from Our Board President



“Overcoming poverty is not a gesture of charity. It is an act of justice. It is the protection of a fundamental human right, the right to dignity and a decent life.” — Nelson Mandela.

The current official US poverty rate is estimated at 11.4 percent, it is 18.2% in New Mexico or nearly 1 out of every 5 households. The poverty rate has fluctuated over time - it was first reported by the federal government in 1959 at 22%, and while the overall percentage has dipped, the number of people living in poverty has actually risen from around 39 million to over 46 million today. Why after various approaches towards addressing poverty are households across America still suffering in poverty?

Poverty persists because of the historical and unrelenting exploitation of the poor in the labor, housing and financial markets, a regressive tax structure, the effects of racism and colonialism, and because we have designed a welfare state that subsidizes rather than alleviates poverty.

We do know that successful strategies exist to move people out of poverty from investing in early childhood education, career training, affordable daycare, home buying assistance, fair lending options, and even lowering energy bills. The more of these strategies that can be combined, the greater the household impact. And as more households achieve financial stability, our communities become more vibrant.

That is why Prosperity Works is dedicated to implementing real-world solutions in partnership with other community-minded organizations and individuals. We seek to collaborate with those interested in building a just and equitable economy that supports family and community values. Our portfolio of products and services range from Prosperity Kids Child Development Accounts, Individual Development Accounts, access to fair lending, household energy equity and access to community solar. All of these are designed to promote economic prosperity and opportunity.

It is within our power to create vibrant communities. To our fantastic and committed staff - lo agradezco mucho! To our many supporters and allies over the years - muchísimas gracias! To those who would like to join in our efforts – bienvenidos! ¡Siempre adelante!

A handwritten signature in black ink that reads "Juan Abeyta".

Juan Abeyta, Board President

Vanessa Peer
Board Vice President



Mike Athens
Board Treasurer



Vicki Oldman
Board Member



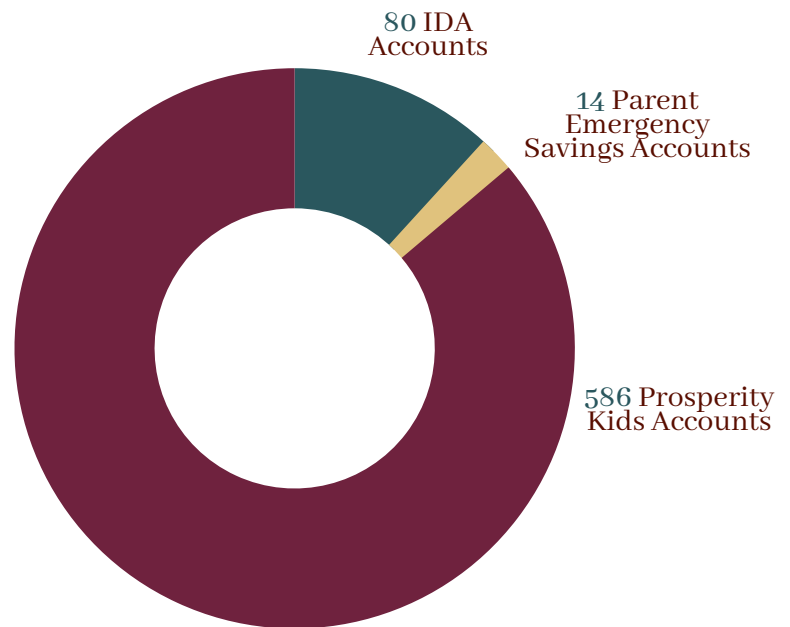
Asset Building and Asset Protection

We collaborate with limited-income individuals and partner with numerous community organizations throughout the state to provide high-impact, out-of-poverty strategies including:

- Matched savings accounts for children so they can have a stable launch into adulthood;
- Matched savings accounts for adults to purchase assets like a home or vehicle, starting a business, or going to college;
- Fair Lending Options for low-interest, emergency loans for employees through their employers;
- Community outreach with information on where to access safe accounts and loans to protect assets and provide additional short-term loan options;
- Energy Saving Solutions to help lower the energy burden on limited-income households; and
- Access to Community Solar to provide a clean alternative for powering homes.



