



# impact report 2019



Habitat home in North Central Troy



# Dear neighbor,

1 in 3 local households are burdened by housing costs and families right here in our community are paying half or more of their income on a place to live. At Habitat for Humanity, we know the problem is getting worse. This year alone, nearly 300 people have come to us in search of quality, affordable housing. More than 600 people have asked to be notified each time we have a home for sale.



Habitat builds homes in partnership with first-time homebuyers, and we sell them at affordable prices. With your support, Habitat also reinvests in neighborhoods and strengthens the fabric of our region. In the pages that follow, we recognize both the impact of Habitat's work and the incredible generosity that fuels it.

Our work is not easy and homeownership isn't a quick fix for families or communities. It takes sustained effort over time to undo decades of systemic discrimination and disinvestment. Our work is also expensive. Even when you account for Habitat's simple designs, efficient construction and the partial use of volunteer labor, each house costs an average of \$240,000 to build. The average sales price of a Habitat home is \$131,000. That means we have an average gap of \$109,000 to fill for each home, and we aim to build between 8 and 12 homes every year.



We recognize that Habitat can't build our way out of the housing crisis, but we'll never stop trying. Earlier this year, Habitat for Humanity launched *Cost of Home*, a five-year U.S. advocacy campaign to build policy change at every level of government. Our goal is to improve housing affordability by promoting policies that will increase the supply of affordable housing, promote access to credit and economic justice, support responsible land use and improve the quality of life for our neighbors. We're also learning to engage volunteers in new and impactful ways on the build site and beyond, including through our new Team Build program for companies, churches and community groups.

The truth is that we don't actually build affordable homes. We *make them affordable* by leveraging all of the grants and donations that we can and then passing those savings on to future homebuyers. Your generosity is the key to Habitat's impact in our community.

With gratitude,

Christine Schudde  
Executive Director

Brian Barker  
Board President



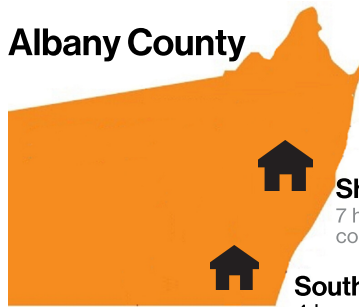
Top: Volunteers from NYS Homes & Community Renewal; Second: Habitat homeowners La Kpaw and Pwe Htoo with their daughter; Third: New homes in North Central Troy; Bottom: Habitat homeowner Jahshiah with her mom



"When I found out I was approved, I couldn't believe it. It's one of my happiest moments in life. I took my wife to the build site that same day. Even today, I can still remember the happiness in her eyes."

PRADEEP, HABITAT HOMEOWNER  
(PICTURED WITH HIS WIFE, HIMA)

### Albany County



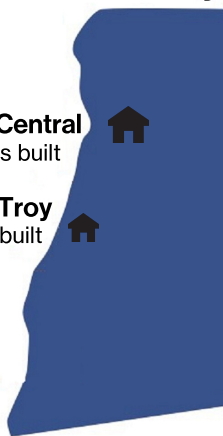
#### Sheridan Hollow

7 homes under construction

#### South End

4 homes built  
2 homes under construction

### Rensselaer County



#### North Central

4 homes built

#### South Troy

1 home built



**Global impact:  
Haiti & Myanmar**

## 2019 homes built

In 2019, Habitat built and sold nine homes in the cites of Albany and Troy, with another nine homes under construction. We also supported Habitat for Humanity's work in Haiti and Myanmar (Burma) through our tithing practice. Our neighborly love knows no borders, and we are committed our vision of a *world* where everyone has a decent place to live.

# Impact made possible through...

Habitat builds homes, and so much more. We also seek to build stronger neighborhoods in coalition with residents and organizations in our community. We show up and we listen. While our focus will always be on affordable homeownership, we know that it's just about the roofs over our heads; it's about reinvesting in our neighborhoods as vibrant places to live, work and play. As part of our commitment to sustainability, we build our homes according to National Green Building Standards and promote responsible reuse through our Habitat ReStore.



homes built locally

9

people served through homeownership

36



homeowners paid their mortgages off in full

2

green-certified new homes

100%

homes under construction

9

dollars returned to the taxable property base

1,167,000

community meetings attended

45

tons of waste diverted from landfills by the Habitat ReStore

718



"Being a first-time homeowner is a feeling that makes life's daily grind worth facing. I know my daughter might not always listen to me, but I do know she is always watching. I just wanted to build a home that we both can always call ours, and that I can eventually pass down to her."