Prosperity In Action



Energy Equity Work



Energy Equity at Work in the Community

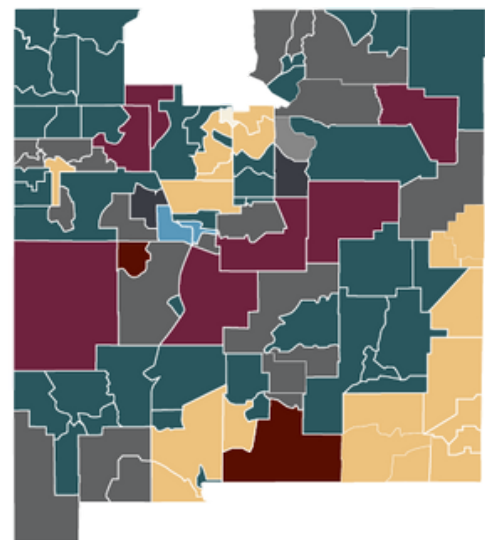
We met homeowner, Daniel, at our Energy Equity event in the Town of Bernalillo. As a retiree living off of social security, at the end of each month after paying his regular bills, Daniel only has \$75 left.

Daniel had blankets hanging between each room in his home to help keep rooms warm throughout the winter. After performing our energy audit, the Prosperity Works team and partners were able to help insulate his home to keep it warm throughout the winter months, replace toilets with low-flow water-efficient ones, and overall help lower his

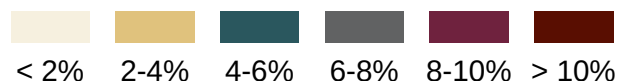
energy bills. With health concerns he is working through, being able to give his home an energy audit and provide upgrades will go a long way in helping him heal and save his money for other expenses. Daniel was so grateful to receive the energy efficiency retrofits, he said, “Anything that I can do for you, I want to do it.”

About our Energy Work

Our work in Energy Equity work is grounded in clean and affordable solutions. We believe that the only way to meet our clean energy goals as a state is with strategies that include low-income communities. We also know that access to gas, electricity and water are basic requirements for safe living environments. We know that families are choosing to pay for these basic necessities before paying for other critical needs. Energy burden is the annual cost of energy needs in a household compared to their annual income. The energy burden is high in many New Mexico communities which is why we continue to work for equitable energy solutions.



Avg. Energy Burden (% income)



Prosperity Kids Child Development Accounts

When John Sais was 12 years old and in the 7th grade, he enrolled in our Prosperity Kids program. He enrolled through our community partner, Partnership for Community Action in the South Valley. John graduated from YDI with his high-school diploma in 2021. He has since enrolled in classes at CNM with plans to study social work.

Young people like John leverage the power of their Prosperity Kids Child Savings account to complete critical educational milestones like finishing high school and enrolling in college.

Through our Prosperity Kids program, John saved money to purchase a laptop to help him be successful in college. He now has an understanding of the importance of savings and financial literacy. Although he wishes he was able to save more, John is now encouraging his younger brother to save all that he can for his future education in his Prosperity Kids Child Savings account.



About Prosperity Kids

Prosperity Kids Child Savings Accounts are matched education savings accounts for limited-income households. Each Child Savings Account is opened with a \$100 deposit and is matched 1:1—up to \$200 per year and can be used for college or a successful transition into adulthood. Parents also complete 10 weeks of financial capability education—including how to start a supplementary emergency savings fund to further stabilize the household.

Children who have a Child Savings Accounts are:

- Four-to-six times more likely to attend college;
- Three-and-a-half times more likely to earn a college degree;
- Fifty percent less likely to experience depression;
- Primed for heightened socio-emotional development relative to their peers by preschool;
- More likely to shape, along with their family, a future-oriented, “college-going identity” frame—through which they envision their future aspirations, and work to bring them to fruition.

Saved with an Individual Development Account



Destiny is thrilled to be a small business owner. After opening a business without enough resources and with the impact of the pandemic, she had to lay off staff. She thought she would have to close her business.

In 2021, Destiny learned about our Individual Development Account program through the Partnership for Community Action and was able to save and receive a match on her savings. She was able to invest \$4,500 through this program to help stabilize her business.

She also was able to take advantage of the financial capability training offered through our program. Destiny is truly grateful for the opportunity to have a matched savings account and the support she got for her business including developing a business plan and how to successfully run a business. Destiny's Keto Kitchen is now thriving!

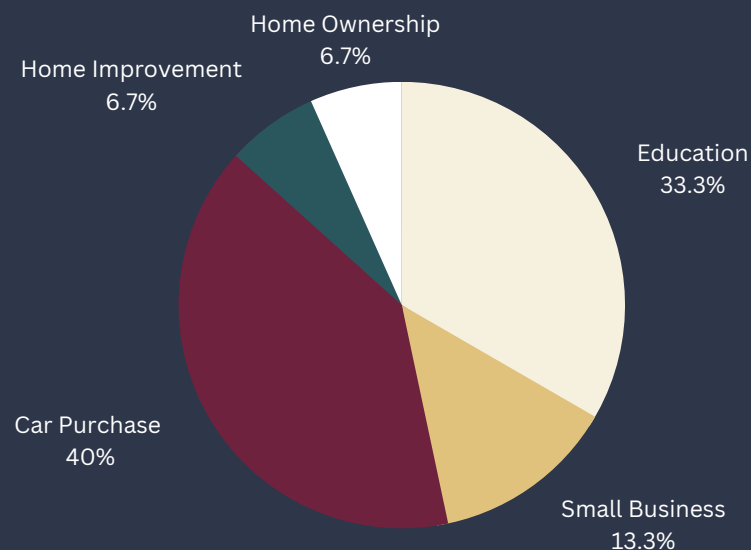
About Individual Development Accounts

Individual Development Accounts (IDAs) are matched savings accounts for adults interested in saving for a change-making asset—like a home or home repair, business, vehicle, or post-secondary education. We created our IDA initiative to help empower hardworking families through financial capability training to save, invest, and accumulate assets—to enhance their household's long-term socioeconomic health and well-being.

As part of our IDA initiative, IDA participants are required to complete a financial education program offered through our network of local, community-embedded non-profit organizations, which are part of the New Mexico Assets Consortium.

Assets like a home, degree, or small business can promote long-term savings habits that bridge generations.

Types of IDA Cashouts



Donors & Supporters

Without your support, Prosperity Works would not be able to make a life-changing impact on individuals throughout New Mexico. Prosperity Works relies upon the generosity of changemakers like you to continue our community-centered mission. Your tax-deductible donation will help Prosperity Works shape a New Mexico where everyone has the ability to thrive and bring their goals to fruition.

Please visit our website, www.prosperityworks.net to give today.

Prosperity Works is deeply grateful to all of our donors! We would not be able to have the incredible impact on our state without their financial support.

We are excited to celebrate our new donors in 2022:

- Honest Tooth, Inc.; Dr. Omar Pereyra
- Patricia Anderson
- Frank Baca
- Amy Brown
- Laurel and Tim Callan
- Julia Cusatis
- Laura Geigner
- Laura Gomez
- Judi Lawrence Magnussen
- Cheli Mohammed
- Louise Moore
- Cecilia Navarrete
- Michael Nelson
- Nexus Brewery
- Gerald Ortiz y Pino
- Rose Osborne
- Jan Pacifico
- Julie Raymond Radoslovich Badua
- Jonathan Sullivan
- Philip Watkins
- Clint Wells
- Debbie Winkler Hayes

And we are equally thrilled to celebrate these long-term donors who continued to support us in 2022:

Since 2011

- Sharon Henderson
- Ona Porter and Miriam Rand

Since 2012

- Rayonelle Baldwin
- Monica Cordova

- Maria and Randy Griego-Raby Royster
- Christine Hayward
- Norty and Summers Kalishman
- Barack Wolff

Since 2013

- Mary Ellen Capek
- Nancy Furbush
- Jane Gagne
- Ann-Mary MacLeod
- Linda McCreary
- Gwyn Metz
- Judith Wanhala

Since 2014

- Mike and SueAnne Athens
- Margaret Elliston
- Mona and Jay Ghattas
- Ann Lyn Hall
- Charnia Parrish
- Lynn Perls
- Emilie Porter-Rand
- Rifka Stern

Since 2015

- Beverly and Elmer Jackson
- Jean McCray
- Susan Morrison
- Hudson Ramsay
- Cynthia Wright Kolson

Since 2016

- Juan Abeyta
- Javier Aceves
- Kathy Cooper

- Talia Freedman
- Sat Nirmal and Daya Khalsa
- Mildred Langston
- Lynn and Craig Trojahn
- Charles Wellborn

Since 2017

- Oportun, Inc.; Alejandra Velasquez
- Rothstein Donatelli, LLP; Mark Donatelli
- David and Peggy Ater
- Elizabeth and George Bunch
- Gary King
- Hillary Urzetta

Since 2018

- Carol Alfs
- Alison Elaine Burnett
- Marla Diener
- Charlotte Lipson
- Karen Meyers
- Jessica Rios
- Vanessa Rios
- Aracely Serrano
- Barbara Tegtmeyer

Since 2019

- Ann Dunlap and Melinda Moffitt

Since 2020

- Brant Lutz
- Donald Meaders
- Brissa Rios
- Julianna Silva
- Mary Vogel

Since 2021

- Cara Lynch

Our Funders and Partners