FASHIONETT, HABITAT HOMEOWNER

# ... your generosity.

As anyone who has ever been on a Habitat job site knows, using unskilled, unpaid labor is not the most efficient way to put up a house. But it's surely the most loving way, which is why we've always put volunteers at the center of our work. Habitat uses a combination of our paid staff, local subcontractors and volunteers to build each home alongside Habitat homebuyers.



volunteers engaged

679

hours of sweat equity completed

2,250

team builds

12

neighborhood clean-ups

3

Your generosity is what propels our mission forward. On average, we have a \$109K funding gap for each house we build. That gap is why no one else is building and selling homes in our focus neighborhoods. Habitat donors and funders are the reason local families have the opportunity to build a stronger future for themselves. The math just doesn't work without your support.



new donors

134

organizations & businesses engaged

62

monthly donors

29

ReStore purchases

30k+



Top: Habitat homeowner Alana with her son, Second: Volunteers from Bank of America, Third: A new home in Albany's South End, Bottom: Habitat volunteers at our 2019 Women Build day

# Donors & funders

FY 2019: July 1, 2018 to June 30, 2019  
 \* denotes Carpenters Club monthly donor

## 100,000+

Albany Community Development Agency  
 City of Troy  
 NYS Homes & Community Renewal

## 50,000+

Dormitory Authority of the State of New York  
 The Seymour Fox Memorial Foundation, Inc.

## 25,000+

Aflac  
 Habitat For Humanity International, Inc.

## 10,000+

Bank of America Charitable Foundation  
 Morse Hill Foundation  
 Review Foundation

## 5,000+

Edward & Nancy McEwan Advised Fund  
 Godfrey Financial Associates  
 John D. Picotte Family Foundation

SEFA (State Employees Federated Association)  
 The Estate of Natalie Weinstien

## 1,000+

3M Foundation  
 Architecture + Lomanco & Pitts  
 Architects, P.C.  
[Brian & Dena Barker\\*](#)  
 Bonadio & Company, LLP  
 Albert De Salvo & Susan Thompson  
 Fidelity Charitable Gift Fund  
 First United Methodist Church of Delmar  
 Gary & Rosemary Kochem

Maynard, O'Connor, Smith &  
 Catalinotto, LLP  
 MetLife Foundation Volunteer Project  
 Fund  
 Richard & Carole Mitchell  
 Michael Mulvaney  
 Owens Corning  
 St. Clare's Church  
 Andrew & Mary Stengel

Stewart's Foundation  
 T. Rowe Price  
 The M&T Charitable Foundation  
 Virginia Touhey  
 Victorious Life Christian Church  
 Women in Insurance & Financial  
 Services  
 XOS

## 500+

Anonymous  
 Bethany Reformed Church  
 Susan Blandy  
 Harriet Bregman  
 Lisa Callahan & Mark Bryant  
 James Clark  
 Delmar Reformed Church  
 Family Danz Heating & Cooling, Inc.  
 Friends of Susan A. Rizzo  
 Fuccillo Nissan of Latham  
 GE United Way Campaign

Frank Hauser  
 Knights of Columbus, Albany Council  
 #173  
 Charles Manning  
[Ralph Marino\\*](#)  
 Terry L. Miller  
 Reformed Dutch Church of Schodack  
 Priscilla Richards  
 Harry Rutledge  
 Frank & Sarah Slingerland  
 Ralph Spiller

Audrey Stone  
 The Benevity Fund  
 Francis & Elizabeth Therrien  
 Carl Trichilo  
 United Way Community Campaign  
 Ralph Vosko

## 250+

Aaron & Meghan Barker  
 Judith Barlow  
 Mark Bax  
 Bechtel Plant Machinery, Inc.  
 Bike & Build, Inc.  
 David Blackman  
 Thomas Cetrino  
 James and Maria Coward

Richard Di Giovanna  
[Jonathan Draper\\*](#)  
 Dorothy L. Ellinwood  
 Faith Lutheran Church  
 First United Methodist Church Of  
 East Greenbush  
 First United Presbyterian Church  
 Sharon Fricke

Barry & Karen Greene  
 Carrie & Steve Hagwell  
[Bill & Barb Hammarstrom\\*](#)  
 Harvey Building Products  
 H. James Hudson  
 Jacquelyn Jerry  
[Colm Keegan\\*](#)  
 Margaret King

250+ continued

Kyle & Donna Kriegbaum\*  
 Marianne Lettus  
 William Parry  
 Jennifer Pearce  
 John & Jennifer Quinn  
 Mary Kate Robinson\*  
 Bruce Rodgers\*

Joann Ryan  
 Michael Ryan  
 Ruth Salter  
 Peter Schiff & Nancy Willie-Schiff  
 Karen Fulcher Scholz  
 Robert & Linda Stevens  
 Todd Stevens\*

The Business Council of NYS  
 Edgar Totten  
 Michael Turley  
 United Group of Companies  
 Elizabeth Vanasdale\*  
 Chris VanDoren  
 Elizabeth & Jerry Weiss

Additional Carpenters Club monthly donors

Renee Beaulieu  
 Richard Bogdany  
 Clare Carroll  
 Chris Dehnert  
 Robin Goldman  
 Carl Grimes  
 Jonathan Harton

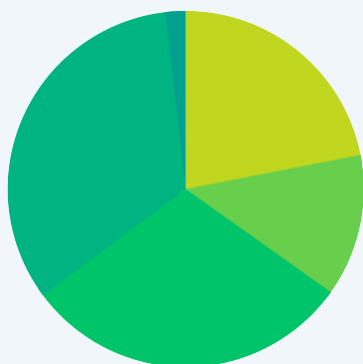
Anna Hayes  
 George & Susan Himmel  
 Cheryl Lasher  
 Suzann Miles-Gustave  
 Patrick & Darlene Noonan  
 Andrea Samide  
 Christine Schudde

Bridget Schultz  
 Teresa Spadafora  
 Matthew Suozzo  
 Ilene Sykes  
 Deborah Taylor

Thank you also to members of our community who have donated through the State Employees Federated Appeal (SEFA), Habitat's Cars for Homes program and through social media fundraisers.

# Financials

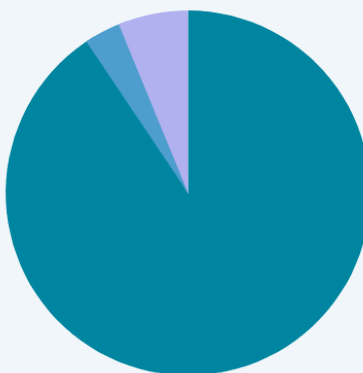
FY 2019: July 1, 2018 to June 30, 2019  
 Form 990 available at [habitatcd.org/reports](http://habitatcd.org/reports)



## Revenue

- Home sales: \$725,312
- Contributions: \$427,131
- Grants: \$990,937
- ReStore sales: \$1,104,216
- Other: \$60,488

**Total: \$3,341,017**



## Expenses

- Program services: \$3,307,927
- Management & general: \$117,326
- Fundraising: \$226,894

**Total: \$3,652,147**

**Net assets: \$463,214**

# Habitat for Humanity Capital District builds strength, stability and self-reliance through affordable homeownership.

## 2019 Board of Directors

President	Brian Barker, architecture+
Vice President	Kyle Kriegbaum, Health Research, Inc.
Treasurer	Jonathan Draper, WCGS Architects
Secretary	Terersa Spadafora, M&T Bank

Andrew Carroll, Memory Gardens  
Taryn Davila-Webster, community volunteer  
Abigail Gomes, Sheridan Preparatory School  
Carl Grimes, Coldwell Banker  
Bruce Rodgers, retired  
Harry Rutledge, Rutledge Architecture  
Bridget Schultz, Maynard, O'Connor, Smith & Catalinotto, LLP  
Molly Snyder, community volunteer  
Hannah Stenzel, Godfrey Associates  
Mike Stewart, Turner Construction Company



In recognition of our commitment to financial transparency

### A note about analyzing nonprofit performance

We agree with GuideStar, Charity Navigator and the Better Business Bureau Wise Giving Alliance that "overhead ratio" is a poor measure of an organization's performance. We are committed to continued efficiency, but we also ask you to value other factors of our performance: transparency, governance, leadership, and results. Learn more about the "overhead myth" and recommendations for evaluating nonprofit impact at [habitatcd.org/reports](http://habitatcd.org/reports).



Administrative office  
207 Sheridan Ave, Albany, NY 12210  
(518) 462-2993

[habitatcd.org](http://habitatcd.org)

 @habitatcd  
@habitatrestorecapitaldistrict

 @habitatcd\_org  
@habitatrestorecapitaldistrict

 @habitatcd\_org